

CIRCULATES EVERYWHERE IN CANADA

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

CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JANUARY 22, 1909.

NO. 4.



It stands out alone and above every other
Laundry Blue in the world.

Keen's Oxford Blue

is the premier blue and is the most satisfac-
tory for the grocer and the housekeeper—

Every jobber sells it.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

More Syrup Suggestions

We are selling you the best Table Syrup when we get you to buy
"CROWN" Brand.

Then we sell it FOR YOU, because we advertise it well to the
consumer.

You can have no better guarantee.

We stand behind every can or pound of "CROWN" Brand
Table Syrup.

You make a good, sure, safe profit.

ORDER FROM YOUR JOBBER

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



**No Boiling
No Scalding
No Hard Rubbing**

What better assurance than these could you give a woman who asks why **"SURPRISE"** is such a popular soap.

"SURPRISE" has no padding of filling. It is all soap.

The St. Croix Soap Mfg. Co.
Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies.

THE CANADIAN GROCER



CODOU'S

**MACARONI
VERMICELLI**

ETC.

(Genuine) FRENCH

Made in a Model Factory, absolutely new
and up to date. Made only from the
finest Taganrog Russian Wheat—
the only wheat from which the
finest quality of Macaroni
can be made. Nothing
better can be
produced.

ORDER NOW BEFORE FURTHER ADVANCE

ARTHUR P. TIPPET & CO., Agents

**3 Place Royale,
MONTREAL**

**84 Victoria Street
TORONTO**



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

I PUSH BUSINESS IN HAMILTON
FOR LIVE CONCERNS
Do you want your goods sold on this market?
Every detail look d at'er thoroughly.
WRITE ME TO-DAY
G. WALLACE WEESE
Manufacturers' Representative Hamilton, Can.
Offices, Myles' Fireproof Storage Warehouse.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery
Brokers.
WAREHOUSEMEN
can give close attention to few more first-class
agencies. Highest references.

MONTREAL

FOR SALE
Cheap for cash, Fruit Ceaning
Plant with Date Press. In good
running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and
Lard.

J. WALTER SNOWDON

MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one
or two more reliable houses with good
grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

D. McL. BROPHY

414 St. Paul St. Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house
desirous of utilizing my excellent con-
nect on with the grocery trade.
Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. Highest
Canadian and foreign references. Cable
address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN
Box 1036 - REGINA
Manufacturers' Agent and Commission
Merchant. Direct Importer of all grades of
pure Ceylon Teas, and Grocery and Drug
Specialties. Dealer in Coffees, Spices,
Mustard, etc. Established eleven years.
More lines desired.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents
and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

TORONTO.

ON SPOT
RAISINS, CHEESE, BEANS
EVAPORATED APPLES
AT LOWEST PRICES
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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

TORONTO.

"EXCELSIOR"
Maple Syrup Compound
(Wine quarts)
On spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

**DOMINION STORAGE
& FORWARDING CO., LTD.,**
43 Colborne Street, TORONTO
Consignments stored at lowest rates in city.
All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

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

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

Don Storage & Cartage Co. Limited
81 Front Street East
PHONE M. 2823
Storage facilities unequalled in
city - Special cartage delivery -
Lowest rate of insurance.

WINNIPEG

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

(Continued on page 4).

A GREAT COMBINATION

AND ESPECIALLY GOOD SELLERS JUST NOW

"PICKANINNY"

**PANCAKE and
BUCKWHEAT**

FLOUR Sells at—
2 for 25c.

"ANCHOR"

brand
**MAPLE FLAVOR
—SYRUP—**

WINE MEASURE TINS
PINTS, QUARTS, HALF-GALS., GALLONS
IMPERIAL MEASURE, 5-GAL. TINS

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO



Are all your customers satisfied with the Tea they are using?

Blue Ribbon Tea pleases the most exacting palates.

We have it for sale in the following grades: 25c., 30c., 35c.,
40c., 50c., 60c., 80c., \$1.00, in Black, Mixed and Green.

The Blue Ribbon Tea Co., Ltd.

