

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 8, 1907.

NO. 6.

There may be other laundry Blues
of more or less merit, but for real undoubted
superiority and unequalled strength and
satisfactory work



Keen's Oxford Blue

stands alone.

Frank Magor & Co., 403 St Paul Street, Montreal, Agents for the Dominion

Has no competitor in the estimation of the consumer and dealer

"CROWN" BRAND TABLE SYRUP

PUT UP IN TINS
2-lb. tins—cases 2 doz. Also in Brls., ½-Brls
5 " " " 1 " Kegs and Pails.
10 " " " ½ " "
20 " " " ¼ " "

Freight paid on 5 cases and over to all railway
stations east of North Bay.

The only genuine pure product of the finest selected white
corn. Rich, delicious, healthful, and profitable for the dealer.

For sale by all jobbers

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

164 St. James Street
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 68

CROSSE & BLACKWELL, LTD.

London, Eng.

C. & B. JAMS (1, 2, 4 and 7 lb. tins, 1 and 2 lb. vacuum glass jars.)

- | | | |
|-----------------------|-----------|-----------------------|
| Cherry | Pineapple | Raspberry |
| Strawberry | Peach | Black Currant |
| Apricot | Damson | Raspberry and Currant |
| Red Currant | Greengage | Blackberry |
| Gooseberry | Plum | Household |
| Plum and Apple, Apple | | Apple and Lemon |



C. & B. PICKLES

Corked 1/2 pints, pints and quarts.
Octagon lever stoppered 1/2 pints and pints.

- | | | |
|-------------|---------|-------------|
| Chow Chow | Girkins | Piccaililli |
| Mixed | Walnuts | Onions |
| Caullflower | | Red Cabbage |

Agents for Quebec, Ontario and the Northwest

C. E. COLSON & SON

10 St. John St., Montreal, Que.

Fi

Ever

TI

Standard Fish Specialties

You want the very best packed if you wish to give lasting satisfaction. The best are always the cheapest in the long run. We guarantee our Fish to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

QUALITY TELLS

"THISTLE" Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the
CHEAPEST
but always
BEST!

Every tin of
"Thistle" Fish
contains 16 oz.
eatable fish,
choicest quality

One tin of
"Thistle" Haddies
contains more
eatable fish
than an ordinary
cured Haddock

Don't Substitute!

WE STRONGLY FAVOR GOVERNMENT INSPECTION.

You can get "Thistle" Fish from all first-class houses.

The Thistle Canning & Curing Co.

DIGBY NECK, NOVA SCOTIA.

Sole Selling Agents: *Arthur P. Tippet & Co.*



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



Manufacturers and merchants cannot expect to develop, maintain and get the best out of the Canadian market without the assistance of local agents. The following is a representative list of reputable agents. The service department of The Canadian Grocer is at the disposal of firms wanting agents or of agents wanting agencies.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
D. STAMPER, Prop.
Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.
Correspondence Solicited.
P.O. Box 793.
Office and track warehouse. City spur track.
Cor. 3rd Ave. and Fairbaird St., - MOOSE JAW

MONTREAL.

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers Agent
and Jobber.
1483 Notre Dame Street, MONTREAL
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

REGINA.

G. C. WARREN
REGINA
Direct Importer of Pure Ceylon
green and black teas of all grades,
and coffees. Will act as manufac-
turers' agent in other lines of
merchandise.

**HONEYMAN, HAULTAIN
& CO.**
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale
Commission Merchants
REGINA, SASK.

TORONTO.

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale
Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and
Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

C. E. KYLE S. HOOPER
KYLE & HOOPER
Wholesale Grocery Brokers and
Manufacturers' Agents
27 Front St. E., Toronto
Highest references Commissions solicited

ACT QUICK
We offer 1,200 cases
BURLINGTON TOMATOES
Subject to being unsold
Quality first-class. \$1.05 f.o.b. factory, less
1½ per cent. cash discount. Free storage
and insurance—opening navigation.
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

ACADIA SUGARS
XXX Granulated
No. 1 Yellow
Guaranteed absolutely Pure Cane
product.

Anderson, Powis & Co.
Toronto Agents

WINNIPEG.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY
WE CAN handle your account to our
MUTUAL ADVANTAGE.
Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

STUART WATSON & CO.
Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

W. A. TAYLOR
BROKER and WAREHOUSEMAN
243 Main Street
WINNIPEG, MAN.
HIGHEST REFERENCES

ESTABLISHED 1887.
JOSEPH CARMAN
Wholesale Grocery Broker and Commission
Merchant
Union Bank Block, Rooms 722 and 723
Winnipeg, Man.
Correspondence Solicited. Highest References.

G. B. THOMPSON
Wholesale Broker and Commission
Merchant
159 Portage Avenue East, - WINNIPEG, MAN.
Cable address, "CAPSTAN."
Storage facilities. Correspondence solicited

(Continued on page 4).

TWO WAYS of making money selling cigars

The First

Selling cheap goods
with a long profit—
(You won't sell many)

The Second

Selling a good line with
a reasonable profit—
(You'll sell lots)

The "second way" is the better—Sure profits and increasing trade

If you decide on the "second way" you'll have to have our

"ANCHOR" CIGAR

The best 5c. straight on the market—and there's more profit
than some other 5c. lines

Send us your orders.

The **EBY, BLAIN CO.,** Limited
Wholesale Grocers **TORONTO**

WHAT YOU WANT

during this present year, is to sell your customers the very best Tea you can procure. For good value in tea will always make you a host of friends, and thus increase your whole business.

AND WHERE TO GET IT

is the next important point.

Blue Ribbon Tea has always had the confidence of the grocer and the public, because

THE PRICES ARE RIGHT.
THE PROFITS ARE RIGHT.
THE TEAS ARE RIGHT.

It only remains for you to sell Blue Ribbon Tea and your trade is assured.

THE BLUE RIBBON TEA CO., LIMITED
12 FRONT ST. EAST, TORONTO

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

R. B. WISEMAN & CO.

WINNIPEG, MAN.

Wholesale Brokers and Storage
Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COM-
MISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL
" " "DAN" INCANDESCENT LAMPS—COAL OIL

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
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3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made. A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets



This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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MONTREAL, QUE.
TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.

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JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C. Watkins' Scott's and Private Codes.

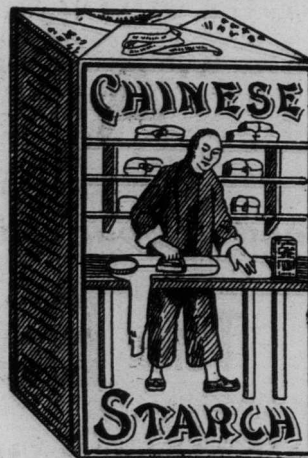
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QUEBEC PROGRESS

If you want reliable and aggressive representation to the jobbing and leading retail trade of Quebec it is to your interest to write

J. P. THOMAS,

Everything in Groceries handled. Quebec



More Profit and Better Satisfaction for your customers than any other starch.

Write for prices and sample package

CHINESE STARCH
OCEAN MILLS, MONTREAL

20th Century Account Keeping.

Don't think because your grandfather made money 50 years ago with old style keeping of accounts, YOU can do so. Times have changed, and if you would be successful you must watch your credits. Why use the old style pass book with your credit customers? Be modern. See here—



IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Place your orders **NOW** for spring shipment of
Jams, Jellies, Marmalades, Catsups, Etc.

1st. To ensure early shipment.

2nd. To secure your requirements before any possible advance in prices. Jam Stocks are very low, and some varieties are even now exhausted.

Aylmer and Simcoe Jams, Jellies and Marmalades are the most popular goods on the market, because they are the **BEST.**

The sales of these Jams in 1906 were nearly twice as great as in 1905, and four times as great as in 1904. **QUALITY DID IT.**

Ask your wholesaler for Aylmer Pure Fruit Preserves. They are equal to the best imported.

CATSUPS

Aylmer and Delhi Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

Quality Did It.

CANADIAN CANNERS,
LIMITED

A few reasons why Ozo Jams should be and are considerably better than any others now being made in Canada :

1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as the mere cost of growing it; and buying fruit at this price naturally we can afford to use more of it.
2. Our plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.
3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.
4. Having the turnover, we are able to purchase our packages at the very lowest price.
5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.
6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

With this information at hand you can readily see why so many of the largest wholesalers have placed their Jam contracts with us, and we think you will also see that it will be to your advantage, and that of your customers, to place your Jam business with us.

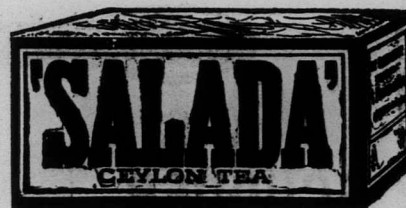
**We quote Standard Brand Jam
in 7-lb., 14-lb. and 30-lb. Pails, 6c. F.O.B.**

The OZO CO., Limited
MONTREAL

"Don't Prophecy Unless You Know"

IS A WISE SAYING THAT

ALL ARE FAMILIAR WITH



Black, Green, Mixed

But when we expressed the conviction, some short time ago, that "SALADA" Green Teas would displace Japans, we were laughed at by many in the trade. Well, we were not so very wide of the mark as events are proving. For who would now say that "SALADA" Green Teas have not already gained a dominating influence, and it will be more so as their merits become better known.

Quality and value must prevail

In spite of all interested opposition to subdue it.

Samples and Wholesale Terms on Enquiry.

Address, "SALADA" Toronto, Montreal.




A Good Storekeeper

studies his stock, sells only that which he knows will please his customers.

MAGIC BAKING POWDER
is the kind that pleases the people.

DO YOU SELL IT?



 Merchants should recommend food products that are produced in clean factories.



"Sterling"
Brand
Pickles

Help in the best custom of the best grocers

—An Ideal Pickle

Sterling
Brand
Relish

A necessity to the best trade of any grocer

—An Ideal Relish

Made in Canada by

The T. A. LYTLE CO.

Limited

TORONTO, CANADA



**Y. & S.
SCUDDER
M. & R.**

STICK LICORICE

**ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.**

and a complete line of
Hard and Soft Licorice Specialties.
Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,
J. M. BRAYLEY, Agent.

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

Molasses

Put up solely by

Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	- - -	TORONTO
JOHN W. BICKLE & GREENING,	- - -	HAMILTON
GEO. H. GILLESPIE,	- - -	LONDON
JOSEPH CARMAN,	- - -	WINNIPEG

Valencia Raisins

Next Time You
Order, Ask for

**"M. D. & Co." Special Fancy
Quality**

**"W. Abel" Standard
Quality**

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
Mahiques, Domenech & Co.

Canadian Agents:
Rose & Laflamme
Montreal and Toronto



**PATERSON'S
WORCESTERSHIRE
SAUCE**

sells quickly because of its great merit.
It affords the dealer a good profit—
what more do you want?
Have you enough in stock?

ROSE & LAFLAMME
Agents, - - - Montreal.

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatele,	from Malaga	Raisins,	from Valentia
Cane Sugar,	from West Indies	Mangoes,	from West Indies
Oranges,	from Seville	Ginger,	from Jamaica
Red Peppers,	from Zanzibar	Capsicums,	from Zanzibar
Nutmegs,	from Penang	Mace,	from Penang
Cloves,	from Penang	Cinnamon,	from Ceylon
Tomato Puree,	from Italy	Garlics,	from Italy
Shallots,	from Channel Islands	Soy,	from India
	Virgin Malt Vinegar	Lemons,	from Messina

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise

Gesye Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

PRUNES

LARGE SIZES IN 10-lb. AND 25-lb. BOXES.

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Credit and Money

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystalline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money. It is the "Salt that's all Salt."

Windsor Salt

*The Canadian Salt Co., Limited
Windsor, Ont.*

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S EDINBURGH **COFFEE ESSENCE**

**ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!**

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS **THOS. SYMINGTON & CO. - EDINBURGH**

Health in Every Cup

Glowing health is a capricious goddess ; but she never forsakes the lover of

Ceylon Teas

Yes, there's health and joy in every cup of Ceylon Tea. Millions of tea drinkers declare that Ceylon possesses an aroma and a flavor absolutely unique and unrivalled. There's a difference, a big series of differences, between Ceylon Teas and any other grown on this planet. The difference in sales interests you most of all. There is more Ceylon Tea sold on this continent than there is of all other teas on the market. Tea is nearly always profitable. The grocer who pushes **Ceylon Tea** takes out a policy assuring success.

WE RECOMMEND—

**TAYLOR'S
BEST**

BORAX SOAP

SOFTENS WATER—WASHES EASIER
—WELL ADVERTISED—

ORDER NOW—THE DEMAND IS INCREASING

JOHN TAYLOR & COMPANY
TORONTO

CANADA'S LEADING PERFUMERS AND SOAP MAKERS

GIRAGE JACQUOT CANADIAN AGENCY

We are now open to receive importation orders for the Famous French Boot Blacking

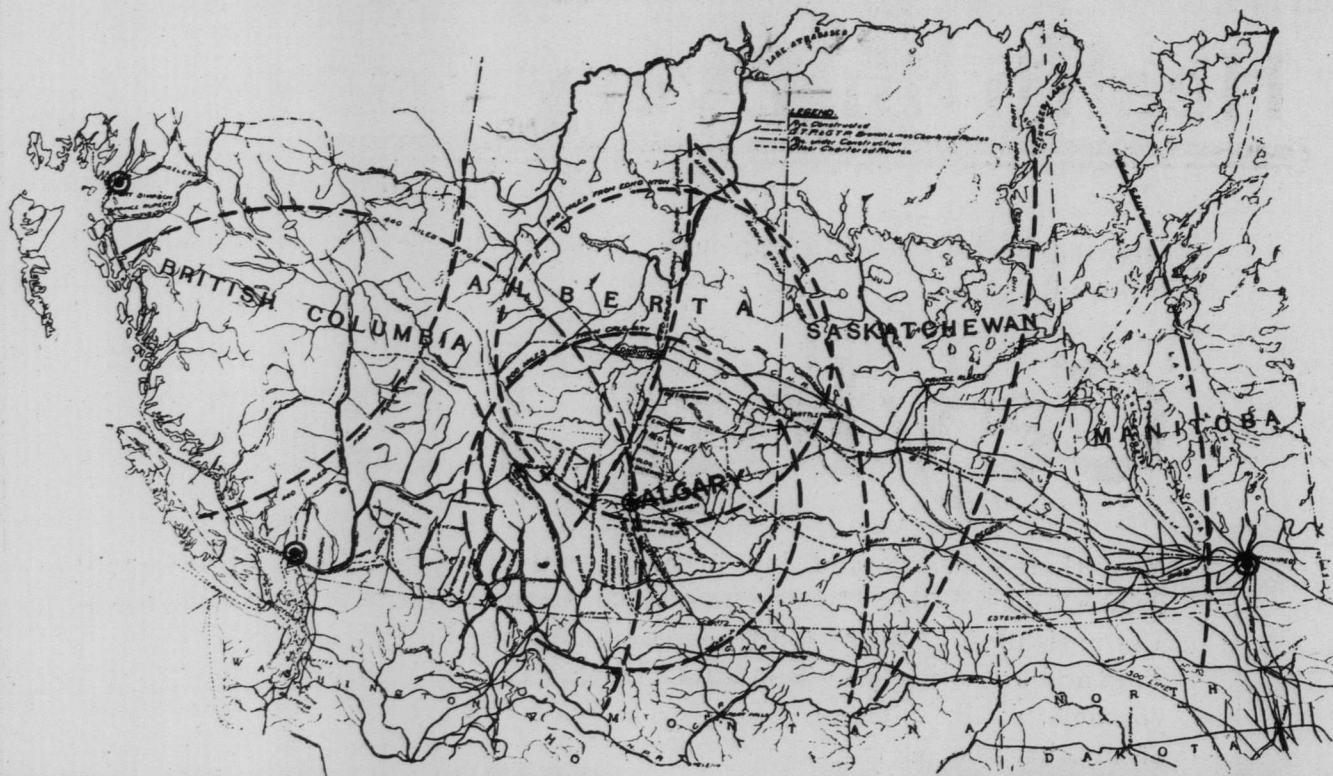
GIRAGE JACQUOT

the best known on earth.

Write or Phone for Quotations

LEFORT IMPORTING CO.
LIMITED
No. 56 St. Francois Xavier St.
MONTREAL

Telephone Main 76



CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER ?

Do you want a share of the immense volume of business to be had from a city of this size?

If so, now is the time to place your account in reliable hands.

Calgary to-day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan and Eastern British Columbia.*

Do not Delay. Write us Now. Start the new year of 1907 *Right,* by allowing us to represent you in this *Great West.* We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

N CHOLSON & BAIN

Wholesale Commission Merchants and Brokers
CALGARY, ALTA.

Head Office

WINNIPEG

GET READY FOR LENT

ALWAYS ON HAND

FRESH—Haddock, Cod, Dore, Pike, Halibut, B. C. Salmon, Mackerel, Herrings, Tom Cod, etc.

PICKLED—Cod, Pollock, Herrings, bbls or half bbls, Salmon.
CHEESE, BUTTER, EGGS.

T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly
and Frame-Food Cocoa).

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,
Southfields, London, S.W., England.

There's Money in Soap

The grocer who makes it his business to
feature a good reliable soap pays attention
to one of the essentials of success.

Wonderful Soap

has caught the market. It describes itself
and that's the way particular women de-
scribe it.

There certainly is money in **Wonderful
Soap** for you.

Let us tell you just how!

Manufactured by

The Guelph Soap Co.

GUELPH, ONT.



Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful
planting about your home will be a joy forever. The
sooner it is done the sooner it will gratify you.

Our plans are reasonable, our prices right. Ask for them.

BROWN BROS. COMPANY, LIMITED

NURSERYMEN

BROWN'S NURSERIES P.O., ONT.

THE CANADIAN GROCER

CEYLON TEA—

A beauty to retail at 40c. Boxes 40 lbs.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

Diamond Brand
Maple Syrup

Twin Block
Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit
Jams

Pure Fruit
Marmalade

Even the smallest job deserves the Best Material

That's why so many particular housewives, all over Canada, insist on getting Greig's Flavors. They know that every flavor can be depended upon absolutely to give the desired results. The exquisite purity of the Extract is such that a very little goes a long way.

The profit to the dealer, too, is much greater than on the cheap and nasty lines. Our many years' experience in manufacturing is a guarantee that we know the essence business. Try a sample lot, at our risk, and see how easy it is to build up a profitable trade for high-class goods.

**THE ROBERT GREIG COMPANY, Limited
TORONTO**



GREIG'S White Swan BRAND



ROWAT'S

The name that applies
to

**PICKLES and
OLIVES**

means

**Quality the best
Profit satisfactory
Business increasing**

You can't wish for more.
All jobbers.

The C.P.R. Has Chosen Royal Crown Witch-Hazel Toilet Soap

for use on their trains and steamships
and in their palatial hotels—
Chateau Frontenac and the rest.

It is a soap selected by the best people
everywhere, once it's known.
Your customers will prefer it.
It will pay you to always have it
on hand.

The **ROYAL CROWN** Limited,
Winnipeg, Man.

W. H. Millman & Sons,
27 Front St. E., Toronto,
Ontario Agents

Wm. H. Dunn, 294-296
St. Paul St., Montreal,
Agents for Quebec and
Lower Provinces.



Diamond E. Blend Coffee

**DON'T STAY IN THE RUT
IMPROVE YOUR COFFEE TRADE**

is producing splendid results ; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "Diamond E." on our guarantee, and have fully justified our enthusiasm for the genuine merit of this coffee, by their repeat orders—You cannot make a mistake in ordering a tin on a trial basis—if the coffee does not prove a convincing argument—We stand the expense—"Diamond E." will put new life into your Coffee trade—Try it—Backed by a reputation of over half a century.

S. H. EWING & SONS, MONTREAL

CAMP
COFFEE

Tell your Customers

"CAMP" Coffee is the very best beverage for cold weather. "CAMP" not only quickens the circulation and stimulates the body, but induces a comfortable sensation of warmth and well-being—a sensation that lasts for hours. "CAMP" pays you a handsome profit. It serves you well—serves your customers well. Stock it freely.

Manufactured by—
R. Paterson & Sons, Coffee Specialists, Glasgow.

Sole Agents:
ROSE & LAFLAMME
Montreal

PUREST BEST

Alibert Sardines

are liked because they are the best on the market. They please the palate and suit the popular fancy in every way.

Do You Carry Them?

We want to hear from you if you don't. Obtain a supply before Lent starts. It will be worth your while.

Your Jobber or Direct

C. A. Chouillou & Co.
14 PLACE ROYALE
MONTREAL



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

HOP BLEND TEA

A scientific blend of finest selected Ceylon Teas with Kentish Hops—a perfect, healthful blend. Sold to the best trade in England and Canada. Retails at 50cts. Send for samples or trial package of 50 lbs. We are agents for Canada. Guarantee to sell.

Tartan
BRAND
SIGN OF PURITY

LENT—A Full Assortment of Fish SPECIALS

Brls.—Duff's Selected Labrador
Hf.-Brls.—Sea Trout

Hf.-Brls.—Labrador Salmon
Hf.-Brls.—Mackerel

100-lb. cases Gaspe Cod, Boned and Skinned

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

William Galbraith & Son

**WHOLESALE
GROCERS**

Best of everything in Groceries.

Your wants attended to promptly and satisfactorily. Full assortment of Canned Goods, Dried Fruits, Teas, Coffees and general lines.

Prices the lowest, consistent with quality.

William Galbraith & Son

68 McGill Street, Montreal

While You Think Of It

—Better send along that renewal order for Mathieu's Syrup of Tar and Cod Liver Oil—better send it right now. This is the cougher's season—just the time o'year that

Mathieu's Syrup

of Tar and Cod Liver Oil

—keeps you busy handing it over the counter. It is known as the best cough cure for all sorts and conditions of coughs and colds. It is extensively advertised. Is it any wonder it sells so rapidly? The profit is worth having, don't you think?

Nothing like a bad headache to show how quickly Mathieu's Nervine Powders can cure it. A dandy money maker all the year round.

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, P.Q.

For sale at all druggists and general stores

Medium Scaled Herrings

At bargain day prices for a quantity—strictly superior quality, also a complete line of all seasonable fish.

Labrador Herrings, brls. and hf.-brls.

Mackerel, hf.-brls. and pails.

Boneless Fish—Cod, in 1 and 2 lb. bricks, etc., etc.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Those merchants who have gone into the study of Teas and judged them from personal trial and knowledge cannot be turned from the use or sale of

Japan Teas

These Teas are in a class by themselves as regards absolute purity and healthfulness.

MARMALADE

We Want You to Know

that we are now manufacturers and are putting on the market a superior Orange Marmalade under the brand "Balmoral."

Balmoral Scotch Marmalade

is manufactured from selected bitter oranges from the best known groves and refined sugar. On arrival at the factory the oranges are thoroughly washed and peeled, the peel is then shredded by automatic and specially adapted machinery, and after being again washed the shreds are mixed with the rich juice of the bitter orange, from which the pips and all undesirable parts have been extracted. The whole is now conveyed to shining kettles and "boiled off to just that proper point."

THE RESULT:

The Finest Marmalade You Can Stock

possessing the full aromatic properties of the famous bitter orange preserved in all its freshness.

We are also putting up an Orange Marmalade under the "Royal Brand," in a large assortment of packages. Drop a postal for full particulars.

J. W. WINDSOR, Montreal

**GROGERS, CONSIDER YOUR CUSTOMERS'
HEALTH BY BUYING**



**WAGSTAFFE'S Fine Old English
Pure Orange Marmalade**

Contains all the essential oils and fruity flavor of the orange which give it such a piquant zest that is so appetizing in a

Pure Orange Marmalade

The country is flooded with so-called unpalatable marmalades that contain a large percentage of starch glucose which clogs the stomach and impairs the digestive organs, that causes so many people to look old and pale. NOT SO WITH

**Wagstaffe's Fine Old English
Pure Orange Marmalade**

Our first consideration is to safeguard our customers' health by making our marmalade of the finest Seville Bitter Oranges and the Purest Cane Sugar obtainable, put up in a clean factory by the most up-to-date machinery and the best experts. Every pound guaranteed pure.

WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE

**MADE IN HAMILTON, CANADA, BY
WAGSTAFFE, Limited
The Pure Fruit Preservers.**

STOCK CLEARING SALE



Having finished our annual stock-taking, we have put a number of lines of small ends of stock into the hands of our travellers to be cleared out at greatly reduced figures.

