

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. XXII.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 14, 1908.

NO. 7.



More Grocers Than Ever
are handling . . .

Robinson's Patent Barley

Those who study their customers' necessities
are enthusiastic in pushing this line. It is a
Food pure and simple. It pays a good profit.

Write for sample package and particulars.

FRANK MAGOR & CO., 403 St. Paul Street, Agents for the Dominion, MONTREAL



GROWING IN POPULAR FAVOR DAILY—

The healthful and nourishing qualities of

"Crown" Brand Table Syrup

Made
from
Corn

PUT UP IN TINS

| | |
|----------------------------|------------------------------------|
| 2-lb. tins—cases 2 doz. | Also in Brls., $\frac{1}{2}$ Brls. |
| 5 " " " 1 " " | Kegs and Pails |
| 10 " " " $\frac{1}{2}$ " " | |
| 20 " " " $\frac{1}{4}$ " " | |

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

are being appreciated by all families using it.
As a seasonable line, bring it forward NOW.

Ask and get "Crown Brand"
from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

THE CANADIAN GROCER

LEA'S

**The Pickle with the
Home-Made
Flavor**

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

Remember This Important Fact

¶ The makers of Cox's Gelatine believe that "Honesty is the Best Policy." It has paid them handsomely to conduct their business along that line—at its inception the founders laid down stringent rules for its safe progress. And they have never deviated from these rules.

COX'S Gelatine

¶ No chemicals of any sort or nature enter into the manufacture of this world famous product. It is as pure as it is possible for a Gelatine to be. And whether you buy it in the shredded or powdered form it is always the same. Remember "Cox's" for its absolute purity.

ARTHUR P. TIPPET & CO., Agents
8 PLACE ROYALE, Montreal 84 VICTORIA STREET, Toronto



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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.

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Manufacturers' and General Commission Agents for
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Agent: "Royal Crown" Skinless Codfish.
Representing Morris & Co., Chicago. Pork, Fish,
Oils, Beans, Peas and Produce.

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Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

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Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

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Tel. 359 Box 793 MOOSE JAW, SASK

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and COMMISSION MERCHANTS
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W. H. MILLMAN & SONS

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TORONTO

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Medium and Seed Pearl.

Patna Rice 224 lb bags.

All on Spot.

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Agents

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Established 1885.

MacLAREN IMPERIAL CHEESE CO.

Limited

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and
Importers

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Many Good Lines Lie Dormant

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

ONE PROOF
of
the
merit
of
an
article
is
the
number
of
its
imita-
tions.



WE WERE THE FIRST

to introduce to the trade of Ontario a fast selling line
of PURE TABLE SYRUP, put up in handsome tins—

OUR

“Gold Medal” TABLE SYRUP

Rightly holds first place on account of its quality.
In Purity, Flavor, Body and Appearance—

it is the standard of its legion of imitators.

PUT UP IN

| | | | | |
|-------------------|-------|------|----|------|
| 2-lb. tins, cases | ..... | each | 24 | tins |
| 5-lb. “ “ | ..... | “ | 12 | “ |
| 10-lb. “ “ | ..... | “ | 6 | “ |
| 20-lb. “ “ | ..... | “ | 3 | “ |

THE “MONEY-BACK” KIND!

Every tin has our guarantee.

FREIGHT PAID

on
5-CASE LOTS
UP TO NORTH BAY.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

EBY-BLAIN, Limited,

Wholesale Grocers,
TORONTO

Popular and Profitable

The tea for you to handle is the tea which proves
entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar
a package, yielding you from twenty to thirty-four
per cent. of easily earned profit.

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Montreal and Toronto

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Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

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Manufacturers' Agents
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Manufacturers Agents
and Distributors.
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Wholesale Commission Merchant
and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

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Grocery Brokers and
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139 Water St., - Vancouver, B.C.
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STUART WATSON & CO.
Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

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

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Wholesale Commission Merchant
and Broker
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Correspondence Solicited

GROCERY BROKERS
WINNIPEG, MAN.
CHARMAN-ESCOTT CO., Est. 1887
Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

Are you interested in any of the
lines that are advertised?
A Post Card will bring you price
list and full information.
Don't forget to mention Canadian
Grocer.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

This space \$15 per year
TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.
We have a large and old established connection amongst
leading wholesale and retail grocers and druggists through-
out the United Kingdom with agencies on the continent of
Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a ship-
ment 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.

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**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
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Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
OAKVILLE, ONT.**

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Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

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Rats and Mice

**All Dealers and 381 Queen St. W.
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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.



SPECIAL

Simcoe

**BONELESS CHICKEN
CHICKEN SOUP
GIBLET SOUP**

Ask your **Wholesale House** to quote you
their **Special**.

GET IN ON THIS.
Act Quick or Too Late.

CANADIAN CANNERS, Limited

POSITIVE EXCELLENCE

is rather a rare thing. There are lots of brands of canned goods which are fairly good in a **negative** kind of a way. That is, they can be eaten, but the palate finds them weak and flavorless. They leave no desire to have more of the same brand. Here is where **Old Homestead Brand** differs from ordinary canned goods. They have that **positive excellence**, that outstanding deliciousness of flavor which creates the demand for more of the same kind. The grocer who is wise enough to stock **Old Homestead Brand** benefits materially by **Old Homestead's** positive excellence, because his customers are tempted to be more liberal in their purchases by the pleasant recollection of Old Homestead's deliciousness.

OLD HOMESTEAD BRAND

*is the best for you because it
is the best for your customer*

The Old Homestead Canning Co.
PICTON, - ONTARIO

THE CANADIAN GROCER

Forging Ahead More Rapidly Than Ever

During the past week the increase in the sales of

"SALADA"

in Canada alone, over the corresponding week of 1907 was

37,465 Lbs.

This proves conclusively that quality must and will prevail. We have never had such increases in our sixteen years' business as we are having this year.

We had to show results to get and hold our trade.
We can get the same results for you.

"SALADA," Toronto or Montreal

"CAMP"
COUNSELS.

The finest coffee stock
you can possibly get hold of is

Camp COFFEE

It never deteriorates in price or quality, takes up but little room, and is so thoroughly good and reliable that it will certainly increase your trade reputation. "CAMP" Coffee is selling now—selling well. Have you stocked it yet? If not, try some now.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
Rose & Laflamme
Montreal



KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

The Edible Refined Cotton Seed Oils and Stearines manufactured by the Kentucky Refining Company of Louisville, Ky., are guaranteed under the United States Food and Drug Act of June 30th, 1906, known as the PURE FOOD LAW. OUR GUARANTEE is filed with the Department of Agriculture under No. 11744.

Manufacturers and Refiners of the following High Class
COTTON SEED PRODUCTS :

NONPAREIL—Bakers' Oil, Choice Salad Oil.
SUNBURST—Prime Salad Oil.
SUM YEL—Cooking Oil.
APEX—Prime Summer Cooking Oil.
DELMONICO—Choice Summer Yellow Cooking Oil.
WHITE DAISY—Packers' Oil.
EXCELSIOR—Soap Makers' Oil, Miners' Oil.
SNOWFLAKE—A choice summer deodorized oil.
RED STAR—Boiled Down Soap Stock.

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL.

Prices furnished on application to

J. M. BRAYLEY,

MANAGER MONTREAL BRANCH

55 ST. PAUL ST.,

MONTREAL

Phone Main 6785



National Licorice Co.

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Toronto Depot, 120 Church Street.

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Molasses

Extra Choice Porto Rico
Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico
Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India
Molasses
No. 4 Strong Bakers
No. 1 Golden Cane
Syrup
No. 2 Golden Cane
Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Ginger bread Molasses.

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Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



ECONOMY

is successfully combined
with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other
high-grade sauces. That
is one of the reasons it is
so popular with prudent
housekeepers.

ROSE & LAFLAMME,
Agents, Montreal and Toronto.



The
Fresh
Fruits
are
care-
fully
selected

◆◆◆◆
Their
delici-
ous
flavor
appeals
to
every-
body

You should have them in stock

Agents :
ROSE & LAFLAMME, - MONTREAL

CAN WE HELP YOU ?

There are some grocers and general merchants living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow grocery man a couple of hundred miles away either to buy a set of scales or to sell a second-hand counter or show case did not seem practicable to even the most progressive grocers. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

Creates His Opportunities

He states his wants briefly in a "Canadian Grocer want ad." and in four days' time practically every grocer, clerk, grocery equipment manufacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

Every Grocer in Canada

can take advantage of our "want ad." page. Ask yourself is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap.

We can help you but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

Rates:

1c. per word per insertion.

Box Number, 5c. additional each insertion.



The Canadian Grocer

MONTREAL

TORONTO

WINNIPEG

We Believe

we have the finest values in

COFFEES

to be secured in Canada. We haven't got a poor grade in our warehouses but are offering a splendid choice from the cheapest Rio up to the best line, to retail at 40 cents, that any grocer could possibly buy.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath


and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

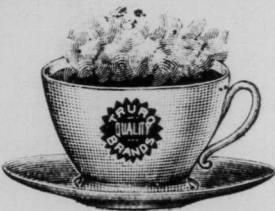
THE CANADA SUGAR REFINING CO.

LIMITED

Montreal



REINDEER condensed COFFEE



A CUP OF COFFEE
A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

Cream of Tartar Substitute
FINEST QUALITY
CREAM POWDER

THREE GRADES

Manufactured by

THN WEAVER REFINING CO. Cheshire, Eng.

Samples and Prices on application.

Sole Importer

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Telephone Main 4409 91 Place d'Youville, MONTREAL



CAPSTAN BRAND
PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ dozen in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.

Sold by all Sale Dealers

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

ALWAYS A WINNER



YOU CAN ALWAYS DEPEND ON

GREIG'S ^{WHITE} ^{SWAN} BUCKWHEAT

Self-Raising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada

3 Doz. Packages in a Case.

THIS is the time the people want it.

Are you ready for the trade ?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S **White Swan** BRAND 

PURE TOMATO CATSUP

made from the **WHOLE TOMATO** only, is a line which will unquestionably please your customers. We make a specialty of absolute purity in all our goods; and you can safely recommend our pure tomato catsup as being made from the finest ripe, juicy **WHOLE TOMATOES**. This catsup is so delicious that every sale you make is the beginning of a long line of repeat orders.

Our lines of Pure Cider Vinegar and pure fruit Jams are declared by lots of grocers to be great sellers.

The Belleville Fruit and Vinegar Co., Limited
 BELLEVILLE, - ONTARIO



**PRIDE
 OF
 CANADA**



IT PAYS

Our arrangements for securing pure sap of the maple tree ensure our obtaining nothing else for our high-class line of Maple Syrup and Maple Sugar. We require a guarantee from each farmer from whom we buy that this is what he is selling us.

This is your protection.

The Maple Tree Producers' Association, Ltd.,
 Waterloo, - Quebec

" I have just arrived from Japan to look after the next season's

JAPAN TEA IMPORT BUSINESS

and will stay in Canada for a short time. I shall be very pleased to hear from all my **WHOLESALE TEA FRIENDS.**"

SHAW T. NISHIMURA, Sole Agent, 55 St. Francois Xavier Street, Montreal
 Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company



The soap question is worth consideration from the standpoint of economy.

Selling inferior soap costs you many a dissatisfied customer.

Why not win permanent customers by selling soap of worth?

NAPTHO SOAP always pleases because it does more work than any soap on the market.

Can be used in either HOT or COLD water.

At the price quoted to the trade NAPTHO is the best value of any SOAP on the market, and it is impossible for a manufacturer to produce a better article at any price.

Washes everything washable in either HOT or COLD water.

The Welcome Soap Co.
 Limited
 St John, - N.B.

STOCK THE BEST.

"KIT"

COFFEE

IS
**BEST in QUALITY
 SMARTEST in FINISH
 KEENEST in PRICE**

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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A Line Which Pays Well

New Seville Orange Marmalade

This marmalade is really delicious in flavor, having that appetising tang which makes for continued repeat orders. Made from the finest grade of new Seville oranges.

PRICES GLADLY SENT UPON REQUEST.

IMPERIAL EXTRACT CO., 18-22 Church St. Toronto



“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

| | |
|--------------------------------|---------------------------|
| Muscateles, from Malaga | Raisins, from Valencia |
| Cane Sugar, from West Indies | Mangoes, from West Indies |
| Oranges, from Seville | Ginger, from Jamaica |
| Red Peppers, from Zanzibar | Capsioums, from Zanzibar |
| Nutmegs, from Penang | Mace, from Penang |
| Cloves, from Penang | Cinnamon, from Ceylon |
| Tomato Puree, from Italy | Carilce, from India |
| Shallots, from Channel Islands | Soy, from India |
| | Lemons, from Messina |
| | Virgin Malt Vinegar |

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.

Geo. 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 6255

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

THE CANADIAN GROCER

Lombard Plums

To Retail at 10c.

Thomas Kinnear & Co.

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

QUAKER SALMON

TRADE MARK



SONS

ESTABLISHED 1834.

Our instructions to the British Columbia Packers' Association, when we decided to offer to the trade **Quaker Salmon**, were: "Pack absolutely the best salmon obtainable. Use every precaution to ensure retention of original quality. Make the package the most attractive on the market."

When **Quaker Salmon** was shipped, they wrote us: "As instructed, we gave our best attention to selection and packing of this brand, and the shipments represent highest grade of Sockeye Salmon packed on the Frazer and Skeena rivers. We feel sure that you will feel pleased with the quality and general condition of these goods."

We are pleased. **You** will be, when your order is filled.

| | | |
|-----------------------|-----|--------|
| QUAKER SALMON, flats, | - - | \$2.05 |
| QUAKER SALMON, talls, | - - | 1.90 |

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

ESTABLISHED 1834

Matches that do more than burn—

Our Matches

"Laurier" and "Togo" brands

show you a bigger profit than any other brands. They also cost you less, as the freight charges are a big factor to you . . .

Let us hear from you

A post card will bring particulars

The Improved Match Co.

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

"EVERY TIME"

You sell a customer, you also try to please them, every time you supply

"James Dome Black Lead"

You are sure to please them with the best Stove Polish made. Gives a good brilliant shine. Makes no dirt or dust. Sort up your stock.

W. G. A. LAMBE & CO., Canadian Agents.

ALL GROCERS

Who are not already handling the famous E.D.S. Brand of Jams and Jellies, will put themselves in the way of increasing their profits by asking for quotations from any of our agents.

E.D.S. Brand Jams and Jellies Are Absolutely Pure



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

E. D. Smith's Fruit Farms, Winona, Ont.



Particular people choose

STERLING BRAND PICKLES

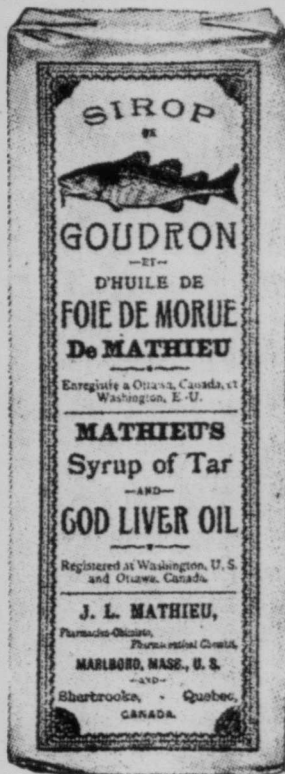
because they are a particular pickle, made in Canada by manufacturers who are particular of every detail of manufacture. Only the best grown Canadian vegetables are good enough for these pickles—only the most modern methods—only the best of everything that enters into the making of these pickles is allowed by the manufacturers.

Particular grocers choose these pickles because they please particular people who are their customers.

Order from your jobber or direct from the manufacturer.

The T. A. LYTLE CO.
Limited

Sterling Road, Toronto.



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup. Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.
J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

L. Chaput Fils & Co., Wholesale Depot, Montreal

THE CANADIAN GROCER

E. NICHOLSON

CODES
ABC 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901

WINNIPEG

CABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

EDMONTON

CALGARY

Nicholson & Bain
WHOLESALE
COMMISSION MERCHANTS
AND BROKERS.

BANNATYNE AVE EAST
TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN
CALGARY BRANCH: NICHOLSON & BAIN

Winnipeg, Man.

Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

BUFFALO BRAND ROLLED OATS are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

PACKAGES We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

QUOTATIONS Write or wire us for quotations C. and F. any station in Canada.

QUALITY Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

NOTICE!

The manufacturers of

JELL-O and JELL-O ICE CREAM POWDER

have commenced one of the most extensive advertising campaigns ever produced in Canada and are placing contracts for newspaper advertising, bill posting and distributing Recipe books, etc., in every city and hamlet of the Dominion.

We have a large assortment of all flavors and will be pleased to mail prices.

All dealers should have a few cases in stock to meet the demand that will be produced by this complete system of advertising.

Both the manufacturers and ourselves fully guarantee the sale and will refund purchase price if these products do not sell.

If your wholesale grocer does not carry our products, drop us a line and we will immediately see that your requirements are taken care of.

GENESEE PURE FOOD CO., - Le ROY, N.Y.

CURRANTS

—AND—

FILBERTS

Thos. Bell, Sons & Co.

MONTREAL

Representing

D. S. Parthenopulo,

PATRAS

"Somerset" Brand Currants

Thos. Bell, Sons & Co.

MONTREAL

Dealers are requested to write for special free deal



LAMONT, CORLISS & CO., 27 Common St., MONTREAL

THE JOHN CASSON CO.

57 Front St., E., TORONTO

are **THANKFUL** for the many enquiries to their last ad.

We therefore say to

YOU

Don't wait, write to-day for

Prices of
Celery Relish,
Red Beets, Worces-
tershire Sauce, Molasses
in tins, Tomato Catsup,
Pressed Dates.

Diamond 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 skeptical 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

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Ozo Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

Cultivation and Preparation.
Commercial Classification and Description.
Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of


\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

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10 Front St. East, - TORONTO

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A BOG SPAVIN or
THOROUGHPIN, but**



ABSORBINE

will clean them off, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle, delivered Book 40 free.

ABSORBINE, JR., for mankin \$1.00 bottle. Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles, Ligaments, Enlarged Glands, Allays Pain. Genuine mfd. only by

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: **LYMAN BONS & CO., Montreal.**

Sanitary Cans

FOR HAND FILLED GOODS

Tomatoes, Stringless Beans, Asparagus, Spinach,
Etc., Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Rasp-
berries, Blackberries, Sour Cherries, Blue-
berries, Beets, Rhubarb, Etc.

**"THE CAN WITHOUT,
THE CAP HOLE"
"BOTTOM LIKE THE TOP"**

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

Packers, Do Not Wait For Weeks

You will require cans for your pack
of fruits and vegetables this season.
Hesitation in placing your order will
result in irritating delays at in-
opportune times so

ORDER ACME CANS NOW

We make all kinds and guarantee
satisfaction. Deliveries will be made
promptly, but to ensure them orders
should be placed at once.

ADDRESS:

ACME CAN WORKS
Montreal

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufac-
turers of embossed Can Labels,
Cigarette and folding boxes in
the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Fruit Cans

The Canadian Standard for Twenty Years

Soldered Hole and Cap Cans

2's, 3's and gallons.

Lacquered (enamelled) or plain.

Open Top Cans

for sealing without solder.

Lacquered or plain.

Solder Hemmed Caps

The Norton Manufacturing Co.
HAMILTON

THE CANADIAN GROCER

CANNED

PINEAPPLE

To retail at 10c., 15c., 20c. and 25c., and show you a good margin.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

Money

is easier for you to make if you handle only goods of known merit. Don't be led into encumbering your shelves with shoe polish which is liable to rapidly destroy your customer's shoes. It doesn't pay. You can make more money by pushing

2 in 1

Shoe Polish



which is acknowledged to be a shoe leather preservative as well as a brilliant shoe polish.

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

GET

Balmoral

scotch

MARMALADE

ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL.
SOLE AGENTS FOR CANADA

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Messrs. W. B. Bayley & Co., Toronto.
Agents for Quebec:
Messrs. F. L. Benedict & Co., Montreal

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

SALTED AND CANNED FISH

The retail trade will find it interesting to get quotations for their supply of Salted and Canned Fish. We carry a full assortment and our prices are low.

SALTED FISH

SEA RED TROUT

in kegs of 100 lbs.
Labrador Herrings, brls. and half brls.
Nova Scotia Herrings, brls. and half brls.

COD FISH

No. 1 medium, brls. and half brls.
No. 2 small, brls. and half brls.

CANNED FISH

CLAMS

"Empire," in 2-lb. tins;
"Burnham," Clam Chowder, 1-lb. tins; "Underwood," 1-lb. tins; Clam Bouillon, "Burnham," in pints and half; "Blue Points."

OYSTERS

Gibbs Cove Oysters, in 1-lb. cans.

LOBSTERS

"Beaver," Flat 1-lb. and ½-lb. cans.
"I.C.B.," Deep 1-lb. tall.
"Atlantic," Flat, ½-lb. flat.
"Flag Brand," in ¼-lb. tins.

FINNAN HADDIES

"Crescent," kippered.
"Thistle," round tins.
"Thistle," oval tins.
"Carnation."
"Sussex."
"Mermaid."
"Jubilee" Brand.

TROUTS

"Brook" T.S.
"Brook" in mustard.

SHRIMPS

"Nigger Head," in 1-lb. cans; "Barataria," in 1 and 2-lb. cans.

HERRINGS

"Morton," kippered, and T.S.
"Marshall," kippered.
"Monochie," kippered.
"Moire Wilson," kippered.
"King," kippered.
"Connors," T.S.
"Fresh Scottish Chief."

MACKEREL

"Crescent," T.S. oval 1-lb.
"Crescent," sauced, 1 lb.
"Bell Brand."

SALMON

"Clover Leaf," 1-lb. flat.
"Clover Leaf," 1-lb. tall.
"Clover Leaf," 1-2 flat.
"Horse Shoe," 1 flat.

SALMON

"Horse Shoe," 1 tall
"Horse Shoe," 1-2 flat.

Highly recommended:

"Victoria," 1-lb. tall.
"Oweekayno," 1-lb. tall.
"Red Poppy," 1-lb. tall.
"Eagle," 1-lb. tall.
"Clematis," 1-lb. tall.

SARDINES

"Clark," 1-4 tins T.S.
"Clark," 3-4 tins mustard.
"Golden Rule," Pat.
"Brunswick," Hand-made.
"Brunswick," sanitary 1-4 tins.
"Crossed Fish," T.S.
"Bjelland," 1-2 tins.
"White Bear," 1-2 tins.

Highly recommended:

"White Bear," 1-4 tins.
"Underwood," 3-4 tins.
"P. Chancerelle," 1-4 tins.
"Magdalen," 1-4 tins.
"Lacobrige," 1-4 tins.

DRIED FRUITS

Our stock of dried fruits is ample to meet all demands. We have a fine and well assorted line of goods at prices to suit the trade in:

Currents, Valencia Raisins, Seeded Raisins, Loose Muscatels, Sultana Raisins, Table Raisins, Peels, Prunes, Evaporated Fruits, Dates, Figs, Nuts, Peanuts, Shelled Almonds, Shelled Walnuts.

VINEGARS

Our prices defy competition. We can take your orders for vinegar to be delivered now or as soon as the season will allow. Our brands of vinegar are: "French," 118 grs.; "English," 100 grs.; "Spanish," 90 grs.; "Italian," 80 grs. They are praised for their superior quality. We also carry all the other well-known brands of vinegar.

For all information, quotations, etc., write, phone or wire at our expense.

LAPORTE, MARTIN & CO. Ltd.

Wholesale Grocers, Wines and Liquors

MONTREAL

Do You Use Your Best Tea in Your Own Home?

Most merchants do. Some don't because they haven't thought how important it is to set a good example to their customers.

If you will use a package of one of the better grades of Red Rose Tea it will be the means of your selling more good tea than you have sold in the past. Simply because you will be so well pleased with the quality that you will be sure to recommend it specially to your friends and best customers. They will appreciate good tea just as much as you do.

Try——, If you haven't any in stock please allow me to send you a sample package.

BRANCHES :

TORONTO : 3 Wellington St. E.

WINNIPEG : 315 William Ave.

T. H. ESTABROOKS

ST. JOHN, N. B.

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are :

GETTING HOLIDAY BUSINESS,
SPECIAL SALES,
EXPOSITIONS,
SOUVENIRS,

PACKAGE SALES,
MONEY MAKING IDEAS,
CONTESTS,
SENSATIONAL ADVERTISING.

Do you want to know 333 WAYS OF GETTING TRADE?
We will send you "Sales Plans" postpaid on receipt of \$2.50.

282 PAGES.

BOUND IN CLOTH.

THE MACLEAN PUBLISHING COMPANY

Technical Book Department,

10 FRONT ST. E., TORONTO

Do You Want to Buy

**A BOILER, ENGINE
OR MACHINERY?**

If you are a subscriber of
CANADIAN GROCER, you can
insert a notice free in

CANADIAN MACHINERY

TORONTO MONTREAL

When writing to advertisers, kindly
mention having seen the advertisement
in this paper.

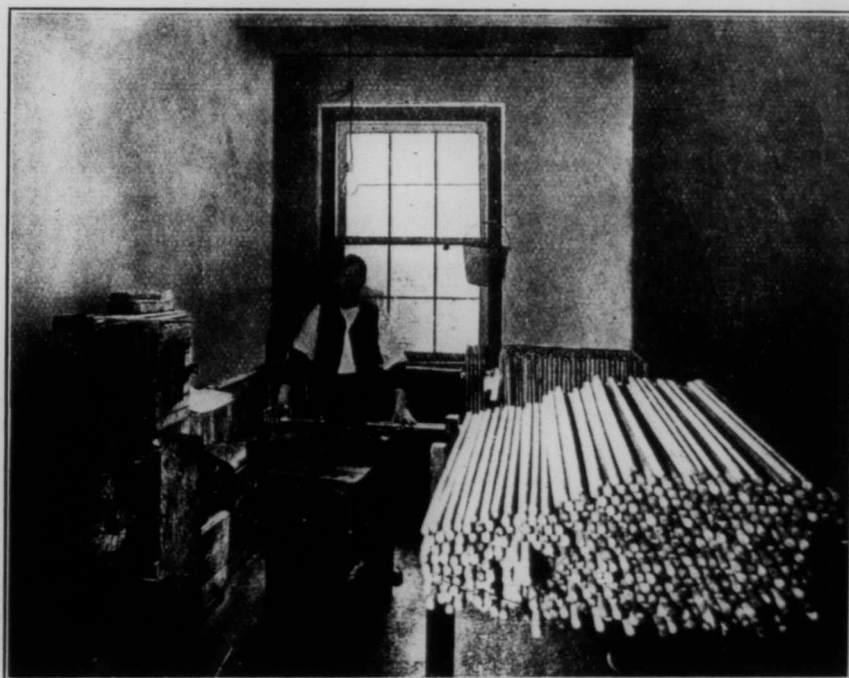
ESTABLISHED 1840

Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

Particular attention is given to the selecting of handles for

"PANSY" BROOMS

THE MAKING OF "PANSY" BROOMS.



Finest of Material.

Expert Workmanship.

Economy in Handling.

Wear Longer.

Look Better.

Make Steady Customers.

Inspecting handles. Only perfectly straight, sound, dry handles are used.

In addition to the "PANSY," which is intended for household use, we manufacture a full line of brooms and whisks of all kinds and sizes. We publish our illustrated price list, which we would be pleased to mail to you.

H. W. Nelson & Co., Limited

Office and Warehouse:
92 Adelaide St. W.

Toronto, Ont.

Factory:
15, 17, 19, 21 Jarvis St.

THE CANADIAN GROCER

**QUAKER
CANNED
GOODS**

Packed by

The Bloomfield Packing Co.

at Bloomfield, Ont.

Extra Special!



We are in a position to make immediate shipments of Canned Goods in nearly all lines, but can give no guarantee that this will continue. Stocks are getting low in many cases, including

- | | |
|----------------|---------------|
| --Strawberries | --Raspberries |
| --Plums | --Pears |
| --Cherries | --Peaches |

and the sooner your order reaches us the better. We're in excellent shape with corn, tomatoes and pumpkin on account of a very much larger output. In addition we have a number of successful side lines that need to be reckoned with in reaching after the best trade.

The
**Essex Canning and Preserving Co.,
Limited**

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

Tartan
BRAND
SIGN OF PURITY

"TARTAN Fruits of all kinds as good as Home Pack.
TARTAN Strawberry Beets, fine for Salads.
Full assortment of Wagstaffe's Preserves, Jam and Marmalade. Special value in Shelled Walnuts, Bordeaux & Cherbertes, perfect halves and broken.
Also one hundred cases Genuine Gaspe Boned and Skinned Whole Cod.

See Our Travellers or Phone 596. Free to Buyers.

BALFOUR, SMYE & CO.
Wholesale Grocers, - HAMILTON

ROLLED OATS

MEYERS

TILLSON

VICTOR

AT SPECIAL PRICES

Write, phone or see our travellers

Warren Bros. & Co., Limited, - Toronto

THE METROPOLITAN

Capital Paid Up **BANK** Reserve Fund and Undivided Profits
\$1,000,000.00 \$1,183,713.23

Every Department of Banking Conducted with Satisfaction and Absolute Security

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\$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

WESTERN Incorporated 1851
... **ASSURANCE COMPANY.**

FIRE AND MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,
W. R. BROCK, Vice President
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HOTEL DIRECTORY

WINDSOR HOTEL HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNicol, Prop.

TOWER HOTEL GEORGETOWN DEMERARA BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stailings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.
Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Managersess, E. COFFMAN.

VICTORIA LODGE HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.
Opposite Victoria Park and Cedar Ave.
Private Board \$12 to \$14 per week.
Open Nov. Closes in May.

WINTER RESORT
QUEEN'S PARK HOTEL
PORT OF SPAIN, TRINIDAD, B.W.I.
JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION
The most popular hotel in
OTTAWA, Ont. JAMES K. PAISLEY, Prop

HALIFAX HOTEL HALIFAX, N.S.

HOTEL IMPERIAL Large Sample Rooms
Steam Heated and Gas Lit
GEO. W. WEBSTER, Prop., Swift Current, ask.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto.
465 Temple Building, Montreal.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

DON'T WHINE!

When Collections are Slow

Send them to

The Beardwood Agency
313 New York Life Bldg.
MONTREAL

AND WE WILL GET THE MONEY FOR YOU



"Red Feather" Spices

We are making next week a special

SPICE WEEK

Our travellers have particulars of especial interest to you, if they don't call, write or wire at our expense.

JAMES TURNER & CO.

LIMITED

Hamilton, Ont.



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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| CAPITAL | \$1,400,000.00 |
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ORDER QUICK!

LOPEZ & DUKATE

BILOXI, L.A.

1,000 Doz. Oysters

5 oz. tins, per doz. \$1.35

Packed 2 doz. per case

Surely you cannot let such a bargain pass you.

QUALITY GUARANTEED

L. Chaput, Fils & Cie.

Wholesale Grocers and Importers

MONTREAL

Canners' Association in Convention

Cincinnati Visited by Two Thousand Canners, Machinery Men and Wholesalers in Annual Gathering—Large Canadian Delegation Present and New Independent Association is Allied With American Body—Notes of the Convention.

The annual convention of the National Canners' Association, including not only canners, but manufacturers of canning and packing machinery, and large distributors of the canners' product, was held in Cincinnati, O., last week, from Monday to Saturday, Feb. 3 to 8.