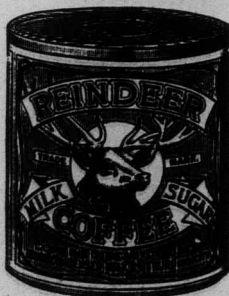
They comprise all lines, and are just what are required to make attractive snaps for offering to the consumers.

Our travellers have samples and full information.

James Turner & Co., Limited - - Hamilton



Combined Ready to Use



Something
Everybody
Enjoys

A cup of excellent Coffee is prepared by simply adding boiling water.

HOW IS YOUR STOCK ?

The demand is brisk.

Truro Condensed Milk Co., Ltd., Truro, N.S.

THE

Manitoba Canning Co. Ltd. GRANDE POINTE, MAN.

NEW PLANT means **BETTER GOODS.**

We are now working with the **LATEST** Canning Machinery, with the **BEST WESTERN CATTLE** coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will **NEVER** be without it.

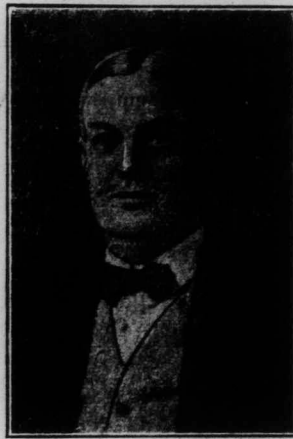
EVERY TIN GUARANTEED

NICHOLSON & BAIN, WINNIPEG AND CALGARY

STAPLE GROCERIES WITHOUT PROFIT

A MORAL ISSUE

An Address by Wm. Judson, President of the National Wholesale Grocers' Association of the United States before the recent Dallas Convention of the National Retail Grocers' Association.



Wm. Judson, president of the National Association of Wholesale Grocers appeared before the Dallas convention of the National Association of Retail Grocers and delivered an address that will be read with as much interest north as south of the line. The address was enthusiastically received, and the feeling it created among the delegates, to quote an American paper, was "that in the future the chain and department stores, together with the cut-rate and premium people on both sides of the line, are going to have a hard time of it." Mr. Judson said:

"I greatly enjoy such occasions for social intercourse. I highly appreciate the business instruction which may be gained by this meeting. It is a big work to get this grocery crowd together. I believe we may say some things to each other which will create a feeling of personal friendship and cement more closely our business relations. At home we are keen competitors. In a national meeting we are upon the basis of good fellowship. At home, as we go our busy way, we drift apart and possibly forget the better side, which is always underneath. If you were called upon to give a justification for your existence it could be found here and now.

"I am very much impressed with this great meeting and with the possibilities of the association. In its organization, in the creation of the necessary machinery for its control, your officers have shown strong executive ability. Evidently men of genius for the work have been up and doing. President Green and his official staff, and others who have worked before them, are worthy of the highest consideration—I believe I may say affection. It is a high privilege to enjoy this opportunity to grasp your spirit and to partake of your enthusiasm. In this fair city of Dallas you will set your pace to an uplift of your affairs. You have left far behind you the word failure; you have learned to rise above discouragements. The word impossible you do not know—it is not American.

The Ideal Salesman.

"I am instructed by the executive committee of the National Wholesale Grocers' Association to extend greetings and Godspeed to the National As-

ociation of Retail Grocers. We wish you good will and your patronage, and we fully realize that, if we gain the one and keep the other, we must safeguard your vital interests with the same fidelity that we do our own. Intelligent merchants and thoughtful department managers are constantly educating traveling salesmen to become in the highest degree constructive merchants.

"The ideal traveling grocery salesman of today is a man of high character and broad experience—one whom the retailer and the wholesaler are proud to meet upon the basis of social equality and personal friendship.

"While the respective services rendered the public by retailers and jobbers differ materially in character, the fact remains that their interests are mutual in the accomplishment of a laudable and common purpose.

Wholesaler's Requirements.

"I feel that it is not only opportune, but eminently fitting, that I should avail myself of this opportunity to impress upon you the large resources and the versatile talent now required on the part of the jobber to properly conduct and adequately and conscientiously serve the retailer with the innumerable food commodities demanded by the public.

"In the first place ample capital and a high order of organizing and administrative ability are fundamental requisites. With these available, the utmost discrimination as to quality of goods, eligibility of business location, convenience of transportation facilities and expedition of handling must have the most painstaking and constant attention.

Up With the Times.

"It is not only the province but the duty of the jobber to keep fully abreast of the times in regard to the requirements of the public and the merits of the multitudinous commodities which are constantly appealing for popular favor and sift the good from the bad, the meritorious from the fraudulent, and in this manner protect the interests of the retailer and the health and pockets of the public.

"I feel that your knowledge of the correctness of these statements will

bear me out in the further assertion that this vitally important service on the part of the conscientious jobber is, as a rule, entirely overlooked or taken as a matter of course. Innumerable are the trials of the jobber in spite of his most painstaking efforts to avoid deception and imposition, and equally innumerable are his trials and vexations in always establishing himself upon the firm foundation of unimpeachable merit and unquestionable quality.

Staples Without Margin.

"Such inducement on the part of irregular salesmen is invariably for the purpose of selling some other commodity with the price and quality of which the retailer is not familiar, and, as a rule, he does no better in the transaction than if he purchased the commodities from his regular house. Furthermore, having obtained some staple article in this manner, is it fair, the next time the travelling salesman of your regular jobbing house visits you, to refuse to buy a staple commodity from him unless he will let you have it at the price quoted by the comparatively unknown salesman who named the price in question solely with a view of making it up on some other line of goods that he was trying to popularize?

A Moral Profit.

"When the jobber sells staple commodities to his customers without a proper margin of profit, it is a temptation to the retailer to pass the goods on to the consumer at prices practically yielding him no profit and make the articles so called 'leaders.' Knowing, as you do, that you cannot do business without a fair profit any more than the jobber can do business without a fair margin of profit, I submit that the most normal and satisfactory condition is fair margin of profit, which commodities, including staples, at a price yielding him a fair margin of profit, which commodities you, in turn, retail regularly to the consumer at a fair margin of profit. Such transactions ensure a regularity and stability to trade which is by far the most desirable and satisfactory condition for all concerned.

Competition for the Best.

Alfred Weyerstall—1c

"On the other hand it is the province of the retailer to distribute direct to the consumer the commodities he obtains from the jobber. In so doing he relies in a large measure upon the character of the jobbing house and its wise discrimination in selecting the quality of the goods he offers his trade. It is with a feeling of pride that I say that no class of men within the range of my knowledge take more honest pride in giving their customers their money's worth, than do you, my friends, the retailers. It is a matter of conviction with me that no class of business men indulge in keener competition with each other to give their respective customers the very best and most meritorious articles which the bounties of nature and

the skill of the manufacturer can produce than you do. I will go even further and say that the incessant and ever intensified demand from you for quality, merit and attractiveness in the goods the jobber furnishes you is a constant spur to the heads of departments of the jobbers' organizations for better qualities, more meritorious product and more attractive packages, and that this demand keeps their wits and ingenuity ever on the alert, and, through them, the originality and the ingenuity of the manufacturers in complying with these demands.

'For this fidelity to public interest the retailer is entitled not only to the thanks and confidence of his customers, but he is also entitled to liberal and even generous remuneration for the valuable service he renders the public.

Ridiculous Competition.

"This now brings me to a matter of mutual interest which I desire to discuss with you in perfect frankness and good will. For many years there has been a growing tendency on the part of the jobber, fostered, possibly, by sharp competition, to supply the retail dealer with staple commodities practically without profit. This unwise and unbusinesslike procedure probably had its origin in the handling of sugar. When the jobber voluntarily began furnishing the retail trade with sugar at practically no margin of profit, the retailer naturally concluded that if the jobber was willing to sell him sugar—a large item of his trade—at no margin of profit, the jobber could just as well sell him other staple commodities without profit. The result of this kind of competition on the part of the jobber and of demand on the part of the retail dealer has finally reached such an exaggerated stage that the jobber is handling a considerable percentage of his output practically without any margin of profit.

"Now, I submit to you as clear-headed and discriminating business men, that this condition of affairs is neither right nor equitable. In the first place it is neither best for you nor the jobber. In the second place, I am a great believer in the scriptural injunction that the 'Laborer is worthy of his hire,' and I know that you understand, as clearly as any set of business men, that no jobber can maintain an organization involving a large investment of capital and devote his own time and experience, and the time and experience of a number of departmental heads, in accumulating at a convenient point the products of the entire world and lay them down to his trade without an adequate margin of profit.

All the World Contributes.

"Did you ever pause to consider the amount of time, thought, skill and energy employed in assembling the commodities with which our establishments are filled? There are teas from China and Japan, coffees from the East Indies and South America, spices from the islands

of the tropics and food products from all of the civilized countries of the earth. Knowledge of merit and quality which requires an ordinary lifetime to obtain must be employed in making nice discrimination in the selection of these articles. Painstaking care as relates to size and attractiveness of packages must also be employed by one competent to exercise such judgment. In addition to all this many of these commodities must be paid for months before they can be disposed of to the retail trade, all of which requires much capital and the risk from many sources incident to the use of employing capital in commodities more or less perishable.

"Then, again, there are the whims of public taste to be taken into account, for a commodity which may be very popular to-day may suddenly decline in popularity before goods purchased for future delivery can be received and disposed of to the trade.

"In the light of these facts, fully confirmed by your own intimate knowledge of their truth, you can but be impressed with the fact that the jobbing distributor is not only entitled to, but must have a margin of profit on all commodities that he handles, or accept the alternative of inevitable failure. Again, when a retail dealer establishes satisfactory business relations with a jobbing house the jobber is just as anxious to satisfy him, retain his good will and lay goods down to him at the lowest possible remuneration consistent with the service rendered as the retailer is to receive the best goods at the lowest price.

Matter of Fairness.

"Again, drouths, floods, conflagrations, epidemics, business depressions or other great calamities will almost surely visit the locality of every retailer at some time or other during his business career. During these periods collections may be poor and the outlook dark, and the retailer may need accommodations in the way of extension of time and a large line of credit, and if he has, through years of trading, established himself in the confidence of his jobber, he is reasonably sure to receive such assistance and accommodations in such hours of trial and tribulation as it is within the power and province of the jobber to extend.

"In view of these circumstances, is it prudent, wise or right for a retailer who is handling the goods of a jobbing house whose very name has been a guarantee of good quality, and who has dealt kindly and generously with the retailer in time of need, to go off at a tangent and give an order for staple commodities to some unknown salesman from a remote jobbing centre who makes remote visits to his locality, simply because such salesman offers him a staple commodity at a price on which the retailer knows the jobber makes nothing and probably loses money?

"It would be just as reasonable for

a merchant to walk into a bank and ask for the loan of one thousand dollars without interest, because the bank had unemployed money on hand, as for the same merchant to ask the jobber to use his organization, his capital, his time, and the skill of his force in laying down staple goods to the retail dealer without a margin of profit.

Question of Trade Stability.

"I feel constrained to talk very frankly with you along these lines in the interest of the integrity and stability of trade. My lifetime association with both retailers and jobbers has convinced me that we are all thinking along these lines and that the time has come to discontinue making erratic and sensationally low prices on staple commodities with a view to attracting trade, because it is altogether too apparent to any thinking man that such action is but a subterfuge to conceal an ulterior motive and that the supposed beneficiary of this procedure is sure to make up to the dealer on something the reduction that he received on the staple commodity. Otherwise he could not exist.

"Our watchwords should be: 'Mutual confidence in and mutual loyalty to each others' interests, stability of trade founded on consistent business policies, and fair remuneration on all commodities handled, based on our capital invested and the energy, industry and intelligence brought to bear in serving the public.

"As we all agree, these meetings are of great value—the social touch, the broadening influence of travel, the glimpse of rivers and mountains, fertile fields and big cities. We are broader and better for the experience, but the hour for going home soon comes. A few short days and we are behind the counter again. How to make a personal application of what we have seen and heard—how to make our own business five per cent. more profitable than last year. There is no royal road to wealth in the grocery business. Our greatest good will come from thoughtful, personal attention to our own home business.

"Let us all resolve anew that we will give our loyal support to our local association; that we will stand by and maintain our respective State associations and work continually for a sound and wholesome increase of conservative strength nationally."

The second annual meeting of the shareholders of White & Co., Limited, Toronto, was held in their offices on Feb. 4. The report showed a very satisfactory state of affairs. The directors elected for the ensuing year were: James Langskill, president; George Acheson, vice-president; W. H. Despard, general manager and secretary-treasurer; and R. Palmer, with Fred Anderson, manager of Hamilton branch.

RELATIONS OF WHOLESALER AND RETAILER

Address by F. W. Hannah, President New York State Wholesale Grocers' Association before the National Association of Retail Grocers recently in Convention at Dallas, Texas.

Having been associated with retail grocers for many years, I can appreciate some of the difficulties and trials that you have to contend with in your business; and if anything I can say would be of assistance or help to you, I should be satisfied and feel that my trip has not been in vain.

The best of feeling and sentiment should prevail between the wholesale and retail grocers. In the distribution of staple food products in this country there is a place for the manufacturer, the wholesale grocer and the retail grocer—the manufacturer to make the goods, the wholesale grocer to distribute them to the retailer and carry them for the convenience of the retailer, who distributes them to the consumer, and who cannot, of necessity, carry all the different lines for which the retail grocer has a call in doing business at the present time. The manufacture of staple products is carried on to such an extent and calls for such an outlay of capital, that the manufacturer cannot often have the additional capital necessary for the distribution of his products. The jobbers of this country have not only the capital, but the machinery for the distribution of such goods; and, as they are purveyors of all kinds of food products, they are in a position to buy them in a large way, pay the manufacturer promptly, and then distribute them as the wants of the retail trade may need, at a much less rate per cent. of cost than the manufacturer can do himself, so that a retail grocer can buy a small quantity of nearly everything that the public demands of him without a larger outlay of capital than his business would warrant.

Cost of Doing Business.

The interests of the jobbers and the retailers in this respect are mutual, and the wholesale grocer is in position to do more for the retailer than the retailer can do for himself, or than any two or more retailers can do collectively. You are probably aware that the business conditions in all lines have been very much changed in the last ten years. The fact is that in your business, as in that of the wholesaler, the expense of doing the same amount of business has almost doubled in the last decade. Your retail customers demand more of you now than ever. They purchase in small quantities and have to be served every day at least, and sometimes two and three times a day, and for this reason it occurs to me that the retailer grocer must study his business in the same light as the wholesale grocer does his, so that he may intelligently conduct his affairs. It is results with which we have to deal. We cannot get away from the expense of our business,

and the only way we can cope with that expense is to study how we may sell our goods for more than it costs us to do business, and this is what, in my opinion, requires the careful attention of every retailer. He should know what it costs him to do business, and unless he can get more than that cost he is not making money.

The old-fashioned plan of merchandising by the wholesaler as well as by the retailer—to sell a large quantity of staple goods at what they paid for them, which is a loss of exactly what it costs them to do business—is all wrong, because under these circumstances this additional cost must be added to the cost of the other goods they sell. Every retailer should insist, first, that he gets the cost of doing business and then a margin thereto.

Trade has developed so much in this country and we are brought so near together by railroads, steamboats, telegraph and telephone, and the competition is of such a universal nature, that the prices named by all reputable dealers of staple food products have to be right; and it will not make much difference in the course of a year as to the price you pay for these goods, if you get the best goods and sell them on a fair margin of profit. I think that every fair thinking retailer will agree with me that all the goods he sells should bear a fair margin of profit above the cost of doing business; otherwise we find that this same grocer will have to charge more for his tea and coffee and many other commodities than would be necessary if all his goods were sold at a margin. In fact, he could probably reduce his margin of profit on some of these items, which would probably increase their sale, and the whole business would reap a benefit thereby.

Action Against Unfair Manufacturers.

Experience of many years has convinced me that the retail grocer can order his goods probably of two or three wholesale houses in his vicinity or nearby cities without much question of the price being right for the general competition is of such a nature all over the country that this matter will regulate itself, and I would advise the retail grocer as I would the wholesaler grocer. Each must look out for his own particular job, and see that he makes money.

President Judson, of the National Wholesale Grocers' Association, will verify the statement when I say to you that this is one of the valuable assets of our individual business, that it has been verified through our connection, with associated work all over the country, and we have discovered that it is not necessary to sell a large amount of staple goods at any time at less than it

costs us to do business, and the wholesale grocers all over the country are just waking up to this fact. There is a moral in business as well as in everything else and it is not right that we should pay \$4.70 per cwt. for sugar and sell it for \$4.70 per cwt.

Manufacturers Who Discriminate.

The National Wholesale Grocers' Association is taking the position that the manufacturer who selects 10 or 15 per cent. of the retail trade of the country and sells them at a less price than the 85 or 90 per cent. can buy the goods for, is discriminating against the "rank and file" of the retail grocers whom we desire to help in every possible way to make their business successful and prosperous, and we think that every fair-minded retailer will agree with us in this position.

It is a question with Mr. Judson as well as myself what is the best advice we can give you. From my own experience I would recommend that you all determine to give more attention to making money for yourselves than in trying to sell your goods for less than some cutter has them exposed on the sidewalk. I have known retail grocers who have given their whole attention to this, ordering their goods of several reputable wholesale grocers in whom they had confidence and giving their whole attention to putting out their goods at a fair margin of profit above the cost of doing business, and I have seen such grocers get rich within the period of my experience. The fact is that we as wholesale grocers have learned this lesson and so far as we are concerned know very well when any grocer wants to sell goods for less than cost it should be his privilege to do so and we ought to let him have all that business he wants. We, however, must get a margin, and it is right that we should.

Hustling Clerks Who Have Faith.

I am well aware that the retail grocer has very much to contend with and his work is necessarily very hard and trying, yet if he will determine to run his own business, urge upon his clerks to believe that are selling good goods, that they are selling honest goods to honest men and by honest methods; urge them to believe in working instead of waiting, booming goods instead of knocking, and get everyone in his establishment interested in the pleasure of sellings goods pleasing his customers. I think it will go a long way towards success in business; and you will readily see that this advice is just as good for the wholesaler as well as the retailer.

I urge that there should be more friendly relations between the retailer and the wholesaler, and it occurs to me that the retailer that makes business worth while to the jobber is more likely to receive the latter's best help, for the jobber is in a position to protect him in many ways that may not occur to him without reflection. It is the interest of all the jobbers to purchase the best goods that the consumer wants and they can help the retailer to keep

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THE CANADIAN GROCER

out of his stock the items for which he has only an occasional call. If he sold all there was sold in the city or State of such goods he would not make much money, for the reason that there is little or no demand for them; and the jobber is generally better posted in this respect than the retailer can possibly be.

Value of Association.

Understand, gentlemen, I have no objection to any retailer buying his goods as well as he can possibly buy them, but at the present time there are very many questions to be taken into consideration as to who is selling you the best, and what is really the cheapest for you to buy. At least this is so with the jobbers, and I believe the retailer and jobber's interests in this respect are mutual. I believe that to successfully conduct the retail business we must have confidence in one another, and when we lose this confidence or try to do business without it, it will be at a great risk of profit. The truth is that this confidence is best cultivated by associated effort, and I am glad to see so many retail grocers of the United States in this convention. The special features of associated work is of vastly more importance than most of us realize, for the reason that when you come together for two or three days down here in Texas, for example, you find that the retail grocer—your neighbor in Texas or from any other State—is really a good fellow, the real bone and sinew of the land; that he wants to make money just the same as you do, and when he is satisfied that this is your feeling, too, he is inspired by this new order of things—that we have one and all been broadened out and realize that none of us are all there is in our particular line of business. Then we can all determine that we will conduct our business in an honest, straightforward way, always trying to sell the best goods and get a margin for work and capital.

Now, gentlemen, to my mind these are the real practical benefits to be derived from associated work, and if we determine to be governed there by it will be of great benefit to us all to have attended this convention.

THREE MORE GAMES OF HOCKEY

Lumbers Beat Kinnear and the Brokers Win From Davidson & Hay.

The first game played in the Wholesale Grocers' Hockey League between T. Kinnear & Co. and Jas. Lumbers & Co. resulted in a victory for the former by a score of 2 to 1. These teams met again Wednesday night, Jan. 30, and Lumbers turned the tables on Kinnear beating them 4 to 2. It was by no means a parlor game but a good exhibition of the Winter sport. T. Kinnear & Co. played a great game in the second half, scoring two goals in less than five minutes, and had it not been for Tom Kinnear receiving a nasty cut over the eye from Gee, which practically put him out for the balance of the game, the score might have been reversed.

Lumbers & Co. have a fine team, lots of weight and speed, and have a great chance to carry off the Tillson Trophy.

Tom Kinnear, C. Rennie and Gordon Humphrey played a star game and for Lumbers, Oliver, Gee and Wess Lumbers were the best.

Chas. Morrow acted as referee.

Following was the line-up of the two teams:

Jas. Lumbers & Co.	T. Kinnear & Co.
Wess Lumbers goal	Legge
Tom Kerr point	H. Rennie
S. Oliver cover point	G. Humphrey
Corrigan right forward	Lowe
Gee centre	T. Kinnear
F. Lumbers left forward	C. Rennie

Brokers Win Another.

On Thursday night, Jan. 31st the Brokers defeated Davidson & Hay by a score of 4 to 2. It was the most exciting game this season, the teams being very evenly matched, so much so that at full time the score stood 2 all. Ten minutes extra time was played and the Brokers added 2 more goals. At half time Davidson & Hay looked to be the winning team, having the Brokers beaten 2 to 0, but the second half showed their lack of condition.

Charlie Morrow scored the Brokers' first goal in the first five minutes of the second half and in less than three minutes more Millman scored the second and in the extra ten minutes Tom Webber worked the rubber past Robinson for two more.

Davidson & Hay were short two men of their team, Meath and Moffatt, and the Brokers had to play without Percy Millman and Billie May, both being out of town.

Charlie Rennie, who substituted Meath, played a phenomenal game, having lots of speed.

Gould scored Davidson & Hay's two goals on lifts from mid-ice.

S. Oliver refereed to the satisfaction of both teams.

The teams lined up as follows:

Brokers	Davidson & Hay.
Ferguson goal	Robinson
Morrow point	Gloddish
Thompson cover point	Gould
Watt right forward	Bilton
Webber centre	Wylie
Millman left forward	C. Rennie
Referee, S. Oliver.	

Kinnear's Win Their Second.

At Varsity rink on Monday, Feb. 4th, T. Kinnear & Co. defeated Davidson & Hay by a score of 11-0, this victory taking Kinnear's out of last place. There is no doubt, the Kinnear team has been traveling in hard luck, but with their strongest line-up, as they had against Davidson & Hay, they can make any team in the league go their best.

Davidson & Hay were forced on the defensive soon after the start. The constant rushing of Humphrey and Brown and the combination of Ford and Kinnear, seemed to bewilder the Yonge St. men.

Robinson had a busy night in goal and stopped a number of dangerous shots. He was Davidson & Hay's best man, while Wylie performed well on the line. The half-time score was 5-0. The line-up was as follows:

Davidson & Hay — Goal, Robinson; point, Gladish; coverpoint, Bilton; forwards, Blackburn, Gould and Wylie.

T. Kinnear & Co.—Goal, Legge; point, Brown; coverpoint, Humphrey, forwards, Ford, Kinnear and C. Rennie.

The standing of the Toronto Wholesale Grocery League is as follows:

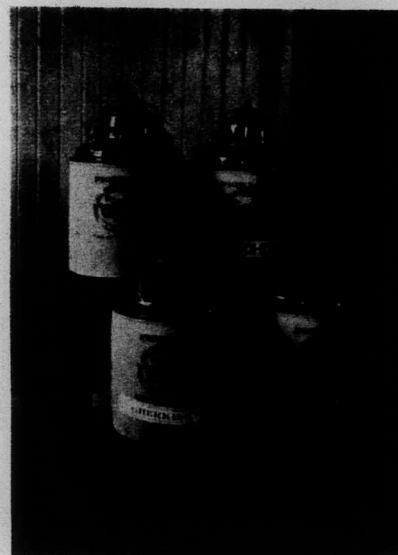
	Won.	Lost.	To Play
James Lumbers' Co.	3	1	2
Brokers	2	1	3
T. Kinnear & Co.	2	3	1
Davidson & Hay	1	3	2

MONTREAL GROCERY SHOW

The space for the exhibition of groceries in Montreal, between April 16 and 29, is being very rapidly taken up.

POPULAR GOODS.

The accompanying illustration gives the reader an idea of the outward appearance of four popular lines put up by the Ozo Co., Montreal. The large jars weigh 63 lbs. to 65 lbs., and make a nice display when placed on the stand seen in the illustration. This stand is given free with every order for four jars, as is also a supply of pint and



Ozo Candy Jars.

quart oyster cartons sufficient to last out the contents of the jars.

NOTES.

W. H. Millman, of W. H. Millman & Sons, Toronto, was confined to his home last week by an attack of tonsillitis.

Very attractive advertising signs and shelf strips are now being distributed among the trade by the N. K. Fairbanks Co. Fairy Soap, Gold Dust, Sunny Monday and other famous brands are advertised.

W. M. Howe, of Arnprior, whose engraved letter head describes him as an importer of groceries, provisions and crockery, and his store as "the leading grocery and crockery house in eastern Ontario," has issued a very neat pocket calendar. It is an aluminum card, on one side a condensed date table, and on the other a reminder that Mr. Howe is Arnprior's leading grocer and sells "everything good to eat." Mr. Howe is also Mayor of Arnprior.

ANOTHER PRIZE WINDOW

Second in the Christmas Competition—A Toronto Grocer's Originality—Device to Increase Display—A London Maple Idea.

The second prize in the Christmas window dressing competition of The Canadian Grocer went to George Rogers, 830 College Street, Toronto, and even with the unsatisfactory photograph reproduced it is easily seen why he deserved it.

Perhaps the main feature of the display is the four wire cylinders placed at intervals across the window. These measured about 1 foot in diameter, the taller ones standing about 4 feet, and the others about 2 feet. The larger cylinders, containing almonds and walnuts, topped with apples and oranges,

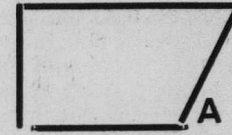
while two more are constructed of canned goods.

Boxes neatly covered with crepe paper and heaped alternately with oranges and apples are arranged across the window. Between these are cartoons of seeded raisins, in pyramid form. These, with small bottles of flavoring extracts, are also used as fillers in other parts of the display.

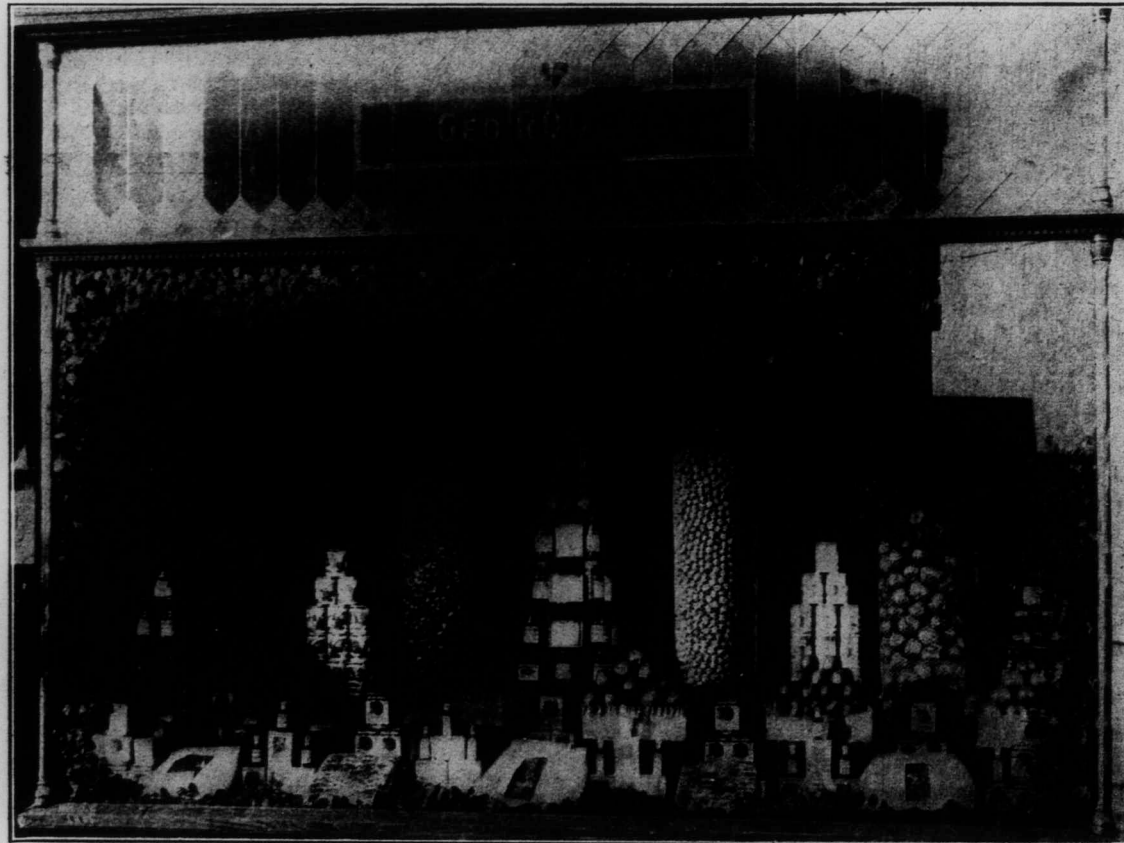
In the foreground are boxes of figs and candied peel, with small heaps of nuts between.

The background is composed of evergreen wreathing, hung perpendicularly,

to widen the street entrance. That gives a window this shape:



To the post at the angle A Michie & Co. have attached by hinges a swinging partition about three feet high. The side facing the larger portion of the window is a mirror. The other side is fitted with plate glass shelves. These are used principally for the display of fancy canned goods in glass; but that depends. Sometimes the glass shelves are close to the slanting window, sometimes considerable space is left. One advantage of this device is that it per-



A Prize Christmas Window from Toronto.

were made of a double thickness of wire netting—that is, a tube within a tube, the diameter of the one being two or three inches less than that of the other. Only the space between the two then required to be filled, although the appearance is that of a solid column of nuts. One of the remaining cylinders is filled with apples, while the other contains oranges.

The central pyramid is composed of E. D. Smith's and Goodwillie's preserves and jams, together with honey in the comb and in jars, arranged in layers, each tier resting on a sheet of glass placed on top of the one below. At the right and left of the window are smaller pyramids on the same plan,

an inch or so apart, from a horizontal bar in the floor of the window.

Holly placed in every available corner framed in the whole display, and with a large tissue-paper bell hung from the ceiling gave the proper Christmas tone to the general arrangement.

A WINDOW DEVICE.

Michie & Co., Toronto, have a simple device in their grocery window which adds considerably to their facilities for display. Their window is the same shape as many grocery windows. It is a rectangle less the triangle necessary

mits two entirely separate displays at the same time.

A MAPLE SYRUP DISPLAY.

(From the London correspondent of The Canadian Grocer.)

T. A. Rowat & Co., 234 Dundas St., London, hit upon a happy idea for a window display of maple syrup. A sapling was secured somewhere in this land of maples and planted, in its primitive state, at the rear of the window. With the tree as a centrepiece, a few accessories served to make a striking rustic scene, very suggestive of the purity of the syrup and cakes of sugar which were also displayed in the window. T. A. Rowat & Co.'s windows are always attractive.

Sketch

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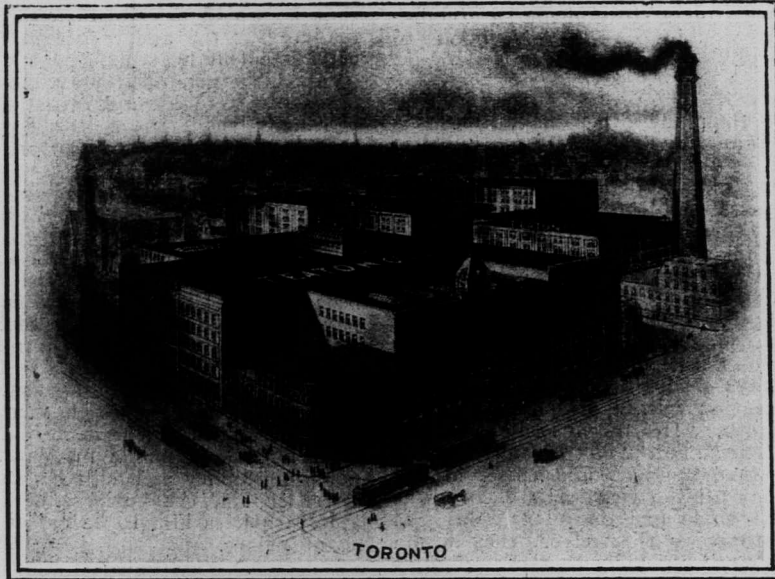
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TIMOTHY EATON, THE MAN

Sketch of the Great Merchant Who Passed Away Last Week—His Own Fortune-maker—An Irishman of Scotch Descent.

By the death of Timothy Eaton on Thursday of last week Canada loses its greatest merchant. He began as a retailer and remained a retailer and his monument is the great business he built up. Mr. Eaton came to Canada in 1857 with £100, a common school education and the memory of a good mother. He has left a business that is among the two or three largest retail stores in the world. In proportion to the country and population, it is the largest in the world by long odds. Marshall Field's, Chicago, is larger, but not nearly as much larger as the population of Chicago is larger than Toronto's or that of the United States larger than Canada's. A member of a government survey called at a settler's shanty in the back woods of northern Ontario. He wanted to see the settler, but the wife only was

ed at him." His mind was not on money making, but his ambition was wrapped up in his business. Every faculty of his alert and powerful intellect, every ounce of his abundant physical strength was directed along the lines of building up the Eaton store. His manner was abrupt to bluntness. Personal considerations weighed little or nothing with him when the welfare of the store was at the other end of the scale. But his vision was far-seeing; his politics were broad, liberal, and founded in justice and honesty. "The greatest good to the greatest number" was a motto of his. He was a man of strong individuality and great self-reliance. His mind worked with such rapidity that his decisions, even in important matters, were often instantaneous.



The Eaton Toronto Store and Factories.

at home. When he told her he was from Toronto she became interested at once; asked him in and began to question him about Eaton's. She told him they had been getting their supplies from Eaton's for several years and were greatly pleased with the service but she had never been in the store. She wanted to know everything he knew about the store and its founder.

Eaton the Man.

The Eaton store is known to most Canadians, but the man behind it has been little in the limelight of publicity. Few men knew his politics. In commerce or finance outside his business he was practically unheard of. He had a passion for merchandising, not for money making. He said to his son not very long ago: "If anyone had told me years ago that I would control as much as a million dollars, I would have laugh-

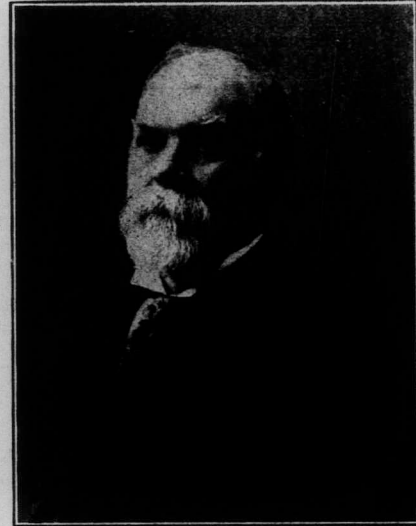
ed at him." At one time there was a vacancy at the head of an important department that had to do with the whole store. Two good men in the department wanted the place and a good deal of feeling developed among the other managers. It came to the ears of Mr. Eaton. He asked for an explanation. "Let them both go," was his immediate decision. One of them is now one of the highest-salaried men of his class in America, and the other is manager of a big store in another city.

A Just Man.

An incident of many years ago will show how, while his sense of justice could be appealed to, his first consideration was the business.

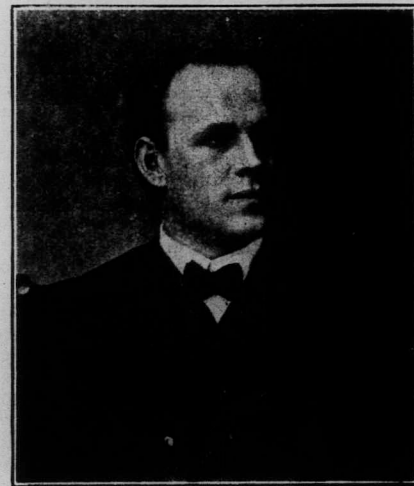
When Mr. Eaton was located on Yonge St., south of Queen, he employed for the print counter a young Scotchman just arrived from the Old Country.

A couple of weeks after a methodist clergyman and his wife were in the store. She bought some print and moved on with Mr. Eaton to another counter. Her husband had gone to the methodist bookroom just around the corner. When she went to pay Mr. Eaton for something she had bought



THE LATE TIMOTHY EATON.

from him she missed her purse, and saying she left it at the print counter went to get it. The Scotch clerk told her there had been no one at the counter and if the purse was left there it would be here yet. He began to search but could not find it and she accused him of having it. Mr. Eaton came and the clerk said to him what he had said to the customer. Mr. Eaton said he would have him searched and called the foreman. The Scotch clerk put his back against the shelves and said to his employer, "send for a policeman, and I'll stand here, but no man in this house



JOHN C. EATON,
The Present Head of the Business.

will put a hand on me." No one wanted to tackle the angry Scot, and while they waited for the officer the minister came back. His wife explained that she had lost her purse and he replied, "oh, no,

my dear, you haven't. Don't you remember you gave it to me?"

Demanded Apology.

The customers were moving away when the clerk interrupted with "this woman has accused me of a crime, and if she doesn't apologize it'll be my turn to send for an officer." The minister came back to apologize, but that wouldn't do. He insisted upon his accuser doing so and she did. When they had gone Mr. Eaton called him to the office, paid him off and told him to go. When he had his money the clerk said:

Mr. Eaton, if you had a son 3,000 miles from home and he was accused falsely of theft and did not stand up for his honor, what would you think of him?"

"But you've lost me that customer," growled Mr. Eaton.

"Better lose a thousand customers than that a son should sully his honor," burst forth the Scotchman.

"Em. Go back to your department," was all Mr. Eaton said, and that ended the matter.

A Blunt Man.

Mr. Eaton's bluntness was positive, assertive. His intensely practical mind, keyed by nature to rapid action, could not brook parleying. He made up his mind quickly and acted promptly. Like other people he made mistakes, but he was never ashamed to admit one as soon as he saw a better way. With him nothing was finished till he thought it right. He had no patience with makeshifts. He might order up a stairway in the store to-day and to-morrow morning if he saw a better arrangement he would order it down again with just as little hesitation. His ambition never halted at the biggest or best store. His aim was ever a better store. Restless progressiveness was a dominant characteristic.

Judging Men.

One not inconsiderable factor in his success was his faculty for estimating men. He was going through the store once and came upon a big Irishman, lately employed as floorwalker. "How long have you been here?" he asked abruptly. "It's none of your business" responded the Irishman cheerfully, not knowing his employer in person. "Well, what are you doing?" persisted Mr. Eaton. "I'm minding my own business, and that's more than you're doing," returned the Irishman, testily. Mr. Eaton's comment afterwards was that he wished he had several hundred more like that in the store.

Another time a manager of a department affecting the whole business, made arrangements for a week off. In the course of the week something went wrong and the operations of the department were practically suspended for a couple of days by Mr. Eaton's order. Shortly after the manager returned Mr. Eaton was in the private lunchroom when this man entered. He called him over and in his characteristically brusque style accosted him:

"So you're to blame for all this trouble we've had."

Without hesitation the manager shouldered the blame.

"Yes sir, I guess that's right."

Just as gruffly Mr. Eaton said it

shouldn't have happened, and the conversation was ended, but next pay day the manager found an advance of \$10 a week in his salary. Mr. Eaton had wanted to see if the man was big enough for his place and would shoulder his responsibility as manager, present or absent.

Treatment of Employees.

Talking about Mr. Eaton with men in the employ of the store to-day or with men who left it many years ago, they all render his conversation in a tone as brusque and abrupt as one can imagine a man to speak. Yet in the treatment of his employes he was large hearted. There has never been a strike on account of wages or conditions. A manager told the writer he knew he was getting more money than he could get anywhere else. If an employe is away a day, two days at most, someone is sent to see if he or she is ill. Should that be the case, it is seen that he or she has proper medical attendance, or if necessary is sent to a hospital, and the hospital bill is paid. Before the business assumed such tremendous proportions Mr. Eaton would go himself in cases of sickness. He took pride in his staff. Speaking to his pastor once after a store picnic he exclaimed, "It would do your heart good to see them."

Early Closing.

More than any other man, perhaps more than any score, Mr. Eaton has helped on the movement for a shorter workday in Canada. One Christmas Eve, years ago, there was such a crush in the store that the crowds were almost unmanageable. Mr. Eaton declared he would never keep his store open at night again. He inaugurated the 5 o'clock closing, first during the summer and extended it to the whole year. He next closed the store at one o'clock on Saturdays during the hot months and his intention was to extend that month by month. He often said the time would come, not in his lifetime but his sons', that stores would close all of Saturday all the year. His theory was that if people had one clear day in which to enjoy themselves, they would attend more regularly to their religious duties on Sunday and would be the better for it, both as employes and as citizens.

In religion Mr. Eaton was a Methodist, and a stout adherent of the old-fashioned orthodoxy, but he was not an aggressively devout man. He took his religion as a matter of course and his business as a matter of fact.

His Ancestors.

Mr. Eaton's forbears were farmers near Belfast, Ireland, and he was descended from a Scotch settlement of 300 years ago when Cromwell was making Ireland over. His father died before he was born, but his mother was a brave, ambitious woman, and despite their poverty, secured to her children the national school education available at the little village of Clogher. After the potato famine of 1847 the oldest boy came to Canada and Timothy was apprenticed to a draper at Portglenone, a small market town. After five years he took his wages, £100, and followed his elder brother. He started in business in Kirkton, Huron County, in 1857, where supplies had to be brought

in by wagon. Later he removed to St. Mary's where he was in partnership with his brother. The field was not large enough for him and he had become possessed of a desire to do business on a cash basis. He said to his brother, "You take the money and I'll take the business, or I'll take the money and you take the business."

The latter solution was adopted and he came to Toronto in 1869 and opened a small store on Yonge St., south of King. Then he removed to a store between Queen and Richmond and some time later to 190 Yonge St.

Principles of Business.

Early in his independent business career Mr. Eaton laid down three principles, no credit, no misrepresentations, one price to all. On these by the force of his ability, his courage and his dogged perseverance, he built his great success. All three qualities were often needed in the early days to pull him through. At one time a big dry goods house in Toronto guaranteed all his bills and he paid five per cent. for it. A Scotch house once had an account of \$29,000 against him, and becoming nervous sent a man to collect it. Mr. Eaton told him as brusquely as usual that he would pay it whenever he got ready. But the agent entered suit and an agreement was made for the payment at the rate of \$1,500 a month. The payments were all met promptly. But for many years the Eaton store has bought for cash and its buyers circumnavigate the globe.

No rule of business could be adhered to more strictly than Mr. Eaton's to sell for cash. It is stated that Mrs. Eaton has asked a clerk to send an article home for her without the cash and been refused. The wealthiest customers pay the cash or get their goods c.o.d.

One is inclined to seek the reason for Mr. Eaton's great success. It is to be found only in the man himself. He is one of the few very rich men whose wealth is quite independent of any government aid or public privilege. He made his money and built his success as a trader and the business he built up amply entitles him to be named a merchant prince.

N. B. MARKETS.

St. John, N.B., Feb. 4, 1907.

The past week has been very quiet in the local wholesale market. Ontario flours have gone down ten cents a barrel, though there is no apparent reason for the change. In the produce line butter and eggs are reported to be coming in quite freely, and both staples are slightly easier in price. Collections are reported to be only fair.

Local grocers were greatly pleased with the success of "Johnny" Malcolm and "Fred" Shaw, who skipped the two St. John rinks, which won the Granite Club cup in the big Montreal bonspiel. Mr. Shaw is proprietor of a large retail grocery and meat store on Waterloo street, and Mr. Malcolm is in business with his father, Andrew Malcolm, wholesale grocer and fish merchant of the South wharf.

D. J. Purdy, M.P.P., one of St. John's leading grocers and ship owners, is seriously ill with pneumonia.

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THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - President

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Telephone Main 2701

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WINNIPEG DELINQUENT LIST.

Winnipeg retailers are setting a worthy example to retailers in all parts of the country in the harmonious way in which they are working together and the intelligent manner in which they are reaping the benefits of organization. Every dealer who gives credit at all has his troubles with dead beats and slow pay customers. Often he is imposed upon by customers who ask for credit at a time when they owe heavy store bills to other merchants, bills which they are unable to pay or which they have no intention of paying. If he knew of this heavy indebtedness he would hesitate to supply goods on credit, but under ordinary circumstances he has no means of knowing about it.

Winnipeg retailers have grappled with this problem in a practical way. Grocers, butchers, dry goods men, druggists, etc., have been organized in Winnipeg in separate associations by secretary W. A. Coulson. The hardware men have long had an efficient organi-

zation and their secretary is J. E. McRobie, secretary of the Western Canada Retail Hardware Association. The members of these various branch associations furnish Mr. Coulson and Mr. McRobie with the names and addresses of "delinquents" who refuse to pay their accounts and with whom no satisfactory settlement can be made; with the names and addresses of slow pay customers and with the names of delinquent and slow pay customers who have changed their addresses and cannot now be located by those dealers to whom they are in debt. The secretaries keep secret the sources of their information, but, from the data supplied, they compile a list which is supplied to association members in good standing. This list is revised every fortnight and is thus kept up to date in every respect.

The writer has before him the list dated January 15th, 1907. It contains the names and addresses of 144 "delinquent" customers and of 75 slow pay customers. It also gives the names and former addresses of 50 delinquent customers who cannot now be located.

All this is valuable information and must, in the course of a year, save the members many times their small membership fee. The list is in no sense a "black list." It is not posted up and the members are under no obligation not to sell or give credit to those who are listed. The dealer has the list for his own information and if he gives credit to a customer whom other dealers report as a "delinquent" he runs the risk and walks into danger with his eyes open.

TIMOTHY EATON.

The late Timothy Eaton was a great man. This journal has not approved all his competitive methods and does not now, but it recognizes in him a man of powerful intellect and a personality of remarkable force. Fate, perhaps, made him a merchant. He did the rest. There were no Government favors nor special concessions for him, no fortuitous alliance with some financial power until he imbibed some of it himself. Single handed, often against tremendous difficulties, he made his way in open competition with the world. He worked out old principles on new lines, and husbanded and organized his successes to produce results that, viewed as the work of a single business career, in a sparsely settled country, are tremendous. Mr. Eaton was an honest man, a bluff man and a man with a great heart.

FARMERS' BOARDS OF TRADE.

Farmers' Boards of Trade are institutions the merchants should encourage. Organization will benefit agriculture and the improvement of agriculture means more merchandizing and better returns for the merchants. The first farmers' Board of Trade in Canada was organized in King's county, N.S., twelve years ago. It has done excellent work. At its meetings the farmers from all over the county get together and talk things over. It keeps them informed. The informed man is the progressive, the successful man in any line of endeavor. The merchant who looks beyond the bounds of his own business and takes a patriotic interest in the betterment of his community is, other things being equal, the best merchant.

WON'T SOME ONE WAKE UP?

Some kind friends and gentle readers may wonder why we pay so much attention to the annual convention of the National Retail Merchants' Association of the United States. The explanation is easy. The American grocer is not far removed in trade relationship from the Canadian. The food-stuff and merchandizing problems are much the same north and south of the line. The relations and differences of wholesaler and retailer here and there are not very unlike. The addresses we have published and shall publish are worth reading by the subscribers of The Canadian Grocer.

But there is another consideration. Organization of the grocery trade in Canada is just as necessary and would be just as advantageous. Why is it confined to a few centres; a few unrelated local associations without an atom of influence beyond their own boundaries, and little there compared with what it would be if they were integral parts of a sea-to-sea association of the retail food-stuffs interests. Won't some grocer or some local association rise to the occasion?

LENT.