The convention is particularly interesting to the Canadian trade from the fact that a large delegation of Canadian canners were present at the convention and that the new association of Independent Canadian Canners was allied with the National Association and will hereafter enjoy the privileges it affords.

The Delegates' Welcome.

The first session was opened on Tuesday morning in the large Convention Hall on the ninth floor of the Hotel Linton, by Chairman W. B. Mellish, of the Cincinnati entertainment committee, who introduced Mayor Markbreit, who in turn welcomed the delegates on behalf of the City of Cincinnati.

J. C. Warvel Prest, of the Ohio Canners' Association, replied officially to the mayor's greeting, thanking the city for its bountiful hospitality and congratulating the association on its large numbers and attendance.

The three formal addresses of the respective presidents, George G. Bailey, of the National Canners, E. M. Lang, Jr., of the Machinery Association, and W. A. Frost of the Brokers, were then presented.

President's Address.

The National Canners' Association was organized at Buffalo one year ago, said President Bailey, a constitution adopted and officers elected. Later in the season the executive committee organized, adopted by-laws and auspiciously launched the association.

The first official act of the National Canners' Association, he said, was the promulgation of a form of guaranty under the Federal Pure Food Act, as to the purity of the products sold, satisfactory to both the canners assembled in convention at Buffalo and a committee from the National Wholesale Grocers' Association, who met at Buffalo during convention week. This guaranty seems to have proven satisfactory to both buyer and seller of canned products throughout the United States since its adoption.

The matter of placing canned goods on all treaties of reciprocity hereafter adopted between the United States and foreign countries had been taken up and was under consideration by the state department.

A plan of inter-insurance had been devised and was under satisfactory operation, the matter of state organization had been proceeded with, and various other matters of interest to the association had been dealt with.

Referring to the advancement of the industry's interests, Mr. Bailey spoke

very favorably of the work done by the trade newspapers and bespoke support for them. He also suggested the appointment of a committee to be known as the arbitration group of the business committee to consider difficulties arising from trade difficulties.

Speaking in regard to the purpose of the convention in closing, Mr. Bailey said:

"We are not meeting here in convention for the purpose of smothering competition. We do not assemble here for the purpose of reaching an agreement as to what shall be paid for those items entering largely into the cost of the product of our manufacture, but to stimulate and encourage a feeling of industrial brotherhood, that our business acts, whether in competition as buying

mirable feeling of co-operation manifested in the convention, putting the industry on a higher and much more pleasant basis and prophesied large prosperity by reason of this in the coming years.

Results of Organization.

President Walter A. Frost, of the National Canned Goods and Dried Fruit Brokers' Association, said two results both of them good, stand out prominently as the work of the Buffalo meeting last year: The first, the organization of the National Canners' Association, and the second, the bringing together as organized bodies of the canners, grocery jobbers and brokers, to discuss matters jointly. A uniform contract, he said, was desirable, if a satisfactory one could be formulated, and one clause should provide for arbitration, the loser to pay the cost, and the fee to be big enough to prevent the bringing of trivial complaints before the board. The canners' and the wholesale grocers' sides of the matter were discussed dispassionately by President Frost, who is a broker. Flagrant violations of contracts or agreements should be given the widest publicity, he declared, that being the only thing the associations could do in the matter. The idea of expositions of canned goods was strongly advocated; they would still further educate the people to the use of them. In concluding, he asked for the passage of a resolution endorsing the Brokers' Association.

Regarding a Uniform Contract.

The afternoon session was a particularly lively one, the sorest spot, admittedly the greatest evil in connection with the canning industry—that of the breaking of contracts and rejection of shipments—being under consideration. In the excitement towards the close of the meeting, and after several canners had made short but highly colored speeches, a motion was carried to lay the whole matter, including a form of contract presented by a special committee from the National Wholesale Grocers' Association, on the table. The discourtesy of this action, which had been voted against by probably one-third of those present, was instantly recognized by all, and a motion was immediately passed authorizing the appointment of a special committee to meet with the National Wholesale Grocers' Association's committee on the subject.

The address of the afternoon was given by H. S. Orem, of Baltimore, on "Trade Ethics of Canner and Jobber." Mingled with vivid word pictures, references to Greek and other ancient history and quotations from Shakespeare were hard, cold facts, and an execration of dishonesty in trade, with unmistakable applications now to canners, now to jobbers. The early history of canning, and the work of pioneers in the industry were graphically related,



GEO. G. BAILEY.

President National Canners' Association.

or selling factors may be none the less keen, but that we may, in all of such transactions, rise to a higher plane of endeavor, each to a realization of the obligation he owes to himself and to the brotherhood and association of which he is a part."

Progress of the Industry.

E. M. Lang, Jr., of Portland, Me., president of the Machinery and Supplies Association, was one of the humorous elements of the morning's session. He outlined the growth and development of the industry, with a lightsome vein which made a decided hit with the delegates. He spoke of the improvement in machinery and methods, the introduction of mechanical contrivances, automatic regulation of temperature, automatic can making and testing machines, all these increasing efficiency and economy of production. He spoke of the ad-

and the progress since then and conditions to-day were recited.

The law governing contracts was explained in full, and examples of moral, if not legal, dishonesty on the part of both canners and jobbers were given frankly and in detail. The resulting settlements and payments back in kind by the loser were dwelt upon. The first remedy suggested was that every canner unfairly or dishonestly treated by a jobber should report the case in full to the association, and if on investigation the facts as found were as stated the report should be sent as a warning to every canner in the country. The wholesale grocers, Mr. Orem said, could, without suggestion from him, find a remedy, probably a similar one, to protect themselves against dishonest canners. As the dishonest men in each branch were greatly in the minority the remedy could be applied effectively.

Tuesday evening was spent at the large exhibit of canners' machinery in Music Hall, which is referred to in greater detail on a later page.

On Wednesday morning the convention listened to addresses by L. B. Warner, of Chicago on "Inter-Insurance Canners Exchange;" Walter O. Hoffacker of Smyrna, Del., on "Arbitration," and Albert T. Bacon, of Chicago, on "Manufacturers' Cost." During the morning session, President Bailey announced the appointment of a committee to confer with the committee of the National Wholesale Grocers' Association, regarding a uniform contract for canned goods. The committee held a preliminary meeting at noon recess and organized.

The suggested form for canned goods contract, which had been approved by the National Wholesale Grocers' Association, was as follows:

Contract Approved by Grocers' Association.

(Buyers' City or Town).....
Date.....190.....

Sold to.....
Sold by.....
Dozen Size of Price
Cases per case tins Items per doz.
Prices named are
F.O.B.,.....
To be shipped.....
Routing

Terms of payment: Less.....per cent. in.....days or.....days net, from date of.....

If sold F.O.B. factory, freight rate to destination not to exceedper 100 lbs.

If buyer's labels are used, allowance to be per 1,000.

If packer's labels are used, buyers to have control of same for.....

These goods are to be of the pack of.....

Quantity guaranteed as follows:
The seller agrees to deliver not less than 75 per cent. of the quantity stated under this contract, and the buyer agrees to accept the same in full settlement of this contract, without liability except as herein-after stated. If seller should deliver less than 75 per cent. of the quantity stated under this contract, then it is agreed that the seller shall pay the buyer.....cents per dozen on such shortage under 75 per cent. of the original purchase, but

must deliver not less than.....per cent. of the original purchase. The buyer shall have the same privilege of reducing the quantity named in this contract to 75 per cent. of the original purchase, without responsibility for loss or damage to the seller, and shall also have the privilege of further reducing the quantity on the payment of.....cents per dozen, but must accept not less than.....per cent. of the original purchase. In case either buyer or seller wishes to decrease the quantity below 100 per cent. of the original contract, notice must be given in writing not later than.....

Prices guaranteed.....
Swell's guaranteed until July 1, 190.....

Cases must be made of lumber, free from shakes and loose knots, and of material not less than 3/4-in. sides, tops and bottoms and 1/2 in. ends, for No. 1, No. 2, No. 2 1/2 and No. 3 cans; 1/2-in. sides, tops and bottoms and 1-in. ends for No. 8 and No. 10 cans, and of correspond-



WALTER A. FROST.

President of the National Canned Goods and Dried Fruit Brokers' Association.

ingly heavy material for other sizes. Factory shipments in less than car lots to be made without charge for marking or shipping.

Seller guarantees these goods in accordance with Food Law Guarantees adopted by National Wholesale Grocers' Association and Canned Goods Packers' Association, in convention, 1907, and also in accordance with the State Food Laws of.....

In case of destruction of place of business of either party by fire or the elements, such buyer or seller shall have the right to cancel this contract by giving the other party written notice of the same within reasonable time.

BROKER.....
Accepted Dated19
SELLER.....
BUYER.....

Canadian Association Taken in.

During the morning session an application was presented by R. W. Ball, Toronto, secretary of the new Canadian Association of Independent Canners, seeking connection with the National Association. A special committee, comprising W. E. Robinson, of Maryland; R. S. Fogg, of New Jersey and Mr. Wittingill, of New York, was appointed to consider the question. They reported in favor of the admission of the Canadian members, the matter was brought before the full convention and on a vote they were taken into the association with equal privileges.

Heard From Pure Food Authority.

One of the most interesting features of the day was in the address of Dr. W. H. Wiley, chemist of the United States Department of Agriculture, who is widely and popularly known as the "autoerat of the national food."

Dr. Wiley outlined his purpose as being to discuss problems in which he and the canners were mutually interested. The doctor started off with a joke, having inadvertently picked up an advertising card on which in glaring red-face the words stared him in the face, "Don't Worry About Ketchup." The audience had similar cards and saw the point. So did the doctor. "I'm not," he said in response to the laughter. "It is very much to my advantage that I let other people and the manufacturers do the worrying."

Then he proceeded to discuss canning methods and progress. First of all is the problem of raw material and its proper selection that food which needs sterilization and pasteurization for its proper preparation for consumption. The great Appert discovered the process, but it remained for Pasteur and others to show that he was in error in supposing the exclusion of air was the secret of it all. Now it is pretty clearly established that foods may be preserved with all their natural succulence retained so as to be available throughout the entire year. Chief in the essentials is care in selection of raw materials.

Don't waste anything, but put it up under its rightful name, was the doctor's demand. If tomato pulp can be sold at 75 cents and \$3.25 a barrel, there is room for both grades. But the consumer should be enabled to distinguish between them.

The second matter which the doctor took up was that of the packages. Tin, he said, which is iron or steel with a tin coating, is unquestionably the best and cheapest, containing material available and in this material great progress has been made. No longer is loose solder found in the can; no longer the results of galvanic erosion due to the action of acids in the foods upon the imperfectly coated metals of the can; but either a sanitary coated tin or one with a mechanically sealed container perfectly homogeneous in its surface, it is a step forward.

All these materials which go into the container are steadily advancing, and it is a matter which affects the canner, trader and consumer alike. Cheaper materials for containers must be found and are steadily being found by improved processes and study. Glass would be ideal but for its cost and susceptibility to breakage. For larger packages of bulk, wood containers may be practical, but are not available for serving the consumer. The doctor said that his laboratory has succeeded in putting up forty or fifty gallons of fruit juices in barrels and by sterilization kept them perfectly sweet and free from fermentation, while California wine producers had reported to him having kept unfermented grape juice for fully five years. But tin is to-day the most convenient package for the consumer, and he believed the supply should be conserved, old tins reclaimed and every effort made to keep the cost down within reasonable limits. He reviewed the improved methods of sterilization, by which stirring and the application of a reasonable degree of heat which would not destroy the natural flavor of the fruit had superseded the old method of heating till the sterilization slowly worked from surface to centre and practically destroyed the natural flavor of the food. The nearer to natural the food manufacturer can produce his goods, the better will be their sale and their success. The age of canned goods is not the important subject, he said. The consumer has a preference for goods which are comparatively fresh.

The doctor did not believe, as some do, that properly canned goods which may happen to be more than one season old are unfit for use, but so long as the consumer pays the bill he is entitled to consideration and has a right to expect that what he buys to-day shall be the product of the 1907 crops. He admitted that to equalize supply and demand carrying over surpluses was essential from a mercantile standpoint, but the consumer has a right to know the facts. He believed that, in spite of the manufacturers' established prejudice against dating canned goods, a step forward has been taken in this respect.

Dr. Wiley closed his address by reference to the food laws speaking rather unfavorably of the federal law and emphasizing the necessity for uniformity in State laws.

Entertained in the Evening.

On Wednesday evening the lady visitors who came with their husbands and relations to the convention were tendered a reception by the Committee of Arrangements at the Hotel Linton. At the same time the male visitors were enjoying a jolly evening at a buffet luncheon and impromptu entertainment, also in Hotel Linton.

Contract Suggestions Fail.

The feature of Thursday's sessions was the matter of the uniform contract and the election of officers.

This question of uniform contract had been recognized as the most important

matter to come up before the convention, and the whole country had hoped that uniformity would be secured, but when immediately after it had been brought up in the convention on Tuesday and the canners from various sections came out so forcibly against it and a committee known to be hostile to any such plan had been chosen to confer with the committee of National Wholesale Grocers', it was practically a foregone conclusion that nothing would be accomplished. Since then several conferences had occurred, but without success. At Thursday morning's session the canners' committee reported that it had not approved the grocers' suggestion and a form which it presented to the convention had been rejected by the wholesalers' committee. Nevertheless, the committee submitted its draft and it was adopted by the convention as follows:



GEO. W. COBB.
Treasurer Sanitary Can Co., of New York, and Niagara Falls, Ont.

Canned Goods Contract by a Committee of the National Canners' Association.

Date _____ Sold by _____, of _____ Sold to _____, of _____ Cases, _____ Dozens per case, _____ Size of tins, _____ Items, _____ Price per dozen, _____ Prices named are (f.o.b. seller's shipping station). To be shipped _____ Routing _____

Terms of payment: Less 1½ per cent. in 10 days, or 60 days' acceptance net from date of invoice. If buyers' labels are used allowance to be per 1,000; if wrappers, tissue or cap and labels are used buyers to pay sellers the extra cost of putting same on more than the cost of putting on a strip label by machine.

Seller guarantees these goods in accordance with food law guarantees adopted by National Wholesale Grocers' Association and Canned Goods

Packers' Association in convention, 1907.

All disputes arising under this contract to be arbitrated in usual manner with promptness and convenience as to place. The decision of the arbitrators to be final and binding, the aggrieved party to be entitled to such equitable damages as may be shown to have been sustained; cost of arbitration to be paid by party against whom decision is rendered and spoils guaranteed until _____ same to be held subject to seller's orders. In case of destruction of buyer's place of business by fire or the elements before shipment such buyer shall have the right to cancel this contract by giving seller written notice of same within five days but this privilege is not to apply if shipment shall have been made prior to the receipt by seller of such notice. In event of sellers having short crop, fire or other unavoidable cases preventing seller from executing contract in full delivery upon same is to be made pro rata with other contracts that may be entered.

Broker, _____ Acceptor, _____
Seller, _____ Buyer, _____ Date, _____
Year, _____

This report was presented by J. H. Olney, who argued that it was impossible to frame a more uniform contract owing to the impossibility of making it fit conditions in all sections. Another member of the committee expressed the idea that the trouble with the "future" problem lay in the jobbers' contract with the retailers, and he said the committee had a draft of such a contract which he thought would work out well with this one. The vote on the acceptance of the draft was not especially heard, the disappointment in the failure of negotiations being very evident among the members.

And with this disposition the matter was allowed to drop and the convention closed leaving this most important question in the same unsatisfactory position.

The New Officers.

The election of officers for the ensuing year resulted as follows:

President, Charles S. Crary, of Hoopston, Ill.

First Vice-President, L. A. Sears, of Chillicothe, Ohio.

Other vice-presidents—the presidents of the various allied societies.

Executive committee the above and W. R. Roach, of Hart, Mich; H. S. Orem, of Baltimore, and G. G. Bailey, of Rome, N.Y.

Secretary and treasurer, Frank B. Gorrell, of Bellair, Md.

Next Convention in Chicago.

Chicago won the contest for the next convention. The committee recommended Chicago largely because of the desire of the association to have next year a full working display of canned goods as an educational movement among the consumers and the fact that

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CONVENTION NOTES.

Picked Up in Music Hall.

"Vas you ever in Cincinnati?"—Prince of Pilsen.

The Sprague Canning Machine Co., Chicago, instead of their usual display of machinery and equipments, maintained only an office and reception room this year. It was located at the immediate right hand of the entrance to the hall and was comfortably equipped for the reception of their numerous friends and customers. The absence of the magnificent display of working machinery as installed by them at the Buffalo convention last year was much commented upon, but as everyone knows Sprague's and their lines, and all visitors looked after by the obliging representative of the company, the prestige of the concern was well maintained. Mr. Trench also had a convenient office on the rotunda floor of the Hotel Linton, the headquarters of the convention, where he and his representatives held court and welcomed their friends. No doubt at Chicago in 1909 there will be things worth seeing and noting.

"The Stecher Inn," located in the centre of the right aisle, was as usual an artistic and comfortable arrangement for the convenience of their patrons. As customary, this famous Inn was the headquarters of the Canadian Canners and Packers contingent and with the friendly greeting of Dan A. Skuse, known to them all, the Inn seemed like the one spot most like home. Mr. Bohler, of the Stecher Lithographing Co., Rochester, N.Y., was present to welcome one and all and with his assistants, Mr. Daggett, of the Chicago branch, and Mr. Loeffler, salesman, everyone was made "to home." The Stecher Lithographing Co. also maintained an office and sample display on the ground floor of the Hotel Linton under the charge of Mr. Daggett, Chicago.

The National Canners' Convention would not be complete without the presence of Jas. B. Campbell, of the Aeme Can Works, Montreal. The interest that Mr. Campbell has always taken in the affairs of the association and his more direct and constant attention to the attending Canadian canners has made his a familiar and welcome personality in the annual conventions. It was so this year and "se vas sans dire" that the importance of the Canadian canning industry was not hidden under a bushel. Mr. Campbell is a Canadian associated with Canadian canners and being proud of it does not hesitate at any time to bring Canadian canners to the front. Mr. Campbell, who was accompanied by Mrs. Campbell, made his headquarters at the New Gibson House and the many inquiries for him by his American friends showed clearly how well Jas. B. is known.

The Sanitary Can Co., Fairport, N.Y., and Niagara Falls, Ont., had two displays and offices, one at the Hotel Linton and the other and more demonstrative one in Music Hall. In the latter, conveniently and conspicuously located in the centre of left aisle, were shown samples of all varieties of fruits and vegetables packed by canners using the sanitary can. The superior merit of

goods packed in sanitary cans was explained and demonstrated by a staff of salesmen and lady demonstrators. The opening by the company at Niagara Falls was of interest to the Canadian canners attending the convention and the advantage of getting into touch with them. Mr. Geo. W. Cobb, treasurer, J. S. Carmen, manager of the Canadian branch and Dr. S. G. Boulter, Canadian representative, were constantly on hand and for hard and steady work had few equals among the exhibitors. President W. Y. Bogle was also present and as hard a worker as any of his staff. Enthusiasm seems to be the guiding spirit of the Sanitary Can Company.

The American Label Mfg. Co., of Baltimore, Md., had a beautifully decorated booth displaying their workmanship in labels, cards, advertising and other publishing media. Mr. Stewart who was in charge made an efficient demonstrator and solicitor and entertained the Grocer representative with a fine dissertation on the merits of Am. L. M. Co.'s work.

Visiting canners, without exception, were closely interested in the 20th Century Vacuum Filler shown by the Federal Canning Machinery Co., of Indianapolis, Ind. The new principle shown in this machine and its simple and clean method of operation seemed to impress inspecting canners highly, and very favorable comments were passed.

The Simpson & Doeller Co., Baltimore, Md., manufacturers of labels, show cards, etc., had a display booth in Music Hall, with Mr. Chas. H. Doeller in charge. The Grocer representative was decorated with the order of the Half Shell Crab, a most unique and beautiful advertisement for the company, and the close attention paid by Mr. Doeller and his staff to their numerous customers and callers shows that they are in touch with what is going.

The reliable old Palace Hotel was the resting place of a number of Canadian canners and other delegates and it was like home to a lot. Among those registered were: R. W. Ball, R. Lead, A. Lester, A. T. and A. J. Gahan and W. L. McWhinnie, of the Essex C. & P. Co.; Dr. Boulter and J. S. Carmen, of Sanitary Can Co., Niagara Falls; Mr. and Mrs. Amos H. Baker, Old Homestead Canning Co., Picton; W. A. Carson, Napanee Canning Co., Napanee, Ont.; Geo. E. Fisher, Burlington; J. C. Danheison, St. Catharines; R. C. Eckert, Clayton Eckert, R. G. Bowie, Geo. Terry, of Gorman, Eckert & Co., London; W. T. and F. J. Lowe, St. Catharines; W. H. Millman, Toronto; S. Edgar Masten, Bloomfield, etc. The Grocer representative also enjoyed the hospitality of this hostelry and the company of his many Canadian friends.

R. W. Ball, secretary new Independent Canadian Canners, was most assiduous in looking after the interests and comfort of a large section of Canadian contingent. As a guide to the wandering footsteps of a number he was certainly indispensable and to the query from the Prince of Pilsen, "Vas you ever in Cincinnati?" he added new effect to the question. As an automobile guide or

the Coliseum Company of Chicago agreed to take its management, assume all responsibility for it and yet allow the association to practically control it. The committee regarded this as an important feature in undertaking the food show for the first time and unanimously decided in favor of Chicago. Immediately Louisville and Rochester, which had been making a strong fight for the convention, gracefully acquiesced in the choice withdrew their claims and diplomatically filed their intentions of capturing the 1910 convention. Then the convention voted in favor of Chicago unanimously.

On Thursday evening the convention delegates were entertained at the Lyric Theatre at a special performance of "Victoria" with Miss Julia Marlowe in the title role.

Canadian Canners in Attendance.

The following Canadian ladies and gentlemen, who are more or less directly connected with the canning industry, were present at the convention: R. P. Ball, Essex Canning and Pres. Co.; Robt. Leach, Allan Lester, A. T. Gahan, W. L. McWhinnie, Albert J. Gahan, of the Essex Canning and Preserving Company, Essex; Dr. S. C. Boulter and J. S. Cramer, of the Sanitary Can Co., Niagara Falls; W. C. Breckenridge and K. Bethune, Norton Mfg. Co., Hamilton, Ont.; Wm. Beckett, Fraser Canning Co., Wallaceburg, Ont.; Mr. and Mrs. Amos H. Baker, Old Homestead Canning Co., Picton, Ont.; W. A. Carson, Napanee Canning Co., Napanee, Ont.; Jas. B. and Mrs. Campbell, Aeme Can Works, Montreal, Que.; Denis Ducharme and Paul Morand, Stoney Point Canning Co., Stoney Point, Ont.; Geo. E. Fisher, H. F. Foster and C. G. Davis, of the Burlington Canning Co., Burlington; J. C. Danheison, Ontario Pure Food Co., St. Catharines, Ont.; H. E. Edgecombe and Chas. Wagner, Tilbury Canning Co., Tilbury, Ont.; R. C. Eckert, Clayton Eckert, R. G. Bowie and Geo. Terry, of Gorman, Eckert Co., London, Ont.; G. H. Hogg, Hogg & Lytle, Port Hope, Ont.; Mr. Liddle, Brown & Bees, Hamilton, Ont.; W. H. Lusk, Farmers' Canning Co., Bloomfield, Ont.; W. R. Lowe and F. J. Lowe, J. H. Willey, Ltd., St. Catharines, Ont.; Fred D. Lea, Lea Pickling & Pres. Co., Stoney Point, Ont.; Mr. Moore, Wallaceburg Canning Co., Wallaceburg, Ont.; G. A. McWhinnion, Canadian Canners, Ltd., Sandwich, Ont.; W. H. Millman, Old Homestead Canning Co., Picton, Ont. (Toronto); Mr. Moore, Canadian Canners, Ltd., Wellington, Ont.; J. C. Messinger, Imperial Canning Co., Kingsville, Ont.; Maise Masard, Tecumseh Canning Co., Tecumseh, Ont.; S. E. Masten, Farmers' Canning Co., Bloomfield, Ont.; J. Nairn, Canadian Canners, Ltd., Hamilton, Ont.; S. M. Sanders, Foster Canning Co., Exeter, Ont.; J. Brault, Tecumseh Canning Co., Tecumseh, Ont.; W. G. Tretheway, Sanitary Packing Co., Weston, Ont.; W. H. Seiler, The Canadian Grocer, Toronto.

demonstrator at the Zoo, he didn't secure any special laurels. To Mr. Ball's efforts to secure recognition for the new Independent Canners in the National Association may be traced the acceptance of the Canadian body. The unanimous vote of the convention adopting the advisory committee's report for acceptance to membership woke up acres of smiling furrows in his face.

The Grocer ran across an old friend in the Music Hall, G. H. Hogg, of Hogg & Lytle, Port Hope, Ont. Mr. Hogg had a fine display of Canadian grains, particularly peas, corn, etc. He was particularly pleased to see the well known green covered Grocer.

To W. C. Breckenridge, president of the Norton Mfg. Co., Hamilton, are due the thanks of the visiting Canadian delegates for reserved seats at the "Gloria" performance of Julia Marlowe, tendered by the American Can Co., at the Lyric Theatre. Thanks again!

R. C. Eckert, of Gorman, Eckert & Co., London, is an ideal traveling companion and after attending to the business of looking up some new machinery he was most enjoyable company for recreation in a peaceful and happy mood. The Grocer knows, as he was privileged to use his company.

One of the most interested visitors at Machinery Hall was Geo. E. Fisher, of the Burlington Canning Co., Burlington, Ont., and his close attention to every up-to-date machine and appliance was noticeably commented upon. Mr. Fisher bears the reputation of an authority on fruit culture and an hour's conversation with him shows how closely he has studied every feature.

W. H. Millman, the Toronto broker and representative of the Old Homestead Canning Co., Picton, was on the lookout for the many new ideas and lines one gathers at conventions and displays of this kind. One of Mr. Millman's characteristics leads him to Kentucky—wonder why?

Did you bring away among your other souvenirs, one of the National Lead Company's "rings?" Mr. Ball had three given to him. How many went to Canada is hard to say. The ad. was a good one.

S. Edgar Masten, of the Farmers' Canning Co., Bloomfield, was very much in evidence and a sought after personality among not only his Canadian fellow canners, but the prominent men of affairs in the national association.

To know how one can make himself at home and comfortable, is to study Amos H. Baker, of Old Homestead fame. Despite the fact that Mr. Baker had been recently laid up with a severe cold, he nevertheless made the long journey to Cincinnati to see, study and learn things in canning. The owner of one of the best equipped canning plants on the continent, he is always on the lookout for more and latest appliances. The Grocer was very pleased to meet Mr. Baker and imbibe some of the optimism that fairly oozes out of him.

The closure, cap and sealing machinery interests were well represented. The Dodge Metallic Cap Co., Montclair, N. J.; the Howland-Stein General Agency, New York; Hazel-Atlas Glass Co., of Wheeling, W. Va.; the American Metal Cap Co., New York, and the Victor Patent Jar Co., Detroit, all had displays and demonstrations. B. E. Goepferl, of the American Metal Cap Co., was closely attentive to callers.

Who enjoyed the Bethlehem Foundry & Machine Co.'s cigars? Everyone.

The Grasselli Chemical Co., Cleveland, Ohio, had many callers from their Canadian patrons, and Mr. Mills, who had charge of the company's display, was very attentive and obliging to all.

The American Diagraph Co., St. Louis, exhibited with demonstrations their diagraph stencil cutting machine—an instrument of actual necessity in every canning, manufacturing and jobbing house.

What's the matter with holding one of the National Canners' conventions in Canada in 1910? We have in Toronto say, accommodation, halls and hotels, which would put several of the cities in which they were held, 'way back in 'umbra"—and Canadian canners generally would treat you royally.

The booth of the United States Printing Co., in Music Hall, was an unique and artistic arrangement, and many visitors availed themselves of the privilege of registering and inspecting the art labels, cards and hangers displayed. A convenience for visitors was the special telegraph and telephone service installed in the booth. The handsome souvenir memento given out was much appreciated and many a home will remember the visit through same.

Mr. Judge, of The Trade, Baltimore, was most attentive, as usual. His booth at the main entrance was well looked after by himself and his assistants. The Trade journal was well distributed throughout, and, as usual, the paper's report of the convention will, no doubt, be as comprehensively illustrated and interesting as is possible to make it.

The courtesy of an entertainment by Julia Marlowe, in "Gloria," at the Lyric theatre, was a highly enjoyed feature of the American Can Co.'s attention to their numerous patrons. This company was well represented by a staff of experts and salesmen at both the Linton and Music halls.

What Chicago will do for the Canners in 1909 wasn't stated, but that the next convention will be an epoch goes without saying. Certainly the Windy City will keep up its reputation for doing things right.

Rochester, N.Y., delegates and those interested in having the 1909 convention held in the Flower City, certainly worked hard, and though the advisory committee's decision was for Chicago, every credit is due the eastern men for their work, and no doubt it will be Rochester's next turn. Ho, for Chicago in 1909.

NOVEL ADVERTISING SCHEME

Walkerton Grocers Give Prizes for Essays on Timely Topic.

Up in Walkerton, Ont., there is a firm of enterprising grocers who seem to be originating new ideas that count. This firm, Whitehead & Huether, submitted a couple of well-dressed windows in The Grocer's recent Christmas contest, and carried off first prize in Class II. Now they have originated a novel method of advertising, as the following paragraph from the Walkerton Telescope will show.

"A month or so ago Messrs. Whitehead & Huether offered prizes for the best essays on the subject, "Should the Japanese be admitted into Canada?" the essays to be handed in by the first of January. The prizes were, 1st, \$3 in cash; 2nd, \$2, and 3rd, \$1. After the essays had been handed in, the Rev. Thos. Wilson and A. W. Robb were selected to examine them and to award the prizes. The prizes have been awarded as follows: 1st, Milton McLean, Brant; 2nd, H. J. Brillinger, Brant; 3rd, Fritz, Miller, Walkerton. The prize essays are being published in the Telescope.

TREATY ACCEPTED IN FRANCE

Franco-Canadian Bill Passed By Large Majority in Chamber of Deputies.

The bill approving the convention between France and Canada was adopted in the Chamber of Deputies last Thursday by a very large majority. M. Letas showed that Canada by concluding with France a convention for ten years had followed a far-sighted policy which would protect her industry, but he considered that the French boot and shoe industry, which was of great importance, would be unfavorably affected by the new convention.

M. Klotz, speaking for the Customs Commission, said the convention safeguarded France's absolute liberty in the future. The chamber might ratify it without fear.

M. Siegfried said the convention was sufficiently advantageous to French commerce and industry.

PERSONAL NOTES.

E. G. Hunt, of Hunt & Co., Japan, was in Montreal during the week.

E. K. Barnsdale, one of Stratford's largest grocers, was in Toronto on Tuesday and Wednesday incidentally doing a little business but really to see a good hockey game. Mr. Barnsdale is quite a hockey enthusiast and he enjoyed exceedingly seeing the Stratford boys wallop the Toronto athletic club's team on Tuesday night.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

The salted and canned fish stock of Laporte, Martin & Co., Montreal, deserves the attention of all shrewd buyers. These goods are quoted at very low figures for the trade.—Advt.

Get your stock of dried fruits now; it is the proper time. The firm of Laporte, Martin & Co., Montreal, has a full assortment and it is quoting favorable prices to all wise buyers.—Advt.

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Grocery News from Coast to Coast

News of the Trade Sent in by Correspondents in Various Cities and Towns in Canada—Snow Storms of a Week Ago Reflect on Business.

BRANTFORD.

For several years it has been the custom of the grocers and butchers of Brantford to hold a joint banquet. So successful have been these gatherings that it has been decided to somewhat enlarge the scope of the undertaking this year, when the affair will partake of the nature of a reception to be held at the Conservatory of Music on the evening of Tuesday, February 18. An attractive feature will be the presence of the ladies, who have not graced the banquets in the past. The programme will comprise games and music, to be followed by refreshments.

James Burns, the well-known grocer, and former president of the Brantford Grocers' and Butchers' Association, has been honored by the voters of Ward 3 by election to the city council. There are now two grocers in the council, the other being Ald. Samuel Suddaby. The two are a strong pair and are expected to guard the interests of the trade, particularly in reference to market regulations and improvements, in order that the farmers may be encouraged to come into the city to sell their produce and trade here in return.

The grocery business of A. J. Smith, situated at the corner of Colborne and Murray streets, has been purchased by J. C. Struthers, who will conduct it in future.

The local grocers' organization is regarded as one of the strongest and best conducted in the province. The officers at present are: President, A. Coulbeck; vice-president, Fred. Corey; secretary, Norman Willits; treasurer, A. L. Vanstone.

Fred. Harp, of the Cash Bargain Grocery, is very proud at the success of his assistant, Delmar Butler, in winning the second prize in the city division of the recent window dressing contest conducted by The Canadian Grocer. It was generally remarked locally that the window was most artistic and reflected creditably on the firm.

Mr. Harp has just purchased the premises he occupies on Dalhousie St.

CHATHAM.

An important business change is announced to take place shortly in the retirement from active business of C. Williamson. Mr. Williamson is one of Chatham's veteran grocers, and has for a quarter of a century or more been prominent in business life here.

The business of Taylor & Williamson was founded in the '70's, Mr. William-

son's partner being I. M. Taylor. The store was in the early days known as the Canton House, but in recent years the business has been conducted under the firm name of Taylor & Williamson, which was retained even after Mr. Taylor retired from the firm a few years ago.

The firm has been essentially a most conservative one. In a generation which has gone in for showy fronts, elaborate window display and extensive advertising, the business stood a solitary representative of the conservative methods of the '80's. That with these apparent disadvantages, Mr. Williamson held a large city and country trade and did a good business is striking evi-

ANOTHER NEW IDEA.

Here's a scheme a Guelph grocer uses to facilitate the selling of marmalade oranges at this time of the year. And it seems to work remarkably well. Here's what he says about it: "We have in Guelph an idea, whether in use elsewhere or not I do not know, but it works all right and sells the marmalade oranges. It is to keep from one to two orange slicers in stock and lend them to your customers to slice their oranges. It certainly is interesting to see how keen Mrs. So and So gets to have her marmalade done first when she knows her neighbor wants the slicer and it is a good ad. also for the grocer, as one tells the other about having her grocer's slicer and that she can get it also if she buys her oranges from him. The slicers only cost about \$1.50 and they soon pay for themselves."

dence of the sterling reputation which the store built up, and which has never departed from it.

Mr. Williamson has leased his premises to Brewster & Co., of London, and will retire from active business.

Brewster & Co., who have leased the Taylor & Williamson premises, will inaugurate the five, ten and fifteen-cent store, of which there has been so much talk the past year. They have secured a lease for ten years. Mr. Williamson will sell out his present stock during February, and it is expected that March will be spent in renovating the store from top to bottom. A modern front will be installed, new floors put down,

and the store made thoroughly modern and up-to-date. Brewster & Co. expect to open business on April 1. They already have stores in London, St. Thomas and other places.

After the regular meeting of the Library Board on Wednesday of last week, which was the inaugural meeting for 1908, the retiring chairman, Wm. Anderson, invited his colleagues to a very pleasant supper at his handsome home on Grant St. An enjoyable evening was spent in doing justice to the good things provided and swapping interesting reminiscences. Mr. Anderson is a striking example of a busy grocer who still finds time to attend to other duties.

Thanks to the protracted cold spell which Chatham has been enjoying, this season's ice harvest will be a bountiful one. The ice is of excellent quality. Fleming & Tillson will have competition this year, J. M. Terry & Sons having purchased the old Brundage ice-houses.

The cold weather has also been good for the fresh fish trade, the frozen commodity from Lake Huron being strikingly in evidence in the various groceries.

Following the public meeting of the Board of Trade recently, at which fruit culture in Kent and Essex was discussed, a movement is on foot to organize a horticultural society for Chatham and Kent, with a view to promoting fruit-growing on modern and scientific lines. If the new organization proves a practical one, it should result in bringing this section to the front as a producer of early fruit.

It is stated that the shareholders of the Berlin Sugar Company have agreed to a proposition from the Wallaceburg Sugar Company to operate the Berlin factory during the coming year. The Wallaceburg firm will make a thorough canvass among the farmers in the vicinity of Berlin to grow beets for next season's campaign, and in addition it is proposed to import raw sugar from Germany and put it through the granulating process during the summer months. The success of the Wallaceburg people with their own factory renders them confident of their ability to put the Berlin concern on a paying basis. The latter recently wanted beet growers to take their pay in sugar, but

Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

the Wallaceburg factory has always been forthcoming with the good, hard cash when it came to paying for beets.

John McCorvie was a visitor for a few days this week at his old home at Mull.

Clark & Co., of Harrow, are the defendants in an action recently instituted on behalf of the crown and an unnamed informant, the charge being one of neglect to register their partnership certificates. In all cases a firm is required to register a declaration within six months of commencing business a fee of 50 cents being charged. Failure to register involved a penalty of \$50, it is understood, half the amount going to the informant.

Joe. Yarowsky, of Windsor, has opened a general store at Amherstburg in the premises formerly occupied by Steffins & Robidoux, grocers.

During the last week's storm the chimney of the Dresden Canning factory was completely wrecked.

CALGARY.

The bankers' and wholesalers' sections of the Calgary Board of Trade met on the 4th instant in the board rooms to consider the advisability of the board taking up with the Provincial Government the question of appointing an official assignee for the southern part of the province. This district includes all the territory from Red Deer to the south, and the question is one of the greatest importance to all who are represented by these two sections of the business men of Calgary. As a result of the meeting it was decided to report to the council that action should be taken by the board to gain the consent of the Government to appoint the board's nominee. And it was further decided to secure the co-operation of all other boards from Red Deer south.

The long line of drays loaded up with groceries waiting outside the freight sheds for shipment day by day disposes of the idea that there is anything very wrong with the trade in Calgary.

Calgary has just passed through the only cold spell of the season. During the last ten days the thermometer readings have been low, reaching one night to fourteen below, the average temperature in the neighborhood of zero. However, the change has now come, and sunny Alberta once more is itself. The great drawback to the climate, especially to easterners, is that there has not been enough snow for sleighing this winter so far, and it is too late to hope for much now.

EDMONTON.

Grocers report business as picking up considerably during the past two weeks and things appear to be assuming their normal tone once more. This is partly due to the fact that the preliminary work of building the G.T.P. into the city from the east and ex-

tending it to the west has started. As this line gives Edmonton the advantage of being on a transcontinental line and provides easy access to the Pacific coast, it is of course a great boon to the city and is hailed with delight by the citizens, notwithstanding the rather steep bonus of \$175,000 that the city has to pay to the company.

Wholesale grocers report that notwithstanding the financial stringency, about which, by the way, it is claimed too much is written, the business done during the past year has been ahead of former years in volume. The farmers on the whole are still very well situated and their prospects are bright for the coming years. The retail grocers in the small towns are meeting their payments regularly and report business as good, considering the conditions. It is believed that the grocery trade is on a stronger foundation than ever before.

Some quiet, but effective work has been done during the last few months regarding the matter of industries, by the Edmonton board of trade. The first step taken was to ascertain, not what the good points that Edmonton had were, but in what way it was at all handicapped from becoming an industrial centre. First, there appeared the question of the high price of sites; second, the question of the price of fuel; third, the question of taxation; fourth, the question of sufficient skilled labor at a fair wage; fifth, the question of freight rates, and sixth, the manner in which the advantages that Edmonton has to offer to manufacturing concerns should be made known to the world at large.

The first objection to Edmonton as a location for an industry, namely, the high price of property, has been met. Now the city has free sites, with railway facilities offered by private individuals and sites offered by the city at a nominal rental or cost, and also sites situated in the heart of the city, at a fair price.

The second objection as to the price of fuel, does not exist this year. Owing to the increased production of fuel caused by the extension of the mines around the city, coal is again being sold at a fair price. The price of coal will have a tendency to drop as the mines are developed.

The third objection regarding taxes has been met with by the industrial committee of the city council recommending that a fixed rate of taxation be levied on industries already established in the city for a period of ten years, and that new industries be treated on similar lines. But the city has still to contend with the fact that while they are willing to offer water, light and power at cost, they have no surplus of light, water or power at the present time with which to supply a very large industry. This, however, will be remedied when the new power plant is established this year.

It has been advocated, and well advocated, that it would be advisable to have a special industrial agent sent out who would place before certain individual manufacturing concerns the advantages that Edmonton offers as a manufacturing centre. The drawback to taking that step during the past year has been the financial conditions existing throughout the country and the fact

that such an agent could not state that the city has any surplus water, light or power to offer, or regarding the tax rate, would have been a serious handicap to him when talking to an interested manufacturer. It was obvious that there was work to be done at home before such an industrial agent could hope to meet with success when abroad. This work is being slowly but surely done at the present time.

Although Edmonton is already recognized by the railway companies as a wholesale centre, it will not come to its own in that respect until further competition is obtained by the advent of new railroads. This is a very important matter and will no doubt receive very careful attention from time to time as the occasion arises. Even competition for outgoing and incoming freight will no doubt arise as soon as the C.P.R. and G.T.P. begin to operate their roads into this city.

The firm of Abbott & Stewart has opened a wholesale and retail provision store on Namayo Ave. recently.

G. S. Hegler, who has recently moved into this city from Poplar Point, Man., has opened a flour, feed and provision store on McDougall avenue.

Ice cutting has been in progress for some time and a large supply is being harvested and stored for use during the coming summer. Grocers and others use a large amount of ice each year as there is as yet no cold storage plant erected in the city where goods of a perishable nature may be stored.

The Alberta Legislature is in session at present in the legislative hall in the city. Many important matters are being discussed and decided at this third session of the first parliament of Alberta. A unique feature of this parliament, and one that will give one an idea of the extent of this province, is the fact that the members from the farthest north and south constituencies live more than 750 miles apart. They were the mover and seconder of the reply to the speech from the throne.

Messrs. Matheson & Jacobson, who conducted a grocery store for some time on Jasper Avenue, have gone to Vancouver to spend the winter.

LONDON.

Owing to snow blocking the roads wholesale business has been quiet the past week. In every direction railways were blocked and scores of travellers were storm-bound for days. Prices of all leading staples are unchanged. Retail trade is also quiet.

The Retail Grocers' Association expect at least one hundred and fifty guests at their banquet at the Tecumseh, on the night of the 27th inst. Final arrangements were made for the function at the regular meeting of the association on Wednesday evening, Feb. 5th. The association is bearing the entire expense out of its funds and no charge is being made for tickets. The affair will be entirely informal, so that the man who happens to have his boiled shirt is

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the wash or to have loaned his tuxedo, need not be alarmed. Among the guests, besides all the local wholesalers and their city travelers, will be a number of Toronto people who assisted so much in making the grocers' excursion to that city last summer so successful. The committee of arrangements is composed of Harry Ranahan, president; Thomas Shaw, vice-president; Cyril Hays, secretary, and E. J. Ryan, treasurer, and the reception committee, R. J. Donaghy, chairman, T. B. McCormick, Alf. Johnston, James Haskett, John Diprase, Norman McLeod, F. C. Toon and H. J. Cianville.

Henderson & Son, grocers, corner of Caspide and Colborne streets, have dissolved partnership and the new firm is Henderson & Graham.

A. Lyons, who was reported in a recent issue of The Grocer, to have bought out F. L. Ross, Hamilton road, will not take possession until April 1st.

The practice of certain millers of selling to consumers direct was brought up at the last meeting of the Retail Grocers' Association, and the secretary was instructed to write the offenders. One member reported a case where twenty-five-pound parcels of flour were sold to consumers at the same price that retailers are charged.

The two companies operating under the name of the Canadian Packing Company, with establishments in this city and at Port Huron, Mich., have been incorporated into one company, capitalized at \$599,000. Dominion incorporation has been secured, the following comprising the company: F. E. and W. H. D. Barnes, merchants, of Southwark, England; Ejnor Rechnitzer, merchant; Alma Z. Ginge, widow, and M. D. Fraser, barrister, all of this city. The company will take over the business now conducted by the Canadian Packing Co., under the same firm name. The shares will be of \$100 each. The deal is one of the largest that has taken place here for some time. The company is looked upon as one of the growing concerns of the country, its business having increased at a rapid rate. Mr. Rechnitzer, the present manager, will continue in that office. It is understood the big pork-packing plant here will be considerably enlarged.

Geo. B. Gerrard local manager of the Bank of British North America, is optimistic as to the business outlook. In an interview he said:—"We confidently look forward to a brisk spring season in most lines of business. Conditions are brightening up now and the cry of hard times has no foundation in London. Collections among the retailers are reported to be coming in well by the wholesale houses and though some dealers have overstocked themselves, they will find their market sure if they have not gone too deeply into business. Staple goods must be bought. Groceries have to be secured, and those who handle commodities need not fear a possible stagnation, though needless warnings have been given out to that effect. I believe that when the next two months have passed we will find a much more cheer-

ful atmosphere among London business houses." Mr. Gerrard's views were generally endorsed by other bank managers interviewed. It is noteworthy that wholesalers generally are well satisfied with the way in which the February settling day passed off.

PRESTON.

Strange, though it may seem, the past week in this town has been the best for the merchants for a long time. For nearly a week a continual blizzard raged, still, one of the largest grocers in town stated Saturday night: "If business has been quiet in town for the past few weeks, this week has certainly seen an improvement. The first three or four days were good while yesterday and to-day we have been as busy as we were just before Christmas." The same merchant showed your correspondent his books and how much better the cash was coming in. Only a small amount of credit was given and that was to those who settle every two weeks or a month. It is certainly encouraging to hear the merchants say business is good. That particular merchant is, however, a good advertiser and it pays him.

Several merchants in town are endeavoring to organize a grocers' association. Some of the grocers object to join the retail merchants association and are willing to associate themselves with an organization for grocers only. An organization such as is suggested has proved a success and an immense advantage in other towns and should do so here.

MONTREAL.

Several grocers have complained recently of the quality of Malaga grapes that are being supplied them this winter. One grocer stated that he had bought 20 barrels and of these he was obliged to return ten. Another stated that out of nearly every barrel he picked an average of from 3 to 4 pounds which could not be sold. The same complaint is made of Fameuse apples, several grocers having found the quality below average.

John Scanlon, speaking to The Grocer, decried the manner in which some of the big departmental stores are conducting food fairs at set dates, and their habit of advertising groceries at reduced prices, such as are prohibitive to the legitimate grocery trade, their reason for this being undoubtedly to draw custom for their various dry goods and other lines. Mr. Scanlan explained that customers going out shopping would pass their own dealers, and make their purchases at the departmental stores, where foodstuffs are obtained at a price, which renders it impossible for the grocery trade to compete with. Going to the departmental store with the intention of buying groceries only, and "saving money," they

in the end come away loaded down with other purchases which they would not or could not, have made of their regular grocer. Mr. Scanlan thought that the whole practice should be discouraged by manufacturers, wholesalers and the general public.

John Stetson, the Point St. Charles grocer, suggested a good idea, when he stated that to his mind there should be two separate retail grocers' associations in Montreal. As it is at present, Mr. Stetson said that he, among many others, did not attend the meetings of the Retail Grocers' Association as their proceedings were carried on solely in the French language. Many of the English-speaking grocers not being conversant with this language, are feeling the necessity of having an English association to work in perfect harmony with the French body, the outcome of which would be betterment of trade conditions generally.

In talking of the condensed milk situation recently a grocer stated that he found it difficult to obtain Canadian milk, and as a consequence, American is being imported in larger quantity than ever. The fact of duty having to be paid on this makes it a rather more expensive property than the Canadian. Therefore, any Canadian firms having a stock will find a ready market by placing their surplus stocks in Montreal.

Several grocers have complained of the quality of Malaga grapes that are being supplied them this winter.

VANCOUVER.

The trade in Vancouver and throughout the province is not marked with that activity which was a feature of a year ago, consequent upon the conditions which have prevailed for some time past. Now the great demand is for staples, and fancy groceries are called for so seldom as to almost elicit remark. Yet, on the whole, trade is fairly good, for British Columbia has not felt the stringency to the same extent as other parts of the continent.

With that goodness which Providence is possessed of, and which is shown in kindness to His people, this winter has been a mild one throughout, in great contrast to the severe season of a year ago. Therefore, it is not surprising that such staple articles as butter and eggs, which are generally at a very high price, are reasonable. Good local butter retails for 45c, with Australian at 40c, and eastern creamery at 35c. The Australian product comes here at a time of year when local is at the top price, and if it were anything like the quality of the first consignment of two years ago the demand for it would be so great that orders could not be filled. When it first came upon this market, its flavor attracted attention, but never since has it been up to the same mark. This year there is not as much offering as formerly, and it is simply owing to quality. People use the best they can get for the money, and if Australian was all right

at five cents cheaper, its sale would be ready.

Eggs this winter did not climb to the airy heights of seventy cents per dozen as formerly. With the warmer weather, hens have been laying, and the really first-class article brings only 45c. Eastern are much cheaper, and if the weather continues warm there ought to be a clearance soon, for large stocks should be on hand if business has been done the same as in former years.

California vegetables have arrived, and are of fair quality. It is an advantage living within reasonable water distance of the sub-tropical regions that the time is very brief when green vegetables are not obtainable. Prices are reasonable, too. The celery that comes from the south is much shorter than the home-grown article, and much sweeter, but on the whole it does not surpass the celery which is produced locally. California navels are on the market at 25c retail, and are cheaper and better than last year.

Chinese New Year has been going for a week, and chickens are in great demand. The Chinese always have a great fancy for this kind of fowl, and the birds are served up in every conceivable way, excepting in the boiled or soup form. On the market at New Westminster they went at from \$8 to \$10 a dozen, with some as high as \$11.

There is an active demand for apples, and it is expected that this will remain so for the balance of the season. First-class stock is being offered. One of the favorites of early and mid-winter varieties is the Grimes Golden, in fact, it is preferred by many. It attains perfection in the sunny undampened climate of the dry belt, and finds a place in all the new orchards.

The Empress of India which arrived early in the week, brought news from Japan of an oil contract which concerns the trade in Canada. Early last year, the story goes, the Japanese Government gave a contract to a certain petroleum company of Canada for the supply of 1,000,000 cases of heavy oil required at various naval stations. A representative of this company was sent to Japan to carry out the contract, and by the same steamer there traveled the representatives of two American petroleum companies. Between them they formed a syndicate and agreed to divide the supply equally. The contract was eventually taken in the name of the Canadian company. The oil market became very active during the summer and prices advanced, the price in heavy oil being exceptional in the increase, about double of that when the contract was signed. The two American companies withdrew, and the Canadian company will lose heavily if it abides by the terms of the contract. The Japanese Government, according to the advices from Tokio, is strongly pressing for the execution of the contract, the filling of which has been delayed under various pretences.

With a cargo of 15,000 frozen carcasses of mutton, the steamer Oriana,

under special charter to Pat Burns & Company, was expected here a week ago, but has not yet been reported. She is a slow sailer, and it is not expected that any mishap has befallen her, as she was reported from Honolulu. In other years, this firm has used the regular steamers sailing between Vancouver and Sydney, and when offered the cold storage capacity again for this season was a little slow in taking it up. When it signified its intention of doing so, the reply was that another firm, the B. C. Market Company, had got it. That has made it necessary to charter this boat for two trips. An odd amount of other cargo is also carried by the Oriana.

Large amounts of sugar are being brought from the various producing countries to the B.C. Sugar Refinery Company in Vancouver. The Henrik Ibsen has just completed discharging a cargo of raw sugar brought from Surabaya, Java, and the steamer Ilford is on the way from the Mauritius with another. Large shipments have also been secured from the Fiji Islands, where a subsidiary company of the local one has a mill.

No wonder that canned milk and cream obtains such a large sale in the west, when the report of the Inland Revenue Department on the milk supply is considered. To people recently from the east it has been a source of astonishment that children are brought up on condensed milk, but even if preservative is used it would not be in greater proportion than what is put in the milk here. The question of a good milk supply is attracting more than ordinary attention, just now, and some very serious statements are made by medical men. A committee has been appointed by the medical association to act in conjunction with the city health authorities to see what can be done. Although several cases have been cited in police court, the law requires that in case of adulteration the complainant must actually see the stuff put in. In one case the adulterant was in such quantity that the milk was thick as paste and exceedingly yellow, but the court ruled that the vendor was not responsible.

Among the freight of the steamer Miowera for Australia was Canadian flour and salmon, food products for the Antipodes. Provisions were also an item in the cargo of the Lonsdale, one of the steamers of the Mexican line. From present indications a good trade will be developed with Mexico. British Columbians, principally Victorians, with Oscar Brown, of Vancouver, are interested in fruit plantations and consignments from there are awaited with interest, as the product is said to be of the very best.

GUELPH.

Last week was a comparatively quiet one in the grocery stores, and even the jolly travelers with their pleasant smiles have been conspicuous by their absence on account of the railroads in this section being tied up by the severe snowstorms. A great many different varieties of stories are being told by

both farmers and travelers of their experiences in the snow. The market Saturday showed the effects and prices were pretty stiff. Eggs and butter both sold at 35c., while potatoes went up to \$1.50 a bag and chickens as high as 20c a pound, which is too high to do much business. But when you take into consideration the fact of the risk those farmers take just at this time in coming to town, they deserve a good price, but at the same time some of them try to do the hold-up game and a merchant ought to remember this when the market is glutted again.

The marmalade season is again on and each store is well supplied with seville oranges. But after all there are not so many bitter oranges sold. It is generally a good valencia orange that is used mostly with about three of the bitter oranges to the dozen and so far we have not seen any of the latter oranges.

The collecting of accounts takes a good tactful man all right, but one man in Guelph suggests that we do away with the Division Court, bag and baggage and then, and then only, will the grocers stop giving credit. He claims that if it was not for the fact that a grocer believes he can collect his money through this court, he would not give any credit to doubtful people. Be that as it may, some of the creditors don't seem to care whether they are sued or not, as that gives them generally a longer time to pay as they put up a hard times cry to the judge. One grocer told me he sued a man who owns his own property for \$30 and the man got off by paying 25c a week. That is a long time to wait and money paid in that way doesn't seem to do much good.

The Wellington Hotel has been bought by a joint stock company and is to be made into one of the finest up-to-date commercial houses west of Toronto. It is understood the present manager will continue in his position. Some local merchants are supposed to be interested in the new company.

An item under this head in a recent issue unwittingly reflected indirectly on the business methods used by Armour & Co., in a demonstration in Guelph. As a matter of fact the item referred to the handling of lines of cereals and spoke of business methods which Armour & Co. do not make a practice of. The difficulty arose from the fact that the news item announcing the company's demonstration was inadvertently connected with the comment regarding the handling of lines of cereals. The item, indeed, referring to Armour & Co.'s goods, said: "The demonstration has helped the sale of these goods during the week in the grocery stores," and this shows how satisfactory the methods used must have been. Armour & Co., in these demonstrations, follow the system of taking a deposit from every customer, which is turned over to her grocer and thus he is satisfactorily protected.—Editor.

GALT.

The grocery business in Galt is rather quiet, at least trade is not as rushing as it might be. Unlike other lines, the established grocer must continue to do a certain amount of business. Of course, the public may cease purchasing luxuries, but the everyday necessities of life must remain in constant demand, irrespective of dull or prosperous times. In this respect the grocers are better situated than their brethren in other lines—clothing, for instance. A man may be badly in need of a suit of clothes, but the old suit can be made to last, while the inner man must be regularly fed.

The big storm of last week affected Galt in many ways. For two days no Grand Trunk trains arrived, and on Saturday the first freight train in three days passed through. The local grocers will be losers to a certain extent on account of the non-arrival of goods. The country roads were badly blocked, but a number of farmers made a valiant effort on Saturday and managed to reach the market. Prices were unchanged, with the exception of eggs, which advanced two cents, to 30c per dozen.

A native of sunny Italy has opened a fruit store at the corner of Main and Ainslie streets, and up to date is meeting with a fair measure of success.

There is an excellent opening in Galt for an up-to-date restaurant.

Alex. Sloan, of the firm of Sloan Bros., has been elected an official of the Galt public library, in which institution he has always taken a deep and active interest.

A number of grocery travelers were tied up for a couple of days in Galt last week.

A. C. Snider, for some time a clerk with Sloan Bros., has accepted the agency of a London insurance company.

When the Retail Merchants meet they will put themselves on record as strongly opposed to the co-operative store bill.

WINNIPEG.

A round of Winnipeg grocery stores reveals a feeling of optimism among the trade. It is a fact that with very little reason for it, there has been more calamity howling during the last few months in the City of Winnipeg than in probably any other city in Canada. Because real estate speculation has had a set-back a few noisy individuals have been crying hard times but retailers who stick to business year in and year out without risking their capital in speculation are not grumbling about the business situation.

"I have no complaint to make," said a Main Street grocer to a representative of this paper. "Business during the last year, yes during the last six months, has been quite satisfactory. I find that many of my customers have more money to spend than they had a year or two ago. Money which formerly went into

real estate speculation is now available to add to the comforts of home and we grocers reap the benefit along with other classes of retail trade. Of course, those of our customers who are tied up with real estate payments haven't too much ready money and for that reason it has been necessary to watch credits closely. Most grocers have realized this and there has been a general tendency towards caution in making advances of credit which has had a beneficial effect on all. We have made credit dear, have in fact been forced to do so owing to the state of the money market and it has been a good thing for us. We have stood together in this matter of credits and through our association have kept each other informed as to bad debts. The result is that as a class the grocers of Winnipeg have not suffered from the little set-back that nearly all classes of business have encountered. There have been no fake sales among the grocers." This grocer's remarks hit the nail squarely on the head. The Winnipeg grocer who has watched his business carefully has come through the slight depression without much damage; and none have used the questionable methods of "bankrupt" (?) sales to obtain ready money.

W. J. Simpson, who for a number of years has been in charge of the crockery and glassware department of J. Robinson & Co., resigned his position recently and last week opened on Portage Avenue a store of his own, to be devoted exclusively to the line of goods he has been handling for years. Mr. Simpson is a connoisseur of fine china and glassware and there is no doubt that his store is a decided acquisition to the city.

Geo. W. Prout, produce merchant, has removed from Main Street to new quarters at 182 Princess St., where he will have additional space made necessary by the growth of his business.

ST. CATHARINES.

Winter, with all of its rigor, has been keenly felt in St. Catharines and surrounding country. With heavy snowfalls and high winds the country roads in many quarters have become blocked with huge snow drifts, making traveling tedious. The different railroads have felt these obstacles, to the detriment of travel. On the other hand, these snow blockades have been a God-send to many poor and out-of-work laborers, who cheerfully grasped the chance for a few days' work now and again. The street superintendent had large gangs of men at work leveling the snow that had been shovelled from the footpaths, which, in a measure, relieved immediate distress to some of the men. The 19th Regimental band, W. Peel, the bandmaster, with the co-operation of Charles Wilson, of the opera house, and the several newspapers, who heralded the news, gave a concert in the opera house on Friday evening, the whole proceeds of which were to go to relieve the prevailing distress. The house was packed

and a goodly sum was realized and placed in the custody of a citizens' committee for distribution among the destitute. The various church bodies are looking after the poor of their congregations as far as possible, and the Salvation Army is doing noble work. They give free lunches and distribute clothes, etc., to the needy poor. Willard D. Woodruff has, at his private expense, opened a soup kitchen on Ontario street.

William H. Bunting, one of our most extensive fruit growers and president of the Fruit Growers' Association, has been in Ottawa, where he lectured before His Excellency the Governor-General and a large company, on the value of fruit growing. Mr. Bunting has had long and valuable experience in this branch of business and knows whereof he speaks.

Had loads of hay been on the market grounds last Thursday the owners could easily have realized twenty dollars per ton, as there was a keen demand for that article, but on account of the bad state of the roads there was none to be secured. And on Saturday the market was poorly attended on account of the severe cold weather. Prices in all kinds of commodities were high. Many hucksters who usually frequent the market did not attend.

Alderman James T. Petrie, one of our foremost grocers, has been selected by the council as chairman of the finance committee, and as he has proved to be a successful business man he should acquit himself satisfactorily as an alderman and as chief of the finance department.

Jacob Fritz, of Vineland, is arranging to establish a canning factory at Vineland. He has considerable of the required machinery installed, and will shortly have the remainder in place. The country around Vineland is well stocked with fruit trees and bushes of all varieties, and a cannery at that place should prove a paying concern.

February is the dull season in all branches of trade. The only factory that has a full complement of employes is the Welland Vale manufactory. Some of the manufacturing establishments are almost completely shut down, having only a few employes, whilst others are as silent as the grave. No orders coming in is the general tone, and while this state of affairs lasts the merchants feel the effects by not having ready sale for their goods, or, if sold, are compelled to grant credits to their customers, something they do not care to do in many instances.

(Additional Correspondence on Page 60)

TRADE NOTES.

J. E. Lachance, grocer, of Quebec, has assigned.

Bentham Bros., grocers, of Flesherton, Ont., have assigned.

J. A. Guite, general merchant, of Black Cape, Que., has assigned.

A. Francoeur & Co., grocers, Sorel, Que., have made an assignment.

J. R. Van Norman, grocer, of Winnipeg, has made an assignment.

Taylor & Williams, grocers, of Chatham, Ont., are retiring from business.

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JOHN BAYNE MACLEAN President

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SIGNIFICANT TO CANNING TRADE.

The fact that the application of the recently-organized Association of Independent Canners for connection with the National Canners' Association was so favorably received and acted upon at the recent convention in Cincinnati, is significant to the Canadian trade in several ways. First, the fact that these canners were so readily recognized among this representative body of American canners is an evidence of the important position the Canadian canning industry now occupies. Again, the fact that members of the independent association have allied themselves with the National body seems to point to further development of the Canadian organization. It is suggested, also, that one reason for the affiliation was the hope that at some time in the not distant future, the convention, such as has just been held in Cincinnati, may be prevailed upon to meet in Canada, and probably in Toronto.

MUST GUARD OUR EXPORTS.

The report of W. T. R. Preston to the Canadian Department of Commerce, from Hong Kong, mentioned in detail on another page, to the effect that large quantities of Canadian butter of an inferior quality have been shipped to Japan recently, draws attention to a serious condition of affairs which should be carefully guarded against. At a time when Canada is just beginning to develop a market for her produce in Japan the matter is particularly regrettable.