Lent is at hand and the truly pious grocer, besides abstaining from some few delicacies that don't agree with him, will assist his neighbors in the straightened way by providing for them palatable food-stuffs that will comfortably take the place of forbidden varieties. Anyway, here are 40 days and nights associated with the idea of abstinence from certain classes of food; surely the grocer owes it to his customers to take thought of the matter. The grocer is becoming more and more the custodian of the people's dietary and he should rise to his responsibility.

way the trade continues to declare that tomatoes will go higher.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynn Valley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Group No. 2	Group No. 3
Apples, standard, 3's	1 07 1/2	1 05	
" preserved, 3's	1 31 1/2	1 30	
" standard gal.	2 92 1/2	2 90	
Blueberries—			
2's, standard	0 95	0 92 1/2	
2's, preserved	1 45	1 42 1/2	
Gals., standard		4 65	
Cherries—			
2's, red, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
Gals., " not pitted		7 40	
2's, black, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
2's, white, pitted	2 42 1/2	2 40	
2's, " not pitted	1 92 1/2	1 90	
Currants—			
2's, red, H.S.	1 82 1/2	1 80	
Gals., red solid pack		7 40	
Gals., red, standard		5 15	
2's, preserved	2 02 1/2	2 00	
2's, black, H.S.	1 92 1/2	1 90	
2's, preserved	2 15	2 12 1/2	
Gals., black, standard		6 65	
Gals., " solid pack		8 15	
Gooseberries—			
2's, H.S.	2 17 1/2	2 15	
2's, preserved	2 40	2 37 1/2	
Gals., standard		6 50	
Gals., solid pack		8 50	
Lawtonberries—			
2's, H.S.	1 80	1 77 1/2	
2's, preserved	1 97 1/2	1 95	
Gals., standard		5 50	
Peaches—			
1 1/2's, yellow (flats)	1 72 1/2	1 70	
2's, yellow	1 92 1/2	1 90	
2 1/2's, yellow	2 65	2 62 1/2	
3's, yellow	2 90	2 87 1/2	
3's, yellow (whole)	2 42 1/2	2 40	
2's, white	1 77 1/2	1 75	
2 1/2's, white	2 55	2 52 1/2	
3's, white	2 75	2 72 1/2	
3's, pie	1 32 1/2	1 30	
Gal., pie, peeled	4 67 1/2	4 65	
Gal., pie, not peeled	3 72 1/2	3 70	
Pears—			
2's, Flemish Beauty	1 67 1/2	1 65	
2 1/2's, Flemish Beauty	2 02 1/2	2 00	
3's, Flemish Beauty	2 17 1/2	2 15	
2's, Bartlett	1 82 1/2	1 80	
2 1/2's, Bartlett	2 22 1/2	2 20	
3's, Bartlett	2 37 1/2	2 35	
3's, pie, not peeled	1 32 1/2	1 30	
Gal., pie, peeled	4 02 1/2	4 00	
Gal., pie, not peeled	3 42 1/2	3 40	
Pineapple—			
2's, sliced	2 02 1/2	2 00	
2's, grated	2 12 1/2	2 10	
2 1/2's, whole	2 82 1/2	2 80	
Florida 2's sliced or grated		2 60	
Singapore, 1 1/2's, sliced		1 50	
" 2 1/2's, whole		2 30	
Plums, Damson—			
2's, light syrup	1 20	1 17 1/2	
3's, light syrup	1 72 1/2	1 70	
2's, heavy syrup	1 35	1 32 1/2	
2 1/2's, heavy syrup	1 67 1/2	1 65	
3's, heavy syrup	1 97 1/2	1 95	
Gal., standard	3 37 1/2	3 35	
Plums, Lombard—			
2's, light syrup	1 25	1 22 1/2	
3's, light syrup	1 75	1 72 1/2	
2's, heavy syrup	1 40	1 37 1/2	
2 1/2's, heavy syrup	1 72 1/2	1 70	
3's, heavy syrup	1 97 1/2	1 95	
Gal., standard	3 57 1/2	3 55	
Plums, greengage—			
2's, light syrup	1 30	1 27 1/2	
2's, heavy syrup	1 45	1 42 1/2	
2 1/2's, heavy syrup	1 72 1/2	1 70	
3's, heavy syrup	2 00	1 97 1/2	
Gal., standard	3 87 1/2	3 85	
Plums, egg—			
2's, heavy syrup	1 72 1/2	1 70	
2 1/2's, heavy syrup	2 00	1 97 1/2	
3's, heavy syrup	2 32 1/2	2 30	
Raspberries, Red—			
2's, L. S. (Shafferberries)	1 55	1 52 1/2	
2's, H. S.	1 71 1/2	1 70	
2's, preserved	1 97 1/2	1 95	
Gals., standard		5 65	
" solid pack		8 65	
Raspberries, Black—			
2's, black, H. S.	1 77 1/2	1 75	
2's, preserved	1 92 1/2	1 90	
Gals., standard		5 40	
" solid pack		8 40	
Strawberries—			
2's, heavy syrup		2 50	
2's, " preserved		2 17 1/2	
Gals., " standard		6 42 1/2	
Gals., " solid pack		9 17 1/2	

VEGETABLES.

Asparagus—		
2's, tips, California	3 80	
2's, Canadian	2 80	2 77 1/2
Beets—		
2's, sliced, sugar and blood red	1 02 1/2	
2's, whole, " "	0 92 1/2	
3's, whole, " "	1 25	
3's, whole, " "	1 15	
Beans—		
Fancy brands		
2's, golden wax	0 87 1/2	0 85
3's, " "	1 35	1 32 1/2
Gals., " "	3 92 1/2	3 90
2's, refugee or valentine (green)	0 87 1/2	0 85
Gals., " "		
2's, crystal wax	0 97 1/2	0 95
Red kidney, 2's	1 05	1 02 1/2
Lima, 2's	1 30	1 27 1/2
Corn—		
2's	0 95	0 92 1/2
Gal., on cob		4 65
Carrots—		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05
Cabbage—		
3's	0 92 1/2	0 90
Cauliflower—		
2's	1 47 1/2	1 45
3's	1 87 1/2	1 85
Parsnips—		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05
Peas—		
1's, extra fine sifted	1 02 1/2	1 00
2's, standard	0 87 1/2	0 85
2's, early June	0 97 1/2	0 95
2's, sweet wrinkled	1 02 1/2	1 00
2's extra fine sifted	1 27 1/2	1 25
Gals., No. 4	3 42 1/2	3 40
Pumpkins, 3's	0 95	0 92 1/2
Gal.	3 02 1/2	3 00
Rhubarb—		
2's, preserved	1 20	1 17 1/2
3's	1 97 1/2	1 95
Gal., standard	2 77 1/2	2 75
Spinach—		
2's	1 45	1 42 1/2
3's	1 87 1/2	1 85
Gals.	5 17 1/2	5 17
Squash—		
2's	1 20	1 17 1/2
Gal.	3 52 1/2	3 50
Tomatoes—		
2's	1 00	0 97 1/2
3's, all kinds	1 20	1 17 1/2
Gal., all kinds	3 62 1/2	3 60

SAUCE, ETC.

Tomato sauce, 1's	0 50
" 2's	0 80
" 3's	0 83
Chili sauce same as tomato sauce	1 00
Catsups, tins, 2's	0 75
" gal.	4 50
" jugs	7 70

FISH.

Lobster, talls	4 00
" 1-lb. flats	4 30
" 1-lb. flats	2 25
Mackerel	1 10
" Scotch	1 45
Salmon, Fraser River Sockeyes—	
1-lb. Talls, per doz.	1 70
1-lb. Flat, " "	1 95
1-lb. " "	1 20
Rivers inlet	1 65
Northern River Sockeyes	1 65
Coho, per doz.	1 35
Humpbacks, "	1 00
Sardines, French 1's	0 12
" " "	0 25
" Portuguese 1's	0 08
" P. & C. 1's	0 25
" P. & C. 1/2's	0 35
" Domestic 1's	0 03
" Mustard, 1/2 size, cases 50 tins, per 100	4 00
Haddies, per doz	1 10
Kipper herring, domestic	1 00
" imported	1 35
Herrings in tomato sauce, domestic	1 00
" imported	1 30

MEATS, ETC.

Beef, corned 1s, per doz	1 40
" 2s, " "	2 50
" 1s, " "	7 50
	17 50
	Per dozen tins.
Chicken, 1's, boneless	3 00
Turkey, 1's, " "	3 00
Duck, 1's, " "	2 85
Tongue, 1's, lunch	2 75
Soup, 2's, giblet	1 95
" 2's, tomato	1 00
" 3's, " "	1 45
Pig's feet, 1's, boneless	1 40
" 1's, " "	2 50

H. J. Calwill, reeve of Arthur, has been in Guelph a week attending a meeting of the county council. This call of the public service makes a pleasant change from close attention to his own business.

ONTARIO MARKETS.

Pointers:

- Teas higher.
- Sugar weak.
- Prunes in demand.
- Dairy butter lower.
- Provisions firm.
- Tallow higher.

Toronto, Feb., 7, 1907.

The grocery trade on the wholesale side is at the low ebb of the year. It consists of sorting-up orders. One thing worth remarking is the comment of our jobber that canned goods went with every order.

The only feature to the market, however, is the movement of prunes. This, of course, is the season for them. The market here is pretty well supplied at prices lower than prevail now at the Coast. Sugar is weak. In New York one refiner on Tuesday cut the price of refined 10 points. Next morning two others followed suit, and at noon the first refiner went down another 10 points. Buying is from hand to mouth. Tea is higher again in London. All dried fruit markets are firm.

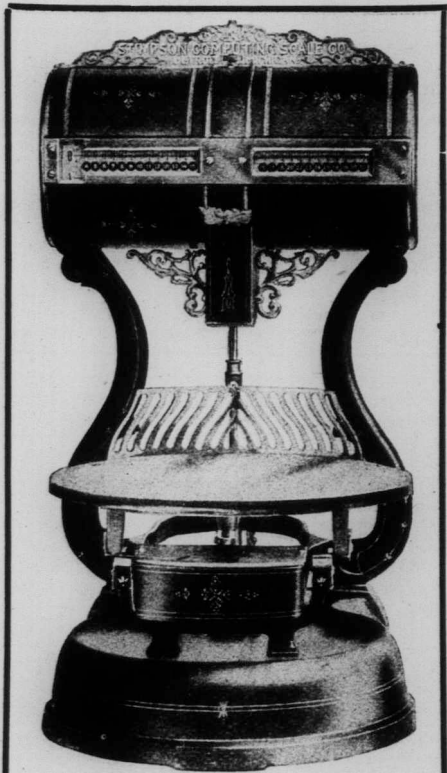
SUGAR—A decline is expected in the price of refined here following the course of events in New York. A year ago this month sugar was 20c. lower than now. The refiners, however, declare that the raws they are using now cost considerably more than the present market price.

In New York the raw market is still easy at 2 1/2c. of for centrifugals 96 degrees. Last week European beet declined 2 1/2d., from 8s.9 1/2d. to 8s.7 1/2d., because some French brokers came into the market as sellers but it recovered early this week to 8s.8d. This is equivalent to a shade over 3.80c. duty paid New York for centrifugals basis 96 degrees. Cuban centrifugals at 2 1/2c. is equal to 3.485 duty paid New York.

The Cuba crop progresses, with 170 centrals now working, which is within four of the highest expected to grind this season. Receipts for the week, 61,000 tons, broke all previous records of crop making in any year. In Cuba, for some time, the weather has continued fine, most of planters have had a sufficient supply of laborers and no important political disturbance has been reported. The total visible crop to date is 313,800 tons, against 96,032 tons at same time last year.

Total stocks of Europe and America are 3,746,234 tons, against 4,023,457 tons last year at the same uneven dates. The decrease of stock is 277,223 tons, against a decrease of 296,008 tons last week. Total stocks and floats altogether show a visible supply of 3,861,234 tons, against 4,108,457 tons last year, or a decrease of 247,223 tons.

Paris lumps, in 50-lb. boxes	4 85
" in 10-lb. "	4 85
St. Lawrence granulated, barrels	4 30
Redpath's granulated	4 30
Acadia granulated	4 30
Berlin granulated	4 30
Phoenix	4 30
Bright coffee	4 13



THIS is a money, time and labor-saving scale specially adapted for butchers and grocers.

See our exhibit at Western Canada Retail Association rooms during the convention and at our office, corner Notre Dame Ave. and Arthur Street.

Stimpson Computing Scale Co.
WINNIPEG

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.

Write for prices.

ANY BOY CAN OPEN A BANK ACCOUNT

Any wide-awake, bright boy can earn enough money in a few weeks to start a Bank Account. The work can be done in spare time after school and on Saturdays; we will provide the capital to start by sending first supply of our publications without charge. The sale of these will furnish money necessary for future copies. Everybody wants our Magazines or Papers. If you will try it, we will at once send necessary help.

*A Watch and Boxing Gloves
and other prizes, in addition
to money, for good work.*

BOY DEPARTMENT

The MacLean Pub. Company

10 Front St. E., TORONTO

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Bldg., - - WINNIPEG, MAN.

Square your accounts

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.



High-class goods well advertised and neatly displayed command a ready sale

which is only one of the reasons why you should stock

Gold Standard Java and Mocha

"The-Chaffless-Coffee"

Pound Tins, - - 40c.
Two-Pound Tins, - - 75c.

Fresh roasted daily and packed by

THE
Codville - Georgeson Co.,
LIMITED

Winnipeg and Brandon, Man.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 Cross Cases

2-lb. Pails, 2 doz. in Crate
1/4 " 1/2 " "
25-lb. Pails. 75-lb Tubs
1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It

The CAPSTAN MFG. CO., Toronto, Ont., Can.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 1c. a word each insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

YEARLY CONTRACT RATES.

100	words each insertion, 1 year.....	\$30 00
"	" " " 6 months.....	17 00
"	" " " 3 months.....	10 00
50	" " " 1 year.....	17 00
"	" " " 6 months.....	10 00
25	" " " 1 year.....	10

REPRESENTATIVES WANTED

AGENCY—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (1f.)

AGENCIES WANTED

WANTED agencies for British Columbia or Pacific coast cities, by live firm. Address Box 431, Victoria. [6]

FOR SALE.

GROCERY AND BAKERY BUSINESS

The best stand in the best town in New Ontario, turnover over forty thousand annually, business capable of expansion. Apply Box 132 CANADIAN GROCER.

FOR SALE—Grocery business in Victoria; turnover over sixty thousand dollars per annum; business capable of much expansion; will lease or sell premises. Write A. B., P.O. Box 395, Victoria, B.C. [57]

FOR SALE—General store business and premises in lumbering town; good chance for right man; present owner retiring. Address Box 129, CANADIAN GROCER. [6]

GROCERY and Confectionery Business, turnover twenty thousand dollars per annum; selling owing to ill-health—must be sold at once. Address Eli Gillings, Ridgetown, Ont. [6]

FOR SALE \$35 buys \$80 Stimpson computing scale, good order; selling out. H. S. Heath, Hintsville, Ont.

FOR SALE—A splendid going grocery business, last year's sales \$24,000; not a cut price town; one of the best growing cities in Western Ontario; excellent reasons for selling; stock about \$1,800. Apply to Box 133, CANADIAN GROCER.

SITUATION VACANT.

BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

BUSINESS CHANCE.

A BRIGHT hustling young man of good address to take half interest in wholesale grocery brokerage business; one who has been connected with wholesale grocery business preferred. Correspondence strictly confidential. Care of Broker, P.O. Box 261, Winnipeg, Man. [8]

Teaman Wanted for Japan

Good knowledge of Japan Tea necessary

An old established tea firm in Japan has an opening for a well educated young man in their tea room, and to assist in the office. Apply, with full particulars, terms, etc., to Canadian Grocer, Box 134.

CANNERS' PROGRAMME.

What is Scheduled to Happen at the Big Gathering in Buffalo Next Week.

The programme for the Canners' Convention to be held in Buffalo next week has just been made public in as nearly complete form as possible.

Monday.—Reception at Iroquois Hotel by presidents of the four associations concerned,—Geo. G. Bailey, L. A. Sears, C. A. Suydam, and Walter A. Frost. Opening of machinery exhibit.

On Tuesday formal proceedings will commence. Mayor J. N. Adam, of Buffalo, will welcome the guests. Addresses by the four presidents, outlining the work and problems of their several associations. Afternoon session.—Addresses by Prof. E. W. Duckwall, M.S., of the National Canners' laboratory, on "Sterilization and Hermetically Sealing, an Agency for Keeping and the Preservation of Fruits and Vegetables Indefinitely," and W. R. Roach, of Hart, Mich., on "The Ideal Contract."

Wednesday.—Addresses by S. F. Haserot on "Sellers' Guarantee," and "Food Standards," by Dr. Wm. Frear of the Pennsylvania State College, who is also chairman of the Federal Committee on Food Standards. In the afternoon, Dr. H. W. Wiley will discuss various phases of the Pure Food Law at close range with the members. At 4 o'clock the National Canned Goods and Dried Fruit Brokers' Association will hold a separate session. Evening.—"At Home" in the machinery building, with promenade concert by the 65th Regiment Band.

On Thursday the several associations will meet separately and transact business concerning their own affairs. In the evening the American Can Company will entertain the entire party at the Lyric Theatre.

On Friday the annual meeting of the Machinery and Supplies Association will be held and officers elected.

During the convention members of the convention are tendered free telephone service, both local and long distance, by the Bell Telephone Company, and the free use of wires for special messages by the Postal Telegraph Company. The Buffalo committee in charge of arrangements comprises C. M. Fenton, chairman; F. A. Rogers, secretary; and W. B. Phinney, treasurer.

It is probable that 2,000 delegates will be in attendance.

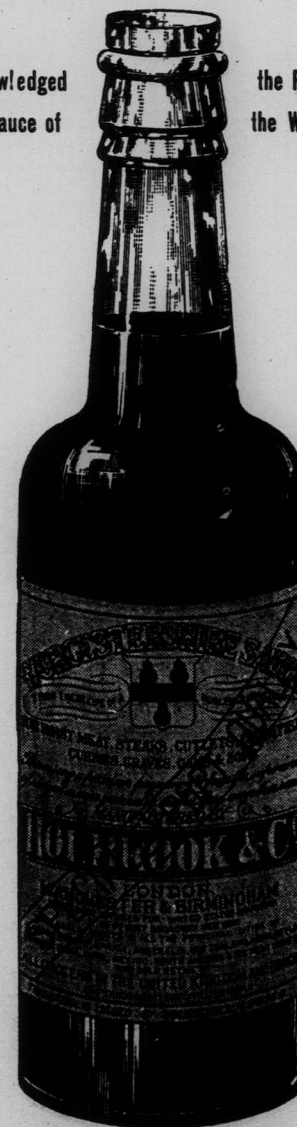
ENGLAND.

SALESMAN 30 years of age, 9 years' road experience in England, Canada and the United States, now representing prominent Canadian house, is open to negotiate with firm requiring representation in England, either on salary or commission basis. Thorough knowledge of the English Grocery and Provision trades. Nothing but high-grade proposition entertained. Apply Box 131, Canadian Grocer, Toronto.

The Genuine
HOLBROOK'S
WORCESTERSHIRE
SAUCE

Acknowledged
Sauce of

the Premier
the World



Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

HIGH CLASS CONFECTIONERY AND THE GROCERY TRADE

(By a Confectionery Traveler.)

How many grocery stores carry a line of high class confectionery? A very small proportion. And why is it? Chocolates are now practically beyond the stage of luxury. They are a necessity. Medical men and food analysts show us that chocolate is a very valuable article of diet. I could give you figures to show the large increase in consumption of chocolate for the past few years, but will not go into details in this article.

Mr. grocery man will probably give some of the following reasons for not carrying a line of confectionery: "No demand," "no room," "no profit," "too much loss;" "I am running a grocery and not a confectionery store."

I have given above a few excuses which I will endeavor to show are unfounded.

First.—"No demand." This is incorrect, as there is a steadily increasing demand, but his next door neighbor is reaping the benefit. He must assist in creating the demand by placing a line of goods before his customers, and then see if his story will not be different.

Second.—"No profit." Let him stop a minute and figure how many of the numerous lines on his counters and shelves will show him a better margin. Confectionery stock is turned over very quickly, particularly if the line handled is advertised by the manufacturer in a liberal manner. A bill of confectionery can be turned over in a few weeks, while other goods stay on the shelf for months.

Third.—"No room." Every grocery man handles a line of fancy biscuits or cakes. Now what better suggestion than combining biscuits and confectionery in a special department? Put same in charge of a neat and attractive young lady, who will take an interest and pride in her work. This will result in largely increased biscuit business and an extra source of revenue from the confectionery end.

Fourth.—"Too much loss." This I will admit may occur on bulk goods if not properly looked after. But why handle goods in bulk? Chocolates may be obtained packed in attractive packages, (I have in view the lines of one manufacturer) put up in numerous packages of all sizes, which can be retailed at prices from 5c. up. Each package contains a guarantee from the manufacturer which protects the buyer in every case. The retailer buys his packages, turning them over at a margin of about 35 per cent. with absolutely no chance of loss.

My last.—A great many feel that in adding a confectionery department they are getting away from the legitimate grocery line. Not any more so than with fruits, vegetables, cakes, meats, etc. The up-to-date grocer is branching out more and more, making it possible for him to cater to the various wants of his customers. Why should his customer not have her confectionery sent up with other goods instead of being forced to purchase same outside? Another feature of recent days is our departmental stores, making it necessary for the grocer to add new lines to compete with same.

In closing, I trust that if any grocers have chanced to read this, they are feeling a little interested and willing to give confectionery a fair trial.

A few suggestions to the beginner: Buy the best goods; a line that is advertised and well known.

Buy little and often. Keep stock in an attractive and tasty manner.

After a fair trial, tell The Grocer what you think of confectionery as a side line.

GOOD SALESMANSHIP.

They have in Boston a salesmanship class in connection with one of the night schools. Leading merchants have appeared before these young people who desire to succeed in business, and each has emphasized some special line of effort that shall mean advancement in the chosen occupation.

Mr. Ferris, of the Gilchrist Co., in his address last week gave as his motto: "Make up your mind what you want; go after it and keep after it until you get it." "I did not come here to-night to teach you how to sell goods or how to trim windows, but how to get along and reach the top of the ladder," he said. "There is lots of room at the top, the bottom is much crowded. Great opportunities are always open for energetic men and women. Ambition accomplishes many things and will always make people better. The surest test of a man's mettle is his ambition. Ambition makes friends and makes enemies, and makes happiness and unhappiness, and the sooner you get ambition the better it will be for you.

"If you have ambition and do not get discouraged you will surely get along. If you desire to be a Rockefeller or a Morgan, you cannot smother it, you will be such a man.

"Take the best job that is offered to you and have ambition, but be sure always to back it up with honest methods. Keep at all times from getting a big head. If you have ambition and determination you will succeed. Every man who starts with a determination can be his own master.

"If I should lose my position to-morrow I would start in as a salesman and I would at the outset get the names of all people who come into the store and try to please them. Try to excel. Be optimistic. If you are worth getting a raise in salary you will get it."

NEWSPAPER ADVERTISING.

(From "The Autobiography of a Business Man," in Everybody's Magazine.)

For a number of years I advertised only in my windows and in some of the street cars, because I did not feel that I could afford to advertise in the daily papers. Two years ago last September I was having a cravatette coat sale, and I succeeded in selling for a couple of weeks about fifty coats a day. I thought I would try a column ad. in one of the evening papers. The next day this column ad. appeared in one of

the evening papers, and by the bye, it was not the one that has the largest circulation in Chicago; I selected the paper that this ad. appeared in because they gave me a low rate, but they agreed to give my ad. a good position in the paper. The result was that the next day the sales, which formerly had been about 50 coats a day, jumped to 142, and in 50 days I had sold over 3,500 raincoats. For the year following that sale I continued to advertise in this one paper. Last fall I felt that I could afford to invest say, about \$5,000 in advertising in some one of the other papers. I used three morning papers, and three evening papers, the best in Chicago. The results have been something phenomenal. I did not have to invest the \$5,000. The profits came back from the newspaper advertising before their bills came in, and I do not figure to-day that I have a dollar invested in advertising.

PERSONALS

T. J. Hamilton, Erin, is suffering from an attack of rheumatism.

Alex. Lockerby, of Lockerby Bros., Montreal, has left on a business trip to Winnipeg.

H. R. Tellier, of Tellier, Rothwell & Co., Montreal, was a caller upon the Toronto trade last week.

C. D. Cowles, representing the St. Charles Cream, Ingersoll, Ont., was in Montreal during the week.

Wm. McClarty, of McClarty Bros., Owen Sound, returned last week from a week's business trip to Boston.