We are in a position to supply considerable produce to the east, and the market seems to have been opening out favorably and profitably, but if produce of inferior quality is exported, as is alleged in the report, we cannot hope for any further development. The matter is one which should be most carefully guarded against.

STUDY YOUR TRADE JOURNAL.

Plenty of grocers are trying to work out a successful business single-handed. They are conducting their business enterprises according to pre-conceived ideas, along well-beaten lines, forgetting that improved methods are continually being devised and adopted by progressive merchants, with the result that trade is coming to them easier, and they are finding that business is becoming more and more of a pleasure.

Undoubtedly the most important factor contributing to this is the influence of the trade journal. In it the newest and most effective trade-bringing methods are described, with the results following their adoption, and the merchant who does not spend a specified time periodically reading his trade journal is losing an opportunity of acquainting himself with the most modern thought of the leaders in his line, and should not be surprised if he finds that his competitors are outstripping him in the race for success. The merchants who are the most successful look upon the time given to a study of their trade paper as time well spent.

A MERCHANTS' CLEARING HOUSE

A plan for a "commercial clearing house," an institution through which business houses may settle their debts and collect their bills among themselves without recourse to the banks, has been launched by the Chicago Creditmen's Association.

Representatives of three hundred and fifty large business houses have enthusiastically endorsed the proposal and a special committee has been appointed to make an investigation with a view to devising ways and means to put the plan into operation.

The plan is simply the adaptation of the "bankers' clearing house system" to the needs of mercantile affairs. Large mercantile houses could proceed at once to effect debtor and creditor settlements among themselves by the exchange of cancelled checks, in a manner similar to the settlements made by banks, without the necessity for the exchange of real money. These mercantile settlements would be made on the basis of values of sound mercantile accounts.

The success of this plan in Chicago will place a powerful weapon in the hands of merchants who feel that they

are not securing fair treatment from the banks, many complaints of this nature having been heard during the past few weeks.

SHORTAGE OF WORKING CAPITAL.

The great majority of business failures which come to light from day to day, whose assets and liabilities are reported with any degree of detail, seems to show that the amount of working capital is altogether too small a proportion of resources for safety. It is skating on thin ice, says the Wall Street Journal. A concern whose failure was recently announced, which did a manufacturing and commercial business, was found to have something like \$300,000 of liabilities, \$500,000 of assets, mainly in the form of stocks which could not readily be converted into cash, and but \$557 of cash, only about 10 per cent. of which was in bank.

Aside from the question of the proportion of cash to stocks and supplies, it is not likely that a business concern with only \$57 in bank, and half a million assets, is likely to stand very well with the bank because of the low state of its account. In time of need accommodations for such a depositor are difficult to get. The bank is more interested in the balance on its own books than it is on the ample supply of goods on hand. Instead of their being a source of strength, large stocks are an element of danger in mercantile enterprise. Large stocks are apt to mean low cash assets. It is far safer to reverse the order by converting stocks into cash, thus improving both credit and cash resources even at the expense of the loss of some custom.

KEEP INFORMED.

Knowledge is power, therefore, get knowledge. Many people realize this, yet few put it into practice. The merchant who fails to keep posted on trade conditions and trade doings, is losing power and losing money at the same time. In this connection, there are two sources of information which a dealer should never neglect—the commercial traveler and the trade newspaper. The dealer is prone to consider the first-named as a personage from whom he must, perforce, buy goods, and the second as a necessary sort of evil, costing a dollar or more a year. Such a mistake! Dealers should get value out of both traveler and trade paper. Consider them as servants and derive as much information and assistance from them as is possible.

QUIETNESS IN NOVA SCOTIA

Small Lumbering Business is Affecting Trade Generally—Butter, Eggs and Poultry Scarce—Shipments of Fish to Brazil.

Halifax, N.S., Feb. 10.

The grocery business is not quite as brisk at this season of the year as usual, and the cause assigned by the jobbers is the quietness of the lumbering industry, very few of the large camps being in full operation. Prices, generally, are steady, and collections are fair. The only change of special note is in the price of canned goods, there being a general advance of 2½c per dozen on fruits and vegetables. This, however, was anticipated, because of the light pack in this class of goods.

The market is well supplied with fresh fish for the season of the year. Salt mackerel are very scarce and the price high, the demand from the American market being very heavy. The shipments of fish are very heavy now, due to the near approach of the Lenten season. Lobsters are high on the local market, the smallest selling for \$1.50 per dozen:

Among the large cargoes of fish sent away from Halifax last week was one to Santos, Brazil, the barquentine C. R.C. taking 3,588 packages of dry fish, valued at \$37,000. The shipment was made by the C. E. Robbin Collas Company.

Butter continues a very scarce article and the receipts of fresh stock are very small. The price, however, has not changed, but the dealers say that it is probable an early advance will take place.

Very few fresh eggs are now coming on the market, the extreme cold weather having very seriously affected the supply. Good case eggs can be bought for 25c to 26c, but fresh laid are worth from 35c to 40c per dozen. These prices, however, are much below those ruling at the same season last year.

There is a marked scarcity of poultry in Halifax at the present time, and good stock is eagerly sought after. The dealers cannot get sufficient to supply their customers. Nearly all the available birds in Nova Scotia have been bought up, and the farmers received fancy prices for their stock. The dealers say that the demand for poultry is increasing year by year, and that the country is not raising sufficient to supply the home markets. Some of the dealers had to import poultry from New Brunswick last week. Turkeys are worth 22c per pound, and chickens 20c.

At the week-end Halifax was threatened with a beef famine. Three cars of beef, containing in all 480 quarters, were stalled the other side of Montreal, and had not arrived up to Saturday. The city victuallers had considerable difficulty in securing sufficient stock to

meet the requirements of their customers.

The market at the present time is almost bare of apples. The weather has been so cold that it was impossible to move perishable fruit, but as soon as a mild spell strikes us lots of fruit will be marketed.

S. Y. Wilson, and A. H. Whitman, of Halifax, and E. C. Whitman, of Canso, were the Nova Scotia representatives who waited upon the Government last week, to urge the appointment of a fisheries board.

The retail merchants have appointed A. L. Wood as their representative on the Board of Trade Council. The chairmen of the various committees of the board are as follows: Groceries, H. G. Bauld; hardware, W. G. Robertson; dry goods, E. J. Murphy; flour, U. B. Shaffner; fish, A. H. Whitman; manufacturing, Edw. Clayton; West Indies, A. E. Jones; tariff and customs, H. R. Silver; insurance, Geo. E. Faulkner.

James Kenny, of Clark's Harbor, recently made a shipment of two barrels of live lobsters to Toronto, via Boston, for the purpose of testing the market and the time of transit by that route. The lobsters sold for 8c a pound. The loss in dead lobsters was 25 to a barrel, but the rest were in fine condition.

IMPROVE TORONTO FRUIT MARKET.

Grand Trunk Railway Will Take Steps to Render Present Premises More Satisfactory.

The troublesome question of establishing a more commodious fruit market in Toronto was again discussed on Feb. 6th at a conference between a special civic committee and representatives of wholesale and retail fruit men, the Ontario Fruit Growers' Association and the different railways concerned. The market is at present in the hands of the Grand Trunk, being situated in the old Great Western Railway station at the foot of Yonge Street.

It is generally conceded that the present premises are inadequate both as to size and transportation facilities. It is urged that a market should be secured in such a locality as would be in touch with all the transportation companies bringing fruit to the city. The most suitable place for such a market would be on the water front on the east side of the Yonge Street dock.

But while it is true that the demand for a new market has behind it a large number of people interested in fruits, there is no unanimity among the fruit

men. Indeed, the biggest dealers are emphatically opposed to the proposal to erect a civic market. Some of them have invested heavily in their present premises and spent large sums of money in enlarging and improving their buildings. It is not difficult to understand their opposition to a measure which would seriously injure them financially and upset their plans. They contend that an expenditure of a few thousand dollars on the present market would meet the requirements of the trade.

This latter suggestion was most favorably received by the committee. A representative of the Grand Trunk, who was present at the conference, stated that his company was prepared to spend three or four thousand dollars on the present market. They would set apart the whole of the old station for market purposes, place a new roof on it and in every way improve the place. While the committee seems to favor a permanent market, they decided to accept the Grand Trunk's offer and utilize the present site.

LUMBERS AND KINNEARS EVEN.

Toronto Wholesalers' Hockey League Assumes Interesting Position—Last Year's Holders Lose Cup.

A strenuous game in the series of the Toronto Wholesalers' Hockey League at 'Varsity rink on Monday night, in which the Jas. Lumber Co. team won from the Brokers, placed two of the teams on a very interesting basis. The Lumbers team and the T. Kinnears Co. team have each won two and lost one game in the series, and are now on an even footing.

The Brokers, who were the speediest team in the league last year, and who carried off the cup, have been unfortunate in several ways this season and have not been up to form. As a result of Monday's game they lose the coveted cup. Which of the two teams will get it is very problematical—Both have been playing a pretty good brand of hockey lately and a good deal of helpful interest has been taken by each of the respective wholesale houses.

The final and deciding game, which is scheduled to take place at 'Varsity rink to-night at 9 pm., will in all likelihood be a battle royal.

The score of Monday's game, 4 to 0, makes things look worse than they really were. The forward line was the weak spot in both teams, both defence detachments doing good work. For Lumbers Boyd did good work, and Billy Ford played a cracking good game. For the Brokers, Millman, Billy May and Ferguson all showed well. "Ade" Millman, who had his wrist hurt in the last game was an enthusiastic spectator, but his absence was largely felt. The line-up was as follows:

Lumbers Co.—Goal, "Wes" Lumbers; point, Kerr; cover, Boyd; forwards, Ford, Fred. Lumbers, Wylie.

Brokers—Goal, Ferguson; point, P. F. Millman; cover, "Billy" May; forwards, Webber, Geo. Watt, Blackburn.

M. J. Conway, who has been conducting a grocery and confectionery in Milton, Ont., has assigned.

EFFECTIVE WINDOW DRESSING

Montreal Grocer's Window Artistically and Tastily Decorated, Proves Effective in Helping to Sell Goods.

That a novel and attractive display will sell goods has again been demonstrated by the window shown herewith, which was in the grocery of George Graham, one of Montreal's most progressive and up-to-date stores, situated on St. Catherine St., in the heart of the shopping district. The window was designed and built by the advertising department of the National Drug and Chemical Co., of Canada.

The cut reproduced herewith hardly does justice to this skillfully built display, which, with exception of the foundation, window frame and roof, which were painted on cardboard, was entirely built of 16 oz. tins of baking

powder. The muslin curtains and blinds gave the house a very real look.

The floor of the window was laid with artificial grass and a border of white stones around the foundation made an effective setting to the house.

Autumn leaves were scattered carelessly over the floor of the window, and a few pyramids of tins of baking powder together with a fern and two cutouts completed the display.

This window proved irresistible to the children, who invariably drew their parents' attention to it, and in one instance a little girl ran all the way home (several blocks) and made her mother come and see it.



A Baking Powder Window in Geo. Graham's Grocery, Montreal.

REVIEW OF PACIFIC FISHERIES.

Fishing and Packing Industry on the Coast Flourished During 1907.

Excellent progress has been made in the fisheries industry of the Pacific Coast during the past year, the value of the products during 1907 exceeding \$26,000,000, according to statistics gathered by Miller Freeman, publisher of the Pacific Fisherman, the annual edition of which publication has just been issued at Seattle, Wash. The following facts relative to the fishing industry on the Coast are brought out in the annual issue:

The pack of canned salmon during 1907 for the whole coast was 4,015,169 cases, as compared with 3,817,316 cases for 1906. There was a decrease of 161,873 cases of Reds as compared with 1906, also of 137,427 in Sockeyes. The pack of Pinks and Chums was 457,450 cases larger than last year and exceeded that of any previous year.

The pack in Alaska has been exceeded in only one other year, that of 1902, when the big Pacific Packing & Navigation Company was in its palmy days, the output that season being some 260,000 cases higher.

In British Columbia the output was considerably below normal, due to the

depletion of the Fraser River fisheries. Columbia River also shows a reduced pack, largely due, however, to the fact that the Chinook salmon, which is most plentiful in that stream, is in heavy demand by mild cure packers.

Mild cure salmon, a name given to a specially prepared article, packed in 800-pound tierces, reached a total of over 15,000 tierces. The trade for this product originally began in Germany, but a large demand is springing up throughout America. The hard-salted barrel salmon pack amounted to 37,021 barrels, considerably larger than any other season. The production on Puget Sound was unusually large.

Halibut fishing has made most remarkable gains during the past year. There are now thirteen steamers employed in bringing this fish from the banks to Seattle, Tacoma and Vancouver, B.C., from whence it is shipped to all parts of the country by passenger express. In addition there are thirty-five halibut schooners fitted with auxiliary power running into Seattle. The total production for the year approximated nearly 50,000,000 pounds.

The codfish production for the whole Coast showed a slight falling off from 1906, caused by the arbitrary action of the Russian Government in driving a part of the San Francisco fleet off the Siberian Coast grounds. The prejudice which has for so long existed against Pacific codfish has been largely overcome by reason of intelligent, well-directed efforts of the packers to improve their methods of handling and packing. In this connection the finest codfish plant in the world exists at Anacortes, Wash.

The total catch reached 13,556,029.

On the Pacific Coast the oyster industry is assuming large proportions. The output is increasing rapidly and the market therefore is being constantly extended throughout all the territory west of the Rocky Mountains.

The lesser branches of the industry all show a healthy condition. In fact, it is evident that the entire fishing industry is on a better and more prosperous basis than ever before.

The detailed figures of valuation of Pacific Coast fish products for 1907 are as follows:

| | |
|---|---------------------|
| Canned salmon | \$17,829,607 |
| Mild cure salmon | 1,466,990 |
| Salt barrel salmon | 385,885 |
| Fresh and frozen salmon... | 350,000 |
| Halibut | 3,000,000 |
| Whaling | 500,000 |
| Codfish | 667,801 |
| Oysters | 1,000,000 |
| Canned clams | 140,000 |
| Canned crabs | 35,000 |
| Canned sardines | 150,000 |
| Miscellaneous fresh and cured fish trade not otherwise listed | 1,000,000 |
| Total | \$26,525,283 |

THE CANADIAN GROCER

| | | |
|-----------------------------------|-------|--------|
| Lawtonberries— | | |
| 2's, H.S. | 2 30 | 2 27½ |
| 2's, preserved | 2 55 | 2 52½ |
| Gals. standard | 7 80 | 7 77½ |
| Peaches— | | |
| 1's, yellow (flats) | 2 20 | 2 17½ |
| 2's, yellow | 2 40 | 2 37½ |
| 2's, yellow | 3 30 | 3 27½ |
| 3's, yellow | 3 65 | 3 62½ |
| 3's, yellow (whole) | 3 05 | 3 02½ |
| 2's, white | 2 35 | 2 32½ |
| 2's, white | 3 25 | 3 22½ |
| 3's, white | 3 60 | 3 57½ |
| 3's, not peeled | 1 80 | 1 77½ |
| Gal., pie, peeled | 7 55 | 7 52½ |
| Gal., pie, not peeled | 5 55 | 5 52½ |
| Peas— | | |
| 2's, Flemish Beauty | 1 95 | 1 92½ |
| 2's, Flemish Beauty | 2 30 | 2 27½ |
| 3's, Flemish Beauty | 2 45 | 2 42½ |
| 2's, Bartlett | 2 15 | 2 12½ |
| 2's, Bartlett | 2 50 | 2 47½ |
| 3's, Bartlett | 2 65 | 2 62½ |
| 3's, pie | 1 50 | 1 47½ |
| Gal., pie, peeled | 4 55 | 4 52½ |
| Gal., pie, not peeled | 3 80 | 3 77½ |
| 2's, light syrups | 1 45 | 1 42½ |
| 3's | 1 97½ | 1 94½ |
| Pineapple— | | |
| 2's, sliced | 2 05 | 2 02½ |
| 2's, grated | 2 15 | 2 12½ |
| whole | 2 85 | 2 82½ |
| Plums, Damson— | | |
| 2's, light syrup | 1 35 | 1 32½ |
| 3's, light syrup | 1 90 | 1 87½ |
| 2's, heavy syrup | 1 50 | 1 47½ |
| 2's, heavy syrup | 1 85 | 1 82½ |
| 3's, heavy syrup | 2 25 | 2 22½ |
| Gal., standard | 3 65 | 3 62½ |
| Plums, Lombard— | | |
| 2's, light syrup | 1 40 | 1 37½ |
| 3's, light syrup | 1 92½ | 1 89½ |
| 2's, heavy syrup | 1 55 | 1 52½ |
| 2's, heavy syrup | 1 90 | 1 87½ |
| 3's, heavy syrup | 2 15 | 2 12½ |
| Gal., standard | 3 85 | 3 82½ |
| Plums, greengage— | | |
| 2's, light syrup | 1 45 | 1 42½ |
| 2's, heavy syrup | 1 60 | 1 57½ |
| 2's, heavy syrup | 1 90 | 1 87½ |
| 3's, heavy syrup | 2 17½ | 2 15 |
| Gal., standard | 4 15 | 4 12½ |
| Plums, egg— | | |
| 2's, heavy syrup | 1 87½ | 1 85 |
| 2's, heavy syrup | 2 17½ | 2 15 |
| 3's, heavy syrup | 2 50 | 2 47½ |
| Rhubarb— | | |
| 2's, preserved | 1 80 | 1 77½ |
| 3's | 2 55 | 2 52½ |
| Gal., standard | 3 55 | 3 52½ |
| Raspberries, Red— | | |
| 2's, L. S. (Shafferberries) | 2 15 | 2 12½ |
| 2's, H. S. | 2 30 | 2 27½ |
| 2's, preserved | 2 55 | 2 52½ |
| Gals., standard | 7 80 | 7 77½ |
| " solid pack | 10 55 | 10 52½ |
| Raspberries, Black— | | |
| 2's, black, H. S. | 2 30 | 2 27½ |
| 2's, preserved | 2 55 | 2 52½ |
| Gals., standard | 7 80 | 7 77½ |
| " solid pack | 10 55 | 10 52½ |
| Strawberries— | | |
| 2's, heavy syrup | 2 30 | 2 27½ |
| 2's, preserved | 2 55 | 2 52½ |
| Gals., standard | 7 80 | 7 77½ |
| Gals., solid pack | 10 55 | 10 52½ |
| VEGETABLE | | |
| Asparagus— | | |
| 2's, tips, California | 3 80 | 3 77½ |
| Beets— | | |
| 2's, sliced, sugar and blood red | 1 15½ | 1 12½ |
| 2's, whole | 1 02½ | 1 00 |
| 3's, sliced | 1 35 | 1 32½ |
| 3's, whole | 1 21½ | 1 18½ |
| Beans— | | |
| 2's, golden wax | 0 95 | 0 92½ |
| 3's | 1 40 | 1 37½ |
| Gals. | 4 55 | 4 52½ |
| 2's, refugee or valentine (green) | 0 95 | 0 92½ |
| 2's, crystal wax | 1 05 | 1 02½ |
| Red kidney, 2's | 1 10 | 1 07½ |
| Lima 2's | 1 35 | 1 32½ |
| Corn— | | |
| 2's | 1 00 | 0 97½ |
| Gal., on cob | 4 92½ | 4 89½ |
| Carrots— | | |
| 2's | 1 00 | 0 97½ |
| 3's | 1 10 | 1 07½ |
| Turnips— | | |
| 3's | 1 10 | 1 07½ |
| Cabbage— | | |
| 3's | 0 95 | 0 92½ |
| Cauliflower— | | |
| 2's | 1 50 | 1 47½ |
| 3's | 1 90 | 1 87½ |
| Succotash— | | |
| 2's | 1 30 | 1 27½ |
| Parsnips— | | |
| 2's | 1 00 | 0 97½ |
| 3's | 1 10 | 1 07½ |
| Peas— | | |
| 1's, extra fine sifted | 1 10 | 1 07½ |
| 2's, standard | 0 95 | 0 92½ |
| 2's, early June | 1 05 | 1 02½ |
| 2's, sweet wrinkled | 1 10 | 1 07½ |
| 2's extra fine sifted | 1 40 | 1 37½ |
| Gals., No. 4 | 3 75 | 3 72½ |

| | | |
|--|-------|----------|
| Pumpkins, 3's | 0 97½ | 0 95 |
| Gal. | 3 05 | 3 02½ |
| Spinach— | | |
| 2's | 1 55 | 1 52½ |
| 3's | 2 05 | 2 02½ |
| Gals. | 5 20 | 5 17½ |
| Squash— | | |
| 3's | 1 22½ | 1 20 |
| Gal. | 3 55 | 3 52½ |
| Tomatoes— | | |
| 2's | 1 10 | 1 07½ |
| 3's, all kinds | 1 30 | 1 27½ |
| Gals., all kinds | 3 80 | 3 77½ |
| Baked Beans— | | Per doz. |
| 1's baked beans, plain, 4 d z | | \$0 50 |
| 1's " in tomato sauce, 4 doz | | 0 50 |
| 1's " in chili sauce, 4 doz | | 0 50 |
| 2's " plain | | 0 30 |
| 2's " in tomato sauce | | 0 80 |
| 3's " in Chili sauce | | 0 80 |
| 3's " plain | | 1 00 |
| 3's " in tomato sauce | | 1 00 |
| 3's " in Chili sauce | | 1 00 |
| Brand—Red Cross, Little Chief, Log Cabin, Aylmer | | |
| Delhi, Simcoe, Clark's, etc. | | |
| Catsup— | | |
| 2's tomato catsup, tips, Red Cross | 0 75 | |
| 2's " " Delhi | 0 85 | |
| Gal. " " Aylmer | 5 00 | |
| Gal. " " " (crew tops) | 5 50 | |
| Gal. " " Tiger | 4 50 | |
| Gal. " kegs (10 gals) per gal | 0 45 | |
| Gal. " jug | 0 00 | |
| 1/2 p's " Delhi "New Process" | 1 00 | |
| " " " Aylmer, "Canada First" | 1 00 | |
| " " " Simcoe, "Lynn Valley" | 1 00 | |
| " " " Lalo, "Monarch" | 1 00 | |
| " " " Delhi, "Epicure" | 1 20 | |
| " " " Delhi, "Epicure" | 1 80 | |
| " " " Red Seal | 1 50 | |
| " " " Delhi, "Epicure" | 3 00 | |
| " " " Red Seal | 3 00 | |
| " " " Delhi "New Process" | 3 00 | |
| " " " Aylmer, "Canada First" | 2 00 | |
| " " " Simcoe "Lynn Valley" | 2 00 | |
| " " " Lalo, "Monarch" | 2 00 | |
| " " " Tiger | 1 75 | |

ONTARIO MARKETS.

POINTERS—

- Sugar—Steady.
- Beans—Advanced.
- Evaporated Apples—Firmer.
- Tobacco—Firm.
- Collections—Fair.

Toronto, Feb. 13th, 1908.

Business is somewhat more encouraging this week in wholesale circles, and more assurance is evident. The recent storms reflected, and road blockades reflected on the country in a remarkably direct way, and made matters exceedingly quiet. This week the travelers are able to get around on country roads and orders are coming in a good deal more satisfactorily. As a result of the storm also retail business in many localities enjoyed a rush of trade on the opening of the roads.

Collections are not much more satisfactory. Renewals are asked for in a good many cases and it will be necessary for the wholesalers to carry over a good deal of finances till spring.

The markets generally have been fairly steady during the week. The non-arrival of trains from Montreal reduced supplies of sugar and tobacco to almost an alarming extent toward the end of last week, but stocks of these goods have been fairly well filled up again this week.

TEAS—Business locally continues fair with some activity in low grades. Various reports come in from other markets. One current on the street early in the week from London noted a "droop" of a halfpenny in some low grades. Other later advices point to an early recovery. An extract from a letter from Ceylon, received by a prominent local tea firm, says: "All over the world there is a

shortage of common tea. Buyers in every country are simply covering their wants from hand to mouth, and waiting in hope of a drop. The output of tea will not materially increase for the next four or five years. In fact, in regard to Ceylon, I look to see a steady falling off, owing to so much tea land having been interplanted with rubber. I reckon that there are 50,000 acres of this, which means in due course reducing the yield of tea from this land by 25 million pounds per annum. As against this there is a steadily increasing consumption and the two things combined, in my opinion point to higher prices for tea in the future than we have ever seen in the past, and it is a factor which should be carefully studied."

W. J. & Hy. Thompson's London circular, dated Jan. 30, gives some interesting information, as follows:

"The return just issued by the Indian Tea Association, giving the estimated quantity still to be sold to close crops forms a valuable guide as to the probable course of events during the next few months. It appears that the balance remaining is much the same as it was a year ago, being sufficient to provide roughly 30,000 packages per week to the end of June—not too much in view of the fact that the country generally is admittedly working on short stocks. A good steady market thus seems probable, although anything in the nature of a further rise in prices seems to be largely dependent on supplies from Ceylon, which at the moment point to being smaller than usual, especially when compared with the heavy outturns last spring. Imports from China of tea of very common quality have been considerable during the past few weeks, and may to an extent affect the market for the poorer sorts, but the quantity is scarcely likely to be large enough to have much bearing on the statistical position."

COFFEE—Business locally is fair, with an active outlook. Of the general situation, Willett & Gray speak as follows: "The markets rule steady, with a hardening tendency. The sentiment of the coffee world in many quarters remains bearish in favor of lower prices, because stocks in the interior, both here and in Europe, are low and dealers are in hopes of being able to replenish at lower instead of higher prices."

"The cables received from Havre have quoted that market as 'barely steady' or 'weak' ever since last year, when prices were fcs. 36.00 for the spot month, although the market to-day is fcs. 43.50 for the spot month, which illustrates that any advance is not based upon speculative feeling for better prices, but upon absolute necessities."

The trade generally looks with fear upon the Government holdings, being afraid that they might be offered in a way to upset the market. The president-elect of the State of San Paulo has declared in positive terms that the Gov-

RETAIL GROCERS' BALL

Large Number of Toronto Grocers and Their Friends Enjoy Function Wednesday Evening.

The grocery trade in Toronto, both wholesale and retail branches, was particularly well represented at the annual ball of the Toronto Retail Grocer's Association on Wednesday evening, Feb. 12th. This function is usually one of the most enjoyable of the year and Wednesday evening's entertainment should go a long way to make it even more popular than usual. The various committees are to be commended for the success of their efforts.

About one hundred and twenty couples were in evidence when dancing commenced in the big ballroom on the sixth floor and beside these there were present a number of gentlemen, unattached, so to speak, who enjoyed themselves at the card tables around the corridors of the building.

The ballroom was tastefully decorated, the music was good and everybody seemed to be having a perfectly jolly time.

A pleasing dinner was served between dances in the dining-room off the hall which was specially decorated for the occasion.

The members of the association represented in the various committees having the function in charge were: President, Fred Thorne; vice-president, Tom Clark; secretary, D. Bell and B. Snow, B. Panter, R. Van Loan and Frank Johnson.

Among the members of the trade in Toronto The Grocer representative noticed the following:

J. Mortimer, Jas. Norris, H. C. Scully, W. Martin, T. Holman and Chas. E. Coutts, all of the Christie, Brown Co.; W. J. Bell, of Faromel, Limited; Sam McGiffen and Ed. Oke, of Clemes Bros.; Frank Johnson, J. E. Johnson, J. Butcher, Sr. and J. Butcher, Jr. and Mrs. Butcher; W. P. Eby and Jas. Taylor, of the Eby, Blain Co.; J. M. Wright, of the MacLaren Cheese Co.; S. S. Richardson, of the Wilson, Lytle, Badgerow Co.; W. E. Spittal and F. McCable, of the Pure Gold Co.; R. Van Loan; J. F. Smith, of the United Factories; Chas. Rupert, of H. W. Nelson; C. B. Rennie, of T. Kinnear Co. and Mrs. Rennie; A. Hutchinson, of Jno. Taylor & Co.; J. Murphy of Rutherford, Marshall Co. and Mrs. Murphy; B. Cope, of Gunns, Limited; J. F. Howitt, of the McIntosh Co.; E. S. Addison, of the Bredin Bread Co.; Fred Stewart, of Jas. Lumbers Co.; D. Ratcliffe, Fred Mouthey, Mr. Ferguson, S. Searle, of Douglas & Ratcliffe; R. J. McNicol, of Melagama Tea; Fred Luttrell, of Chas. Kimptons; Capt. J. Adams and R. J. Blackburn, of Davidson & Hay; Jas. Adams, J. M. Bowes and L. Kemp, of J. A. McLean Co.; R. D. McBride, F. Sabine, of the Queen Canning Co.; Tom Young, of Willard & Co.; F. Rodgers; J. J. Craig, of the Vair Produce Co.; James Miller, of the F. T.

ernment does not intend to sell until consumption needs and claims the coffee; and further, that the Government is in position to hold its supplies in view of the present small crop and a small crop to follow, until these supplies are wanted for consumption."

SUGAR—The local market is steady and firm. Stocks were reduced almost to nil at the end of last week as a result of the railroad blockade between Toronto and Montreal, but this week has remedied matters.

| | |
|---|------|
| Cane lumps, in 50-lb. boxes | 5 45 |
| in 100-lb. | 5 35 |
| St. Lawrence granulated, barrels | 4 50 |
| Redpath's granulated | 4 50 |
| Acedia granulated | 4 35 |
| Berlin granulated | 4 40 |
| Phoenix | 4 45 |
| Bright coffee | 4 40 |
| No. 3 yel. c.w. | 4 30 |
| No. 2 | 4 20 |
| No. 1 | 4 15 |
| Granulated and yellow, 100-lb. tags 5c. less than bbls. | 4 15 |

SYRUPS AND MOLASSES—Business is not what it ought to be at this time of the year and not a great deal of interest is evident. Prices are unchanged.

RICE AND TAPIOCA—Rice remains steady with little business passing. Tapioca is perhaps a little easier though reports from India indicate a firmer primary market.

| | |
|-----------------------|---------|
| Rice, stand. B. | Per lb. |
| Bangkok | 0 03½ |
| Patna | 0 35 |
| Japan | 0 05½ |
| Java | 0 06 |
| Sago | 0 05 |
| Seed tapioca | 0 07 |
| Tapioca, medium pearl | 0 05½ |

SPICES—Business is fairly active, with prices steady.

| | | |
|------------------------------|------|------|
| Peppers, blk. | 0 18 | 0 20 |
| white | 0 25 | 0 30 |
| Ginger | 0 18 | 0 35 |
| Cinnamon | 0 30 | 0 75 |
| Nutmeg | 0 30 | 0 50 |
| Cloves, whole | 0 22 | 0 25 |
| Cream of tartar | 0 18 | 0 20 |
| Allspice | 0 17 | 0 20 |
| Mace | 0 18 | 0 20 |
| Mixed pickling spices, whole | 15 | 20 |
| Cassia, whole | 0 20 | 0 60 |
| ground | 0 25 | 0 50 |

BEANS—A very active demand has stiffened the market a point or two higher this week. Stocks held locally are very light, and it would probably be hard to find any quantity even at the prices quoted.

| | | |
|------------------------------|------|-------|
| Beans, hand picked, per bush | 1 75 | 1 95 |
| Prime N. 1 | 1 80 | 1 90 |
| Lima, per lb. | 0 07 | 0 07½ |

EVAPORATED APPLES—Active business has made these goods firm and considerable business is being done. 8½ cents is about the ruling price.

| | |
|-------------------|-------|
| Evaporated apples | 0 08½ |
|-------------------|-------|

HIDES AND WOOL—Very little stock is coming in and business is very quiet, though it is somewhat better than for the past two or three weeks.

| | |
|--|-------|
| Hides, inspected, cows and steers, No. 1 | 0 06 |
| No. 2 | 0 05 |
| Country hides, flat, per lb. | 0 04 |
| Calf skins | 0 07 |
| Kips | 0 06 |
| Lamb skins | 0 75 |
| Horse hides, No. 1 | 2 15 |
| 2 | 1 25 |
| Rendered tallow, per lb. | 0 04½ |
| Horse hair, per lb. | 0 25 |

A TRIP TO THE MEDITERRANEAN.

Jas. Lumbers, Sr., and Lennie Lumbers, of the Jas. Lumbers Co., wholesale grocers, Toronto, left last Friday on an extended trip to Egypt and Mediterranean ports. A desire for travel seems to have gotten hold of the Lumbers Co. It will be remembered that Jas. Lumber, Jr., is at present on a trip round the world with the News' travelers' party.

James Co.; R. Raymond, of the Sunlight Soap Co.; A. C. Maxwell, of the Maxwell Specialty Co.; Bert Dummall, of McWilliam & Everist; G. W. McLeland, with J. J. Fee; Fred Rupert, of Elliot Bros., Lampton Mills; L. Luke, Oshawa; Walter Boyce, of Boyce & Son; J. Beaumont; H. W. Dawson, of the Dawson Commission Co.; R. J. Stewart, W. T. Merriek, of Rose & La Flamme; J. Jolley, of the C. P. R. freight department; A. E. Coggins and Mrs. Coggins; H. H. Brown, J. C. Stephens, of Fred Humphrey; W. E. Sutton, of H. P. Eckhardt & Co. and others.

Between Dances.

The ubiquitous committee had troubles enough without having the uniformed Temple official throw open the dining-room doors before the chicken soup had properly got itself placed.

Dick Van Loan's tally-ho party from the banks of the classic Don woke up the echoes of the morning air. The old grey didn't run away this time and scatter the good things along the Gerard street bridge abutments.

The rhythmic strains of the popular air, "I'm Afraid to go Home in the Dark," was a favorite waltz with the happy couples. Capt. Adams, the old favorite, didn't miss a single number. Talk about favorites. He's it.

There wasn't a misdeal in the Christie Brown & Co. contingent, and what they don't know about euchre isn't down in Hoyle.

Grocers are pretty good judges of food products, but a serious problem for discussion was raised at the banquet as to what the brand of that coffee was.

Jack Wright and Fred. Luttrell told some characteristic 48th Highlander stories in the corridors. We said, corridors.

Wonder what was the matter with Dick Van Loan's buffet? Happy thought. Thanks!

Dave Radcliffe can't dance, but he can play euchre. All he needs is a better partner. Ask Alex. Hutchinson.

Harry Scully's moustache in absentio was much commented upon; but then, Harry's so good-looking anyway, and as sweet as a Christie ice wafer. And what a funny grip he has.

In the absence of James Lumbers, Sr., in Egypt, and James Lumbers, Jr., in Yokohama, Fred Stewart's smiling face was a very good substitute.

For a really handsome pair, W. T. Merriek and W. P. Eby were hard to beat—and they both can dance.

Bob Stewart, of Sherbourne street, dropped in a little late, but in plenty of time to have a hearty laugh with his old running mate, Fred. Manthie. Where, oh where, was Jerry Burns?

John Butcher, Sr. and Jr., were much in demand in the terpsichorean hall, and their dance programmes bear a lot of names.

R. C. Blackburn, the handsome young Adonis of the Davidson & Hay camp, had the proverbial happy smile of a well-enjoyed evening.

The Canada Brokerage Co., Limited, have issued their statement for the year 1907, and have declared a dividend of 7 per cent. on preferred stock, and 5 per cent. on common stock, besides adding a substantial sum to reserve fund. This result must be most gratifying to their many stockholders.

Stick to us, and your Customers will stick to you, because we can supply you with Coffees that will be carefully selected to suit the tastes of your special trade.

CHASE & SANBORN, THE IMPORTERS
MONTREAL

It pays to have proper connections in

The West

We have first-class facilities for distributing cars and we make a specialty of this line.

Consign your cars to us and please your customers. Our storage facilities are complete—plenty of room in our new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East **WINNIPEG, MAN.**

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
JOBBERs

¼-lb. tins—3 doz. in case.

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

**“Young-Tom”
Washing Powder**

which is “for PURIFYING and
CLEANSING UNEXCELLED.”

We make the Best High-Grade
Toilet and Tar Soaps.

Our aim is to place the product
of our factory in every Canadian
home.

The
**YOUNG-THOMAS SOAP CO.,
Limited**
REGINA, CANADA

Choicest Cured Meats

AT RIGHT PRICES

The holidays are over. Let us get down to business. We are ready to execute your orders for

| | |
|---------------------------------|---------------|
| Mild Cured Ham | Rolled Bacon |
| Boneless Prepared Bacon | Pure Lard |
| Skinned Boneless Backs | Lard Compound |
| Finest Baker's Shortening, etc. | |

Our one pound Pure Lard Bricks, (65 lbs in case) are trade winners. Write us for quotations on Pork and Beef products.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Potted Meats

always form an attractive and profitable line on your provision counter. We never had more satisfactory goods in this line than those we are sending out to-day. All made with the greatest care and under government inspection.

| | |
|---------------------|--------------------|
| Cooked Hams | English Brawn |
| Cooked Shoulders | Headcheese |
| Potted Hocks | Potted Pork Tongue |
| Potted Tender Loins | Potted Ox Tongue |
| Cooked Pigs' Feet | |

F. W. Fearman Co.

Limited

Hamilton, Ont.

"It Tastes Like More"



HAM and BACON

has that flavor about it that palate-tickling-power which makes your customer say "it tastes like more." That's the kind of Ham and Bacon, Mr. Grocer, which draws the dollars to your till. Ginger up your provision trade by specializing on the delicious Corona Brand.

WE HAVE NO RETAIL STORES!

THE MONTREAL PACKING CO.

Limited

MONTREAL, : P.Q.

Getting More Business

requires the handling of goods which will please the people you are after. In the line of provisions you will find

Ryan Brand

the best. These provisions are perfectly pure—declared to be so by the Government Inspector—and are really delicious in flavor. Moreover, our prices are right and our shipping and delivery system really efficient.

Get our prices to-day!

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

Butter A

Large of advic that the ment in cheese c ter than Another Old Co week a that eit have to before t be satis From th New Ze price for capturin despite Canada securing maintain

Quite houses tence, w acting. price to- ago, bei the latte finest p quotatio are still up to t market holdings

Stock: able a men hol in the h Many l must se cover th Be, and shrinkag alone a

This thinking eline to much it other.

Recei ed to 4 ous we year a; 2,053,63 boxes s

Distri this we one cen For all ers are Creame ings dw which

Dairy Produce and Provisions

Butter Advanced Sharply in Montreal—Other Produce Remains Steady—Canadian Hog Markets Continue Depressed and Very Quiet.

CHEESE AND BUTTER BULLETIN

Large exporting houses report receipt of advices from England which state that there has been a material improvement in the situation there in Canadian cheese demand being considerably better than it has been for some time. Another house in communication with Old Country importers received this week a letter in which it was stated that either New Zealand cheese would have to advance, or Canadian decline before the situation in England would be satisfactory for Canadian houses. From this one would infer that the New Zealand article, selling at a better price for buyers than the Canadian, was capturing the lion's share of the trade, despite the efforts of able agents of Canadian firms, who are handicapped in securing orders owing to the firm price maintained by exporters in Canada.

Quite satisfied, though, are the large houses mentioned in the opening sentence, with the business they are transacting. They are securing a better price to-day than was obtainable a week ago, being in receipt of 13c to 13½c, the latter figure being obtained for the finest product, an advance of ½c over quotations given in last report. There are still some lots which are not quite up to the mark which are finding a market at 12½c, but these are isolated holdings.

Stocks being low, there is noticeable a conservatism in the attitude of men holding them. They are still not in the least anxious to run after orders. Many holders of cheese to-day simply must secure 13½ to 13½c in order to cover themselves, for they purchased at 13c, and have to make carrying charges, shrinkage, and other such expenses let alone actual profit.

This is one of the chief reasons for thinking that the market will not decline to any extent, fluctuate however much it may one cent this way or the other.

Receipts of cheese last week amounted to 44 boxes, against 119 boxes previous week, and nil boxes same week a year ago. Total receipts amount to 2,053,635 boxes, against 2,349,270 boxes same period a year ago.

Distinctly firmer is the butter market this week, prices having soared fully one cent and a half in some instances. For all finest fall make creamery dealers are asking and securing 30 to 31c. Creamery is exceedingly scarce, holdings dwindling week by week, at a rate which is rather alarming, under the

storm of steady orders which are coming in from all sides.

Current receipts amount to almost nothing, as will be seen from the figures and dealers do not count upon securing any stocks of present make. One house stated that their supply would be quite exhausted within two weeks unless they cut down orders arriving to actual requirements of their customers.

Under the circumstances the tendency of the market cannot be otherwise than toward increased firmness. As stated, receipts of to-day amount to nothing. All the creameries practically, have shut down, and even were a few of them operating they would not be in a position to ship their make to the city owing to the condition of the country roads since the last series of heavy snowstorms. Nor is the situation like-

ly to be relieved within four or five weeks.

Considerable butter was shipped to Ontario during the course of the week, while a nice business was done with points right in Quebec Province, outside of Montreal itself.

The Canadian market is not alone in its firmness, English and American advices noting high prices in those countries also.

Dairy butter is very scarce and quoted at 25 to 26c for solids and rolls, chiefly the latter. Purely nominal prices for current receipts of creamery are 28½ to 29½c.

Receipts of butter last week were 225 packages, against 1,014 packages previous week and 784 packages same week 1907. Total receipts for the season amount to 410,582 packages, against 605,616 packages same period a year ago.

THE PROVISION SITUATION

Reports from Canadian packers this week are no more encouraging than they have been for three weeks past. Business is quiet, dimly quiet, and the outlook is not at all bright. Conditions similar to those described a week ago are still existent, not only in the Canadian markets, but also in the producing countries of the world.

The British market is perhaps a little brighter, though it has not recovered to any great extent from the depression which has been over-ruling it since the end of December.

Surprising activity still continues among the Danish hog raisers and packers. The enormous aggregate of the shipments of last week, 41,000, shows just how great this is. The Americans, too, have been making records. Last week's shipments to the British market were 19,000. This aggregate was the largest that a representative local packer, when questioned, could remember.

In the face of all this, the outlook for Canadian business is very bad. And this is not only the result of unfavorable conditions in foreign markets, but is also due to the fact that supplies being delivered here are practically nil. "We have not had a delivery to speak of for the last ten days," said a Toronto packer on Tuesday, "and there is very little business passing." Of course, the delivery of stock has been practically impossible by reason of the impassable condition of the country roads, but at the prices offered there is no particular inducement to farmers to sell

their hogs. Stock f.o.b. is bringing only \$4.90 this week, the same price as was offered at last report, and for hogs off cars \$5.30 to \$5.40 is offered, according to distance of shipment.

The condition ruling in the American markets is summarized in the following report from the New York Journal of Commerce:

"The past week witnessed fair activity in future hog products, at the opening, at concessions in prices under heavy receipts of hogs, until the shorts had covered, because of the strength in grain. But when this was over, selling continued in excess of buying, resulting in weak markets, as the packers seem to have abandoned, for the time being at least, their recent policy of accumulating stocks, as the large number of hogs in the country, shown by the Government report, indicates a good supply of summer hogs and packers are not so anxious to accumulate stock at present prices as they were of late. At the same time, the home trade has been light as well as export, the latter being very dull, indicating a decreased consumption at home and abroad. These have been the controlling factors in the week's market, with but little of interest in any branch of the trade.

Beef products have been a little steadier on moderate production and fair demand, notwithstanding easier hog products; and exporters have taken nearly 1,500 packages of beef in this market for the week, leaving very light stock with a tendency toward higher prices, which have been paid for extra India mess, while all grades of barreled beef are steady to a shade firmer.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision market is unchanged, continuing firm. Business is very small, owing to bad roads, but it is expected that by the end of the week the market will be in better shape.

| | | |
|--|----------|----------|
| Lard, pure, tierces..... | 0 11 1/2 | 0 12 1/2 |
| " " 56-lb. tubs..... | 0 11 1/2 | 0 12 1/2 |
| " " 20-lb. pails, wood..... | 0 12 | 0 12 |
| " " cases, 10-lb. tins, 50 lbs. in case..... | 0 12 | 0 12 1/2 |
| " " 5-lb. "..... | 0 12 1/2 | 0 12 1/2 |
| " " 3-lb. "..... | 0 12 1/2 | 0 12 1/2 |
| Lard, compound, tierces, per lb..... | 0 08 1/2 | 0 10 |
| " " tubs..... | 0 08 1/2 | 0 11 |
| " " 20-lb. pails, wood..... | 0 09 | 0 10 |
| " " 20-lb. pails, tin..... | 0 08 1/2 | 0 09 1/2 |
| " " cases, 10-lb. tins, 50 lbs. in case..... | 0 09 | 0 11 |
| " " 5-lb. "..... | 0 09 1/2 | 0 11 1/2 |
| " " 3-lb. "..... | 0 09 1/2 | 0 11 1/2 |
| Wood, net; tin packages, gross weight— | | |
| Canadian short cut mess pork..... | 21 00 | 22 50 |
| Canadian short cut clear..... | 20 50 | 22 00 |
| American fat back..... | | 23 00 |
| Breakfast bacon, per lb..... | 0 13 | 0 15 |
| Hams..... | 0 12 1/2 | 0 14 |
| Extra plate beef, per bbl..... | 13 00 | 14 50 |

POULTRY
MONTREAL MARKET FIRM.
Consignments to
P. POULIN & CO.
MONTREAL
are solicited. Prompt returns. No commission

SALT
Car lots of Fine, Medium or Coarse,
in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
128 Adelaide Street E., Toronto

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from **ONTARIO,**
MANITOBA and LOWER PROVINCES.
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

ORDER NOW
Butter
Tubs
Boxes and Paper
Best Goods, Prompt Shipment
Prices Right
WALTER WOODS & CO.
Hamilton and Winnipeg

BUTTER—High prices rule in the butter market this week. English and American markets are short and are enquiring in Montreal for stock. It is expected that supplies for the next month will be low, and high prices will prevail. Receipts of fresh roll butter are very light, owing to the snow blockade in the country.

| | |
|-----------------------------------|---------------|
| Creamery, fall make, boxes..... | 0 31 |
| Creamery, winter make, boxes..... | 0 29 0 30 |
| Dairy, tubs..... | 0 25 |
| Fresh large rolls..... | 0 25 0 25 1/2 |

EGGS—The egg market is firm this week. Receipts of fresh laid eggs are light and demand is good. When the country roads are opened a larger amount of receipts is expected.

| | | |
|---------------|------|------|
| New laid..... | 0 33 | 0 35 |
| Pieled..... | 0 21 | 0 22 |

CHEESE—The cheese market is firm and local business fair. Considerable inquiry is being received from England. This week's quotations are 64s to 64s 6d. Local holdings are light and dwindling rapidly.

| | | |
|---------------------|----------|----------|
| Cheese, old..... | 0 15 1/2 | 0 14 1/2 |
| " " new, large..... | 0 14 | 0 16 1/2 |
| " " twins..... | 0 14 1/2 | 0 14 1/2 |

HONEY—Buckwheat extracted is a little firmer this week, being up 1/4c. Otherwise the situation is unchanged.

| | | |
|------------------------------|----------|------|
| White clover comb honey..... | 0 14 | 0 15 |
| Buckwheat, extracted..... | 0 08 1/2 | 0 09 |
| Clover, strained, bulk..... | 0 10 | 0 11 |

POULTRY—There is a little better feeling in the poultry market locally. Stocks are very low, and better prices are being secured by some dealers even now, while others anticipate a firm market.

TORONTO.

PROVISIONS—The market is in a firm condition. The demand for salted and smoked meats has been quite active. Lard has been moving freely, with a decidedly firm tone. While there have been no advances, prices rule steady. Fresh meats have been quieter.

| | | |
|-------------------------------------|----------|----------|
| Long clear bacon, per lb..... | 0 10 | 0 10 1/2 |
| Smoked breakfast bacon, per lb..... | 0 14 | 0 15 |
| Roll bacon, per lb..... | 0 10 1/2 | 0 11 |
| Small hams, per lb..... | 0 14 1/2 | 0 15 |
| Medium hams, per lb..... | 0 13 1/2 | 0 14 1/2 |
| Large hams, per lb..... | 0 13 | 0 13 1/2 |
| Shoulder hams, per lb..... | 0 10 | 0 10 1/2 |
| Backs, plain, per lb..... | | 0 16 1/2 |
| " " pea meal..... | | 0 16 1/2 |
| Heavy mess pork, per bbl..... | 19 50 | 20 00 |
| Short cut, per bbl..... | 22 50 | 23 00 |
| Lard, tierces, per lb..... | | 0 11 1/2 |
| " " tubs..... | | 0 12 |
| " " pails..... | 0 12 | 0 12 1/2 |
| " " compounds, per lb..... | | 0 09 1/2 |
| Plate beef, per 200-lb. bbl..... | 12 50 | 13 00 |
| Beef, hind quarters..... | 6 00 | 8 00 |
| " " front quarters..... | 4 00 | 5 00 |
| " " choice carcasses..... | 7 50 | 8 00 |
| " " common..... | 4 50 | 5 50 |
| Mutton..... | 0 07 | 0 08 1/2 |
| Lamb..... | 0 08 | 0 09 1/2 |
| Hogs, street lots..... | 6 50 | 7 25 |
| Veal..... | 0 08 | 0 09 |

BUTTER—There is a very healthy tone to the market. Prices are all round firm, though no advances are noticeable. Creamery is getting scarce though some good shipments are arriving from Western Ontario. Dairy is plentiful. A good demand keeps everything in good shape.

| | | |
|---------------------------|------|------|
| Creamery prints..... | 0 30 | 0 33 |
| Creamery solids..... | | 0 29 |
| Dairy prints, choice..... | 0 28 | 0 27 |
| " " ordinary..... | 0 23 | 0 25 |
| " " tubs choice..... | 0 22 | 0 24 |
| " " tubs, ordinary..... | 0 20 | 0 22 |
| Baker's butter..... | 0 20 | 0 21 |

EGGS—No materials changes are noticed. Prices have been well sustained. It is highly probable, however, that

the market will break in a few days for new laid. They have been arriving freely, in fact, too much so, and as a result prices may be expected to decline.

| | | |
|--------------------|------|------|
| Eggs, candled..... | 0 22 | 0 23 |
| " " selects..... | 0 27 | 0 28 |
| " " lined..... | | 0 21 |
| " " new laid..... | | 0 35 |

CHEESE—The market is featureless. A firm feeling sustains the prices. The demand is healthy. Stocks are well up to the mark.

| | | |
|--------------------|----------|----------|
| Cheese, large..... | 0 13 | 0 13 1/2 |
| " " twins..... | 0 13 1/2 | 0 13 1/2 |

HONEY—No change is noticeable, everything remaining sick.

| | | |
|----------------------------------|----------|----------|
| Honey, strained, 50 lb tins..... | 0 12 | 0 13 |
| " " 10 lb tins..... | 0 12 1/2 | 0 13 1/2 |
| " " 5 lb tins..... | | 0 13 |
| " " in the comb, per doz..... | 2 50 | 3 00 |
| Buckwheat honey, per lb..... | 0 8 | 0 10 |
| " " in comb, per doz..... | 1 25 | 1 50 |

POULTRY—A better demand is in evidence this week. Very little fresh killed stuff is arriving. Prices are steady.

| | |
|------------------------------|------|
| Live Weight. | |
| Spring chickens, per lb..... | 0 10 |
| Old fowl..... | 0 07 |
| Ducks..... | 0 08 |
| Geese..... | 0 08 |
| Turkeys..... | 0 10 |
| 0 12 | |

| | |
|------------------------------|------|
| Dressed weight. | |
| Spring chickens, per lb..... | 0 10 |
| Old fowl..... | 0 07 |
| Ducks..... | 0 12 |
| Geese..... | 0 10 |
| Turkeys..... | 0 15 |
| Squabs, per doz..... | 2 50 |

CANADA TAKES BULK OF PRODUCE.

Commercial Agent in St. Kitts Gives Statistics of Exports of Sugar and Molasses.

The following paragraphs from a recent report of S. L. Horsford, Canadian commercial agent for St. Kitts, Nevis and Virgin Islands, is interesting in showing what a large proportion of the produce of these islands is received in Canada. The report speaks particularly of sugar and molasses.

"The sugar crop for the season just closed was a fairly good one, and the bulk found its way to Canadian markets. Owing to favorable conditions in the United Kingdom, about 2,797 tons were shipped to Grenock and London, while for the first time in the shipments to Canada, a new departure was made by 433 tons being forwarded to Montreal, instead of all being consigned, as heretofore, to Halifax.

"The total sugar exported for the year amounted to 14,177 tons, of which Canada received 11,188, the United Kingdom 2,797, and other places 192 tons.

"The molasses crop was again disappointing, the output being smaller in proportion to the quantity of sugar made than is the case in other islands. Of the 2,157 puncheons shipped, 1,263 were forwarded to Canada and 894 elsewhere. In regard to this article also, there has been a change in the method of disposal, as while in former years the greater portion of the crop was sold locally at fixed prices on definite orders from Canadian buyers, this season, owing to the absence of such orders, the bulk was shipped on consignment."

D. J. Rattray, of D. Rattray & Sons, Montreal, was in Quebec a few days this week on business.

Beans Go Up—

OR

Beans Go Down

yet, you Mr. Retailer, can buy

Clark's Pork and Beans

always at the same standard price.

IF YOUR JOBBER does not supply you with "Clark's" it is simply because you have failed to insist on "Clark's."

We Can Fill Our Orders Promptly and Fully

Don't lose customers by trying to force them to buy other Brands.

Wm. Clark, Montreal
Manufacturer

O'MARA'S BACON

I stock only

Pork and Pork Products

I don't sell Eggs or Cheese, Butter or Poultry.

I make the best

Bacon, Lard, Hams, Sausages and Cooked Meats

So I don't need any "Side Lines."

JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO



For your own Profit you ought to be selling this Brand of quality

HORSESHOE BRAND HAM AND BACON

touches the highest pinnacle of excellence. The delicious flavor—A flavor which cannot be duplicated in any other brand—is positively a trade builder for the provision dealer. A trial order will convince you of this.

WRITE NOW FOR QUOTATIONS

JOHN DUFF & SON
Hamilton, Canada

By Royal Warrant Purveyors



To H. M. King Edward VII

There is only one

BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

- BOVRIL LIMITED, 27 St. Peter Street MONTREAL
- W. S. CLAWSON & CO. 11 and 12 South Wharf ST. JOHN, N.B.
- A. B. MITCHELL Mitchell's Wharf HALIFAX, N.S.
- R. S. McINDOE 120 Church Street TORONTO
- W. L. McKENZIE & CO. 308 Ross Avenue WINNIPEG
- A. C. URQUHART & CO. 338 Hastings Street West VANCOUVER

and from all wholesale houses throughout Canada

BREAD ADVANCES IN MONTREAL

High Prices of Flour Necessitate Change in Bakers' Price.

The bakers of Montreal have raised the price of bread one cent, to five and nine cents and it is likely that it will go up another cent in the near future. This is in consequence of the steady advance in flour. In explanation of this latter Col. A. E. Labelle, local manager of the Ogilvie Flour Mills Co., attributed it to crop conditions in the West. There is but a comparatively small stock of good milling wheat offering and that is at a higher price than last year. The cost will advance, and in consequence up will go the price of flour. The farmer is the man who is reaping the benefit as he is getting high prices, even for the poorer grades of wheat for export. Col. Labelle said that last April flour sold at \$3.90 a barrel and there had been a steady advance until, finally, the present price of \$5.65 a barrel was reached.



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati, O.



Fussell's

Milk and Cream

(BUTTERFLY BRAND)


Any lady, in this district, who goes to a Fancy Dress Ball as "Fussell's Milk" or "Butterfly Brand," stands a good chance of winning a Gold, Silver, or Gun Metal Watch, by sending her photograph of the Costume, with description on the back, to

Fussell & Co., Ltd., 4, Monument St., London, Eng.

500 WATCHES ALREADY WON.

Prices and Particulars of the Agents

| | |
|----------------------------|-------------------|
| John W. Bickle & Greening, | - Hamilton, Ont. |
| Carman Escott & Co., | - Winnipeg, Man. |
| J. S. Creed, | - Halifax, N.S. |
| C. Fairall Fisher, | - Montreal. |
| Sol. Oppenheimer, | - Vancouver, B.C. |

CANADA:
No better
Country

MOTT'S:
No better
Chocolate

The most cheering comfort
Your customers can always rely upon

Mott's

"Diamond" and "Elite"
brands of

Chocolate

giving them the most gratifying results,
either for drinking purposes or baking.

IN ALL CANADA
there is none to compare with
MOTT'S CHOCOLATE

Every jobber sells it.

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

| | | | |
|----------------------------|-----------------------------|----------------------------|----------------------------|
| J. A. Taylor Montreal | R. S. McIndoe Toronto | Jos. E. Huxley Winnipeg | Arthur Nelson Vancouver |
| Arthur M. Loucks Ottawa | R. G. Bedlington Calgary | | |

Pleasing the People

is giving them the best value for their money. And we are convinced—and so are a large number of dealers—that when it comes to flour, there is none so absolutely satisfactory to the consumer as

BUDA

"The Flour of Quality"

Order a car lot to-day. This is a blended flour of the highest quality. If you send in the first order from your locality we will give you sole control of Buda for your locality.

J. B. HARTY

PICTOU, N.S.

CEREAL MARKETS BRIGHTER

Business in Ontario Slightly More Active—Quebec and Eastern Markets Continue Firm—Winnipeg Inspections Large for Season.

The Canadian cereal markets continue on about the same basis as last week. Conditions in Ontario in both flour and cereal products seem brighter and business in nearly all lines is somewhat brisker. Quebec and eastern markets continue on about the same basis, with perhaps a little firmer feeling in evidence.

The purchase of a million bushels of seed wheat by the Dominion Government, which, according to market report, was commenced in Winnipeg on Friday, caused Winnipeg prices to advance materially. The Government is endeavoring to procure the best wheat possible for distribution among the Northwest farmers to be used as seed. Considering the scarcity of the best grades of northern, still higher prices may come.

Receipts of wheat at Winnipeg on Saturday were 111 cars, compared with 116 on Friday, and 88 last year. The grading was as follows: No. 1 northern, 1 cars; No. 2 northern, 5 cars; No. 3 northern, 15 cars; No. 4, 14 cars; No. 5, 9 cars; No. 6, 11 cars; winter, 3 cars; other grades, 50 cars. Other grain receipts were: Oats, 27 cars; barley, 2 cars, and flax, 1 car.

During the past week the visible supply of wheat in Canada and the United States has decreased 465,000 bushels, compared with a decrease of 286,000 bushels last year. Corn has increased 2,263,000 bushels, while last year it increased 855,000 bushels. The supply of oats has increased 10,000 bushels. Last year it decreased 337,000 bushels.

The visible supply of wheat in Argentina has increased 1,120,000 bushels during the last week. Following is the table with comparisons:

| | Week's | Feb. 6, '08 | changes. | Feb. 7, '07 |
|-------|-----------|-------------|----------|-------------|
| Wheat | 4,800,000 | *1,120,000 | | 3,280,000 |
| Corn | 85,000 | t 255,000 | | 765,000 |
| Flax | 1,800,000 | * 425,000 | | 1,950,000 |

* Increase. t Decrease.

MONTREAL.

FLOUR—The flour market remains the same. Demand is good and prices firm.

| | |
|------------------------------------|-----------|
| Winter wheat patents..... | 5 50 |
| Straight rollers..... | 4 70 4 80 |
| Extra..... | 4 00 4 10 |
| Royal Household..... | 6 25 |
| Glenora..... | 5 65 |
| Manitoba spring wheat patents..... | 6 25 |
| " strong bakers..... | 5 55 |
| Five Roses..... | 6 10 |

ROLLED OATS—There is nothing new to report this week in rolled oats. The market continues firm and demand good.

| | |
|------------------------------------|-----------|
| Fine oatmeal, bags..... | 3 30 |
| Standard oatmeal, bags..... | 3 23 |
| Granulated "..... | 3 20 |
| Golddust cornmeal, 98-lb bags..... | 2 25 |
| White cornmeal..... | 1 65 1 75 |
| Rolled oats, 90-lb. bags..... | 2 90 3 02 |
| " 80-lb. bags..... | 2 75 2 87 |
| " bbls..... | 6 10 6 35 |

FEED—The situation is unchanged since last week. Business has been affected greatly by the bad conditions of the roads in the country.

| | |
|----------------------|-------------|
| Ontario bran..... | 22 00 72 00 |
| Ontario shorts..... | 24 00 00 00 |
| Manitoba shorts..... | 23 00 34 00 |
| " bran..... | 22 00 23 00 |

| | |
|-------------------------|-------------|
| Mouille, milled..... | 26 00 31 35 |
| " straight grained..... | 27 00 33 00 |
| Feed flour..... | 1 50 1 20 |

TORONTO.

FLOUR—Millers report brisker business this week, with considerable activity in the markets. Considerable shipping is being done to British markets. There is a scarcity, however, of fall wheat. Prices remain unchanged.

Manitoba Wheat.

| | |
|---------------------------|-----------|
| 80 per cent. patents..... | 5 40 5 60 |
| 85 "..... | 5 15 5 20 |
| Strong bakers..... | 5 10 5 15 |

Winter Wheat.

| | |
|----------------------|-----------|
| Straight roller..... | 4 90 5 10 |
| Patents..... | 5 20 5 4 |
| Blended..... | 5 25 5 30 |

CEREALS—Cereals are a little brisker this week, with good supplies of oats coming in and larger shipments of the manufactured products being made.

| | |
|--|-----------|
| Rolled wheat in barrels, 100 lbs..... | 2 85 3 10 |
| Rolled oats, in wood, per bbl..... | 6 55 |
| " in bags, per bag 90 lbs..... | 3 00 3 25 |
| Oatmeal, standard and granulated, per bbl..... | 6 40 |
| " in bags, 98 lbs..... | 2 90 3 25 |

WILL MANUFACTURE VERMICELLI

New Company in Montreal to Make Staple Lines.

Letters patent have been granted C. H. Catelli, manufacturer, Philippe Duchrocher, advocate, H. Laporte, merchant, Tancrede Bienvenu, manager Provincial Bank, and Alfred St. Cyr, insurance agent, all of Montreal for the carrying on of the business formerly conducted by C. H. Catelli, manufacturer of vermicelli and macaroni. The new company is capitalized at \$250,000.