W. E. Poulter, Preston, is back at business again after being laid up in the house a few days with a severe cold.

Mr. Williams, of Crosfield, Lampard, Clark & Co., Montreal, has returned from a trip to the other side of the line.

James Wallace, of Wallace Bros., Woodbridge, is ill with appendicitis. He was operated on at the General Hospital Tuesday.

Geo. Mason is again clerking with D. C. Russell, Erin. He went west a year and a half ago. The people of Erin are glad to have him back again.

Harold Hill, of Hill & Co., Orangeville, is anticipating a trip to the West as soon as stock-taking is completed. He intends making some investments.

J. A. Stephenson, Guelph, has just finished stock-taking and the travelers say his pleasant smile is indicative of the balance he found on the year's business.

T. G. Robinson, Galt, has moved from rented premises into his own new store. He has been in business there a couple of years and has built up a very nice trade.

Capt. Wallace, of Wallace Bros. Woodbridge, is anticipating another trip to Cobalt to look after his mining in-

terests there. His brother, Leonard, was recently laid up with a very severe cold.

H. Laporte, head of Laporte, Martin & Cie, Ltd., Montreal, has been elected president of the Provincial Bank.

Edgar S. Marten, Bloomfield, president of the Farmers' Canning Co., was a caller at the Toronto office of The Grocer this week. Mr. Marten says jobbers both in Ontario and West are enquiring for tomatoes.

F. A. Haddy, Bowmanville, came up to Toronto Wednesday night of last week with his I.O.O.F. lodge. They had a special train and the Bowmanville band and made things hump in Oddfellowsdom in Toronto for that evening.

J. W. Lachambre, of Revillion Freres, Edmonton, was in Toronto this week and registered at the King Edward. Mr. Lachambre is on his way back to Edmonton after spending a month in the Eastern markets in the interest of his company.

NEWS OF KINGSTON.

(By Canadian Grocer Correspondent.)

Commercial travelers have had a hard time of it lately, as their red faces and frost-bitten ears and noses indicate. The accommodation in some of the country towns and villages is not all wool. One traveler said he had to run the lamp chimney up and down the sheets to get the frost out of them. Another had to open his grip and drink a bottle of catsup, I think he called it Old Tom. Another slept in his fur coat. Jim Yule, R. Carson's popular traveler, got both cheeks frozen, notwithstanding the fact that he is a Scotchman and felt sure that travelers' cheeks were frost-proof. It was no Yule-tide for Jim, said a grocer on the market square.

Armour & Co. are demonstrating extract of beef on one of our large dry goods stores. The lady in charge is giving free lessons in cookery. This mode of advertising is expensive, but in connection with newspaper advertising, it is certainly effective. Many orders are taken from ladies, who test the merits of the extract, and these orders are sent to the grocer with whom she trades. May they meet with success.

"Eruka," a cleansing soap put up in tins to retail at 15c., is being introduced here. It is claimed to be the best of its kind in existence for taking out dirt and making black hands white. The mechanic's friend it is, indeed.

Jas. McFarland has bought out the flour and feed business of Mr. Tait, Brock street.

W. P. Peters, flour merchant, has shipped about 50 carloads of pressed hay lately and what little hay is left has jumped up four to five dollars a ton. It seems to be a revise of the saying, robbing Peter to pay Paul. Jim, the grocer, asked why St. Paul was like a horse? I suppose, because he was fond of Timothy.

J. Gilbert shipped 1,500 lbs. of No. 1 clover honey to Montreal this week, and got a good price for it.

James Kelley, successor to T. H. Johns, has secured the services of John Bennett, who, when a boy, worked for the late Senator Snowball, of Halifax. John is a popular clerk.

Fred. Vanluven's delivery horse got

scared and went through his plate glass front, instead of the gateway. Fred feels pained over the affair, but it has to be borne. Fred is an old commercial traveler (I don't mean aged). He traveled at one time for Stuart, Harvey & Son, of Hamilton.

J. Y. Parkhill & Co., received a car of potatoes. He calls them St. Patrick. I guess they belong to the Murphy family. They are pleasant-looking tubers with large eyes.

Kingston expects a little excitement this week when our Premier and his colleagues will visit out School of Mines,

Queen's College dairy school and other important institutions. They will be given a banquet, and we hope they will go away feeling that Kingston is one of the most hospitable places they ever visited.

The Hon. Mr. Graham's appointment as leader of the Opposition was a popular one, and the delegates who waited on the Government to rid the country of the abominable trading stamp do not forget his kind attentions during their visit and extend the right hand of fellowship to him and hope for further advances for him.

CANADA'S BEAN CROP, ITS GROWTH AND DISTRIBUTION

At the meeting of the Michigan Bean Jobbers' Association in Detroit, on Jan. 30, N. H. Stevens, president of the Ontario Flour Mills Co., read a paper on the bean-growing industry of Canada. Mr. Stevens' address met with general approval, and he was given a hearty vote of thanks. Copies of his report were later ordered to be printed for the benefit of the members of the association. Mr. Stevens said in part:

"In reply to your invitation for a report on the Canadian bean crop, I have much pleasure in stating that in order to get as full and reliable information as possible in the short time I had to make a report. I wrote several prominent bean dealers as to the acreage, quality and average bushels threshed per acre, also the different kinds of beans grown in their locality and kind of soil best adapted for growing beans. I have also taken into consideration the Government report of acreage planted to beans in the year 1906, and from the information gathered, which I believe is correct, I have much pleasure in reporting as follows:

"55,000 acres Pea Beans, yielding 16 bushels per acre, 880,000; 1,000 acres Yellow Eyes, yielding 20 bushels per acre, 20,000; 400 acres Marrows, yielding 20 bushels per acre, 8,000; 200 acres Red Kidneys, yielding 18 bushels per acre, 3,600; 200 acres Mediums, yielding 15 bushels per acre, 3,000; 100 acres White Kidneys, yielding 24 bushels per acre, 2,400; 100 acres Black Turtle Soup, yielding 30 bushels per acre, 3,000; 57,000 acres producing 920,000.

"There are not many beans grown in Canada outside of Ontario, and the bean section of that province lies south of a line drawn from Toronto to Sarnia, the counties of Kent and Elgin producing seven-eighths of the beans.

"The quality of 1906 beans would not exceed three pound pickers. The average price paid to farmers for unpicked beans delivered at buyers' warehouses would be about \$1.10 per bushel of 60 pounds. The value of the 1906 crop was \$1,012,000, an average per acre of \$17.75. In addition the farmer has the bean straw, which is nearly equal to a half crop of hay for feeding stock, being especially good for cattle and sheep. Then the land, after harvesting the beans, is nearly as good as a summerfallow for winter wheat, and

since we have a full line of machinery to plant, cultivate, harvest, load and thresh beans, it is no more labor to produce a crop of beans and take them to market than it is to handle a crop of wheat or other grain.

"Loam or gravelly soil is considered the best for Pea Beans. The land should be well drained. Spring ploughing with sod turned generally gives best results. Marrows, Yellow Eyes, and White and Red Kidneys will do well on rich clay land. Our most successful farmers have a routine of crops, viz., take hay or pasture land, plough just before planting, turning over pretty deep sod. After harvesting beans sow land to winter wheat, seed with clover and timothy next spring on last flurries of snow. Harvest wheat, get fall pasture, and next spring take off crop of hay and then crop of clover; seed or use for pasture, then next spring turn over the sod and plant to beans. In this way the land is enriched by turning under the clover, and about the time the clover roots are decaying, the beans are podding. This insures a good crop and keeps the land in good condition.

"Bean raising for market was introduced in Canada about the year 1852 by some American families by the names of Ransoms and Handys, who settled in Kent county, Ontario, and beans in this locality by the same parties or their descendants have been continuously and successfully grown every year since.

"Before 1890 Canada sold most of her beans to the United States and bought her canned beans from Boston to supply her fisheries, and lumber and mining camps. Now, beans are generally used by all classes of people, the consumption has largely increased, and the canning of beans in Canada has grown to be a very large and profitable industry.

"Owing to the great development going on now in Canada, with our gold, silver, copper, lead, iron and Cobalt mines, the lumber and fisheries, together with railroad and shipbuilding, and last, but not least, the settling of our millions of acres of virgin prairie lands in the western provinces, a great flow of emigration is being brought to our country, which will further increase the consumption of beans, and unless our farmers largely increase the production Canada will soon be an importer instead of an exporter of beans.

Our English Brawn

Put in 5 lb. packages.
Twelve to the Case.

Undoubtedly Wins Trade and Holds it

You will find this a splendid
seller. Price reasonable
and results satisfactory.

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED
TORONTO

*From the way in which the British
Importer is waking up to the True
Situation of the market, it is not at all
unlikely that we shall see - - - -*

70/- Cheese

IN THE NEAR FUTURE.

The above appeared in the *Trade Bulletin*, of Montreal, last week, and has, no doubt, been inspired by the recent advance in the English markets. 70 shillings means 16c. per pound. We would advise buying what you want now, and shall be glad to take our orders for large or twins, colored or white.

F. W. FEARMAN CO.,
HAMILTON LIMITED

CORONA Kettle Rendered Lard

1 POUND BLOCKS

ALSO IN

PURPLE PAILS

3s, 5s, 10s, 20s

The Best in Canada

The Montreal Packing Co.

MONTREAL, P.Q. LIMITED

**There's More
Money For
You**



In pushing a strongly guaranteed line of goods
such as the Ryan

**Bacon, Eggs, Cheese, Butter, Sausage,
Bologna, Lard and Hams.**

The people depend on the Ryan guarantee and it
certainly does pay to feature the Ryan goods.



**The WM. RYAN
CO., Limited**

70-72 Front St. E.
TORONTO, ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

Higher prices rule in cheese this week, but the general feeling in the market is one of quietness. The season has now apparently advanced to the stage where holders form their ideas as to the prices at which they are willing to let go their stocks, and under these figures they will do nothing. At any rate those fortunate in having stocks more or less large are not inclined to consider offers which some time ago would have been called very attractive. There is a reason in many cases for the holding-out noticeable. Purchases were made at high figures, and dealers argue that they must obtain a good price or lose money. Looking at it in this way one does not wonder that some houses, the majority in fact, are firm in their intention to wait until prices climb to such a level as meets their ideas. Indications point to continued high prices. It is quite possible that something may occur to upset present calculations, but from the state of affairs at the moment it would seem certain that one quarter and perhaps one-half a cent more than is now obtainable will be forthcoming. This is all the more likely in that there is some trading done each succeeding week and unsold stocks are rapidly dwindling. Holders outside of Montreal are not in possession of a great number of boxes, while even in the city itself the holdings which are on sale would not total up to what some think they would. It must be remembered that there is much of the local cheese held on English account.

Reports from England say that the market is firm but quiet. Sales are being made occasionally at figures fairly satisfactory, but those having stocks require higher prices if they are to make any profit. New Zealand cheese is arriving in good quantities. Both it and the Canadian article are going into consumption rapidly enough.

It still looks as though prices for Spring make would open high. It is early to speak of probabilities for a season three months distant, but there is talk in the trade even thus early as to what will be the ruling prices for the first offerings.

One short of five hundred boxes more cheese arrived the week ending February 2 than arrived the previous week. Board of Trade report gives the receipts as 521 boxes, against 22 boxes for the week which ended January 26.

Butter is practically without change since last report. The market is a little firmer if anything. Prices hold around the same figures, however, and the volume of trade being done is not much larger, nor yet much smaller. Receipts are reported as being mostly large rolls. Receipts of creamery arriving are not nearly so large as those of rolls. The approach of Lent is helping the butter situation. Consumption will increase once the Lenten season sets in, and prices are bound to hold even more steadily and possibly may be higher.

Receipts of butter during the week were 1,157 packages, making the total

since May 1, 1906, 604,852 packages. The total receipts of cheese during the same period were 2,349,270 boxes.

PROVISION SITUATION.

The farmers seem to have the packers in a corner, but that their advantage is working out to the advantage of Canada's hog-raising industry, which has been lifting the mortgage from so many Ontario farms is very doubtful. The fact is that without any arrangement, agreement, understanding or combine the market is in the farmers' hands. For some months the Old Country market has been in bad shape and the Canadian packer has been unable, between the price of live hogs and the price of bacon, to get out with a whole hide. At present there's a loss of about \$6 a box on bacon. Naturally the packer has been trying to get his hogs at lower prices, since the price of his product in England is determined by forces over which he has no control. But when prices drop a quarter or get, say within sight of "c.", the farmers appear to be of one mind and hold their hogs. The packers are then put to it to keep their factories going and their organization intact. To do this they must have hogs. Say a man wants 5,000 hogs a week and gets 1,000; the next week he says, "we must have some more," and bids 10c. above the market. The others are immediately onto it and away things go. Up go the prices, in come the hogs. The

more hogs the packer kills the more money he loses on export. The natural tendency is to press down prices and the farmer catches on and proceeds to hold back his hogs. So the game goes on.

But the holding back of hogs that are ready for market results in the hogs getting too heavy, and now there is a spread of 4s. or 5s. on the English market between the best and too stout bacon. The farmer undoubtedly reaps an immediate advantage because at present there is no grading of hogs. A few years ago he got \$1 a cwt. less for the too fat hogs. That was reduced to 50c., then to 25c., and then lost. Now if a packer undertakes to grade he gets no hogs. This system is strongly adverse to the development of the Canadian bacon trade. It is probably impossible to get the farmers and packers to co-operate. The farmer would immediately cry out against any organization of the packing industry, and there is no doubt that organization might lead to an abuse of power. Could not the Government afford relief by providing some sort of official referee system for deciding disputes between farmer and packer, as is done in regard to cheese?

The price of live hogs is up again this week to \$6.65 f.o.b., which is 7½c. delivered. Deliveries of hogs in Ontario last week aggregated about 17,000. The English market improved 2s. last week and this week is steady at the advance. Even at this the packer claims to be losing 1c. a pound on his product.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS — Easter business is pretty well booked up and trade is quiet except for the usual consumptive demand, which creates more or less business at all times. Prices have not changed since last report.

Lard, pure tierces	0 11 1
" " 56-lb. tubs	0 12 0 12 1
" " 20-lb. pails, wood	0 12 1 0 12 1
" " cases, 10-lb. tins, 60 lbs. incase	0 12 1
" " 5-lb.	0 12 1 0 12 1
" " 3-lb.	0 12 1 0 12 1
Lard, compound tierces, per lb.	0 09 1 0 11 1
" " tubs	0 09 1 0 11 1
" " 20-lb. pails, w od.	1 10 2 1 5
" " 20-lb. pa. ls. tin	1 30 1 9 5
" " cases, 1 - b. tins, 60 lbs. incase	0 09 1 0 11 1
" " 5-lb.	0 09 1 0 10 1
" " 3-lb.	0 09 1 0 10 1
Wood net, tin packages, gross weight—	
Canadian short cut mess pork	22 00
American short cut clear	21 00
American fat back	23 00 23 50
Breakfast bacon, per lb	0 15 1 0 16 1
Hams	0 13 0 15 1
Extra plate beef, per bbl.	12 50 13 00

BUTTER—Large rolls are easier this week. Receipts of this class have been rather heavy, and prices are lower in consequence. Stocks of creamery are lower than they were a couple of weeks ago, and the market is somewhat firmer. Prices in other lines than large rolls show no change this week.

Choicest creamery, salt, 56 lb. boxes	0 25
" " pound prints	0 25 1/2
Medium creamery	0 23 0 24
Western dairy	0 19 0 21
Large roll	0 21
Dairy tubs	0 19 0 20

CHEESE—Continued strong demand

from the Old Country has had the effect of this week of sending up prices ¼c. Locally there is not much trade, but the sales made to English buyers are rapidly bringing down the stocks held on this side.

Ontario, September make 0 14 0 14 1
late make..... 0 13 1 0 13 1

EGGS—Eggs are becoming scarce as the season advances. Storage are being drawn upon heavily, and holdings are decreasing week by week. Prices for pickled are firmer this week, 23c. being asked. Receipts of fresh eggs are reported good.

Storage, select, doz	0 27
Storage, No. 1, doz	0 23
Pickled, doz	0 23
New laid, doz.	0 30 0 32

HONEY—Buckwheat honey is lower this week, lots being obtainable at 8c. to 9c. Otherwise the market is featureless.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 08 0 09

POULTRY—The market for poultry is very dull. Trade is slack. Prices are unchanged.

Turkey, per lb	0 11 0 14
Chickens and fowls, per lb	0 08 0 09
Geese, per lb	0 09 0 10
Ducks,	0 09 0 10

TORONTO.

PROVISIONS—Prices are very firm. Smoked breakfast bacon, hams and short

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE,
DAIRY and
CHEESE
SALT

FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

**BROOMS
BRUSHES
BASKETS**

WOODEN WARE
WILLOW WARE

Paper Bags
Wrapping Paper
Grocer's Sundries

WALTER WOODS & CO.
Hamilton and Winnipeg

cuts have moved up slightly. In fresh meat hind quarters and pork are dearer.

Long clear bacon, per lb.	0 11½	0 11½
Smoked breakfast bacon, per lb.	0 15½	0 16
Roll bacon, per lb.	0 11	0 11½
Small hams, per lb.	0 15½	0 15½
Medium hams, per lb.	0 15	0 15
Large hams, per lb.	0 14	0 14
Shoulder hams, per lb.	0 11	0 11½
Backs, plain, per lb.	0 16	0 16
" pea meal.	0 17	0 18
Heavy mess pork, per bbl.	20 00	20 00
Short cut, per bbl.	23 00	24 00
Lard, tierces, per lb.	0 12	0 12
" tubs	0 12½	0 12½
" pails	0 12½	0 12½
" compounds, per lb.	0 08½	0 10½
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	8 10	9 00
" front quarters	5 00	6 00
" choice carcasses	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11½	0 12½
Hogs, street lots	9 00	9 50
Veal	0 09	0 10½

BUTTER—Diary butter is lower. Supplies continue steady and the supply of choice is sufficient, consequently ordinary kinds rank practically as bakers and the spread between choice and ordinary is considerable. Much otherwise fine butter is spoiled by turnips and feed.

Creamery prints	0 26	0 27
" solids, fresh	0 21	0 23
Dairy prints, choice	0 21	0 23
" ordinary	0 19	0 20
" rolls, large choice	0 20	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 18½

EGGS—Strictly new laid eggs are bringing 27c. to 28c. and if the cold weather continues they may go higher again. Stored eggs are practically cleaned up and the price is firm. The market generally is pretty steady. Even if mild weather set in prices are not likely to decline quickly as the demand will

increase in steady proportion to the decline.

Eggs (strictly new laid)	0 27	0 28
" fresh	0 25	0 25
" pickled	0 22	0 22

CHEESE—The market is firm at unchanged prices.

Cheese, fine September large	per lb.	0 14
" " twins	0 14	0 14
" later makes, large	0 13½	0 14
" " twins	0 13½	0 14

HONEY—Prices are firm and stocks are limited.

Honey, strained, 67 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz.	2 00
Buckwheat honey, per lb.	0 15
" in comb, per doz.	1 50

POULTRY—The market is very quiet at practically unchanged prices, except that dressed ducks are a cent lower.

Live Weigh		
Old fowl	0 08	0 10
Ducks	0 12	0 13
Young chickens	0 08	0 09
Dressed weight		
Old fowl	0 07	0 09
Ducks	0 10	0 11
Young chickens	0 10	0 11
Geese	0 09	0 10
Turkeys	0 11	0 12½

WINNIPEG MARKETS.

The tie-up on the railways still continues and until it is over and the weather moderates, continued high prices for produce may be expected. New laid eggs are not obtainable and butter is held firmly at very high prices.

BUTTER—The produce houses are

**A Man is Known by the Company He Keeps—
A Merchant is Known by the Goods He Sells.**

Up-to-date, progressive Grocers are careful to handle satisfactory **CANNED MEATS** such as

"CLARK'S"

because they are always high-grade, honest goods, produced by a reputable manufacturer.

EVERY TIN GUARANTEED.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTOHEAP, LONDON, ENG.
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

A. C. DOUGHEY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

HENRY COLBECK
NEWCASTLE-UPON-TYNE.
Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of **CANNED GOODS**.
T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

W. C. GREGSON & CO.,
PROVISIONS CEREALS POULTRY
LIVERPOOL, Produce Exchange Bldg.

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

unable to supply the trade with fresh dairy 1-lb. bricks. Creamery stocks are running low and the demand is brisk. Quotations are:

Creamery prints, per lb	0 30
solids, fresh, per lb	0 29
Dairy prints, choice	0 25
ordinary	0 21 0 23
Bakers' butter	0 18 0 19

CHEESE.—Prices are quoted as follows:

Cheese, large, per lb	0 15
twins, per lb	0 14½
Manitoba, small (about 20 lbs.)	0 15½ 0 16

LARD.—The tierce basis is now 12¼c. per lb. We quote:

Tierce basis, per lb	0 12½
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb	0 00½

CURED MEATS.—Prices have been revised in cured meats and a number of advances and declines will be noted in quotations which follow:

Bacon, dry salt long clear	0 17½
Bacon, " " " "	0 20
Bacon, " " " "	0 16
Hams, light, 10 to 12 average	0 16½
medium, 14 to 16 average	0 16
heavy, 20 to 30 for slicing	0 14½
heavy, skinned 2½ to 30 for slicing	0 15½
Picnic hams light, choice, 6 to 8	0 11
Shoulders light, choice	0 12
Breakfast bacon, clear, bellies, light, 8 to 10	17½
" " clear bellies 12 to 14	17
Clear backs, b bacon light	15
" b bacon 12 to 14	14½
Spiced rolls, long if in stock	0 16
short	0 14
Dried beef ham, sets	0 17
Smoked hams boned and rolled, 2s. per lb. additional.	

DRY SALT MEATS.

Bacon, dry salt long clear	0 13½
" " " smoked	0 13½
" " " boneless backs	0 14½
Shoulders " " "	

BARREL PORK.

Heavy mess pork, boneless, per bbl	24 00
per ¼ bbl	12 00
Standard mess pork, per bbl	24 50

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	15 lbs.
Pig's feet	4 50	2 30	1 20
Pig's tongues	14 50	7 50	3 00
Boneless hocks	8 50	4 50	2 00
Sweet pickled spare ribs, not cooked, per lb.			0 04
hocks			0 05

Not many fresh eggs are yet in the market, and the price is still high. The lowest quotations to the trade have been 50c and they are practically nominal, as the supply nearly all goes direct from the producers to the retail trade. Imported California stock is now about the only quotable supply. It sells at 40 to 43c pr dozen to the trade. Lower prices are, however, looked for.

Fresh local creamery butter is still 40c wholesale, and limited in quantity. No eastern butter is arriving and the reported stock of Australian creamery butter is much reduced already, stocks being so very much reduced. Present prices are likely to remain for some time. One eastern or Alberta creamery the trade quotes, 30 to 32c; on Australian grass creamery, 32½c; on local dairy, 30 to 35c; on eastern dairy, 22 to 27c. Cheese is limited in stock and prices dependent on eastern quotations entirely. Practically none is being brought forward now.

CONCENTRATION IN THE YUKON

Number of Merchants Will Decrease—City Market for Vancouver—G.T.P. Pacific Terminal Taking Form—Review of Coast Markets.

Vancouver, Jan. 31, 1907.

Milder weather has favored a return of trade to ordinary channels, but the extreme heat of political contest has tended to interrupt. There is almost suspicion attached to the man who for the past two weeks steadfastly endeavors to talk business quietly and sanely, while every other man is filled with politics.

Fortunately for business, the political campaign ends with the election on Saturday, when business men will have time to cool down and return to their normal occupations.

Vancouver city market is to be a realization at last, after long efforts on the part of a faithful few. The by-law authorizing the borrowing of sufficient money to build the market was passed last year, but action was deferred till this spring. Now it is the intention of the committee which has special charge of the market to go on at once, as the driving of piles for the wharf can be done during the winter as the tides will serve better than in the spring. It is likely tenders will be at once called for this portion of the work.

The location of the market, at the south end of Westminster Ave. bridge, gives access to it by water as well as by railway. The market wharf has frontage on False Creek and is close to the V.W. & Y. branch of the Great Northern Railway, while the B.C. Electric Railway with, connection to all the rural lines, passes the front of the market site. The location is also on one of the main roads leading into the city from the rich farming lands of the Fraser River, Delta, Lulu Island.