NEWLY ORGANIZED CEREAL CO.

Canada Flakes Co., of Peterboro, Carrying on Business Independently.

The Canada Flakes Co., formerly connected with the Peterborough Cereal Co., was reorganized at the first of the month and now handles its business independently. They are pushing a special line, "Corn Crisp" chiefly, but are also paying some attention to "Corn Flakes" and "Hominy." H. P. Collier is the company's manager and W. S. Silcock is the Montreal agent.

PERSONAL NOTES.

A. H. Mace, Montreal, has returned from a short business trip to New York.

A. E. Carson, Canadian manager for Thos. J. Lipton, was in Montreal last week for a few days.

R. E. Calden, of the Robt. Crooks Co., Montreal, has been admitted to membership on the Montreal board of trade.

A. H. Baker, of the Old Homestead Canning Co., Picton, was in Toronto this week, on his way from the canners' convention in Cincinnati.

"Positively Delicious"

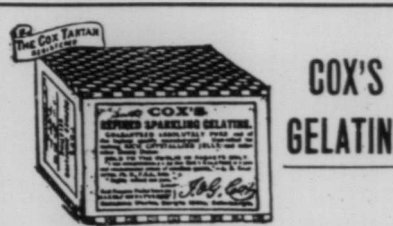
is the way people sum up the many good qualities of

Mooney's Perfection Cream Sodas

You will find it to your great advantage to specialize on these perfect soda biscuits. The delicious and lasting crispness of Perfection Cream Sodas causes your customer to be much more liberal in his purchases than he is when he buys inferior goods.



The Mooney Biscuit & Candy Company, LIMITED
STRATFORD, - CANADA



The Leading Gelatine for more than SIXTY YEARS Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them.

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

MONTREAL DISPLAY OF FOOD PRODUCTS

Annual Food Fair of the S. Carsley Co.—Exhibits and Demonstrations of Representative Manufacturing Firms.

The grocery department of the Carsley Company, Montreal, each year conducts a pure food fair for the education of its customers along the lines of pure food products. This year Mr. Foreman, the manager of the department, has just as good a gathering of representative manufacturers as ever.

Magic Baking Powder, according to Mr. Murray, Montreal representative of the E. W. Gillett Company, Toronto, is the only kind in the world. Mr. Murray was in charge of a nice display. Practical demonstrations of the merits of Magic were given twice daily, when an expert chef cooked dainty dishes, which were tasted by a great number of ladies in attendance. The booth was very tastily arranged and looked well in every way.

Ice cream was served by the Imperial Ice Cream Company, who manufacture ice cream for delivery to the trade in all parts of the district. Their booth was one much patronized.

Fred. Hughes & Co., agents for Spratt's dog cake, dog soap, patent bird seed, poultry spice, parrot mixture and other lines, made a very attractive display of these lines. Mr. Hughes, Jr., who was in charge, reported a pleasing number of sales.

The life-size trade mark of Bovril Limited, attracted much attention. It was placed at the end of their booth and carried out, the idea of the strength and

other good qualities of Bovril as a cold weather drink.

Crown Brand Table Syrup was to the fore in the displays, as it always is. Two demonstrators were in attendance every day ready and willing to make known to the public the good qualities of this excellent corn syrup. The company's starches were also on exhibition.

J. Albert McLean, proprietor of the Canadian Coconut Company, had a very attractive display of White Moss Coconut and Jamaica Jams. Mr. McLean informed the grocer that White Moss was being sold in larger quantities than ever.

Quaker Oats, Wheat Berries, Cereta Wheat Food, Maz-All, Quaker Rice, Apetizo, Quaker Barley and Zest were the cereal foods on display in the Quaker Oats booth. These are freely sampled to those attending the fair, and all seemed pleased with the various breakfast foods.

P. McIntosh & Sons, Toronto, occupied a booth at the foot of the stairs where they served tasty samples of Aunt Sally's Pancake Flour, Prize Oats, Beaver Oats, Aunt Sally's Buckwheat Flour, Swiss Food and Farina.

John Taylor & Co. made a specialty of Infant's Delight toilet soap. This is a very popular toilet soap and samples were much in demand. They also had an exhibit of their Eclipse, Gold and other soaps.

Pugsley, Dingman & Co. occupied considerable space with their exhibit of Hand Ammonia. From the number of sales which were made this line would appear to be very much appreciated by housewives.

W. H. Halford and C. D. Cowles were both busy men during the course of the fair looking after the interests of St.

Charles Cream. This was served with Madame Hout's and Condor coffee.

A. E. Carson, Canadian manager of Thos. J. Lipton, was in Montreal for a couple of days during the time Lipton's teas, coffees and jellies were on display. D. F. Carter was in charge of the booth, which attracted considerable attention.

The Cowan Company, Toronto, attracted many to their booth, where they were demonstrating Cowan's cocoa, chocolates and their other high class lines.

Everybody was given an opportunity to sample the jams, jellies, marmalades, pickles, chow chow and other specialties of the Ozo Company, whose booth was in charge of T. R. Butt and Jos. Touin. They made a display also of the ingredients of their various lines, showing just what the jars of jam, the pickles, were composed of. Their new Canadian Worcestershire sauce attracted the attention of many.

J. Harry Demars, city traveler for the Colonial Fluid Beef Company, looked after the interests of his firm, which had on display Red Cross fluid beef, O. K. and Colonial shoe polishes, Colonial essences, stove polish, jelly powder. These lines made the booth one which pleased the eye because of the attractive manner in which they were arranged.

Cremo, Small's maple cream chocolates, maple syrup and maple sugar, were shown in the booth of the Canada Maple Exchange. Tasty samples of the maple creams and the maple sugar were served to passersby and were much appreciated.

The Ogilvie Flour Mills Company had a very neat display of their famous Royal Household flour. This has such a number of friends in every part of the country that it needs little comment.

Lowney's cocoa, chocolates and other confectionery lines were there, as usual. The cocoa was served to visitors daily.

Carl Crossman, Chilliwack, B.C., has sold his grocery.

Clare & Young, general merchants of Nutana, Sask., have sold to B. A. Archibald.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U.S. Pat. Off.

Our Cocoa and Chocolate preparations are ABSOLUTELY PURE—free from coloring matter, chemical solvents, or adulterants of any kind, and are therefore in full conformity to the requirements of all Pure Food Laws.

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

SUCHARD'S COCOA
This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

NAP G. KIROUAC & CO.,
Receivers and Shippers
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.
125 St. Peter St., QUEBEC.

H. CONSTANT
First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Baudry Street MONTREAL

BODE'S CHEWING GUM
High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY



WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD

Making the dinners in millions of homes more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish to Fish, Meats, Game, Salads, Cheese, etc. Look for the signature!

"We advertise to the general Public in Newspapers and Magazines that this famous Sauce can be had from all Grocers."

J. M. DOUGLAS & CO.
Est. 1857, - MONTREAL
Canadian Agents.

MEURISSE CHOCOLATES

These high class goods have taken the Canadian market by storm. Their genuine quality has resulted in orders from every section, particularly for

ORANGE CHOCOLATE CREAM BARS

the novelty of the season. Send in a trial order if you have not yet sold these goods.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager
22 Lemoine St., - MONTREAL

Also Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa.



White Moss

This name on a package of cocoa-nut is your guarantee of quality. Years of experience enable us to turn out the best line on the market, to satisfy you and your customers.

The Canadian Cocoanut Co. 613-619 LaGauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS

WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN

KINGSTON, ONT.—W. H. DALBY.

Cowan's Cocoa and Chocolate



is absolutely pure

The best cocoa for you to sell is Cowan's, simply because it is the purest and healthiest on the market, and has a most delicious flavor. The profit is good and the sales continuous.

The Cowan Co., Ltd.

FRUITS, VEGETABLES AND FISH

Quietness Prevails in Green Fruits— Another Stiff Advance in Potatoes
—Prices Remain Steady for Fish.

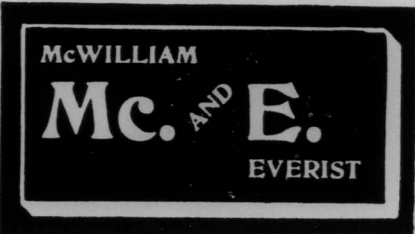
The best yet. That is what we can say about this week's arrivals of our Navel Oranges

Golden Flower and Rose Brands

Do not forget to include in your next order a Box or two of Marmalade Oranges.

Lemons, St. Nicholas and Statue of the Republic Brands, they are good.

California Celery, Cabbage, Pine Apples, Cucumbers etc.



25-27 Church St., TORONTO

A DISTINCTION AND A DIFFERENCE

Some commercial commodities show a difference in the same grade that the ordinary person can't distinguish. Not so with Oranges—who couldn't distinguish a difference between

"Golden Flower"

and other Extra Fancy brands?

TRY 'EM
McWILLIAM & EVERIST
HAVE 'EM

The Redlands Golden Orange Association
Redlands - California

Business continues to be dull in the fruit market. This is due primarily to unfavorable weather conditions. Shipping has been demoralized by the heavy fall of snow and severe cold. Mail orders have been delayed also. A change in the weather should brighten matters up considerably. Prices, generally speaking, rule firm. Heavy falls of rain in California have stopped shipping and made the market firm. Lemons are normal. A stronger export tone has resulted in a better feeling in the apple situation. Other fruits are featureless.

Potatoes have taken another jump in their upward climb, and advance of 15c being registered. The rough weather is responsible for this bullish market. A slump will probably follow in the near future. Meanwhile dealers are obtaining all prices according to demand, one lot selling as high as \$1.40. In other lines of domestic vegetables things are dull. Parsnips are very scarce. Fancy lines are faring no better and are exceedingly quiet.

With the approach of Lent, there is a firmer feeling for fish. Dealers are laying in good supplies in anticipation of a record business. Like fruits and vegetables, the weather has had a demoralizing effect on business in delaying orders and shipments. Prices remain materially the same, with the exception of live lobsters, which are slightly higher.

MONTREAL.

GREEN FRUIT—Business is quiet in this line, the bad conditions of the roads and the cold weather being responsible for this. There are a few changes in prices this week, Florida oranges being down considerably, while strawberries also are down 5c. Other lines remain unchanged.

| | |
|------------------------------|-------|
| Bananas, fine stalk | 2 00 |
| " jumbos | 2 25 |
| Cocoanuts, new, per bag | 4 50 |
| Lemons | 2 25 |
| Navel oranges | 3 25 |
| Florida oranges, box | 3 00 |
| Porto Rico oranges, box | 2 50 |
| Jamaica oranges, bbl | 4 00 |
| Valencia oranges | 2 75 |
| Tangerines, half-box | 3 00 |
| Pineapples, case | 4 50 |
| Grape fruit, box | 3 00 |
| Almeria Grapes, keg | 4 00 |
| Cape Cod cranberries, bbl | 10 00 |
| Nova Scotia cranberries, bbl | 6 00 |
| Kumquat, qt | 0 25 |
| Strawberries, qt | 0 55 |
| Apples, sameuse, bbl | 4 00 |
| " other fall varieties, bbl | 2 00 |

VEGETABLES—The continued cold weather and snowstorms has had a telling effect on the vegetable market. Business is very quiet and prices are the same, except for potatoes, which have taken a decided jump, being from 10c to 15c per bag dearer this week.

| | |
|--------------------------------------|------|
| Parsley, per doz. bunches | 0 35 |
| American parsley, large bunches, doz | 0 75 |
| Sage, per doz | 0 60 |
| Savory, per doz | 0 60 |
| Cabbage | 0 20 |
| Turnips, bag | 0 65 |
| Celery, doz | 0 25 |
| California celery, crate | 5 00 |
| Water cress, large bunches, per doz | 0 75 |
| Spinach, bbl | 3 50 |
| Green peppers, crate | 3 50 |
| Boston hot house cucumbers, doz | 2 00 |

| | | |
|------------------------------------|-------|-------|
| Potatoes, per bag | 1 00 | 1 15 |
| Sweet Potatoes, basket | 3 25 | |
| Beets bag | 0 75 | 0 80 |
| Carrots, bag | 0 60 | 0 65 |
| Tomatoes, Florida, crate | 4 50 | 5 00 |
| Tomatoes, hot house, per lb | 0 35 | 0 35 |
| Spanish onions, small crates | 0 75 | 1 00 |
| " " large crates | 2 25 | |
| Canadian onions, lb | 0 014 | 0 014 |
| Boston lettuce, hot house, per doz | 0 90 | 0 90 |
| No. 1 salt eels, lb | 0 074 | 0 03 |
| New Orleans shallots, doz | 0 60 | 0 60 |
| Radishes, doz | 0 60 | 0 60 |
| Bermuda parsley, crate | 3 00 | |
| Mushrooms, per lb | 0 75 | 0 75 |
| Horse radish, per lb | 0 12 | 0 12 |
| Beans, green, basket | 6 50 | 7 00 |
| Beans, wax basket | 7 00 | 7 00 |
| Egg plant, doz | 2 00 | 2 00 |
| Green peas, basket | 5 00 | 5 50 |
| California cauliflowers, per crate | 4 00 | 4 00 |

FISH—With Lent little more than two weeks away, the fish market is assuming a firmer feeling. Dealers are preparing for a record business, despite the lateness of the season this year. Some lines already show the effect of the approach of Lent, lobsters being advanced 5c for the live variety. Supplies of sea herring are more plentiful and dealers have reduced their price accordingly. Haddies are up 4c. Oysters are selling well at old quotations.

Fresh and Frozen Fish.

| | | |
|--------------------------------------|-------|-------|
| Haddock, per lb | 0 044 | 0 05 |
| Halibut, per lb | 0 054 | 0 09 |
| Mackerel, " | 0 071 | 0 08 |
| Dore, " | 0 071 | 0 08 |
| Grass pike, lb | 0 044 | 0 05 |
| Cod fish, l | 0 044 | 0 05 |
| Steak cod, lb | 0 054 | 0 054 |
| Whitefish, lb | 0 08 | 0 084 |
| B. C. salmon, lb | 0 084 | 0 09 |
| Qualla Salmon, lb | 0 071 | 0 08 |
| No. 1 Smel, lb | 0 084 | 0 084 |
| New tomcods, bbl | 2 35 | 2 40 |
| Sea herring, bbl | 1 65 | 1 75 |
| Smoked and Sal ed— | | |
| Haddies, box s. per lb | 0 074 | 0 074 |
| Kipped Herring, 50 in box | 1 10 | 1 10 |
| Smoked herring, per small box | 0 16 | 0 16 |
| Yarmouth Bloaters, per box | 1 10 | 1 10 |
| Prepared and dried— | | |
| Skinless cod, 100 lb. cases | 5 25 | 5 25 |
| Boneless cod, 20 lb. boxes | 0 06 | 0 09 |
| Boneless fish, 20-lb. boxes, blocks | 0 05 | 0 054 |
| Boneless fish, 25-lb., boxes, per lb | 0 05 | 0 05 |
| Oysters and Lobsters— | | |
| Standards, bulk, per imp. gal | 1 50 | 1 50 |
| Selects, bulk, gal | 1 70 | 1 70 |
| Paper pails, 100, pint size | 1 10 | 1 10 |
| " " " " 100, quart size | 1 50 | 1 50 |
| Boiled lobsters, lb | 0 18 | 0 18 |
| Live lobsters, lb | 0 20 | 0 20 |
| Pickled fish— | | |
| No. 1 Labrador herring, per bbl | 5 50 | 5 50 |
| " " " " per half bbl | 2 75 | 2 75 |
| No. 1 Nova Scotia, per bbl | 5 25 | 5 25 |
| " " " " per half-bbl | 2 90 | 2 90 |
| No. 1 Haddock, bbl | 6 50 | 6 50 |
| No. 1 Pollock, bbl | 6 00 | 6 00 |
| No. 1 Mackerel, 20-lb. kits | 1 75 | 1 75 |
| No. 1 sea trout, 100 lb. kegs | 6 50 | 7 00 |
| Green cod, per bbl | 6 00 | 6 00 |
| Me-lum " " " | 7 50 | 7 50 |
| Large " " " | 8 00 | 8 00 |
| Labrador Salmon, 4-bbls | 8 50 | 8 50 |

TORONTO.

GREEN FRUITS—The unfavorable weather conditions of last week have had a depressing effect on business. Shipments could not be moved. Prices rule firm for all lines of oranges. The heavy rains in California during the past few weeks have given the market a strong feeling.

Lemons are steady with a normal demand. A better feeling is noticeable in the apple situation. Cranberries are slow. The quality being offered is not good. Almerias are selling fairly well. Bananas are unchanged:

| | | |
|-------------------------|------|------|
| Oranges, Florida's, new | 2 00 | 2 10 |
| Oranges, Mexican, new | 2 00 | 2 10 |
| " naval, new | 2 75 | 3 25 |
| " Valencia | 4 50 | 5 00 |
| " Murcias | 1 50 | 1 50 |
| " " " " | 1 75 | 2 00 |
| " Bahamas | 1 75 | 2 00 |

| | | |
|---|------|-------|
| Oranges, bitter..... | 2 50 | 2 75 |
| Lemons, California, 240, 300, 360, 480..... | 3 00 | 3 00 |
| " Messinas, new crop..... | 2 50 | 2 75 |
| Grape fruit, 54's 80's, 96's..... | 4 50 | 5 50 |
| Apples, No. 1 winter fruit..... | 2 50 | 3 50 |
| " No. 2..... | 2 00 | 2 50 |
| Bananas, Jamaica firsts, per bunch..... | 1 65 | 1 75 |
| Bananas, jumbo bunches..... | 2 00 | 2 25 |
| Bananas, 8 hands, green..... | 1 25 | 1 35 |
| Bananas, Firsts..... | 1 65 | 1 75 |
| Quinces, per basket..... | 0 50 | 0 60 |
| Cranberries, per bbl..... | 7 00 | 10 00 |
| Almeria grapes, per keg..... | 5 50 | 6 00 |
| Tangerines..... | 3 60 | 4 00 |

VEGETABLES—Another big advance in potatoes is the feature of the week. Both Delawares and Ontarios are 15c higher. Weather conditions are responsible for the rise, but it is unlikely that prices will go much higher, and a drop will probably take place as soon as transportation facilities improve. Parsnips are scarce. Other lines are plentiful. Fancy imported stuff continues slow. California celery is in good demand.

| | | |
|---|------|------|
| New Brunswick Delawares, per bag..... | 1 15 | 1 25 |
| New potatoes, Canadian, per bushel..... | 1 10 | 1 25 |
| Sweet potatoes (Jersey), per bbl..... | 3 00 | 4 00 |
| Onions, Spanish, per case..... | 2 40 | 2 50 |
| " per bag..... | 1 00 | 1 20 |
| Green onions, per doz..... | 0 75 | |
| Beets, per bag..... | 0 90 | 0 95 |
| Cabbage, per doz..... | 0 40 | 0 60 |
| Jarrots, Canadian, per bag..... | 0 60 | 0 70 |
| Carrots, new, per doz. bunches..... | 1 00 | |
| Turnips, per bag..... | 0 35 | 0 40 |
| Parsnips, per bag..... | 0 85 | 0 95 |
| Cauliflower, per doz..... | 0 60 | 1 50 |
| Parsley, per doz..... | 0 10 | |
| Celery, Canadian, per doz..... | 0 35 | 0 40 |
| " California, per doz..... | 0 75 | |
| Lettuce, imported..... | 1 00 | |
| Cucumbers imported, per doz..... | 2 50 | |
| Tomatoes, imported, per crate..... | 5 00 | |
| Strawberries, per box..... | 0 65 | |
| Mushrooms, per lb..... | 0 65 | |

FISH—The market is featureless. Business has been quieter but is picking up with better weather. Supplies are good. Prices are about the same. The market should be firm, with Lent approaching and a strong demand.

| | | |
|---------------------------------------|------|------|
| Perch, large, per lb..... | 0 07 | 0 08 |
| Blue pickarel, per lb..... | 0 06 | 0 08 |
| White fish, Georgian Bay, per lb..... | 0 12 | |
| Whitefish, winter caught, per lb..... | 0 10 | |
| Haddock, frozen, per lb..... | 0 07 | 0 08 |
| Holland herring..... | 0 90 | 0 95 |
| Herring, medium, per lb..... | 0 07 | 0 08 |
| " jumbo, per lb..... | 0 10 | |
| British Columbia salmon, per lb..... | 0 12 | |
| Quail, per lb..... | 0 09 | |
| Trout, fresh, per lb..... | 0 09 | |
| Ciscoes, per basket..... | 1 00 | |
| Labrador herring, fresh, per 10..... | 2 40 | |
| Halibut, fresh caught..... | 0 09 | |
| Shredded cod, per lb..... | 0 08 | |
| Shredded cod, per doz..... | 0 90 | |
| Halifax fish cakes, case..... | 2 40 | |
| Acadia tablets, per case..... | 4 80 | |
| Live lobsters..... | 0 20 | 0 35 |
| Bluefish, small white, per lb..... | 0 07 | |
| Mackerel mediums, each..... | 0 12 | |
| " large..... | 0 25 | |
| Finnan Haddie, per lb..... | 0 08 | |

ANNUAL REVIEW NUMBER.

Pacific Fisherman Issues Attractive Special Edition.

The Pacific Fisherman, one of the best trade journals on the western coast, has issued a special review number. The edition, which is profusely and artistically illustrated, shows very ably the extent of the fish canning industry on the coast. The issue is a credit to the publishers and judging from its advertising patronage, should be remunerative.

E. Lariviere and J. B. A. Martin were re-elected to the Montreal City Council in the recent elections in that city. J. Lamoreux, President of the Butchers' Association, was also elected, for the first time, to represent one constituency.

Home Guard Brand In Marmalade Oranges

Means exactly the same as **Home Guard** in Lemons. These two lines are packed by the same man only the **Home Guard** Marmalades make their debut in Canada this season, due here to-morrow. If you want the best buy **Home Guard**.

WHITE & CO., Limited
Toronto and Hamilton

MR. TRACUZZI

(referring to the ever increasing demand for "St. Nicholas," "Home-Guard," "Kicking" and "Puck" Brands of Lemons) writes—"Your people delight me much by their substantial appreciation of my honest endeavors to please them."

W. B. STRINGER & CO., Sole Agents, TORONTO

"GOLDEN ORANGE" Brand NAVEL ORANGES

Grown and Packed at
Arlington Heights, California

Stand unrivalled and alone, for **Quality** and **Appearance**. Handsome high colored fruit. **The Brand that's always in demand** and which we control for Ontario.

Fresh cars arriving weekly and we are making specially low prices. **Send us your orders.**

HUGH WALKER & SON
Guelph, Ont.

Established 1861

When writing to advertisers, kindly mention having seen the advertisement in this paper.

"BRONCO"

Brand

Navel Oranges

As much difference in ORANGES as in Diamonds only to get the "pure quill" you don't have to pay but very little more than for the poor kind.

Poor economy to sell your trade poor oranges.

**Buy the Best
California Pride**

Juicy, Sweet, Delicious

White & Co.

Limited

Toronto

Sole Agents "Bronco Brand" on the market
for over 12 years

BUSINESS BRIGHTER IN THE EAST

New Brunswick is Feeling An Encouraging Briskness—Advance in Canned Goods and Other Lines—St. John Hockey Match.

(By The Canadian Grocer, Special Correspondent.)

St. John, N.B., Feb. 10, 1908.

Business in grocery circles is commencing to look up. There is a stronger demand for canned goods. Apparently, stocks of preserves with householders are getting low. On Feb. 1 all canned fruits and vegetables were advanced by local dealers two and a half cents a dozen. There is a decided shortage of canned corn and tomatoes and raspberries, strawberries and peaches are also reported scarce. There has also been an advance in canned corned beef, roast beef and ox tongue.

Dried fish are advancing and already are quoted 25 cents a hundred higher than last quotations.

* * *

The receipts in fresh fish have been very light, owing to heavy gales along the coasts. Seeds are very firm. Red and mammoth clover have advanced 50 cents a hundred since last report, and timothy is likely to be ten cents higher in a few days. Quotations on flour, feed and sugar remain unchanged.

* * *

Many merchants and manufacturers who have received notice from the Dominion Coal Co. that the price of coal would be advanced 25 cents a ton are not any too well pleased. They feel that with the market in its present state the rate should be lower, rather than

higher. It will mean an increase in the cost of the product to these firms, with small likelihood of a corresponding increase from retailers or consumers.

* * *

J. Sutton Clark's new fish curing factory at North Head, Grand Manan, was blown down in the gale that raged along the coast on Sunday morning, Feb. 2, and totally destroyed. A large number of hands will be out of work for the remainder of the winter. The property was a valuable one. The same storm did considerable damage all over the country. At East Florenceville, A. C. Smith & Co.'s big warehouse collapsed and is a total loss. This building was 60x210 feet, the largest produce house in the province. It was built four years ago of wood covered with sheet metal. The loss is fully \$5,000 with no insurance. The contents, hay and oats, were saved.

B. F. Smith, M.P.P., who manages the company's business in Carleton county, says the loss will cause much inconvenience at this season, but he will secure storage room elsewhere in the neighborhood. Rebuilding will not be begun before spring.

* * *

The new drug and proprietary medicine company to be known as the Brayley Drug Co., Ltd., capitalized at \$75,000, was formally organized in this city Tuesday evening and officers were elected as follows: Charles E. Farrand, St. John, president; J. W. Budd, Halifax, vice-president; George C. P. McIntyre, secretary-treasurer; directors: J. Howard Richards, Boiestown, N.B.; H. H. Gunter, Fredericton; Charles E. Farrand, St. John; J. W. Budd, Halifax; George C. P. McIntyre, Sussex; John O'Regan, St. John and J. D. Irving, Buchouche.

The head offices will be in the O'Regan building, Mill Street, and five travelers will be employed constantly to look after the firm's business in Newfoundland and Canada. A western branch will be undertaken immediately.

It is expected to have everything ready for business by March 1, the old established business of Brayley Sons, of Montreal, having been purchased.

JUST RECEIVED

Special consignment of

No. 1 and Large Green Cod,
No. 1 Labrador Herring,
No. 1 Newfoundland Herring,
No. 1 Gaspé Herring,
Large Frozen Newfoundland Herring,
Frozen Haddock, Finnan Haddies.

Extra Choice Fish. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA

THE IMPORTERS

23 COMMON ST., - MONTREAL

Highest price paid for

DRIED APPLES**O. E. ROBINSON & CO.**

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SHIP TO US

We pay the highest market price 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

JOHN E. CASSIDY

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

TO LET**MODERN PRODUCE STORES**

Our new warehouse at 672 and 690 Main Street, St. John, has four ground floor stores which are offered for rental. Location, practically centre of city of 50,000 people; three minutes from Union Station; two hundred feet from street car transfer, two lines of which pass the doors. Specially designed for fruits, meats, fish or dairy goods. Each equipped with cork-insulated cooling chamber connected to our machines. Steel finished, hardwood floors, plate fronts, electric lights, office space and toilet rooms. Rentals include light and refrigeration. Will let singly or all to one party. Possession at once. For terms, write or call on

The New Brunswick Cold Storage Co.
Limited

St. John, N.B.

CUBAN ORANGES

\$2.00 per box, cash, until sold. Two carloads just arrived.

THE DAWSON COMMISSION CO., - TORONTO

Consignments Butter, Eggs and Poultry. Solicited.

DUFF'S CHOICE

NO. 1 LABRADOR HERRING

Mild cured. All new packed. Fully Guaranteed.
 Sold in barrels, 1/2-bbls. and 20 lb. pails. Special
 prices on 5-bbl. lots or over.

Packed by the makers of the celebrated
 HALIFAX, ACADIA and BLUENOSE
 BRANDS of Prepared Boneless Codfish.



ATLANTIC FISH COMPANIES LTD
 Nova Scotia.
 A. H. BRITAIN & CO.
 Sales Agents
 MONTREAL

Buy
**Brunswick
 Brand
 Canned
 Goods**



- 1/4 Oil Sardines (Sanitary)
- 1/4 Oil Sardines (Hand Made)
- 1/4 Mustard Sardines (Sanitary)
- 1/4 Tomato Sardines (Hand)
- 3/4 Mustard Sardines (Sanitary)
- 1-lb. Clams
- 1-lb. Scallops
- Herring in Tomato Sauce
- Kippered Herring
- Finnan Haddies
- Fresh Herring

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

SARDINES are fighting shy of their
 old haunts on the French and
 Portuguese coasts.

The best are now caught off Nor-
 way and the leading brand packed
 is

"King Oscar" Sardines

If you want the finest fish, ab-
 solutely pure Government Stan-
 dard olive oil, demand "King
 Oscar" brand from your jobber.

J. W. Bickle & Greening
 (J. A. HENDERSON)
 Canadian Agents, HAMILTON

FRESH FROZEN SEA HERRING

CHOICE LARGE, BRIGHT FISH

Also in store complete stock of Haddock, Cod, Salmon, Halibut, Smelts, Whitefish, Pickerel, Pike.

ALL OTHER KINDS IN SEASON.

We are headquarters for Fish.
Get our price list before ordering.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

20, 22, 24 and 26 Youville Square,
Near Customs House

MONTREAL

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

Write to Headquarters for Quotations
on all varieties of

FISH and OYSTERS

We have the goods and the prices.

The F. T. James Co., Limited

F. T. James, Manager.

This is
OYSTER
Weather

The kind you have been asking for.
Now is the time to reap your harvest in the Oyster business.

Buy the best
H. C. ROWE & CO'S
"Long Island Native"
OYSTERS

Handled exclusively by

White & Co., Ltd.

Toronto and Hamilton

Orders filled on short notice no disappointments.

ESTABLISHING FREIGHT BUREAU.

Council of Montreal Board of Trade Holds First Meeting.

At the first meeting held by the newly elected council of the Montreal board of trade last week, consideration was given to the effort of last year's council to establish a railway freight bureau, and the railway committee of the new council was authorized to proceed in the matter, in the manner which they may deem most advisable. Immediately after the adjournment of the council a meeting of the above committee was held and they added to their number the following, who are requested to interview the membership of their respective trades, who have not yet agreed to subscribe to the bureau, with a view to securing their assistance: George L. Cains, A. A. Ayer, Wm. Hanson, Alex. MacLaurin. The committee also decided to issue a circular, asking those members of the board who have not subscribed to the transportation bureau to do so forthwith. In regard to trade with the West Indies, the recommendation of last year's council, that a committee be appointed to continue the investigation of the subject was approved and the former committee was reappointed as follows: J. S. N. Dougall, chairman; Joseph Quintal and S. O. Shorey. The committees appointed for 1908 are:

Executive—Thomas J. Drummond, chairman; Farquhar Robertson, Geo. L. Cains, John R. Binning.

Municipal Affairs—Farquhar Robertson, chairman; A. A. Ayer, D. C. Macarow, J. P. Mullarkey, Alex. Orsali.

Harbor and Navigation—John R. Binning, chairman; William Agnew, A. A. Ayer, Jeffrey H. Burland, J. R. Kinghorn.

Railways—J. S. N. Dougall, chairman; J. R. Kinghorn, Alex. Orsali, R. Wilson Reford, Norman Wight.

Provincial Legislation—J. P. Mullarkey, chairman; William Agnew, Jeffrey H. Burland, William Hanson, Alex. MacLaurin.

Dominion Legislation—George L. Cains, chairman; J. S. N. Dougall, William Hanson, D. C. Macarow, Alex. MacLaurin.

Floor—John R. Binning, R. Wilson Reford, Norman Wight.

C. D. Cowles, representing St. Charles Condensing Co., spent the past couple of weeks in Montreal.

WANT STRICT SUNDAY CLOSING.

Montreal Retailers' Association Take Steps to Have By-law Enforced.

At the Montreal Retail Grocers' Association meeting which was held Thursday, Feb. 6, it was decided to petition the city in regard to the Sunday-closing by-law. It was thought by those present that sufficient attention was not being given this matter, and the smaller stores were selling goods too frequently on the Sabbath. It was urged that the Chief of Police should be given instructions to see that the law be more strictly observed in this respect. There was no other business of importance transacted and the attendance was small.

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 00 |

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

GROCERY BUSINESSES—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

\$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

\$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

GENERAL store with stock, direct line Grand Trunk railway survey, point of heaviest construction work; genuine proposition for energetic young man, and worthy of investigation. For particulars address Box 178, CANADIAN GROCER, Toronto. (9)

WANTED.

WANTED—Responsible salesman selling to retail grocers to handle sideline paying an A1 commission; no sample to carry; circulars only. Address Box 178, CANADIAN GROCER, Toronto. (8)

ARTICLES FOR SALE.

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Costicook, Que. (15)

SITUATIONS WANTED.

YOUNG man with several years' experience in city grain office wants position in country store with chance to learn business, Box 17, CANADIAN GROCER, Union Bank Building, Winnipeg. (9)

JAMS, JELLIES, CANNED GOODS, ETC.—Up-to-date factory superintendent open for engagement; best references; correspondence invited I. W., CANADIAN GROCER office, Toronto. (7)

AGENTS WANTED.

SARDINE AGENCY—Large Norwegian packers of sardines want energetic agents in the different parts of Canada. Applications marked "Quality" to the CANADIAN GROCER, Toronto. (8)

AGENCY WANTED.

MANUFACTURERS, millers and exporters seeking a market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

TRAVELERS WANTED.

WANTED—Salesman in each province of the Dominion calling on the grocery trade, to sell Sinecure Scourer, a polishing and scouring soap, on commission; liberal commission and exclusive territory to the right man. Apply Cancomco, this office.

When writing to advertisers, kindly mention having seen the advertisement in this paper.

CORRESPONDENCE

CHATHAM.

The Chatham Board of Trade is a live and growing concern. At the annual meeting, recently held, there was a first-class attendance, and the treasurer's statement showed that the membership at the close of the year was 202. This is more than double the membership for any previous year, and is pretty good for an organization which a year ago was practically non-existent.

Keen interest was displayed in the proceedings of the annual meeting, the chief feature of the business being the election of officers for the year 1908. Manson Campbell, president of the M. Campbell Fanning Mill Co., was advanced from the post of vice-president to that of president, while W. H. Taylor, of the T. H. Taylor Co., was elected vice-president. W. R. Landon, manager of the Chatham Wagon Works, was re-elected secretary, and Jas. Simon was re-elected treasurer. Ex-President Gray is one of the fifteen councillors, the others being W. T. Shannon, B. Blonde, Geo. W. Cowan, Chas. Austin, Chas. Hadley, J. S. Black, Archie Park, W. M. Stone, A. C. Woodward, S. Stephenson, E. R. Smith, D. MacLachlan, M. Wilson, K.C. and John McCorvie. The list of officers is a good one, and 1908 should see some excellent work on the part of the Board of Trade in advancing the city's interests.

At a subsequent meeting of the Board of Trade Council, the committees for the

current year were struck. Quite a few grocers appear on the list, including John McCorvie on finance, H. H. Malcolmson, J. N. Massey, Wm. Anderson and H. S. Northwood on mercantile.

...

It will be remembered that at the December meeting of the County Council, a petition was presented from upwards of 100 retailers throughout the county asking that the license fees for hawkers and peddlars be increased to a sum more nearly representing the taxes of the average retailer. The petition was laid over till the January session. When the Council re-assembled last week, a counter petition signed by over 1,000 names was presented, and the matter was accordingly shelved quietly and without discussion. Needless to say, the counter petitioners were not retailers.

...

The subject of house numbering throughout the city is again to the fore, having been recently brought up at the City Council. The topic is one which comes up for discussion at the beginning of every year, and seems invariably to be sedulously shelved. There is a steadily growing public sentiment in favor of the movement, however, and this is particularly strong among the merchants. The advantages of a systematic house numbering are obvious, particularly in facilitating the delivery of goods; on top of which is the fact that a city the size of Chatham and with Chatham's pretensions to being up to

date, should not be without such a system. That the merchants appreciate its value is shown by the fact that one firm has a standing offer of \$25 toward the work, should it be inaugurated.

...

E. A. Munteer, who has for the past few years been conducting one of the largest and most successful bread businesses in the city, has disposed of his bread route to the Palmer Baking Co. Mr. Munteer will still continue his bakery and confectionery, devoting his attention more largely than heretofore to the manufacture of cakes and many lines of fancy confectionery and baking. The Palmer Co. have recently constructed a fine brick bakery on Patteson Ave., and have just opened the same for business.

...

The tobacco buyers have commenced to buy from growers on the lake shore. At present they offer only seven or eight cents a pound for the raw leaf. There does not seem to be much demand for tobacco just now, the manufacturers being evidently overstocked. The price has been as high as 17 cents.

...

Chas. Edmunds, for many years associated with the retail meat business here, passed away on the night of Jan. 31, aged 75. Mr. Edmunds was a veteran of the Crimean War, having served with the fleet on the Black Sea. He formerly resided in London, but came here in the 80's, and up till about ten

Put It In Your Pipe

and try it for yourself. Or, if you are not a smoker get a friend to try it. But no matter who tries it, he will find that

T. & B.

is really the perfect Pipe Tobacco.

It is the tobacco you will find most profitable to handle. Mild and fragrant, cool smoking, never "bites the tongue" or clogs a pipe.

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

years on T work durin capae
E. chase St. J an as lar. Snool
H. tendi terna cinna
R. disso being
J. has l West comi third
J. fecti south comi room the
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years ago conducted a meat business on Thames St. After selling out, he worked for quite a few stores here, but during the past two years has been incapacitated by illness.

E. R. Snook, of this city, has purchased the confectionery stock of J. St. John, of Tilbury, who recently made an assignment, at 45 cents on the dollar. The stock was valued at \$256. Mr. Snook is moving the stock to Chatham.

H. E. Edgecombe, of Tilbury, is attending the annual convention of the International Cannery Association, at Cincinnati this week.

R. McConnell & Son, of Dresden, have dissolved partnership. The business is being continued by Mr. McConnell, sr.

J. A. Wilson, the Queen St. grocer, has been re-appointed a member of the West Kent License Commission for the coming year. This is Mr. Wilson's third term on the board.

J. A. Thompson has moved his confectionery stock to his new stand on the south side of King St. The store is a commodious one, and gives plenty of room for the refreshment department of the business.

KINGSTON.

Kingston, thank goodness, is about free from the price cutting mania which is in vogue in larger and smaller towns and cities. I have just read a paper, published in a small place back of Belleville, and I find two merchants at it tooth and nail. Two whole sides of the paper are devoted to this deplorable disease, which hurts one and kills the other, same as all kinds of fighting. Here are a few items:

25 lbs. yellow sugar for \$1; 23 lbs. granulated sugar for \$1; 7 bars Comfort soap for 25c; 8 lbs. rolled oats for 25c; 2 dozen lemons for 25c; 1 dozen clothes pins for 1c; 10c plugs tobacco for 5c.

No matter how low Jim tries to go his competitor is sure to "Matchett." Stop it! Shake hands and don't be foolish.

Franklin Clow, who kept a grocery on Earl street, died suddenly from kidney trouble on January 31st. He had been in the grocery business for about sixteen years. He came from the village of Hartington. He accumulated a lot of property. I am told he owned forty-three houses and five stores. He did all his own driving and canvassing. He will be missed on our streets, for no matter where you went you would see Frank and his rig and fox colt, rain or shine, he kept at it.

Larry Murphy, one of our bachelor grocers and cheese buyers, has crossed the Atlantic. He is going in the interests of his cheese business and will visit Ireland, the home of his ancestors, and if he sees anything to suit may bring back a partner. Larry is hard to please

and only a real live Irish lassie will suit him.

About ten years ago I urged the Grocers' Association to appoint a good man who had an office with telephone communication, as secretary, each merchant to give him say \$5 per year, and to hand him his list of dead beats and slow pays, and add as the beats grew, so they would finally get them all coralled. He would keep an indexed book with all the names of such people in it, with a "D.B." after some, and "S.P." after others. Then, when one of these profit-destroyers opened an account, his or her history could be had by ringing up 888. This system means prevention and all will agree that prevention is better than cure. The present system of collecting is injurious. You may get the account, but you are sure to offend someone.

Tom Stewart, traveler for Geo. Robertson & Son, met with a small but painful accident las week, when getting on the stage to catch the train at Grafton, he made a mis-step and ruptured a small artery in his foot. He will have to hang around home for a few weeks. I hope he will soon be around again for he is a square fellow. I hope during his stay around the fireside he will write up some good things for The Grocer, for he knows how. Say on such subjects as "Grocers I Meet," "Cash vs. Credit," "Window Dressing," etc.

A sale of battery horses occurred on the market Saturday. Eight fine-looking animals were knocked down by Bob Allen, at one time a grocer. They brought from \$30 to \$100.

One of the greatest snow storms we have had in ten years visited Kingston Saturday. Snow to the depth of two feet fell, and in the evening the wind and storm were terrific, and no class of citizens know more about it than the drivers, and the greatest sufferers, the poor delivery horses. It was a big contract carrying a big box of groceries to the back door. "The Guelph corres-

Handle

OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

20 years of progress of the firm of

JOS. COTE

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.

Branch: 179 St. Joseph St. Phone 1272, 209

When writing to advertisers, kindly mention having seen the advertisement in this paper.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



pondent is right about the meanness of some people," one driver said after scrambling through a five-foot snow bank and up a flight of steps. The lady said, "You have brought a lot of snow into my vestibule." At another place the lady said, "God help you, how can you deliver orders in such a storm." And so it goes; one stabs, and the other pours ointment on the wound.

The street cars were tied up and all the frantic efforts of the sweepers were of no avail, except to frighten horses and cause a lot of runaways.

Regarding a correspondent's request as to how to run a smoked meat table, I think most grocers are bothered not a little. The ends left are generally the profits. I find by putting them on a platter and running them off cheap finds a few customers snapping them up. As to arrangement, all depends on your help. Some clerks can save their salary to their boss by being conscientious and careful. A meat cutter for bacon and cooked ham is a good thing. At first it looks expensive, but in time pays for itself.

INGERSOLL.

It would surely be to the benefit of merchants generally if a little life were infused in the local branch of the Retail Merchants' Association. It has been a long time since the association held a business meeting, and there must be many matters which, if generally discussed, the merchants as a whole would gather some beneficial suggestions. In other towns and cities the merchants have made a success of uniting for the common welfare of all, and Ingersoll merchants are as enterprising as any. Why, then, does this happy state of affairs not exist here?

Travelers are once more coming to town in representative numbers. The grocers are placing their orders for spring delivery, and incidentally replenishing the stock for the balance of the winter season. Despite the money stringency and the many other causes which have alarmed, the country business is going along here in the same old way, which is to the satisfaction of all retailers. The grocers report a good trade since Christmas, but now that the heavy fall of snow during the past few days has impeded traffic in the country, there will, no doubt, be a slight falling off in business for a short time. However, there is much to be done in making the store as convenient and attractive as possible for the sunny days of spring, and merchants should take advantage of all the dull days, for the rush will soon be on again.

Travelers are very talkative, and at the same time genial fellows, and on many things their opinion is worth a great deal. Here is an instance where Ingersoll is proud of what the travelers have to say. Those who have visited Ingersoll recently stated that in no town the size of this did they find business as good as here, and they were greatly impressed with the volume of trade and the many signs of prosperity. This, along with our distinction of being the fifth export centre of the Dominion, certainly makes us feel cheerful.

VERNON, B.C.

W. A. Lang, of the Peachland Trading Co., is spending some months in California.

Thos. Lawson, of the Thos. Lawson Co., of Kelowna, is wintering in Ontario, having left here about the new year for Theford.

Lawson & Ball, of Okanagan Centre, have sold out to Strickland & Co. Mr. Strickland hails from Toronto.

W. R. Megan, Vernon's 1907 mayor, has been defeated by R. W. Timmins in the contest for the seat for 1908.

A. G. Maddock has taken the position of bookkeeper at McKenzie & Martin's, Vernon, left vacant by the departure of Miss McKenzie.

P. Finlayson has purchased the stock of O. S. Mabee, of Okanagan Landing. Seventy-five cents on the dollar was the price paid the assignee.

Robt. Kelly, of Kelly, Douglas & Co., Vancouver, spent some days in the Valley lately, looking into the affairs of O. S. Mabee, of Okanagan Landing. Mr. Kelly was the assignee.

C. J. Daykin represents the Armstrong grocers in the council chamber for 1908.

WOODSTOCK.

Woodstock merchants have entered upon the new year with a wholesome spirit of optimism, no greater though than is justified by circumstances. They are not worrying very much over the present scarcity of money, believing such condition to be only temporary. Business with all the local grocers is fairly good, and they do not experience so great a difficulty in making collections as might be expected. A lot of men in the city are out of work, but they seem to have money in the bank, and though their living may be on a reduced scale, yet they are able to pay as they go. However, some of the manufacturers, whose works have been partly closed down, are now making preparations for starting again, and it is expected that before many months are over, everything will be running full swing again.

"What's the use of being pessimistic? The farmers will have another crop." This is the terse way one man put it, and in the few words there is a lot of wisdom concealed. It will not be so very long before the farmers have their year's crops, and this will release in the country a good deal of money that is not available just now. After all the farmers hold the key to the country's prosperity. The rural and urban districts are inter-dependent and the condition of one section of the population cannot but affect all other sections. Cultivate a spirit of optimism. There is no better way to hasten good times than to think they are here now. Don't

put on a long face and whine about the stringency of the money market, and try to make yourself and others believe that the country is going to the bows. Present conditions are apparently world-wide, and all authorities agree that they are only temporary. Cheer up, smile. Get behind the wheel and push.

That is a good suggestion contained in the London correspondence, that a union picnic of the retail grocers of Western Ontario be held this coming summer. It would bring the men together in a spirit of relaxation from duties and in friendship and much good would undoubtedly result from such a venture. Local grocers would probably enter into the affair enthusiastically, for they are an enterprising lot of men.

There is not a grocer either in the city council this year, or in the board of education. The nearest approaches are in the presence of W. S. Bean, senior member of the firm of Bean & Westlake, manufacturers of biscuits and confectionery, on the education board, and Geo. E. Phillips, a feed and grain dealer, in the city council. Geo. Parker, one of the leading grocers of the city, was defeated in the contest for the board of education, but he is considered to be out of the municipal arena only temporarily.

The E. J. Coles Company, running a good-sized departmental store have been conducting a big January special sale this month. They have taken big space in the daily papers, have quoted lots of prices and offered genuine reductions, and have secured the business. Bargains will draw money out of unwilling pockets, even in times of financial stringency.

W. H. Sutherland, of East Zorra, a reputable farmer, showed your correspondent the other day a bag of apples which he claimed were grown in the year 1902, and had been kept by him ever since. This is not a hot weather yarn, but a sober fact. They were of the Spitzenburg variety, and with the exception of being to some extent wrinkled, were in as good condition as when picked from the trees. I can vouch for this, because I sampled one of them. Mr. Sutherland said that the apples preserved were only choice ones. They were wrapped carefully in paper and put in bins, he said, and he kept the remainder of the process of preservation to himself.

In these days of electric light it does not cost very much to illuminate a window during three or four hours in the evening. Too often, however a grocer allows his window to remain in darkness after he closes up. This, we think, is a mistake. Window advertising is gradually being given the importance it deserves, but a display may accomplish just as much during the evening as during a similar time in the day and perhaps more, for often more people are on the streets. The big dry goods stores here have their windows brightly illuminated until late each evening, and it is no exaggeration to say that scores of people stop each evening to see what is displayed.

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East Zorra, a d your corres- a bag of apples grown in the n kept by him a hot weather They were of and with the some extent od condition as ees. I can vouch led one of them. hat the apples ice ones. They in paper and nd he kept the of preservation

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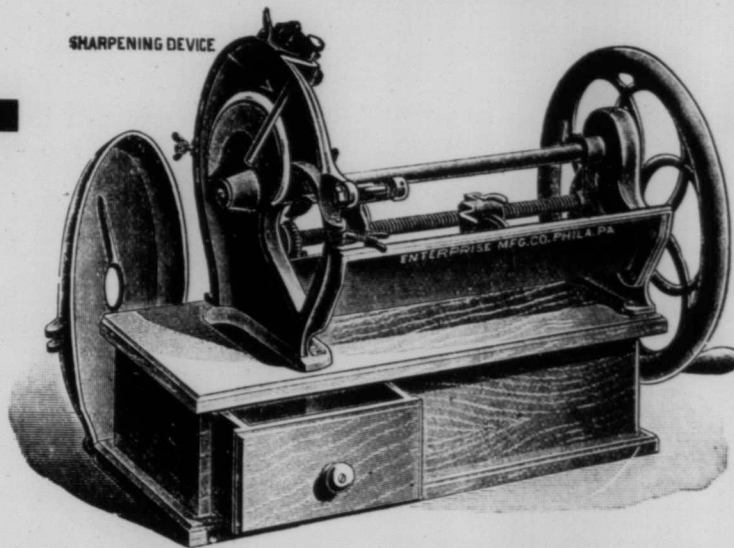
Is your equipment GOOD?

Then make it BETTER.

Don't rest till you have the BEST—

“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that the “Enterprise” Rotary Smoked Beef Shaver greatly increases the sales of smoked beef.

Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

AUTOMATIC ADJUSTABLE FEED SELF-SHARPENING DEVICE

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump, and other specialties demanded by enterprising grocers.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.

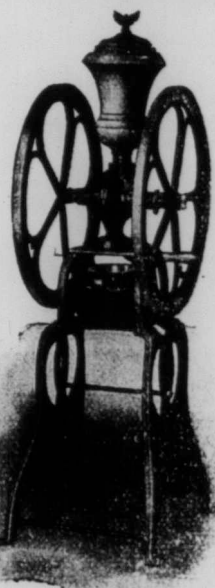
No. 125, (with 2 blades) - - \$22.50

No. 129, (with 1 blade) - - \$22.50

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . . Excellence



Price \$25.00

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.



We have just issued

Our Catalogue for 1908

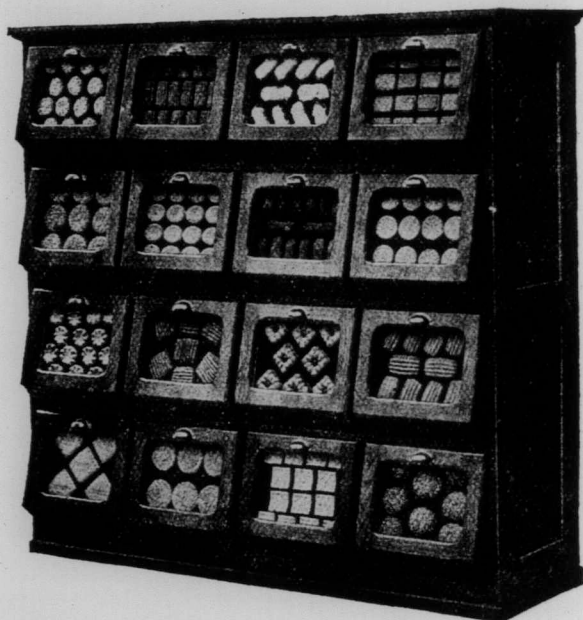
showing a most complete range of Brushes, Brooms and Whisks for the Hardware Trade. We have given special attention to the illustration of each and every line. Please examine this catalogue carefully, and we think you will agree that we have the goods you want. If you have not yet received a copy, drop us a card.

Stevens-Hepner Co., Ltd.

Port Elgin, Ont., Can.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.



To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of
Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

Simplified Account Keeping

The cost of recording a multitude of small sales eats up a big lice of the profit on such transactions.



Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of

Allison Coupon Books

HERE IS HOW THEY WORK:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing
Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

**SIMPLE ACCURATE
ATTRACTIVE**

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton
Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

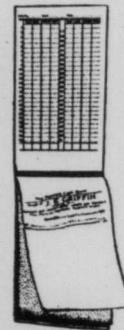
Hello, There!

Did you say you were tired of the old one-color book? Other Grocers got tired of it and are now using our new

SPECIAL DUPLICATING COUNTER CHECK BOOK

made in several sizes and giving one color for original and another for duplicate. It's a splendid system, and especially adapted for Grocers.

If you had one of the books you would understand the advantages.



WRITE US

The Carter-Crume Company Limited,
Toronto and Montreal

REFRIGERATORS
 FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.



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Books

WORK :
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give him a
save him sign
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worth, tear off
til the book is
d gets another
no lost time.

ognized every-
rywhere.

ON CO.

Ltd.

Keep Your Gasolene Outdoors

STORE IT IN A BOWSER OUTDOOR CABINET

The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

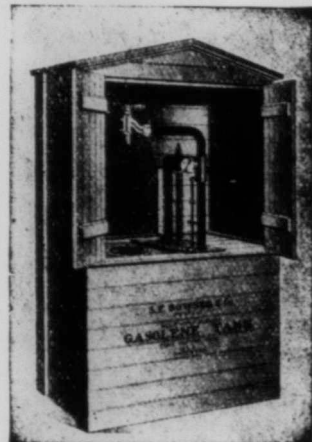
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent. through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send gasolene Catalog B. It's free.

S. F. BOWSER & Co. Limited

66-68 FRASER AVE., TORONTO

If you have an old Bowser, and want a new one, write for our liberal exchange offer.



Cut 110—Outdoor Cabinet

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.

Five hundred neatly printed Business Cards, Bill-headers or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

MAKING ALTERATIONS

is an easy matter if you let me make them for you. I will design and make fittings that will help bring business to your store. Prices right, too! Write or phone.

J. HOWELL JAMES

333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Spring is Coming

—Be Up-to-Date

A good store front assists in selling your goods. There is everything in appearances.

We are specialists in store fittings, counters, shelves, show cases, etc.

Let us estimate for you when making improvements.

SEXTON & CO., Limited

88-90 Teraulay St., - TORONTO

COUNTER CHECK BOOKS

CASH SALE SLIPS

SHIPPING TAGS

Delivery made on shortest notice.
Write for samples and prices.

The Merchants Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

THE CANADIAN GROCER



MACONOCHE'S'

Pickles, Sauces, Jams, Marmalade, Canned Fish, Etc.

FOR INFORMATION APPLY TO

General Agents for Canada and United States :

MacLaren Imperial Cheese Co., Limited

HEAD OFFICE : TORONTO

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Feb. 14, 1918.

Baking Powder.

W. H. GILLARD & CO.

| | | |
|----------------------------|-------|--------|
| Diamond— | | |
| 1-lb. tins, 3 doz. in case | ..... | \$3 00 |
| 1-lb. tins, 3 " " | ..... | 1 25 |
| 1-lb. tins, 4 " " | ..... | 0 75 |

IMPERIAL BAKING POWDER.

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 4-doz. | 10c. | \$0 85 |
| 3-doz. | 6-oz. | 1 75 |
| 1-doz. | 12-oz. | 3 50 |
| 3-doz. | 12-oz. | 3 40 |
| 1-doz. | 2 1/2 lb. | 10 50 |
| 1-doz. | 5 lb. | 19 75 |

MAGIC BAKING POWDER

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 6 doz. | 5c. | \$0 40 |
| 4 " " | 4-oz. | 0 60 |
| 4 " " | 6 " " | 0 75 |
| 4 " " | 8 " " | 0 95 |
| 4 " " | 12 " " | 1 40 |
| 4 " " | 15 " " | 1 45 |
| 4 " " | 16 " " | 1 65 |
| 4 " " | 18 " " | 1 70 |
| 1 " " | 2 1/2 lb. | 4 10 |
| 1 " " | 5 " " | 7 30 |
| 1 " " | 6 oz. | Per case |
| 1 " " | 12 " " | \$4 55 |
| 1 " " | 16 " " | |

ROYAL BAKING POWDER.

| Sizes. | Per Doz. |
|------------|----------|
| Royal-Dime | ..... |
| 1 lb. | 1 40 |
| 8 oz. | 1 85 |
| 1 lb. | 2 55 |
| 12 oz. | 3 85 |
| 1 lb. | 4 90 |
| 3 lb. | 15 60 |
| 5 lb. | 22 35 |

Barrels—When packed in barrels one per cent. discount will be allowed.

OLEVAND'S BAKING POWDER.

| Sizes. | Per Doz. |
|------------------|----------|
| Cleveland's-Dime | ..... |
| 1 lb. | 1 33 |
| 8 oz. | 1 90 |
| 1 lb. | 2 45 |
| 12 oz. | 3 70 |
| 1 lb. | 4 65 |
| 3 lb. | 15 20 |
| 5 lb. | 21 65 |

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

| Sizes. | Per Doz. |
|----------------------------|----------|
| Crown Brand— | |
| 1-lb. tins, 3 doz. in case | |
| 1-lb. " 2 " " | |
| 1-lb. " 4 " " | |

ST. GEORGE'S BAKING POWDER.

| Sizes. | Per Doz. |
|----------------------------|----------|
| Trial size, 6 doz. in case | ..... |
| 4-oz. " 4 | 1 35 |
| 6-oz. " 3 | 1 80 |
| 8-oz. " 3 | 2 35 |
| 12-oz. " 2 | 3 55 |
| 16-oz. " 2 | 4 55 |
| 32-oz. " 1 | 8 50 |

Terms net 30 days.

THE ROBERT GREIG CO., LTD.

| Sizes. | Per Doz. |
|--------------------------------------|----------|
| White Swan Baking Powder— | |
| 1-lb. tins, 3 doz. in case, per doz. | |
| 1-lb. " " " | |
| 1-lb. " " " | |

Keen's Oxford, per lb.

| | |
|----------------------------------|-------|
| In 10-box lots or case | ..... |
| Gillett's Mammoth, 1/2 gross box | ..... |

Cereals.

| | |
|---------------------------------|-------|
| Wheat OS, 2-lb. pkgs., per pkg. | ..... |
| " 7-lb. cotton bags, per bag. | ..... |
| Meat of Wheat, per case | ..... |
| Wheat OS, 16 lb. bags | ..... |
| " Pickaninney" Buck Wheat Flour | ..... |
| " Pancake Flour, doz. | 1 00 |
| " Pastry Flour, " " | 1 00 |

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

| Cocoas— | Per Doz. |
|---------------------------------------|----------|
| Perfection 1-lb. tins per doz. | |
| Perfection 1-lb., per doz. | |
| " 1-lb., " " | |
| " 10c. size " " | |
| 5-lb. tins per lb. | |
| Condensed cocoa, cream and sugar, doz | |
| Soluble, bulk, per lb. | |
| London Pearl per lb. | |

Special quotations for Cocoa in bbls., kegs, etc



Chocolate—
Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb. \$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 44
Vanilla, 1-lb., 12-lb. boxes per lb. \$1 35
Parisian 8s. lb. \$0 30
The following sweetened for household purposes:

| | |
|---|-------|
| Royal Navy, 1/2's, 12-lb. boxes per lb. | 0 33 |
| Diamond, 1/2's, 7's, boxes, per lb. | 0 28 |
| Perfection, 20c. size, 2 doz. in case per doz. | ..... |
| Perfection, 10c. size, 2 and 4 doz. in case, per doz. | ..... |

Iceings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz. 1 75

| Chocolate— | Per Doz. |
|------------------------------|----------|
| Maple buds, 5-lb. boxes, lb. | 0 37 |
| Vanilla wafers, " " | 0 35 |
| " nonpareils, 5-lb. box | 0 35 |
| " 2's, 5-lb. boxes, lb. | 0 28 |
| " 2's, nonpareils " " | 0 28 |
| Ginger, 5-lb. boxes, lb. | 0 39 |
| Milk sticks, box. | 1 35 |
| Milk cakes, 5c. size, box. | 1 35 |

FRY'S.

| Chocolate— | Per Doz. |
|---|----------|
| Caracas, 1/2's, 5-lb. boxes | |
| Vanilla, 1/2's " " | |
| " Gold Medal" sweet, 1/2's, 5-lb. boxes | |
| Pure, unsweetened, 1/2's, 5-lb. boxes | |
| Fry's "Diamond," 1/2's, 14-lb. boxes | |
| Fry's "Monogram," 1/2's, 14-lb. boxes | |
| Cocoas— | Per Doz. |
| Concentrated, 1/2's, 1 doz. in box | |
| " 1-lb. | |
| Homoeopathic, 1/2's, 14-lb. boxes | |
| " " 12-lb. boxes | |

EPF'S.

Agents, O. E. Colson & Son, Montreal.
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

SEMSDORF'S COCOA

| | |
|--|-------|
| A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto. | |
| 10c. tins, 4 doz. to case, per doz. | \$ 90 |
| " 1-lb. | 2 40 |
| " 1-lb. | 4 75 |
| " 1-lb. | 9 00 |

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Reclington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 1/2's (for cooking), doz 0 95

| | |
|----------------------------|--|
| Prepared cocoa, 1/2's 0 34 | |
| Prepared 1/2's 0 32 | |

Mott's breakfast cocoa, 1/2's

| | |
|---------------------------------|------|
| " No. 1 chocolate, 1/2's | 0 42 |
| " Navy " " | 0 35 |
| " Vanilla sticks, per gross | 1 10 |
| " Diamond chocolate, 1/2's | 0 27 |
| " Confectioner's chocolate, " " | 0 34 |
| " Sweet Chocolate liquors, " " | 0 38 |

WALTER BAKER & CO., LIMITED.

| Premium No. 1 chocolate, 1/2 and 1-lb. cakes | Per lb. |
|--|---------|
| Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins | |
| German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes | |
| Caracas Sweet chocolate, 1/2-lb. cakes | |
| Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes | |
| Vanilla Sweet chocolate, 1-6 lb. cakes | |
| 6-lb. tins | |
| Soluble cocoa (hot or cold soda) | |
| 1-lb. tins | |
| Cracked cocoa, 1-lb. pkgs., 5-lb. bags | |
| Caracas tablets, 100 bundles, tied 5a, per box | |
| The above quotations are f.o.b. Montreal | |

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

| Package— | Per lb. |
|---|---------|
| 5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases | |
| 1 lb. packages | |
| " " | |
| " " | |
| " " | |
| 1 and 1/2 b. packages assorted | |
| 1 and 1/2 b. " " | |
| 1/2 lb. " in 5 lb. boxes | |
| 1/2 lb. " " " | |
| 1/2 lb. " in 5, 10, 15 lb. cases | |

| Bulk— | 15 lb. pails and 10, 25 and 50 lb. boxes. | Pails. | Tins. | Bbls. |
|---|---|--------|-------|-------|
| White Moss, fine strip. | 0 19 | 0 21 | 0 17 | |
| Beat Shredded | 0 18 | | 0 16 | |
| Special Shred | 0 17 | | 0 15 | |
| Ribbon | 0 19 | | 0 17 | |
| Macaroon | 0 17 | | 0 15 | |
| Desiccated | 0 16 | | 0 14 | |
| White Moss in 5 and 10 lb. square tins, | 21c. | | | |

THE ROBERT GREIG CO., LTD.

| | |
|--------------------------------------|-------|
| White Swan Coconut— | |
| Featherstrip, pails | ..... |
| Shredded | ..... |
| In packages 2-oz., 4 oz., 8-oz., lb. | ..... |

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

| | |
|--|-------|
| " Jersey" brand evaporated cream per case (4 doz.) | ..... |
| " Reindeer" brand per case (4 doz.) | ..... |



Coffees.