On Feb. 1, the Customs Department opens an office at Prince Rupert, the

new terminal city of the G.T.P. From that date foreign shipments will be made direct to that port. The Canadian Bank of Commerce has also announced the opening of a branch at Prince Rupert on the same date, and as several business houses have already opened there, the new city is rapidly beginning to take shape. Extensive work is going on in connection with clearing the town site and building wharves. The plans of the railway as to beginning construction from the coast end have not yet been announced.

Northern trade this year is very likely to undergo a marked change, owing to the changed conditions in the Yukon. There the big New York mining people, the Guggenheims, have obtained control of such much of the placer ground that the number of individual miners is greatly reduced. The amount of business may perhaps be as great, but the fact that one big corporation controls so much of it will tend to concentrate the service into a few hands. It is very likely that the number of houses in the Yukon doing business independently, will be greatly reduced. Many of the men now in business there will have to close out and return south for the big dredging concern will initiate its own buying features to work for the greatest economy.

In the markets this week there was a slight improvement in the supply of produce, as farmers were better able to bring out their supplies. Prices have stayed up in some lines, owing to scarcity still, and in the lines of potatoes the price is much increased because much of the stored stock was frozen in the unwonted cold snap.

The fruit market is at bare as it ever is in this province. The supply of local apples has almost disappeared, and the importations are confined to fancy varieties from Oregon and Washington. The price of local stock is not less than \$1.25 to \$1.50 per box, for almost any sort of salable fruit, while the imported bring \$2.00 per box. California oranges, Navels, are coming in plentifully and selling at \$3.00 to \$3.25. Bananas are indifferent in quality at this season, not appearing to mature and ripen with the full flavor and texture they do in warm weather. They quote at 5½c per lb. A few pineapples now in the market are bringing \$3.75 to \$4.25 per case.

Victoria hot-house lettuce is still scarce and local hot-houses are not turning in much stock. The price per crate is steady at \$1.75. Ashcroft potatoes are away up this week to \$35 per ton, while no locals are selling at less than \$20. It is impossible that later in the season these figures may be again reduced, but at present they are firm.

Late arrivals of cold storage poultry from the east have left considerable stocks in dealers' hands. Prices are now advertised retail at 18c per lb. for turkeys, and 16c per lb. for ducks and geese. In Australian mutton the market remains well supplied. The steamer Moana brought several thousand carcasses and the Miowera, due early next month, will have 3,160.

A GOOD THING WAITS.

The Toronto Retail Grocers' Association held their at home in the Temple building Wednesday evening, and a report of the event should have appeared in this issue, but President Snow has neglected for some years to have his picture taken, and without it any account of the at home would be too incomplete. It is hoped to have all the wrinkles smoothed out in time for the next issue.

CEREALS AND CONFECTIONERY

Railway Congestion—Prices Advancing Western Flour and Grain Cannot Be Got East—Oatmeal Millers Arrangement Disrupted.

What the outcome of the present railway congestion will be no one can say, but grain men in Ontario might about as well be closed up. There are four million bushels of wheat at Fort William and Port Arthur. Half of it is consigned for export, much of it to fill the holds of the C.P.R.'s own boats, but not a pound of it is moving eastward. Grain shipped from Winnipeg for export is being dumped at Fort William and the cars loaded with coal to relieve the fuel famine in the west where some farmers are said to be burning their oats—and the price approaching 40 cents a bushel. For Al Northern rail shipment, 90c. was bid in Toronto this week, but what's the use; none was offered. There's no chance of getting any wheat through this month and not much of any before the opening of navigation. The quantity held at the head of the lakes is not nearly the amount usually stored there at this time of the year. The country elevators in the west are full and farmers are said to be burying their wheat in the ground to keep it. The C.P.R. has taken off a couple of transcontinental trains. That will release half a score of engines and every little helps. Motive power is needed even more than cars. Some Ontario millers have large supplies of western grain in hand but before long some of the smaller mills will be grinding all winter wheat. The big mills of the west are not able to get their bran and shorts east and the demand is so keen that millers are selling flour in order to get the feed. The Lake of the Woods Milling Co. is said to have 100 cars of flour lost east of Fort William. The railway situation is unprecedented and is much the same all over America. Naturally western wheat is going higher and is quoted 85c. for No. 1 Northern f.o.b. Georgian Bay ports. Oats are 38c. and 37c., and they are expected to reach 40c. at Winnipeg. Even 50c. oats are talked of.

MONTREAL.

FLOUR—An improvement is noticeable in flour this week, trade being much better than it has been for some time. Prices hold steady at quoted figures.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 60	
Glenora.....	4 10	
Manitoba spring wheat patents.....	4 60	
strong bakers.....	4 10	
Buckwheat flour.....	2 25	2 30
Five Roses.....	4 60	

ROLLED OATS—A firmer feeling is noticeable in rolled oats this week, because of the advance in raw material. Prices have been advanced.

Fine oatmeal, bags.....	2 40
Standard oatmeal, bags.....	2 40
Granulated.....	2 40
Gold dust oatmeal 98 lb bags.....	1 75
Rolled oats, 80-lb. bags.....	2 25
" 80-lb. bags.....	2 00
" bbls.....	4 90
Choice boiling peas.....	1 60

FEED—Feed is extremely scarce and

away out of sight in price. There has been an advance since last week.

Ontario bran.....	21 50	22 50
Ontario shorts.....	22 50	23 00
Manitoba shorts.....	22 00	22 50
" bran.....	21 50	2 50
Mouillie, milled.....	24 00	
straight grained.....	25 00	28 00
Feed flour.....	1 30	1 35

EPRAQUE

GANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

QUEBEC CITY

ALF. T. TANGUAY & CO.

Commission Merchants and General Agents

FLOUR, GRAIN and PRODUCE

SPECIALTIES:
Corn, Beans and Dressed Hogs
Correspondence Solicited.

QUEBEC

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

DOLLARS AS FRIENDS

They certainly are the most dependable friend a man could have. Thousands of grocers rely on our Pearl and Pot Barley. Have you our prices?

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

POT BARLEY

Always Fresh Quick Shipment

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

WINDSOR SALT

Verret, Stewart & Co., Ltd., Montreal

Agents Eastern Ontario and Province of Quebec

TORONTO.

FLOUR—Prices are considerably firmer because of the car shortage and higher prices for wheat. Last week's quotations still stand, however, but an advance is not unexpected. There is a good demand both for domestic and export trade. The shortage of western wheat is forcing more winter wheat flour into consumption. The western millers are not able to get their product forward and the result is that eastern mills are pretty busy.

Manitota Wheat.	
60 per cent. patents.....	4 50 4 50
85	4 00 4 00
Strong bakers.....	3 80 3 80
Winter Wheat.	
Straight roller.....	3 70 3 67
Patent.....	3 70 4 00
Blended.....	3 70 3 87

CEREALS—Rolled oats are higher, following the cause of the oat market. The demand for oat meal for the moment is light and prices are unchanged. As noted elsewhere the arrangements among the millers is again disrupted. Rolled wheat is unchanged, but an advance is likely.

Rolled wheat in barrels, 100 lbs.....	2 40 2 50
Rolled oats, in wood, per bbl.....	4 75 4 85
in bags, per bag 90 lbs.....	2 25 2 35
Oatmeal, standard and premium, per bbl.....	4 80 4 80
in bags 95 lbs.....	2 40 2 60

OAT MEAL MILLERS APART.

High Oats Cause Breaking Away From Arrangement.

For the next couple of months things will be unsettled in the market for oat products, due to the disarrangement of the arrangement among the oatmeal millers. Since the oatmeal millers association, commonly termed "the combine," voluntarily dissolved eight or ten months ago, there has been no signed agreement among them, but from time to time a verbal understanding has been arrived at. Every now and again someone has felt cramped and kicked over the traces. The recent

rapid price of oats theman wan rap rapid rise in the price of oats has made things uncomfortable for the small miller unable to carry large stocks of raw product. There is no relief in sight before the opening of navigation which will relieve the railway congestion.

OLIVE OIL SCARCE.

The American Consul at Malaga, Spain, has reported to the Department of Commerce at Washington, that very little Spanish olive oil will find its way to America during 1907, because the present crop now being pressed there will scarcely satisfy the domestic demand.

The cause of the poorness of the crop was a long drought, followed by untimely rains, the heavy thunderstorms of last September being responsible for the loss of a large portion of the fruit. These conditions mark the low limit of production for Spanish oil in this section. Not during the past twenty years has such an unfavorable situation confronted the Malaga growers and exporters. The crop of the previous season was also exceedingly short, but of sufficient size to warrant some shipments at high figures.

CARP FOR SALMON.

The Fort Atkinson Fish Co., of Fort Atkinson, Wis., is shipping daily 25,000 pounds of carp from Lake Koshkonong to New York city, where, it is said, they are canned as salmon. The state and federal authorities started to exterminate carp in the lake several years ago, and it is only now that there is any sign of a decrease in the number. Carp now bring 6 cents a pound net in eastern markets, making the daily shipments worth \$1,500.

In the fall carp come to Canadian markets in considerable quantities but are sold fresh and chiefly to the Jews. Grocer WYNN

Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

EPPS'S GRACEFUL COMFORTING
IN 1/4-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg
THE MOST NUTRITIOUS COCOA

You Invest
your "order money" wisely when

**Perfection
Cream
Sodas**

are on your list.

Never a speck of dust nor a drop of moisture can penetrate the airtight tins in which they are packed.



hold all the goodness that carefulness and cleanliness yield.

Often well-baked biscuits lose their original goodness.

Mooney's Perfection Cream Soda can't.

Satisfaction guaranteed
(3 lb. cards or tins).

**THE Mooney
Biscuit & Candy
Company,**
LIMITED.
Stratford, - Canada

WHEN ASKED FOR



"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and honest that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents: **J. & G. COX, Ltd**
C. E. Colson & Son, Montreal
D. Masson & Co., " **Gorgie Mills,**
A. P. Tippet & Co., " **EDINBURGH**

Why

Cailler's
GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-ler)

*is rapidly becoming the favorite in
Canada as it is in Europe and the
United States is easily explained—*

Cailler's is
Cailler's

and means

THE PUREST AND BEST

General Agent for Canada

William H. Dunn, - MONTREAL

394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED
TORONTO**

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

In the face of the persistent and strong bid
for the grocer's Chocolate Trade
by competitors

MOTT'S
"Diamond" and "Elite"
Brands

Are still the prime favorites with "those
who know" the BEST goods.

FOR SALE BY ALL JOBBERS

John P. Mott & Co.
HALIFAX, N.S.

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

CANADA FLAKES



25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

Your Profit Assured

No Grocer in Canada can feature *McIntosh's Famous Cereals* without drawing profits direct and indirect.

Quality goods always assure a reasonable profit.

"*Swiss Food*" has only to be mentioned in order to clinch a sale.

"*Beaver Oats*" are certainly superior, or most cereal users wouldn't say so. The big premium (766) goes with this brand.

"*McIntosh's Crown Brand Rolled Oats*" fairly holds first place in Quality—Bulk—and Price.

P. McINTOSH & SON, - - TORONTO, CANADA

WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers and Household use? Is it dependable in the Baking.?

Judged by these tests

PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

Western Canada Flour Mills Co., LIMITED



Mills at
WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense.

A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument—carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO.
BRANDON, MAN. LIMITED

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL
Agent Provinces of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO
Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

APPLE TRADE WITH ENGLAND

What Importers Think of Growers Co-operative Packing Association—More Apples Should Be Held Here in Cold Storage—Evaporated Apples.

Harrison Watson in his report of the work done by the City Trade Branch of the Canadian High Commissioner's Office, London, in 1906, says regarding apples:

At the request of the Department of Agriculture, I brought to the attention of the trade the system of apple associations which has been adopted in Ontario in connection with domestic trade and which Canadian fruit growers are desirous of having extended to the export trade in fruit to this country. By this system, the packing and marketing of apples instead of being conducted by a number of small farmers in a particular district, is carried on by an association of these fruit growers. The apples are delivered to a central department and packed in an approved manner under official inspection. It is claimed that this system has resulted in a great improvement in the standard of quality of the fruit and has also been more satisfactory to the growers.

Trade in Fruit Brokers' Hands.

Up to the present, the trade in Canadian apples in the United Kingdom has been almost wholly in the hands of the large fruit brokers and salesmen and most of the fruit shipped has been more or less on consignment. As a prominent feature of the new scheme entails the payment of cash for the fruit it can be imagined that the proposals do not appeal to most of the large fruit importers and as long as some Canadian shippers are willing to ship fruit on consignment it is natural to anticipate that the trade generally will prefer to obtain their supplies in that manner. With few exceptions, the London firms who were communicated with gave little encouragement to the adoption of the association system.

One Firm Sent a Man.

One large firm of fruit dealers, however, decided to send out a representative to look into the matter, upon the lines suggested by the Department of Agriculture. This representative spent some time in Ontario and negotiations resulted in the purchase of several thousand barrels of apples from the associations upon which he called. The firm expresses themselves as greatly pleased with the association's methods and at my request have confirmed this in a letter from which the following extract is taken:

"We sent our representative to Canada this last season to buy apples and are favorably impressed with the system adopted by the Ontario Apple Association, the pack of which we consider infinitely more reliable than the individual growers packing themselves, and we shall give preference and support to the association pack in future."

Too Many at Once.

This, however encouraging, is only an individual opinion, and in view of the lukewarm support of the majority of the trade, I suggested to the department that a practical step would be to send over several representative Can-

adian fruit growers and shippers to visit the various large centres of the United Kingdom and endeavor to interest the trade in the adoption of this method. There can be little doubt that the prices of Canadian apples are unfavorably affected by the enormous quantities of fruit which are annually dumped into the United Kingdom at one time, instead of supplies being held in storage and shipments regulated according to the condition of the market.

Should Have Representatives.

A well known authority in the fruit trade gave as his opinion that Canadian shippers in addition to controlling supplies in Canada, ought to have representatives at the large United Kingdom seaports to supervise the distribution of the fruit and also to control and check the volume of supplies sent forward. Mention should be made of the exceptionally fine display of British Columbia apples which was on view at the Autumn exhibition of the Royal Horticultural Society. Considerable atten-

MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

tion was given to the fruit by the London press and the interest raised should be of considerable benefit in attracting British capital for the development of the fruit growing industry of the province.

Evaporated Apples.

The consumption of evaporated apples makes steady progress, but there have been few Canadian goods brought into London lately. It is understood that owing to the partial failure of the apple crop in some districts of the Dominion, comparatively few apples were evaporated last Autumn in Canada.

CHAMBER OF COMMERCE ELECTIONS.

C. H. Catelli was re-elected president of the Montreal French Chamber of Commerce at the annual meeting. Other officers are: First Vice-president, I. Prefontaine; 2nd Vice-president, A. V. Roy; Treasurer, J. B. A. L'Anetot; Secretary, F. Bourbonniere. Nominations for the council were: T. Barthiaume, E. J. Tarte, O. Asselin, G. W. Stephens, J.

Davidson, Armand Chaput, A. P. Lesperance, T. Bienvenu, L. Deguise, J. P. Mullarkey, Geo. Gonthier, L. E. Gonthier, L. Z. Gonthier, H. Godin, Rodolphe Tourville, E. D. Marceau, O. S. Perrault, F. C. Lariviere, J. B. Lapointe, H. Laurancelle, S. D. Vallieres, S. Lachance, J. L. Coutlee, U. H. Dandurand, E. Rossard, Albert Hudon, A. A. Laroque, A. H. Hardy, J. W. Harris, Ludger Gravel, S. Robitaille, J. T. Marchmand, J. de Sieres, Count Geo. des Etangs and J. D. Couture.

Twenty are required for the council and elections will take place Feb. 20. The ex-presidents whose names follow were made members of the council ex-officio: J. Grenier, D. Parizeau, H. Laporte, Jos. Contant, Hon. Alphonse Desjardins, L. E. Geoffroy, D. Masson, and H. A. A. Brault. Also the following ex-vice-presidents: Boivin, Alph. Racine, Hon. J. D. Rolland, U. Garand, T. Charpentier.

WALL PAPER.

Before the end of the month is reached manufacturers expect to be in the midst of their sampling season. While plans are being completed for the Spring lines it is not the policy of the manufacturers to give out in detail any news regarding their designs. They guard jealously their collections and the rivalry is keen in selecting exclusive designs. In the way of novelties for the Spring there are many new features to be introduced. With the duties not too protective Canadian manufacturers have realized that if they are to survive at all it must be on the merits of their products. The great expansion of the country and its growing wealth justifies more pretentious endeavors than before. While the principal up-keep of the industry is largely dependent upon what they class as the "bread and butter" patterns, they, at the same time, cannot neglect the more expensive styles for the very reason that these sell the cheaper lines to a great extent. At the round-up of the season it is noticed that the class of goods being shipped is of a better quality than that sold last year. The average weight of paper sold has been heavier than that sold in previous years, and while there has been a great quantity of the cheap lines sold, there has also been more of the better grades.

WINNIPEG PURE FOOD SHOW.

Preparations are being made by W. A. Coulson, secretary of the Retail Merchants' Association of western Canada, for the holding of a big pure food exhibition in Winnipeg next July during the week of the Industrial Exhibition. The show is to be held in one of the skating rinks and as applications for booth space have already been received from many manufacturers there is no doubt that the exhibition will be a big success.

SCALE EXHIBIT.

During the retail conventions in the retail association rooms in Winnipeg, Feb. 12th, and 14th, W. J. Butt, agent for the Stimpson Computing Scale Co., will have an exhibit in the board room. Mr. Butt expects to show many of the trade the advantages of a computing scale.



ANTICIPATE
THE MOST ACTIVE AND PROFITABLE
Spring Season
IN
WALL PAPER
AND BE FULLY PREPARED FOR IT

We have our best-selling styles in all grades for season of 1907 in stock. We know them to be reliable—attractive—decorative, and the **BEST VALUE IN THE MARKET**;

Grasp This Fact Good and Hard.

A post-card application will bring you our EXPRESS SAMPLE BOOKS, charges prepaid, to enable you to make selections for stock.

Borders at Flat Prices.
WRITE TO-DAY. DON'T WAIT.

STAUNTONS LIMITED
Manufacturers of Superior Wall Papers
TORONTO

WEBB'S

CHOCOLATES

High-class goods for
High class grocers.

The largest and finest line of packages
and novelties in the Dominion.

The HARRY WEBB CO., Limited
31-35 Buchanan St., Toronto

“Health”

COCOA

— IS —


Absolutely Pure

It is the right article to stock, being

**RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT**

SOLE MANUFACTURERS:
Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:
GREEN & CO., 25 Front St. East, TORONTO

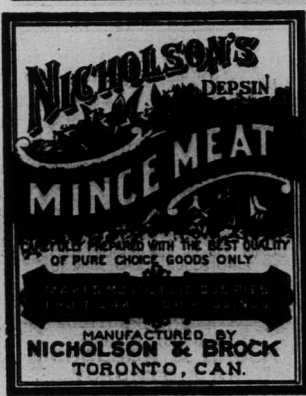


Trade Mar

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL



TAKE NO CHANCES

The grocer who stocks up
with other than
Nicholson's Mince Meat
is taking chances. Perhaps
you should know more
about

**N. & B. Jelly Powder, N. & B. Icing
Powder, N. & B. Pudding, N. & B.
Veri-quick Tapioca, Brock's Bird
Seed.**

NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

FROM GROCER CORRESPONDENTS

CHATHAM.

During the past three years no less than eight new butcher shops have been opened in Chatham, while the old butchers are still in business. Evidently it is a paying proposition.

N. H. Stevens, president of the Canada Flour Mills Co., read a paper on the bean crop of Ontario before the Michigan Bean Jobbers' Association at their meeting at the Hotel Wayne, Detroit, on Jan. 30th. The association ordered copies of the address printed for each member.

Mrs. John M. Taylor passed away on Sunday, Feb. 3rd, at the age of 84 years. Ingram M. and John P. Taylor, both prominent in the retail grocery business here, are sons.

Cecil Moore, representing the D. S. Perrin Co. of London, visited his relatives here last week.

The many friends of Hugh Malcolmson, president of the Kent Canning Co., were glad to see him out last week after his recent illness. He is now in possession of all his former good health.

Miles Barker, for several years engaged in the butchering business here, passed away Friday, February 1. He was 55 years of age, and leaves a widow and three children. The funeral took place on Monday afternoon.

CALGARY.

Sweep her up! Hard! Hard!! Hard!!!

The Alberta Branch of the Royal Caledonia Curling Association opened their second annual bonspiel on Tuesday, Jan. 22nd. on Calgary ice. Eight sheets were going all the time. There was a very large attendance from clubs all over the Province. A change in the weather on the opening day made the ice a trifle soft, but Jack Frost came to the rescue and stayed with them until the finish. The prizes for the bonspiel were better this year, exceeding \$2,000 in value and were exhibited in the Calgary Milling Company's window, where they attracted much attention.

The annual meeting and banquet took place in the Palmetto Cafe on the evening of the 22nd, and was a great success. About 150 sat down to an excellent dinner, with President Hugh McLeod in the chair. After the usual toasts had been proposed and responded to the members settled down to business. The following officers were elected for the year: Patron, Colonel Walker, Calgary; president, J. R. Miquelon, Calgary; 1st vice-president, D. C. Boyne, Bankhead; 2nd vice-president, Jas. Aird, Priddis; secretary-treasurer, E. H. Telfer, Calgary; chaplain, Rev. Fortune, Red Deer; executive council, O. C. Smith, Calgary; W. E. Ketchum, Edmonton; W. Sheppard, Stratheona; S. S. Savage, Calgary; Colonel Walker, Calgary; W. G. Wilson, Innisfail.

Several merchants had their windows decorated with goods that are made in Calgary. The firms represented were:

The Calgary Milling Co.; the Standard Soap Co.; Brackman & Ker; the Alberta Biscuit Co.; G. F. & J. Gault; Calgary Brewing & Malting Co.; Great West Saddlery Co.; Calgary Aerated Water Co.; Rochon Bros., confectionery; Blue Ribbon Co.; Alberta Cigar Co.; Riley & McCormick Saddlery Co.

Many favorable comments were heard from the visiting curlers and their friends about the "Made in Calgary" exhibits.

The Calgary Milling Co. have booked an order for 1,200 sacks of flour to go to Shanghai, which makes their third shipment to this port. They have also filled orders for Japan.

Calgary's bank clearings for week ending 24th Jan. were \$1,000,541.

BRITISH COLUMBIA.

Last year added to British Columbia's steamship connections the new Alley line of direct steamers between Canada and New Zealand. The first month of this year brings the announcement of the final arrangements for the direct service from British Columbia ports to Mexico. This line, subsidized equally by the Canadian and Mexican governments, is to be in operation early in March. Capt. Worsnop, representing the Canadian-Mexican Pacific Steamship Company, announces that the first steamer for the line, the Georgia, sailed from England for Vancouver on Jan. 15, and that the sister ship, the Lonsdale, will be en route very shortly. The new line will make regular trips, each vessel making the return trip every month.

Not to be overlooked is the flour trade with the Orient, which benign authorities have decided to propagate between Alberta and Japan, the shipments from British Columbia flour mills may be considered as of first importance. The pioneer mill of Western Canada in the shipment of flour to Japan is the Columbia Flouring Mills, Ltd., of Enderby, in the Okanagan district. F. V. Moffett, the energetic and enterprising head of that concern, asserts that the flour from his mills was first of all Canada into Japan and China markets. While the small trial shipments from Alberta mills recently made are an indication of the spread of interest in the trade, Mr. Moffett pardonably prides himself on the fact that in the past 30 days his mill has shipped 25,000 sacks in all to the Orient, and of course the total shipments to date from his mill very much exceed the entire shipments from all western mills together. During the next fortnight or so the Enderby mill will send out shipments of flour totalling 22,000 sacks, the largest single order for Oriental trade so far placed in Canada. Mr. Moffett thinks that a very great expansion of this trade is to be looked for in the future.

LONDON.

The collections for the month of January at the London customs house ex-

ceeded the total for any previous month in the history of this port. The increase over January, 1906, when the collections totalled \$69,726.49, was \$23,764.36. The inland revenue returns here for last month showed a slight increase also over the returns for January, 1906. The extent of London's importance as a centre for the cigarmaking industry is apparent from the inland revenue collector's reports. During January, the revenue on cigars, ex-factory, was \$11,407.74; on cigars, ex-warehouse, \$3,352.20, and on raw leaf, ex-warehouse, \$7,785.06; a total of \$22,545. There are many cigars factories here, and the eight largest employ 875 hands.

The London cigar manufacturers are not in sympathy with the action of the Quebec deputation, who last week waited upon Hon. Mr. Brodeur and other Cabinet Ministers at Ottawa, and asked for an increase in the duty on imported tobacco and for the abolition of the green stamp, which is now used to designate goods manufactured from Canadian tobaccos. It is thought the abolition of the green stamp would result in an increase in the sale of foreign-made cigars and a decrease in the sale of the home-made cigars of imported tobacco. Canadian growers, together with manufacturers who have large interests as growers, have taken a stand to which the manufacturers who are not growers are directly opposed, according to the statement of a leading London manufacturer.

HAMILTON.

Considerable talk is going on among the retail grocers here, regarding the dating of canned goods. There is no question about the injustice it would work from the grocer to the consumer, without any apparent benefit to any one.

Our association will take up the matter, and no doubt there will be some strong resolutions passed condemning that part of the measure referring to the dating, and instructing the local members of the House of Commons to oppose the measure. (Just here is where a national association would prove effective). Let every grocer in Canada address a protest against dating to his local representative in the House of Commons, and one hundred chances to one that no can of fruit or vegetables will be marked. Just here we might say that the party press might be informed on this question, by the trade, as some of them are turning out some very queer editorial matter relative to it.

ST. CATHARINES.

Herbert Henry, grocer, corner of Church and Niagara Streets, has enlarged his premises to gain space for increasing business. Mr. Henry is one of our most enterprising young business men.

Howard McNulty has sold his soda water factory to Rachmill Noddell and will open a like factory on Mary Street. The sod was turned on Saturday for the new building and Mr. McNulty has gone to Montreal to order the required machinery.

The Niagara, St. Catharines and Toronto Electric Railway Company are extending their line to Fonthill, nine miles west, and purpose continuing five miles south of Fonthill to the town of Welland early in the spring. The company has gangs of men erecting poles and stringing wires to Fonthill.

THE CANADIAN GROCER

"LUCERNA"

BRAND

22 Tons of Swiss Milk Chocolate direct from Switzerland to Winnipeg

OUR DOUBLE MILK CHOCOLATE

Is something Entirely New.
No other House has Anything Like it.
It's a Delicious Sweetmeat.

OUR CROQUETTES, NAPOLITAINS, Etc., Etc.

are put up in most Attractive Packages and

AT TEMPTING PRICES

SEND FOR FREE SAMPLES AND
PRICE LISTS

HIGH-CLASS AGENTS WANTED WHERE
NOT ALREADY REPRESENTED

JOHN BEARNS, LIMITED

OF LONDON, ENGLAND

Canadian Headquarters, 11 Bank of Hamilton Chambers, Winnipeg, Man.

FRUITS, VEGETABLES AND FISH

Orange Market Good—Lemons May Be Higher—Kingston Earthquake and the Fruit Trade—Advance in Onion Prices.

Montreal reports a somewhat slow trade in fruit this week. The Toronto orange market is good. Navels are a shade easier, but there is every indication that the market will firm up, and that higher prices will be obtained. Despatches seem to indicate that packers are still sending the most desirable sizes to buyers, and extra large varieties to auction. Higher prices for lemons are prominent. No decided advance is expected, but the market is very firm, with an upward tendency.

Although some dealers were doubtful at first, it now seems certain that the Jamaica earthquake will have very little effect on the fruit trade of the island. According to all reports the fruit-growing area was practically undisturbed by the disaster, and the only consequences likely to result might, perhaps, be delay in shipments from Kingston. In connection with the banana trade new plans on the part of the trust are said to be nearing completion which, when made public, will show a practically perfected organization for the monopoly of the situation in the West Indies.

The vegetable trade is none too brisk. Quotations are altered in several lines, and some new goods are listed. Cranberries are considerably lower. Very light stocks and heavy demand are said to be the cause of a noticeable rise in onion prices.

MONTREAL.

GREEN FRUITS—Business is slow. Few lots are being sold in any line. Better trade cannot be expected at this season. Cranberries are lower this week as are also California oranges. Lemons are in small demand at figures quoted. Demand for bananas exceeds the supply and trade is brisk in this line. Prices are a little higher this week, ranging from \$1.65 to \$2.25.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 65	
" jumbos	2 25	
Cocoanuts, per bag of 100	4 25	
Pineapples, crate	4 01	
Mandarines, box	1 00	
Tangerines, half box	2 50	3 00
Figs, plant, doz	3 00	4 50
Apples, bbl	2 00	2 50
Lemons	2 75	
Pears per half box	2 40	
Mexican oranges, box	3 00	3 25
California oranges, new navels	4 75	
Jamaica oranges, per box	2 65	
Florida oranges, box	3 25	4 00
New figs per lb	0 08	0 13
Canadian, bbl	7 50	8 50
Cranberries, Cape Cod, per bbl	4 00	5 00
" Canadian, bbl	4 00	5 00
Florida grape fruit, box	3 00	3 25
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	7 50	

VEGETABLES—Vegetables are not moving out very freely. Prices are rather high to warrant good business, and the coming of Lent is causing a falling off in the demand for more than one line. Cabbage, for instance, is not sold in nearly such good quantities as it was a couple of weeks ago. Potatoes

are still quoted around last week's figures.

Parsley, per doz bunches	0 75
Sage, per doz	0 60
Savory, per doz	0 60
Montreal cabbage, per doz	0 50
American Cabbage b l	1 75
Florida tomatoes, crate	5 10
Turnips, bag	0 75
Water cress, large bun hes, per doz	0 75
Lettuce, per doz	0 40
Boston lettuce, per doz	1 25
Calif rima celery, crate	6 50
Spinach, per bbl	4 50
Cucumbers, per doz	2 50
Celery, per doz	0 25
Potatoes, per 1 ag	0 85
New potatoes, lb	1 06
" bbl	8 50
Jersey sweet potatoes, basket	2 00
Spanish onions, crate	3 50
" 5 lb cases	0 95
Red onions, bbl	3 50
" bag	1 70
Beets bag	0 90
Carrots, bag	1 00
Green beans	10 50
Mushrooms, lb	0 85
Horseradish, lb	0 15
Rhubarb, doz bunches	0 90
New Orleans shallots, doz	0 60

FISH—Trade is becoming more and more brisk as Lent approaches. It is only five days off now and good orders are being received by fish dealers every day. All lines are in demand. Prices generally are much firmer this week and many advances have occurred. Fresh haddock are exceedingly scarce and away up in price. Lake trout and whitefish are off the market. Flounders are now quoted, 4½c. to 5c. a pound being asked. Shell oysters are down \$1 a barrel. Pickled sardines are no longer on sale.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 04
Halibut	0 75
Grass pike	0 05
Steak cod	0 05
Mac'arel, large	0 11
Dore	0 08
Cod fish	0 07
Small sturgeon	0 75
Flounders, per lb	0 45
R. C salmon	0 08
Quail salmon	0 17
Smelts	0 08
New tomcods bbl	2 15
Frozen herring, large, bbls. 300 fish per 100 fish	2 10
" less than bbls, per 100 fish	2 20
" medium, per 100 fish	1 40
Smoked and Salted—	
St. John blowers	1 20
Had lies in 15-lb boxes per lb	0 07
Kippered herring, half boxes	1 20
Smoked herring, per lb	0 10
Yarmouth loach's box	1 20
Skilless cod, 100 lb. cases	5 50
Boneless fish, 20-lb. boxes, bricks	0 08
Boneless fish, 25 lb. boxes, per lb	0 05
Boneless cod per lb	0 08
No. 1 salted	0 08
Dry cod in bundles	6 50
Oysters—	
Standards bulk, per imp. gal	1 40
Selects bulk, per gal	1 60
Malpague shell oysters bbl	3 00
Oyster pails, pints, per 100	1 00
quarta	1 25
Boiled lobsters, medium, per lb	0 15
Live	0 14
Pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" per half bbl	3 25
No. 1 N.S. herring bbls	5 00
half bbls	3 00
No. 1 Mackerel per rail	1 75
No. 1 Lake Trout, 100 lb. kegs	8 00
No. 1 Sea trout, bbl	10 50
No. 1 Sea trout, half bbl	5 75
Labrador salmon—	
" in bbls	12 00
" tierces	16 00
" in 4 bbls	6 50
Large green cod, bbls, 200 lbs	9 50
No. 1 green cod, in bbls of 200 lbs	7 50
Small	5 75
No. 1 Haddock, bbls, 100 lbs	7 00
No. 1 turbot, bbls 200 lbs	8 00

TORONTO.

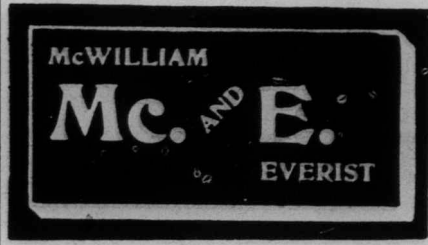
FRUIT—There is considerable alteration in prices this week. Grape fruit,

California Washington Navels

are now in fine shape for eating. We have to arrive this week:

- 2 cars Chinook and Arch Brands
- 1 car Rose Brand
- 1 car Clover Brand
- 1 car Golden Flower Brand
- 1 car Valencia Oranges
- 1 car Bahama Oranges

Also full supply of Lemons, California Celery, Nuts, Dates, Figs, etc. Have also 1 car fresh packed Jersey Cranberries which we offer at the low price of \$9.00 per bbl.



TORONTO

FOR

EXTRA FANCY
HIGH COLORED
HEAVY, SMOOTH,
JUICY,

and
Deliciously Flavored
California Navels

buy

"GOLDEN FLOWER"

Grown and packed by
REDLANDS GOLDEN ORANGE ASSN.
Redlands, California

tangerines, and Valencia and Florida oranges are higher, while marmalade, navels and Mexicans are somewhat easier. Cranberry prices are still declining.

Oranges, Jamaica, per bbl	4 50
" Florida, 120's-210's	2 50
" Mexican, 120's-210's	2 10
" Tangerines, half box	3 75
" Valencia, 420's and 714's	3 50
" navel, 97's, 250's	2 75
" marmalade, 160's, 200's, 210's, per box	2 25
Grape fruit, 46's 80's	3 25
Lemons, California, boxes	3 51
" Messina, 300's-360's	2 50
Pineapples, Florida and Cuban, 30's and 24's	4 00
Apples, Spies	2 00
" Baldwins	3 00
" Greenings	2 00
" Kings	2 00
Bananas, per bunch	1 50
Red bananas per bunch	3 50
Cranberries, per barrel	9 00
" crate	3 50
Strawberries, per qt.	0 75

VEGETABLES—A number of quotations are altered. Onions show a decided advance, as also several imported specialties, although Cuban tomatoes are considerably lower. Vegetable marrow is hard to obtain, only a few dealers quoting prices at all. Two or three new lines are added.

Potatoes, Delawares, per bag	0 85	0 90
" Ontario	0 75	0 75
Sweet potatoes, per hamper	2 00	2 00
Onions, Spanish, per large case	1 00	1 00
" small case	0 90	1 25
" Yellow Danvers, bags	1 25	1 40
" Canadian, per bag	1 25	1 40
Cabbage, new Canadian, per bbl	1 50	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, Boston, large, per doz. heads	0 35	0 40
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz	0 50	0 50
Cucumbers, hot house, per doz	2 50	2 50
Mushrooms, imported, 1-lb. boxes, per lb.	1 00	1 00
Beans, white, prime, bush	1 40	1 40
" hand-picked, bush	1 50	1 50
" Lima, per lb.	0 06	0 06
Watercress, per doz. bunches	0 25	0 25
Tomatoes, Cuba, per 5 basket crate	5 00	5 00
Tomatoes, Florida, per 5-lb. basket	1 00	1 00
Peppers, per basket	0 20	0 25
Parsley, per doz.	0 75	0 75
Parsley, Jumbo bunches, per doz	0 35	0 35
Turnips, per bag	0 15	0 20
Mint, per doz.	0 40	0 50
Celery, California, per case, 5 to 8 doz.	5 75	5 75
Squash, per doz.	1 00	1 25
Leeks, per doz	0 25	0 25
Pumpkins, per doz	0 75	1 00
Parsnips, per bush	0 50	0 50
Sage, savory, thyme, etc., per doz bunches	0 10	0 10
Fancy Baltimore spinach, per hamper	1 25	1 25
Oyster plant, per doz bunches	0 40	0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 25	1 40

FISH—Prices are practically unaltered. The recent cold snap considerably brightened the demand, and dealers are satisfied with present prospects.

Fresh halibut	0 18
Haddock, fresh caught, per lb.	0 05
Fresh cod, per lb.	0 08
Fresh lobsters, boiled, per lb.	0 20
Shrimps, per gal.	1 20
Whitedash, per lb.	0 10
Salmon trout, per lb.	0 09
Ossoes, per basket	1 25
Striped bass, per lb.	0 15
Blue fish, per lb.	0 10
Frozen mackerel	0 10
Home cured blosters, per basket	1 25
Eastern salmon, per lb.	0 20
Finnan haddie, per lb.	0 07
Oysters, per gal.	1 70
Labrador herring, per half bbl.	3 00
" bbl.	5 50
Frozen Halibut, per lb.	0 10
Pink Salmon, per lb.	0 09
Red "	0 10
Fancy Manitoba white fish, per lb.	0 10

DRIED APPLES
BRIGHT, DRY STOCK
WANTED
O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

FISH FOR LENT

FROZEN TROUT
Winter caught

B.C. SALMON
Qualla Salmon

WHITE FISH
Round or dressed

HALIBUT

FROZEN SEA HERRINGS LABRADOR HERRINGS

Positively the largest and best assorted stock to choose from

SPECIAL 100 sacks Fresh Water Frozen Herrings, 3 3-4 cents per lb.

LONG ISLAND NATIVE OYSTERS
SYDA & COUSINS' FINNAN HADDIE

A complete price list for the asking. Orders solicited

WHITE & CO., Limited
TORONTO and HAMILTON

ST. NICHOLAS

2 Cars Valencia Oranges, ordinary and large, 420's
Car Navels 1 Car Cabbage
2 Cars Lemons 1 Car Valencia Onions

Are among our arrivals this week. Quality fine and prices right.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

Your consignments of eggs and other produce solicited.

ARRIVALS THIS WEEK

ONE CAR FANCY CALIFORNIA NAVELS

Fine color and excellent quality

ONE CAR FANCY BANANAS

Also CALIFORNIA CELERY—OYSTERS—HADDIES, Etc.

ONE CAR VALENCIA ORANGES

Ordinary and large 420s, fine quality and cheap

HUGH WALKER & SON GUELPH, ONT.

SPECIAL FOR THIS WEEK

Fancy Florida Oranges, all sizes, \$3.00 Grape Fruit, 64's and 80's, \$3.50
Car fresh packed Jersey Cranberries, fine stock, \$7.50 per barrel
Redlands, Highlands, California Navel Oranges, all sizes,
Signal Brand, - \$3.25 Warrior Brand, - \$3.00

MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

BANANAS

exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal



Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BASKETS

We make them in all shapes and sizes. We have

**Patent Strawboard Berry Box
Grain and Root Baskets,
Clothes Baskets,
Butcher Baskets,**

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE...

Oakville Basket Co.
Oakville, Ont.

Our

Jams and Jellies

are amongst the purest and best on the market. We make no extravagant claims. Grocers know the value of our goods.

People insist on our

Pure Apple Juice

We'd like to mail you particulars.

The Belleville Fruit and Vinegar Co., Ltd.
Belleville, Ont.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



The Quality of Your Goods

sets the pace of your business, and when it comes to jams and jellies there's just the one reliable brand manufactured in Canada.

"E.D.S." BRAND Jams and Jellies

are the purest, most wholesome and best on the market. There's more repetition about this than you are aware of. I am simply repeating the report of government commissioners, and every grocer in Canada should know about it.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & W. Smith, Halifax, N.S.

E. D. SMITH'S FRUIT FARMS,
Winona, Ont.

Smelts, No. 1, per lb.....	0 10
" extra, per lb.....	0 15
Lake Superior herrings, per lb.....	0 05 1/2
Pike, per lb.....	0 05 1/2
Yellow p.ckereel, per lb.....	0 08
Kippered herr ngs.....	1 25
Sea herrings, per 100 count.....	2 25
Goldeyes, per lb.....	0 05 1/2 0 06

NOTES.

C. N. Foderingham, who has been with W.B. Stringer & Co., Toronto, for the past two years, has gone to his home in the Barbadoes for a few days to visit his father, who has been ill for some time.

White & Co., Toronto, have commenced alterations on their new building at the corner of Front and Church streets. They expect to have it in readiness for occupation by May 1st, in time for summer business.

FISH AND LENT.

"Lent does not cause such a stir in the fish business as it did twenty years ago," said William Duff, of the Atlantic Fish Companies, when seen in Montreal by the Canadian Grocer the other day. "Of course we notice an increase in business during that period, but circumstances have combined to make the difference less noticeable than in years past. Many new foods have found their way onto the market, more than one of them taking the place of fish as Lenten diet. Again it seems to me that people are becoming more broad-minded respecting Lent. They do not fast and abstain as they did years ago, and as a consequence they do not use fish in such quantities.

"Yes, we have had a very good season down east so far. There will be a larger business done in pickled fish this season than for years. Fresh and frozen are exceedingly scarce, and the demand towards the middle and end of Lent will have to be supplied with the pickled and salt goods. Owing to very

stormy weather which prevented fishermen getting to work, and to the scarcity of bait, at the beginning, the catch of fresh fish this season is limited as compared to 1905 and other years.

"The fish business in the Maritime provinces is developing. We but recently purchased two plants, one in Cape Breton and the other in Shelburne, which will enable us to secure a very much larger supply of fish next year."

Speaking of mackerel Mr Duff said that he was surprised that such a small quantity was used in the west. He thought that the people did not appreciate fish, that they should be educated to it. In his opinion it was a profitable line for the trade to carry.

JUST ARRIVED

Special direct shipment of

**No. 1 Labrador Herring
No. 1 Newfoundland Herring
No. 1 Caspe Herring**

Quality the very best.
Prices are right.
Order before supply is exhausted.

J. & R. McLEA

Wholesale Fish Dealers
23 Common St. MONTREAL

SHIP TO US

We pay highest market prices for

DRIED APPLES

and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,
HAMILTON

W.S. LOGGIE CO., LIMITED

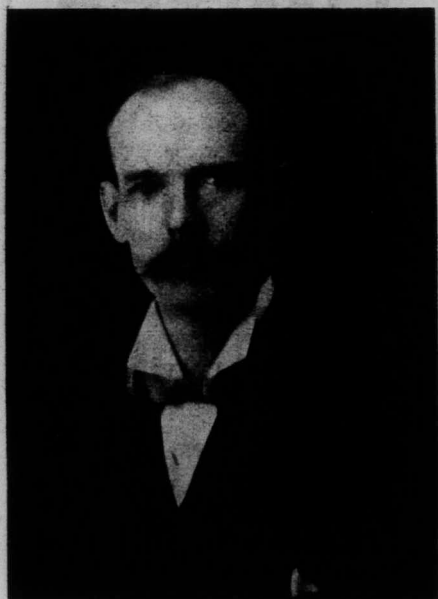
CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

BUSINESS MEN IN MUNICIPAL LIFE

No. 10

Few of our grocers have taken a more active interest in matters pertaining to the general welfare of the community than Charles A. Nairn, of Goderich. Canadian-born, Mr. Nairn has spent most of his life up to the present time in Huron's county-town, and his connection with municipal affairs and semi-public organizations has been continuous. A member of the council for many years as representative of St. Patrick's ward, he is now in his second year as president of the Board of Trade, of which he has been a member since its inception. As one indication of the way in which people recognize his capacity for business, it is worthy of note that Mr. Nairn was chairman of the Finance



CHARLES A. NAIRN

Committee while in the council, has been for the twelve years treasurer of the local I.O.O.F., is treasurer of the hospital board and the Goderich Musical Society, and even in church matters he is chairman of the board of management of Knox Presbyterian.

As long ago as 1869, the subject of our sketch left school and became connected in the humble capacity of delivery boy with the grocery business established some years previous by Henry Horton. At the end of a year Charles A. entered the store as a clerk, and in 1880 on the retirement of Mr. Horton became proprietor. The stand is the oldest in town, and Mr. Nairn can now claim to be the grocer longest in business in Goderich. His brother Tom has been associated with him in the business for nearly a dozen years, and is almost equally well known to the trade. Some

ten years ago a branch store was opened in Windsor, Ont., and has grown to large proportions under the management of George H. Nairn, another brother. As may be imagined, the two stores work together in many ways.

The Goderich store has a valuable asset in a well-established reputation for handling high quality goods, and for serving the best class of trade in town. An immense tourist trade is done in summer.

The crockery department has always received a little special attention, and together with attractive window displays, has at times been referred to in The Grocer, without which, by the way, Mr. Nairn has never attempted to do business.

ALL READY FOR THE CANNERS.

Buffalo Completing Arrangements for the Big Convention.

It is evident that the convention of the National Packers' and Machinery and Supplies Associations to be held in Buffalo from Feb. 11 to 16 will see a large attendance of Canadians interested in these trades. No city in the United States more conveniently situated in regard to the more important canning sections of the Dominion, could be chosen for this meeting, and the invitation of C. A. Suydam, president of the Machinery and Supplies Association, is likely to be taken full advantage of. The Iroquois Hotel will be the headquarters of the visitors, and the big machinery exhibition with its complete cannery in operation, and other equally interesting features, will be held in the 65th Regiment armories. This building is newly completed, and will be one of the largest ever used for an exhibit of this kind. Dr. Wiley and his associates, having in their care the enforcement of the recently passed pure food law, are expected to be present and answer questions of interest to the trade, and the other matters to come before the meeting will be equally important. The entertainment committee is busy on final arrangements, and there is already evidence to hand that there will be lots doing in this line. The various railways will issue tickets at special rates to those attending the convention.

SATURDAY BOAT CONTINUED.

Hon. Rodolphe Lemieux, Postmaster-General, addressing the Montreal Produce Merchants' Association last Saturday, stated definitely that the Government had decided to continue, when navigation opens this year, the Saturday service inaugurated late in 1906. A Dominion line boat will, therefore, sail every Saturday morning in the incoming season for the Old Country, and produce dealers will be able to send their invoices and bills of lading as quickly by the Canadian route as any other.

COLD STORAGE WAREHOUSE.

Fortier & Monette, produce merchants, Montreal, will occupy the new cold storage warehouse being erected as an additional wing to the present premises of the Gould Cold Storage Company, Wil-

liam street. The new plant will be 50x100 feet, five storeys high and up-to-date in every particular. It will run back to King street. George Hodge & Co. have been compelled to move, and are now doing business at 118 King street, opposite their old place.

C. T. COOTES AGAIN ON THE ROAD.

After Five Years' Retailing Joins Staff of Davidson & Hay.

C. T. Cootes has joined the traveling staff of the Davidson & Hay Co., Toronto, to take the territory which the late W. B. Smith covered for so many years.

Mr. Cootes is, thoroughly versed in the grocery trade and a very likable fellow. He started his grocery career with Swan Bros., Toronto, and continued with them eight years. He graduated from this best of grocery schools into the wholesale field, joining the selling staff of John Taylor & Co. He represented that soap firm in Toronto five or six years, put in a term of two or three years on the road for the Eby, Blain Co., and another year for Perkins, Ince & Co., then went into business for himself. For the past five years he has conducted one of the best grocery stores in



C. A. CHOUILLOU,
Recently Elected President of the French Chamber of Commerce, Montreal.

the northeast section of Toronto, at 201 Wellesley street. This business he lately sold to Spencer Smith, formerly of Orangeville.

With such an experience, backed by untiring industry and a geniality of rare quality, Mr. Cootes is sure of a warm welcome from the trade and the success he deserves.

GOVERNMENT AID ASKED.

Dr. Smale, representing the Wm. Davies Company, and Messrs. Laing, of the Laing Packing Company, of Montreal, and Matthews, of the Matthews Packing Company, of Ottawa, waited upon Hon. Nelson Monteith recently on behalf of the Pork Packers' Association, asking the Government to make arrangements for a regular series of sales of pure-bred swine, with the purpose of encouraging the farmers to a more general consideration of the question of raising fine hogs. This has been done by the Quebec Government.

LENT STARTS FEBRUARY 13th

We Lead---Others Follow

We are the largest receivers and distributors of Fresh, Frozen, Smoked and Salted Fish in Canada. Send a post card and get our quotations

THE F. T. JAMES CO., LIMITED

Catchers and Wholesale Distributors of Fish and Oysters
76 and 78 Colborne Street **TORONTO**

1907

FISH

FISH

FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

**SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD**

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited
Black's Harbour, N. B.