EBY, BLAIN CO. LIMITED.

| Standard Coffees. | Per Doz. |
|--|----------|
| Roasted whole or ground. Packed in damp-proof bags and tins. | |
| Club House | |
| Nectar | |
| Empress | |
| Duchess | |
| Ambrosia | |
| Plantation | |
| Fancy Bourbon | |
| Bourbon | |
| Crushed Java and Mocha, whole | |
| Golden Rio | |

Package Coffees.

| | |
|--|-------|
| Gold Medal, 1 and 2 lb. tins, whole or ground | ..... |
| Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground | ..... |
| German Dandelion 1/2 and 1 lb. tins, ground | ..... |
| English Breakfast, 1 lb. tins, ground | ..... |
| TILOS, J. LIPTON retail wholesale | ..... |
| Lipton's "Special" blend coffee, 1 lb. tins, ground or whole | ..... |

JAMES TURNER & CO.

| | |
|---------------|-------|
| Mocha | ..... |
| Damasius | ..... |
| Calro | ..... |
| Sidar | ..... |
| Old Dutch Rio | ..... |

E. D. MARCEAU, Montreal.

| | |
|---|-------|
| "Old Crow" Java | ..... |
| " Mocha | ..... |
| " Condon" Java | ..... |
| Arabian, Mocha | ..... |
| 15-year-old Mandheling Java and hand-picked Mocha | ..... |
| 1-lb. fancy tins choice pure coffee | ..... |
| tins per case, per doz. | ..... |
| Madam Huot's coffee, 1-lb. tins | ..... |
| " 2-lb. tins | ..... |
| 100 lb. delivered in Ontario and Quebec. | |
| Rio No. 1 | ..... |
| PATERSON'S "CAMP" COFFEE ESSENCE | ..... |
| Agents, Rose & Lafamme, Montreal and Toronto. | |
| 5 oz. bottles, 4 doz. per doz. | ..... |
| 10 " " " " | ..... |
| Rep. quarts, 1 " " | ..... |
| Imp. " 1 " " | ..... |

THE ROBERT GREIG CO., LTD.

White Swan Blend.



| | |
|--------------------------------|-------|
| 1-lb. decorated tins, 32c. lb. | ..... |
| Mo-Ja, 1-lb. tins | ..... |
| 30c. lb. | ..... |
| Mo-Ja, 1-lb. tins | ..... |
| 28c. lb. | ..... |
| Mo-Ja, 2-lb. tins | ..... |
| 28c. lb. | ..... |

Cafe de Epicures—1-lb. fancy glass jars, per doz. \$3.60.
Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4.
Presentation (with tumblers), per doz., \$3.



THOMAS WOOD & CO.

| | |
|--|-------|
| "Gilt Edge" in 1 lb. tins | ..... |
| "Gilt Edge" in 2 lb. tins | ..... |
| Canadian Souvenir 1 lb. fancy lithographed canisters | ..... |

Cheese.

| Imperial— | Per Doz. |
|--------------------------------|----------|
| Large size jars, per doz. | |
| Medium size jars, " " | |
| Small size jars, " " | |
| Individual size jars, per doz. | |

Imperial holder—

| | |
|------------------|-------|
| Large size, doz. | 18 00 |
| Med. size " " | 17 00 |
| Small size " " | 12 00 |

Requefort—

| | |
|------------------|------|
| Large size, doz. | 1 50 |
| Small size, " " | 2 40 |



Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un-Covers and num Coupons bered.

| In lots of less than 100 books, 1 kind assorted. | Per Doz. |
|--|----------|
| 100 to 500 books | |
| 100 to 1,000 books | |
| Allison's Coupon Pass Book, 00 to \$3 00 books | |
| 00 books | |
| 10 00 " " | |
| 15 00 " " | |
| 20 00 " " | |
| 25 00 " " | |
| 30 00 " " | |

Cleaner.

| Per doz. | |
|------------|-------|
| 4-oz. cans | \$ 90 |
| 5-oz. " " | 1 35 |
| 10-oz. " " | 1 85 |
| Quart " " | 3 75 |
| Gallon " " | 10 00 |

Wholesale Agent.

The Dairy & Hay Co., Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

| Per case. | |
|------------------------------|-------|
| Bottles 1-oz., case of 2 doz | |
| " 2 " " 1 " " | |
| " 4 " " 1 " " | |
| " 20 " " 1 " " | |
| " 20 " " 1 " " | |

THOMAS J. LIPTON

Prices on application.

Ice Cream Powder

GENESSEE PURE FOOD CO.

Jell-O—Ice Cream Powder

| | |
|--------------------------------------|-------|
| Assorted case, contains 2 doz | ..... |
| Chocolate (straight), contains 2 doz | ..... |
| Vanilla " " " | ..... |
| Strawberry " " " | ..... |
| Unflavored " " " | ..... |

Infants' Food.

| | |
|-------------------------------------|-------|
| Robinson's patent barley 1-lb. tins | |
| " " " 1-l | |

Death After Excruciating Pains

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

MORSE BROS., Props. - Canton, Mass., U.S.A.

for thirty hours. That is the record of the latest accident resulting from the use of inferior, inflammable explosive liquid stove polish, by little fourteen year old Alma, daughter of O. A. _____, of Wilmington, Minn. Nothing could save her life—just think of the suffering.

You cannot afford to take chances of selling the stuff. You are sure your customers won't be blown up or burned when you sell the **RISING SUN** Stove Polish in Cakes and the **SUN PASTE** Stove Polish in Tins. Push what you know is safe.

The Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded and Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co.

14-38 Gray Nun Street, MONTREAL

LIMITED

Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Record of the use of liquid year old, of which would save money. Chances of your customer when you use the Stove you know is

A.

e

Co. LIMITED

into

you can be made

ery fine

onto



WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street - - - Hamilton
PURE FRUIT PRESERVERS

YOUR SYRUP TRADE



To develop it;
To make the most of it;
To make it pay.
To make it a profitable part of your business—handle

"GOLDENETTE"
Table Syrup

It sells all the year round and gives universal satisfaction and its exquisite flavor remains in the mind and heart of its users.

Freight paid on 5 case lots up to 40c. per cwt.

IMPERIAL SYRUP CO.
MONTREAL

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.....per lb. | 0 07 1/2 |
| 5 and 7-lb. tin pails, 8 and 9 pails in crate.....per lb. | 0 07 1/2 |
| 7 and 14-lb. wood pails.....per lb. | 0 07 1/2 |
| 30-lb. wood pails.....per lb. | 0 07 1/2 |
| 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 07 1/2 |
| 7 and 14-lb. wood pails, 8 pails in crate.....per lb. | 0 07 1/2 |
| 30-lb. wood pails.....per lb. | 0 07 1/2 |
| Home Made Jams—absolutely pure— | |
| 1-lb. glass jars (16-oz. gem) 2 doz. in case.....per doz. | \$1 60 |
| 5, 7, 14 and 30-lb. pails, per lb..... | 0 09 |

Jelly Powders

GENESE PURE FOOD CO.

Jell-O—The dainty desert

| | |
|------------------------------------|--------|
| Assorted case, contains 2 doz..... | \$2 25 |
| Lemon (straight)..... | 2 25 |
| Orange..... | 2 25 |
| Raspberry..... | 2 25 |
| Strawberry..... | 2 25 |
| Chocolate..... | 2 25 |
| Cherry..... | 2 25 |
| Peach..... | 2 25 |



List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

| | |
|-------------------|----------|
| Tierces..... | \$0 09 |
| 1-bbls..... | 0 09 1/2 |
| Tubs, 60 lbs..... | 0 09 1/2 |
| 20-lb. Pails..... | 1 90 |
| 30-lb. tins..... | 1 80 |
| Cases 3-lb..... | 0 10 |
| " 5-lb..... | 0 09 1/2 |
| " 10-lb..... | 0 09 1/2 |



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 46 |
| " Acme " pellets, 5-lb. cans.....per can | 2 60 |
| " " (fancy boxes 40) per box | 1 50 |
| Tar licorice and Tolu wafers, 5-lb. cans.....per can | 2 00 |
| Licorice lozenges, 1-lb. glass jars..... | 1 75 |
| " " 5-lb. cans..... | 1 50 |
| " Purity " licorice 10 sticks..... | 1 45 |
| " " 100 sticks..... | 0 75 |
| Dulce large cent sticks, 100 in box..... | |

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Ladhamme, Montreal and Toronto

| | |
|-------------------------------------|------|
| Quart bottles, 2 doz., per doz..... | 2 90 |
| Pint..... | 1 85 |

BATGER'S LEMON SQUARE.

Agents, Rose & Ladhamme, Montreal and Toronto.

| | |
|-------------------------------------|------|
| Quart bottles, 2 doz., per doz..... | 2 90 |
| Pint..... | 1 85 |

THOMAS J. LIPTON

Prices on application.

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

| | |
|-----------------------|--------|
| 1 case of 4 doz..... | \$3 60 |
| 3 cases of 4 doz..... | \$3 50 |
| 5 cases or more..... | \$ 40 |

Marmalade.

J. W. WINDSOR, MONTREAL.



Scotch Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars; 1, 4, 5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.

| | |
|---------------------------|-------|
| Pineapple..... | 1 " " |
| Green Fig..... | 1 " " |
| Green Fig and Ginger..... | 1 " " |
| Lemon..... | 1 " " |
| Grape Fruit..... | 1 " " |

Prices and special quotations.

Mince Meat.

| | |
|---|---------|
| Wetthey's condensed, per gross net..... | \$12 00 |
| per case of doz. net..... | 3 00 |

Mustard.

COLMAN'S OR KEEN'S.

| | |
|-------------------------|------------------|
| D.S.F., 1-lb. tins..... | per doz. \$ 1 40 |
| " 1-lb. tins..... | 2 50 |
| " 1-lb. tins..... | 5 00 |
| Durham 4-lb. jar..... | per jar. 0 75 |
| " 1-lb. jar..... | 0 35 |
| F. D. 4-lb. tins..... | per doz. 0 85 |
| " 1-lb. tins..... | 1 45 |

Olive Oil.

LAPORTE, MARTIN & OIE, LTD

Minerva Brand—

| | |
|-------------------------|--------|
| Minerva, qts. 12's..... | \$5 75 |
| " pts. 24's..... | 6 50 |
| " 1-pt. 24's..... | 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 shred marmalade, 2 doz. case, per doz..... | 1 75 |

SHIRRIFF BRAND

"Imperial Scotch"—

| | |
|-----------------------|------|
| 1-lb. glass, doz..... | 1 55 |
| 2-lb. " "..... | 2 80 |
| 4-lb. tins, " "..... | 4 65 |
| 7-lb. " "..... | 7 35 |

"Shredded"—

| | |
|-----------------------|------|
| 1-lb. glass, doz..... | 1 90 |
| 2-lb. " "..... | 3 10 |
| 7-lb. tins, " "..... | 8 25 |

THOMAS J. LIPTON

Prices on application.



Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Ladhamme, Montreal and Toronto.

| | |
|--|-----------------|
| 1-pint bottles, 3 & 6 doz., per doz..... | 0 90 |
| Pint..... | 3 doz..... 1 75 |

THOMAS J. LIPTON

Prices on application.

Soda.

OW BRAND.

DWIGHT'S BAKING SODA

| | |
|---|--|
| Case of 1-lb. containing 60 packages per box, \$3 00. | |
| Case of 1-lb. (containing 120 pkgs. per box, \$3 00.) | |
| Case of 1-lb. and 1/2-lb. (containing 80 pkgs., per box, \$3 00.) | |
| Case of 50 pkgs. containing 96 pkgs., per box, \$3 | |

MAGIC BRAND. Per case

| | |
|---|-------|
| No. 1, cases, 60 1-lb. packages..... | \$ 75 |
| No. 2, " 120 1-lb. "..... | 2 75 |
| No. 3, " 60 1-lb. "..... | 2 75 |
| No. 3, " 30 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

A. P. TIPPET & CO., Agents.

| | |
|------------------------------------|---------|
| Mappole soap, colors.....per gross | \$10 90 |
| " black..... | 15 90 |
| Oricle soap..... | 10 90 |
| Gloriola soap..... | 12 00 |
| Straw hat polish..... | 10 90 |

Starch.

EDWARDSBURG STARCH CO., LIMITED.

| | |
|---|--------------|
| Laundry Starches— | per lb. |
| No. 1 White or blue, 4-lb. carton..... | 0 07 |
| No. 1 " " 2-lb. "..... | 0 07 |
| Canada laundry..... | 0 06 |
| Silver gloss, 6-lb. draw-ild boxes..... | 0 08 |
| Silver gloss, 6-lb. tin canisters..... | 0 08 |
| Edward's silver gloss, 1-lb. pkg..... | 0 08 |
| Kegs silver gloss, large crystal..... | 0 08 |
| Benson's satin, 1-lb. cartons..... | 0 08 |
| Canada White Gloss, 1-lb. pkgs..... | 0 06 1/2 |
| Benson's sarsaparilla.....per box | 1 50 to 3 00 |

Culinary Starch—

| | |
|-----------------------------------|----------|
| Benson & Co.'s Prepared Corn..... | 0 07 1/2 |
| Canada Pure Corn..... | 0 06 1/2 |

Rice Starch—

| | |
|---|------|
| Edwardsbury No. 1 white, 1-lb. car..... | 0 10 |
| " " " or blue, " "..... | 0 08 |
| 4 lb. lumps..... | 0 08 |

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

| | |
|--|----------|
| Canada Laundry, boxes of 40-lb. \$0 06 | |
| Acme Gloss Starch— | |
| 1-lb. cartons, boxes of 40 lb..... | 0 04 |
| Finest Quality White Laundry— | |
| 1-lb. Canisters, cases of 48 lb..... | 0 07 |
| Barrels, 200 lb..... | 0 06 1/2 |
| Kegs, 100 lb..... | 0 06 1/2 |

What Song Do You Sing ?

"He does not sing his father's songs," says the old Latin proverb.

No. To our fathers Coffee was Coffee, "just as sure as eggs is eggs."

The minute classification, the testing and purifying processes, the scientific blending and roasting have come in with the sons, are necessary to successful trade, and find their highest illustrations in

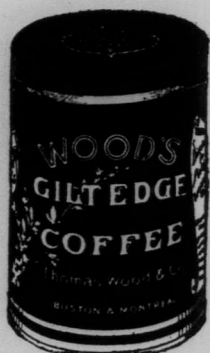
WOOD'S COFFEES

WOOD'S COFFEES are the best, each grade uniform and a leader in the trade.

Canadian Factory and Salesrooms:

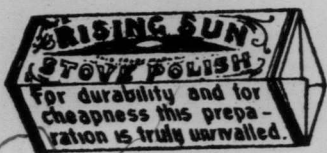
No. 428, St. Paul Street

MONTREAL



ESTABLISHED 1879

| | |
|---|----------|
| Lily White Gloss— | |
| 1-lb. fancy cartons, cases 30 lb. | 0 08 |
| 6-lb. toy trunks, 8 in case | 0 08 |
| 6-lb. enameled tin canisters, 8 in case | 0 08 |
| Kegs, ex. crystals, 100 lb. | 0 07 |
| Branford Gloss— | |
| 1-lb. fancy boxes, cases 36 lb. | 00 08 |
| Canadian Electric Starch— | |
| Boxes of 40 fancy pkgs., per case | 3 80 |
| Celluloid Starch— | |
| Boxes of 45 cartons, per case | 3 80 |
| Ordinary Starches— | |
| Challenge Prepared Corn— | |
| 1-lb. packages, boxes 40 lb. | 0 64 |
| No. 1 Branford Prepared Corn— | |
| 1-lb. packages, boxes 40 lb. | 0 07 1/2 |
| Crystal Malt Corn Starch— | |
| 1-lb. packages, boxes 40 lb. | 0 07 1/2 |
| SAN TOY STARCH. | |
| pkgs., cases 5 doz., per case | 4 75 |
| ST. LAWRENCE STARCH CO., LIMITED. | |
| Ontario and Quebec. | |
| Ordinary Starches— | |
| St. Lawrence corn starch, 40 lb. | 0 07 1/2 |
| Durham corn starch, 40 lb. | 0 06 1/2 |
| Laundry Starches— | |
| No. 1 White, 4-lb. cartons, 48 lb. | 0 07 |
| " 3-lb. cartons, 36 lb. | 0 07 |
| " 300-lb. bbl. | 0 06 1/2 |
| " 100-lb. kegs. | 0 06 1/2 |
| Canada Laundry, 40 to 48 lb. | 0 08 |
| Ivory Gloss, 3-4 family pkgs., 48 lb | 0 08 |
| " 1-lb. fancy, 30 lb. | 0 08 |
| " large lumps, 100-lb. kegs | 0 07 |
| Patent starch, 1-lb. fancy, 30 lb. | 0 08 |
| Alvon Gloss, 1-lb. packages, 40-lb. box, 40 pkgs. | 0 06 1/2 |
| Coldwater Ivorine Starch, per box, 40 pkgs. | 3 00 |
| Stove Polish. | |
| Rising Sun, 8-oz. cakes, 1-gross boxes | 8 50 |
| Rising Sun, 8-oz. cakes, gross boxes | 4 50 |
| Sun Paste, 10c. size, 1-gross boxes | 10 00 |
| Sun Paste 5c. size, 1-gross boxes | 5 00 |



| | |
|----------------------------|--------|
| JAMES' DOME BLACK LEAD | |
| Per gross | |
| 5a size | \$2 40 |
| 2a " | 2 50 |
| NICKLE PLATE STOVE POLISH. | |
| Pints | 2 90 |
| Quarts | 5 40 |
| 1/2 gallons | 5 10 |
| Gallons | 4 80 |
| gallons | 4 50 |

| | |
|--|------------------|
| Syrup. | |
| EDWARDSBURG STARCH CO., LTD. | |
| "Crown" Brand Perfection Syrup. | |
| Barrels, 600 lbs. | 0 03 1/2 per lb. |
| Half-barrels, 350 lbs. | 0 03 1/2 " |
| Kegs, 150 lbs. | 0 03 1/2 " |
| 2-gal. pails 25 lb. | 1 25 each |
| 3 " 38 1/2 lb. | 1 75 " |
| Plain tins, with label— | |
| 3 lb. tins, 3 doz. in case | 2 40 |
| 5 " 1 " " " | 2 75 |
| 10 " 1 " " " | 2 65 |
| 30 " 1 " " " | 3 50 |
| (5, 10 and 30 lb. tins have wire handles.) | |

| | |
|-----------------------------------|------------------|
| ST. LAWRENCE STARCH CO., LIMITED. | |
| Bee Hive Brand Corn Syrup. | |
| Barrels, 600 lbs. | 0 03 1/2 per lb. |
| Half-barrels, 350 lbs. | 0 03 1/2 " |
| Kegs, 150 lbs. | 0 03 1/2 " |
| 2-gal. pails 25 lb. | 1 25 each |
| 3 " 38 1/2 lb. | 1 75 " |
| 3-lb. tins, 24 in case, per case | 2 40 |
| 5-lb. " 12 " " " | 2 75 |
| 10-lb. " 6 " " " | 2 65 |
| 30-lb. " 3 " " " | 2 60 |



| | |
|----------------------------------|---------------|
| SALADA CEYLON. | |
| Wholesale. Retail. | |
| Brown Label, 1's | \$0 30 \$0 25 |
| " 1/2's | 0 21 0 26 |
| Green Label, 1's and 1/2's | 0 23 0 30 |
| Blue Label, 1's, 1/2's and 1/4's | 0 30 0 40 |
| Red Label, 1's and 1/2's | 0 35 0 50 |
| Gold Label, 1's | 0 44 0 50 |



| | |
|-------------------------|-----------|
| LIPTON'S TEA | |
| Wholesale. Retail. | |
| Brown Label, 1's only | 0 20 0 25 |
| Blue " 1's and 1/2's | 0 24 0 30 |
| Orange " 1/2's and 1's | 0 30 0 40 |
| Pink " 1/2's & 1's tins | 0 35 0 50 |
| Red " Dominion blend, | |
| 1's and 1/2's | 0 44 0 60 |
| Gold " Afternoon blend, | |
| 1's and 1/2's | 0 50 0 70 |



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|-----------------------------|---------------|
| LUDELLA CEYLON TEA | |
| Blue Label, 1's | \$0 19 \$0 25 |
| Blue Label, 1/2's | 0 19 0 25 |
| Orange Label, 1's and 1/2's | 0 22 0 30 |
| Brown Label, 1's and 1/2's | 0 30 0 40 |
| Green Label, 1's and 1/2's | 0 35 0 50 |
| Red Label, 1's | 0 40 0 50 |

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| LAPORTE, MARTIN & OIE, LTD. | |
| Japan Teas— | |
| Victoria, hf-c, 90 lbs | 0 25 |
| Princess Louise, hf-c, 80 lbs | 0 19 |
| Ceylon Green Teas—Japan style— | |
| Lady, cases 60 lbs | 0 18 |
| Duchess, cases 60 lbs | 0 19 |

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| "GROWN" BRAND | |
| Wholesale. Retail. | |
| Red Label, 1-lb. and 1/2's | \$0 25 \$0 50 |
| Blue Label, 1-lb. and 1/2's | 0 25 0 40 |
| Green Label, 1-lb. | 0 19 0 25 |
| Green Label, 1/2's | 0 30 0 35 |
| apan, 1's | 0 19 0 25 |



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|-----------------------------------|-----------|
| BLUE RIBBON TEA CO., TORONTO | |
| Wholesale Retail. | |
| Yellow Label, 1's | 0 20 0 25 |
| " 1/2's | 0 21 0 25 |
| Green Label, 1's and 1/2's | 0 32 0 35 |
| Blue Label, 1's and 1/2's | 0 35 0 35 |
| Red Label 1/2's, 1's and 1/4's | 0 30 0 40 |
| White Label, 1's, 1/2's and 1/4's | 0 35 0 50 |
| Gold Label 1's and 1/2's | 0 42 0 40 |
| Purple Label, 1's and 1/2's | 0 55 0 80 |
| Embossed, 1's and 1/2's | 0 70 1 00 |



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| Cases, each 50 1-lb. | \$0 35 |
| " " 30 1-lb. | 0 35 |
| " " 150 1-lb. | 0 35 |



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| MELAGAMA TEA. | |
| Wholesale. Retail. | |
| Black, green, mixed, 1/2's | 0 70 1 00 |
| " " 1/2's | 0 55 0 80 |
| " " 1 lbs. & 1/2's | 0 40 0 60 |
| " " 1 lbs. & 1/2's | 0 50 0 50 |
| " " 1 lbs. & 1/2's | 0 30 0 40 |
| " " 1 lbs. & 1/2's | 0 25 0 30 |
| " " 1 lbs. | 0 21 0 25 |
| " " 1 lb. | 0 30 0 35 |



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| KOLONA PURE CEYLON TEA | |
| Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed. | |
| Black Label, 1-lb., retail at \$50. | \$0 30 |
| " 1-lb. | 0 21 |
| Blue Label, retail at \$50. | 0 22 |
| Green Label | 0 30 |
| Red Label | 0 35 |
| Orange Label | 0 42 |
| Gold Label | 0 55 |



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| WOOD'S PURE PACKAGE TEA | |
| THOMAS WOOD & CO. Montreal and Boston | |
| Wood's Primrose, per lb. | 0 40 0 50 |
| " Golden Rod | 0 35 0 50 |
| " Fleur-de-Lis | 0 30 0 40 |
| Pack in 1-lb. tins. All grades—either black, green or mixed. | |

| | |
|---------------------------------|--------|
| Tobaccoes. | |
| THE EMPIRE TOBACCO CO., LIMITED | |
| Smoking—Empire, 4s, 6s, and 12s | \$0 45 |
| " Amber, 8s and 3s | 0 80 |
| " Ivy, 7s. | 0 50 |
| " Rosebud, 7s. | 0 51 |

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| Chewing—Currency, 12s. and 6s. | 0 45 |
| " Old Fox, 12s. | 0 45 |
| " Snowshoe, 6s. | 0 51 |
| " Pay Roll, 1/2s. | 0 56 |
| " Stag, 10 os. | 0 45 |
| " Bob's, 6s. and 12s. | 0 45 |
| " 10 os. bars, 6s. | 0 45 |
| " Fair Play, 6s. and 12s. | 0 53 |
| " Club, 6s. and 12s. | 0 48 |
| " Universal, 12s. | 0 47 |
| " Dixie, 7s. | 0 53 |

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| JOS. COTE, QUÉBEC. | |
| Cigars, per thousand. | |
| Cote's Fine Cheroots, 1-10 | \$15 |
| V. H. C., 1-30 | 25 00 |
| St. Louis (Union), 1-30 | 33 00 |
| Champlain, 1-30 | 35 00 |
| El Sergeant Premium, 1-30—1-40 | 55 00 |
| J. O. OI, Havana F. Finos, 1-30 | 75 00 |

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|----------------------------------|------|
| Cut tobaccos. | |
| Petit Havana, 1-12—1-6 | 0 40 |
| Quessel, 1-4, 1-3 | 0 63 |
| " 1-9 | 0 68 |
| Cote's Choice Mixture, 1-lb tins | 0 75 |
| " " 1-lb | 0 76 |
| " " 1-lb | 0 05 |

| | |
|--------------------------|---------|
| Veterinary Remedies. | |
| W. F. YOUNG | |
| Absorbine, per doz. | \$18 00 |
| Absorbine, per dozen | 6 00 |
| Absorbine Jr., per dozen | 9 00 |

| | |
|---|--------|
| Woodenware. | |
| BOEKH'S BAMBO CARPET BROOMS. | |
| Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong. | |
| Per doz. | |
| A-4 string, plush finish | \$4 70 |
| B-4 " fancy | 4 00 |
| C-4 " plush | 4 10 |
| D-4 " fancy | 3 95 |
| F-4 " wire | 3 65 |
| G-3 " " | 3 40 |
| I-3 " " | 2 90 |

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| CANE'S WIRE HOOP WOODEN TUBS. | |
| No. 0, per doz. | \$11 00 |
| No. 1, per doz. | 9 00 |
| No. 2, " " | 7 50 |
| No. 3, " " | 6 50 |

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| CANE'S WIRE HOOP WOODEN PAILS. | |
| No. 1, 2-hp. pails | \$1 90 |
| No. 1, 3-hp. pails | 2 05 |

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|--------------------|--------|
| CANE'S WASHBOARD. | |
| Pony per doz. | \$1 10 |
| Crown | 1 75 |
| Improved Globe | 1 95 |
| Standard Globe | 2 05 |
| Original Globe | 2 35 |
| Superior Globe | 2 50 |
| Newmarket King | 2 70 |
| Jubilee | 2 75 |
| Diamond King Glass | 3 35 |

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|-------------------------|----------------------|
| CANE'S CLOTHESPINS. | |
| 5 gross loose, per case | 5 cases. single 0 57 |
| 4 " packages, per case | 0 63 0 67 |
| 6 " " " " | 0 83 0 87 |

| | |
|---------------------------------------|--------|
| Yeast. | |
| Royal yeast, 3 doz. 5 cent. pkgs | \$1 10 |
| Gillett's cream yeast, 3 doz. in case | 1 10 |

Batger's

Purity in manufacture; nothing but the finest KENT COUNTY (ENGLAND) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for BATGER'S. Shows a good profit and what is more gives satisfaction to your trade. Order from your jobber or

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Montreal

Strawberry Jam

All
Valencia
Raisins
packed by

MAHIQUES DOMENECH & CO.

will be found to be very satisfactory. Try them next time you order.

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

"W. Abel" Standard Quality

4-Cr. Layers. Selected. Fine Off Stalk.

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..... 2 90

DEN TUBS.

per doz. 9 00
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DEN PAILS.

..... \$1 90
..... 2 05

BDS.

..... \$1 10
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..... 1 95
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..... 3 75

PINS.

cases, single
0 55 0 57
0 62 0 67
0 32 0 37

gs\$1 10
in case .. 1 10

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Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
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Hudon, Hebert & Cie, Montreal.
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Richardson, S. C., Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver.
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P. & Co., Montreal.
Warren, G. O., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto.
- Matches.**
Improved Match Co., Montreal.
- Mince Meat.**
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Wagstaffe, Limited, Hamilton.
Wetley J. H., St. Catharines.
- Office Supplies.**
Orain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
- Oil.**
Queen City Oil Co., Toronto.
- Patent Medicines.**
Mathieu, J. L., Co., Sherbrooke, Que.
- Pass Books, Etc.**
Allison Couspon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudon, Hebert & Cie, Montreal.
Paterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.
- Poison, Rat.**
Common Sense Mfg. Co., Toronto.
- Polishes—Metal.**
Oakley, John, & Sons, London, Eng.
- Polishes—Shoes.**
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Hawes, Ed., & Co., Toronto.
- Polishes—Stove.**
Hawes, Ed., & Co., Toronto.
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.
Nickie Plate Stove Polish Co., Chicago.
- Poultry and Game.**
Poulin, P. & Co., Montreal.
- Printing.**
Barnard, Frank H., Toronto.
- Refrigerators.**
Eureka Refrigerator Co., Toronto.
Hillock, John, & Co., Ltd., Toronto.
- Salt.**
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Gray, Young & Sparling, Wingham.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
- Soap.**
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young Thomas Soap Co., Regina.
- Soda—Baking.**
Church & Dwight, Montreal.
- Starch.**
Edwardsburg Starch Co., Cardinal, Ont.
- Storage and Warehouses.**
Terminal Warehouse & Cartage Co., Montreal.
- Store Fixtures, Show Cases, Etc.**
James J. Howell, Toronto.
Sexton Mfg. Co., Toronto.
Walker Bin & Store Fixture Co., Berlin.
- Sugars, Syrups and Molasses.**
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
- Tacks.**
Bazin Mfg. Co., Quebec, P.Q.
- Teas, Coffees, and Spices.**
Balfour, Smye & Co., Hamilton.
Brayley & Co., Montreal.
Ceylon Tea Association, New York.
Chase & Sanborn, Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. O., Regina, Sask.
Wood, Thos., & Co., Montreal.
- Veterinary Remedies.**
Young, W. F., Montreal.
- Vinegar and Cider.**
Belleville Fruit and Vinegar Co., Belleville.
- Washing Compound.**
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.
- Woodenware.**
Stevens-Hepner Co., Port Elgin.
- Wrapping Paper, Paper Bags.**
Twine, Wood Dishes, Etc.
Thorne, A. M. & Co., Toronto.
- Yeast.**
Gillett, E. W., Co., Toronto.

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