Shipment Now Arriving

NEW PACK

Horse Shoe Salmon



Secure Supplies

While Obtainable

J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

SUPPLIES FOR LENT

F
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Only five more days until Lent begins! Are you ready for business? Your stock should be complete in Fresh, Frozen, Dried, Salted, Pickled and Boneless

FISH

and in

Bulk and Shell Oysters

If you are not supplied, write to us at once, and we will take care of your commands. We carry the largest stock and best assortment in the country. It will pay you to send for our price list. Prompt shipment of goods. Mail orders a specialty.

Branches:
ST. JOHN, N.B.
GRAND RIVER
GASPE

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE
TELEPHONES

STOCK TAKING being over, what about fish for LENTEN TRADE?

BONELESS CODFISH

PACKED AS FOLLOWS:

H.F. CO.—In 1 and 3-lb. boxes, and shredded

SCOTIA—In 2-lb. boxes, and 1-lb. tablets

CHEBUCTO—In 1 and 2-lb. bricks

WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers.

Write or see our nearest Agent—

Montreal—A. A. Perry, 6 St. Sacrament St.

Toronto—Anderson Powis & Co.

Hamilton—Alfred Powis

London—Wm. G. Coles & Co.

Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

Cigars For Ten Dollars Straight

might be bigger but could not be better than *Pebble* and *Pharaoh*—the cigars which have made smokers rejoice all over this wide Dominion.

All shrewd Grocers handle cigars because they fully realize that a good cigar sells many a pound of tea. But—the cigars must be good and reasonably priced. Better make sure. Place

Pebble and Pharaoh

Cigars on your order list now and you'll be certain that there'll be no mistake. There's no surer way of building up a paying trade than to recommend the *Pebble* and *Pharaoh* cigars because they make the occasional a steady customer.

YOU OUGHT TO KNOW *THE PAYNE PLAN*. Do you?

See issue Jan. 12, or drop me a card for further particulars.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Solace of the Weed

Good tobacco has done more to spread joy and contentment around this world of ours than the fairest flowers that ever blossomed in the sun. Most lovers of the pipe declare that

T. & B.

accentuates and emphasizes the solace and joy of the weed. Grocers certainly ought to feature **T. & B.** for several reasons, but chiefly because the profits are just right. Then there is this important fact in connection with **T. & B.:**

"Tobacco sells more than Tobacco."

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

E. Bed
R. C. I
dead.

J. A. s
sold out.

Ernest
has sold

P. J. G
by J. Lo

Daignea
have diss

Rowse
Rowse, H

A. D. T
his store

Lynn B
their gene

The ass
bury, hav

U. Bru
Simon, Q

Louis M
Jean Por

Dalpe
Montreal,

F. X. I
ceeded by

L. Gag
succeeded

F. Tuf
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dealer, M

A. T.
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HERE AND THERE WITH THE TRADE

E. Bedard, grocer, Montreal, is dead.
R. C. Laurier, Laurentides, Que., is dead.

J. A. Young & Co., Glencoe, have sold out.

Ernest Pritchard, Newbridge, Ont., has sold out.

P. J. Guilmette, Howell, is succeeded by J. Longere.

Daigneault & Co., grocers, Montreal, have dissolved.

Rowse Bros. have succeeded A. E. Rowse, Humboldt.

A. D. Tracey, Theodore, is giving up his store business.

Lynn Bros., Warsaw, Ont., have sold their general store.

The assets of Benj. Horwitz, Hawkesbury, have been sold.

U. Brunelle, general merchant, St. Simon, Que., is dead.

Louis Morneau, general merchant, St. Jean Port Joli, is dead.

Dalpe & Emond, provision dealers, Montreal, have dissolved.

F. X. Duchesneau, Hitchcock, is succeeded by J. Duchesneau.

L. Gagne, grocer, Labelle, Que., is succeeded by F. Guindon.

F. Tufts, produce and lumber merchant, St. John, is dead.

Thomas Pegnem, grocer and liquor dealer, Montreal, is dead.

A. T. Charlton, general merchant, Port Haney, B.C., is dead.

W. G. Graham & Co., Westboro, Ont., are retiring from business.

The St. John Mercantile Co., St. John, was damaged by fire.

J. A. McLachlin, grocer and baker, Glencoe, has been burnt out.

W. G. Graham & Co., Westboro, Ont. have disposed of their business.

The assets of O. T. Fernet, Boulevard St. Paul, Que., have been sold.

J. M. Taylor & Co., produce merchants, Montreal, have dissolved.

R. S. Marshall, general merchant, Leeds Village, Que., has sold out.

W. C. Currie's general store at Elmsdale, P.E.I., was recently burned.

Culbert & Scott, general merchants, Sussex, have dissolved partnership.

Clarinda Bergeron has registered the firm of Tousley & Co., grocers, Montreal.

Baker & Co., grocers, Montreal, were burnt out, but insurance covered the loss.

Lorner Bros., general merchants, Brandon, have sold their branch in Oakburn.

Jules Labre, hotel and general storekeeper, St. Lazare de Vaudreuil, is dead.

The Grand View Mercantile Co., general merchants of Grand View, have dissolved.

The assets of Albert Luloff, general merchant, Eganville, will be sold at auction.

Alex. McNaughton, of McNaughton Bros., general merchants, Huntingdon, is dead.

The assets of Murray & Barlow, general merchants, New Liskeard, have been sold.

The general stores of N. J. Ryan and Miller & Horner, Nanga, were recently burnt out.

Leonard Bros., Montreal, report the arrival of a few carloads of fresh frozen sea herring.

Paisley & Guthrie, Cedar Springs, Ont., have dissolved, Mr. Paisley continuing the business.

Goldstein & Millman, Canora, have dissolved, and the business will be continued by L. Goldstein.

A by-law to grant the London Canning Co. 10 years' exemption above \$4,000, has been defeated.

H. H. Fairweather, vice-president of the firm of Hall & Fairweather, wholesale grocers, St. John, is dead.

The J. F. Brownscombe Co., general merchants, Uxbridge, are selling out, and will remove to New Liskeard.

J. A. Marven, formerly traveler for Hatheway & Co., St. John, has taken a position with the Hamm Biscuit Co., Moncton.

B. F. Smith, M.P.P., is promoting a system of starch factories throughout the potato-growing districts of New Brunswick.

The stock of U. Martel & Co., grocery and provision dealers, Three Rivers, was damaged by water during a fire on January 9th.

D. A. Finley and A. Sant, general merchants, Sheho, have retired from business. Mr. Sant has bought M. Krushen's store in Yorkton.

W. J. Bell & Co., general merchants, Cowansville, have dissolved, and W. J. Bell and Isaac H. Kerr have registered under the name of Bell & Kerr.

Narcisse Rioux, of Narcisse Rioux & Co., wholesale grocers, Quebec, died on Jan. 1st, at the age of 69. He filled a number of public offices, and took a great interest in politics.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

1887 — 1907

20 years of progress and successful business speak favorably of the popular firm of

JOS. COTE,

The largest Importer and Wholesale Tobacconist of the City of Quebec

Office and Sample Room, 186-188 St. Paul St.
Warehouse, 119 St. Andrew Street

PHONE
1272

QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

CANADIAN CANNED GOODS AND THE ENGLISH MARKET

(By Harrison Watson, City Trade Branch, Canadian High Commissioner's Office, London.)

Few features of special interest have transpired within the year in connection with the Canadian trade in canned fruits and vegetables.

The establishment of a branch in London of the Canadian Canneries, Limited, should in due course be a powerful factor in developing a greater demand for some varieties of Canadian goods. At present, however, it would appear that probably 90 per cent. of the trade is in gallon apples. Some little business is being established in other lines, but this is very gradual. There seems to be a general opinion among the trade that Canadian packers are still careless in their methods and that in many lines the standard of quality of Canadian goods is inferior to that of the favorite American brands.

Canadian goods have also to compete against the established trade secured by American packers by dint of many years of introductory work and the expenditure of large sums in advertising. Prices in many lines have been at a level which would not be profitable to Canadian packers e.g., Italian tomatoes continue to be sold at such low figures that they have driven many other competitors out of the market.

Ineffective Labelling.

In many instances Canadian goods suffer from ineffective labelling and in this connection it has been suggested that it would be a practical step for the Canneries' Association to adopt one attractively labelled brand for the output of all their canneries destined for the United Kingdom trade instead of continuing to utilize the numerous individual brands of the different members of the association. Some of these labels are insignificant and their diversity tends to create confusion.

Canadian Goods in Favor.

However it is believed that Canadian goods are advancing in public favor and with the adoption of still better methods and the devotion of particular attention to the requirements of this market there can be little doubt that there is a considerable future ahead for this important Canadian industry. The use of glass packages continues to become

more general and there is a considerable section of the public which will not purchase goods packed in tins, preferring to pay higher prices rendered necessary by the substitution of glasses for cans. Canadian packers should find it advantageous to adopt glass in connection with the superior grades of certain fruits and vegetables.

Fruit Pulps.

Prices generally in this branch of the trade have ruled low and quotations offering were not attractive to Canadian shippers.

NOT UP TO FIGURES.

(From Lippincott's.)

The busy shopper paused at the fruit vendor's stand. "How much are your pineapples?" she asked.

"Eight cent apiece, lady."

"Well, I declare, that's too good to be missed; I'll take eight of them," she said.

The dealer placed them in a bag and said: "Eight cents—eighty-eight. You take dem along for eighty-five."

The lady's eyes sparkled at the bargain price, and she departed in a happy frame of mind—happy until her husband told her to brush up on the multiplication table.

BIGGER SUGAR BAG.

The Ontario Sugar Refining Co. is now putting its output into 125 lb. bags. This change is greatly appreciated by the retail trade. The old 100 lb. bag is too small for potatoes or grain and the Toronto wholesale potato dealers recently met and decided to make 80 lbs. a bag. This 125 lb. bag is standard size and makes the empty bags much more saleable.

This action is the outcome of a suggestion by J. H. Lehmann, the company's traveling representative, formerly with W. H. Millman & Sons, Toronto.

NARROW ESCAPE IN KINGSTON.

Gaspard Lemoine, manager for J. B. Renaud & Cie., Quebec, had a narrow

escape from death in the recent earthquake at Kingston, Jamaica. With Mrs. Lemoine he was visiting in that city at the time of the disturbance. He was in a large store, which fell to the ground, and was only saved by the huge pillar against which he was leaning keeping up part of the ruins. Mrs. Lemoine had a similarly narrow escape.

MAPLE TREE PRODUCE ASSOCIATION.

Myron F. Goddard has been chosen by the directors of the Waterloo Maple Tree Produce Association as manager for the coming year. N. O. Rockwell was elected secretary-treasurer. Both gentlemen are experienced in the business and will bring their knowledge into use in building up the business.

RESOURCEFUL.

Gentleman of Leisure—"Don't you know that this is not a smoking compartment?"

Commercial Traveler—"Never fear. I'll hide my pipe when I see the conductor coming."—Flieflende Blatter.

TOBACCO LEAVES.

Ed. Youngheart, of Ed. Youngheart & Co. is in Cuba at present.

J. M. Fortier, of J. M. Fortier & Co., Montreal, has returned from a short trip to Toronto.

J. Hirsch & Sons, Limited, has taken over the business formerly carried on under the name of J. Hirsch Sons & Co., Montreal. The new concern is capitalized at \$100,000.

The Havana Cigar Syndicate is a new cigar company manufacturing in Montreal at 234 St. Paul street. Paul Prozesky is sole proprietor. Their leader is the "Queen Victoria" cigar.

Many persons will be surprised to learn that the potato is used in France in the manufacture of imitation meerschau pipes and "marble" billiard balls. After the potatoes are peeled they are kept for 36 hours in an 8 per cent. solution of sulphuric acid. They are then dried and pressed hard enough for use in making pipes. Under strong pressure they become solid enough to be turned into billiard balls.

Ten Cents

Hogen-Mogen

Five Cents

Royal Sport

Two lines that please every time.

If your tobacco department does not pay it's because you do not carry paying lines.
Just give these two lines a fair trial and you will be surprised at the returns you will receive.
You will be interested in learning of our special plan to help our customers. Drop us a line.

The **SHERBROOKE CIGAR CO.**
SHERBROOKE, QUE.

S
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Too Expensive For My Business!



Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS LIMITED

85 SPADINA AVE.
TORONTO, CANADA



See That Waggon!

Think about it in connection with your business. Can you afford to go along in the old way?

Abbott's waggons are right in every detail. The material is the best we can procure. The work is thorough as well as artistic. Prices—no more than an honest man wants to pay for a good waggon.

Prompt shipment

H. G. Abbott & Co. London, Ont.

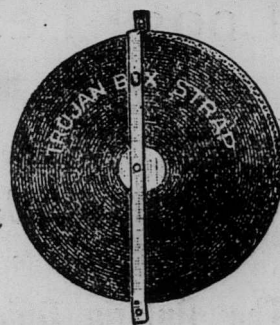
Improved

Trojan Hoop Iron

on individual hangers of 300 ft. each.

Packed 20 reels to the case. Made in 1/2", 5/8", 3/4" and 1"

Very handy, why don't you stock it?



J. N. WARMINTON

43 Scott St., Toronto

207 St. James St. Montreal



The Finest Family Polish on the Market.

BLACK JACK

AT YOUR JOBBERS'

Your Business at Your Finger Tips

The merchant, if he is wise, no longer keeps his accounts upon tickets, in memorandum books, or in a loose way, but has a system by which, at a glance, he can tell what he is doing.

The Crain Monthly Account System

has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satisfactory to his customers and more pleasant to himself, than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds on one sheet as easily as it does on 1,000, not one that you must have a certain number of sheets in before it will bind, and then only allows you to extend to a limited number of accounts.

Write us for particulars.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto Office :
18 Toronto Street

Montreal Office :
Alliance Building

Winnipeg Office :
11 Nanton Block

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: \$10.00, \$12.50 and \$15.00

Send for Catalogue

The Ontario Office Specialties Co.,
126 Adelaide E., TORONTO

ELECTRIC SIGNS

advertise you night and day. Without question the cheapest and most effective method of advertising to-day

We have an excellent proposition to make in most Canadian cities for merchants to use electric signs.

Let us hear from you, and we will send you circulars.

The Martel-Stewart Co., Limited
Montreal, Canada

DO YOU PREFER AN

Automatic Pendulum Computing Scale

to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

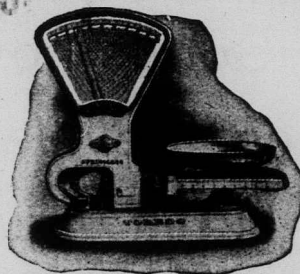


\$57.00

Send a postal to
The "Dayton"
THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it positively stops the giving of overweight.
 A time saver because it is Automatic.
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
 It is honest both to the merchant and customer.
 The Toledo system costs you nothing because it is paid for with the money you are now losing.
 For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have *just what the grocer needs*. The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED - TORONTO, ONT.

TRADE WITH ENGLAND

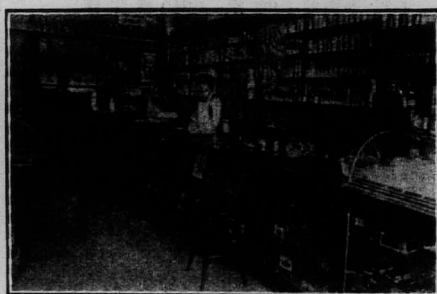
Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GOOD GROCERY FIXTURES should provide for—



EFFICIENCY of Service.
ECONOMY of Space, Time and Labor.
CONVENIENCE to Dealer and Customer.
CLEANLINESS that prevents waste and loss.
INTERIOR DISPLAY that Encourages Buying.

"WALKER BIN" FIXTURES

fully meet these requirements.

Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONT.

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg

SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sask

ONE CENT

Would you invest one cent to find out how to save a considerable sum of money annually?

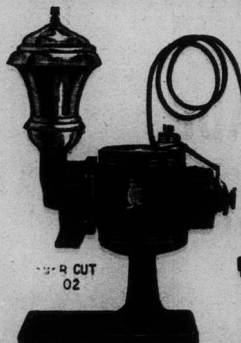
Duplex Counter Check Books

are strongly recommended by many grocers as money-savers, because they have proven them so. One cent brings particulars.

The Carter-Crume Company, Limited
 Toronto and Montreal



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

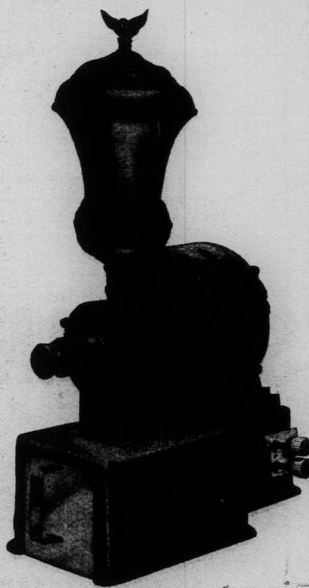
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THE A. D. FISHER CO., LIMITED, - TORONTO

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating



Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders
Wear Longest

Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter, Mitchell & Co., Toronto.
 Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
 Gorman Eckert & Co., London, Ont.

New Season Goods now ready, made from the finest Seville Oranges, and the name **UPTON** guarantees the quality.

UPTON'S ORANGE MARMALADE



Insist on having

UPTON'S ORANGE MARMALADE

Don't accept an inferior **MARMALADE**.
You can have **UPTON'S** if you insist.

Quo
The
responsib
Grocer, at

Cook's Friend
Size 1, in 2 an
" 10, in 4 do
" 2, in 6
" 12, in 6
" 3, in 4
Pound tins, 2
12-oz. tins, 2
5-lb. " 1

Diamond—
1-lb. tins, 2 do
1-lb. tins, 3
1-lb. tins, 4

IMPER

Cases.
4-oz.
2-oz.
1-oz.
2-oz.
1-oz.
1-oz.

Ocean Baking
" "
" "
Borax, 1
Cornst
Freight



ROYA

Sizes.
Royal-Dime .
" 1 lb. ...
" 8 oz. ...
" 1 lb. ...
" 12 oz. ...
" 1 lb. ...
" 3 lb. ...
" 5 lb. ...

Barrels—When
cent. discou

CLEVELA

Cleveland's—D
" "
" "
" "
" "
" "

Barrels—When
cent. discou

Crown Brand—
1 lb. tins, 2 doz
1 lb. " 2 "
1 lb. " 4 "

Keen's Oxford.
In 10-box li
Beckitt's Squa
Beckitt's Squa
Gillett's Mamm
Nixey's "Cerr

according

TO MAINTAIN A STANDARD

RISING SUN
SUN AND PASTE
 STOVE POLISH STOVE POLISH

It costs us more every year to make RISING SUN Stove Polish and SUN PASTE Stove Polish up to "Morse Brothers Standard." Our increasing sales enable us to maintain the standard without raising the price. We are constantly improving our facilities for the manufacture of our goods on a larger and larger scale and we never allow anything but the best materials to be used in our processes. That is why our goods please the trade and consumer. RISING SUN and SUN PASTE are right every time you sell them.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

FIRE AND FROSTPROOF STORAGE



FREE OR IN BOND
 Custom's Bond No. 5
 Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly**

ly **Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL



"EAGLE" brand
 Condensed Milk

It rests entirely with you, Mr. Grocer, to make your customers regular users of Condensed Milk and Evaporated Cream—offer

Borden's Brands

Purest and Best



(Unsweetened)

"PEERLESS" brand
 Evaporated Cream

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shellicross, Macaulay & Co., Vancouver and Victoria, B.C.

W

Allison's

\$1.00 to \$3.00	books	...
5.00	"	...
10.00	"	...
15.00	"	...
20.00	"	...
25.00	"	...
30.00	"	...



The Davidson

Ex

LAPORTE,

"Vita" Pasteuriz

Bottles 1-oz.,	2 "
" 2 "	4 "
" 4 "	8 "
" 8 "	16 "
" 16 "	32 "

Inf

Robinson's patent

" "

" "

Jami

SOUTH

Frank M

Orange marmalad

Clear jelly marm

Strawberry W. F.

REC

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	4 cents each
5 00 books	5 "
10 00 "	6 "
15 00 "	7 "
20 00 "	8 "
25 00 "	9 "
30 00 "	10 "
35 00 "	11 "
40 00 "	12 "
45 00 "	13 "
50 00 "	14 "



Cleaner.

Per doz.	
4-oz. cans	\$ 0 90
5-oz. "	1 35
10-oz. "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Per case.	
Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	1-lb. tins	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00

Raspberry "	2 00
Apricot "	1 75
Black currant "	1 75
Other jams	\$1 50
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07½
5 and 7-lb. tin pails, 8 and 2 pails in crate	0 07
7 and 14-lb. wood pails	0 07
30-lb. wood pails	0 06½

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in crate	0 07
30-lb. wood pails	0 06½

Home Made Jams—absolutely pure—

1-lb. glass jars (18-oz. gem) 2 doz. in case	\$1 80
5, 7, 14 and 30-lb. pails, per lb.	0 09

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 06½
1-bbls.	0 10
Tubs, 60 lbs.	0 10
Pails	2 05
20-lb. tin pails	1 95
Cases 3-lb.	0 10½
" 5-lb.	0 10½
" 10-lb.	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
" Purify " licorice 10 sticks	1 45
" " " 100 sticks	0 75
Dulce large cent sticks, 100 in box	...

Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wethey's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.	
D.S.P., 4-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	0 75
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F.D., 4-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARONAU, Montreal.

"Ondor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 35½
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 25
1-lb. tins	0 25
1-lb. jars	per jar 0 70
1-lb. jars	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD	
Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" 1-pt. 24's	4 25

Orange Marmalade.

T. UPTON & CO.	
12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shrod marmalade, 2 doz. case,	per doz. 1 75

Sauces.

Worcestershire, Holbrook's, small,	per doz. \$2 15
Worcestershire, Holbrook's, large,	per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.



Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 150 1-lb. "	2 75
No. 3, " 80 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

Royal City Soap (bar)	1 case, 5 case.
Peerless Soap (bar)	2 50 2 40
Standard Soap (cake)	2 40 2 30
Crystal Soap Chips, per lb. 5c.	0 70

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 20
Oriole soap	10 20
Gloriola soap	12 00
Straw hat polish	10 20

Starch

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Laundry Starches—	per lb.
No. 1 White or blue, 4-lb. carton	\$0 06½
No. 1 " 3-lb.	0 06½
Canada laundry	5
Silver gloss, 5-lb. draw-lid boxes	0 07½
Silver gloss, 5-lb. tin canisters	0 07½
Edward's silver gloss, 1-lb. pkg.	0 07½
Kaga silver gloss, large crystal	0 06½
Benson's satin, 1-lb. cartons	0 07½
No. 1 white, blue and kaga	0 06½
Canada White Gloss, 1-lb. pkgs.	0 05½
Benson's enamel	per box 1 25 to 2 50
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 05½

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1. Whole Fruit
2. Delicious Flavor
3. Attractive Glass Jar

"Batger's"

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**Strawberry
Jam**

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ROSE & LAFLAMME
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ACME**

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Kingery Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
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Webb, Harry, Co., Toronto.

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Woods, Walter, & Co., Hamilton.

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Canadian Cannery, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

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Empire Tobacco Co., Montreal.
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McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
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Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
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Eckardt, H. P., & Co., Toronto.
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Goodwillie's—Rose & Lafamme, Montreal
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Lambe, W. G. A., & Co., Toronto.
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Moose Jaw Fruit & Produce Co., Moose Jaw.
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Rutherford, Marshall & Co., Toronto.
Egan, Wm., Co., Toronto.
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Thompson, G. B., Winnipeg, Man.
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Fearman, F. W., Co., Montreal.
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Yeast.
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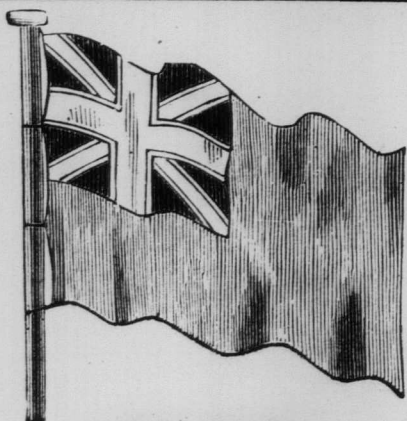
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