266 St. Paul Street

Montreal

Manufacturers' Agents—Continued.

W. H. Escott
 141 Bannatyne Ave.
 Winnipeg - - Canada
 Wholesale Grocery Broker
 Representing:
 The Hills Brothers Company, New York
 The Dominion Molasses Company
 Halifax, N.S.
 Underdown and Crichton, London, England,
 Valencia and Denia, Spain
 The White Swan Spice and Coconut Mills
 Toronto

ESTABLISHED 1887
Carman Brokerage Co.
 Wholesale Grocery Brokers
 WINNIPEG CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS
 You can make money as well as oblige your customers if you handle our
**Butcher Baskets,
 Clothes Baskets,
 Grain and Root Baskets
 and Patent Strawboard
 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.**

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

SASKATOON.

CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded, Warehouse on Transfer Track. Business Solicited.
 PHONE 159 SASKATOON,
 P.O. BOX 257. Western Canada

THE PEOPLE OF
JAMAICA
 are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
**KINGSTON
 "GLENER"**
 might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

Why Have Bad Debts?
 No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.
**They are Satisfied
 You'll be, Too!**
The Beardwood Agency
 313 New York Life Building - MONTREAL

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

**SPRAGUE
 CANNING MACHINERY CO.,
 CHICAGO, ILL., U.S.A.**



is without a peer in the Canadian market.
 No tea is more extensively advertised or better known.
 Good tea is a magnet which always draws trade.
 Ridgeway's Tea will be a trade winner for your store.
**CANADIAN OFFICE,
 VANCOUVER, B.C.**
 Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
 Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

— OFFICES IN CANADA —

CALGARY, ALTA.
 HALIFAX, N.S.
 OTTAWA, ONT.

HAMILTON, ONT.
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 VANCOUVER, B.C.

LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

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



Seldom See
 a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Side, Knee or Throat.
ABSORBINE
 will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, deliv'd. Book \$ D free. ABSORBINE, J.R., for mankind, \$1. Removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicosities, Old Sores. Allays Pain. Book free. W. F. YOUNG, P.O.F., 204 WASHINGTON ST., SPRINGFIELD, MASS. LYMAN, BONS & CO., Montreal, Canadian Agents.

ASPARAGUS

We desire to call the attention of the fancy Retail Grocery Trade to our Simcoe Asparagus Tips.

These Tips are green and tender, with the full Asparagus flavor retained.

We claim for our Asparagus that it is superior in flavor and tenderness to anything that is imported, and the price is less. Why not **PUSH** the sale of Canadian Asparagus instead of the foreign article, especially when the quality is better and the price lower?

Simcoe Asparagus Tips can be secured from any wholesaler, and we will gladly send a sample tin to any grocer interested.

NEVER FORGET

"Canada for Canadians."

CANADIAN CANNERS, Limited



**Satisfied
Customers**

It does you a lot of harm for a woman to come into your store and say—"That can of tomatoes you sent me the other day wasn't very good—kind of sour and musty." But when she comes in and says: "Send me some canned tomatoes—same kind as you sent the other day as they were real nice" it does you a lot of good. It certainly pays to think of quality first when ordering canned goods.

Old Homestead Brand Canned Fruits and Vegetables

are the acme of excellence in quality. We solicit your business mainly on the quality argument. We know we can hold your future orders when we get the first because Old Homestead Brand will evoke the spoken appreciation of your discerning customers. We attain the highest quality by expert selection of raw stock and by our perfectly sanitary, thoroughly up-to-date processing methods.

**Steady
Sales**

ORDER FROM YOUR JOBBER.

The Old Homestead Canning Co.
Picton, - Ont.

THE AGE OF SPECIALISTS

is right here with us. The man who makes the biggest success is invariably the specialist in this, that or the other line. You can be a specialist, too—a specialist in

FARMER BRAND

CANNED FRUITS AND VEGETABLES

It is not like an ordinary brand—it is the one brand made from stock grown on 3,000 acres of garden belonging to the company. We make a hobby of really high quality. Not only is our stock the best that can be grown, but our plant is strictly modern and sanitary in every respect; and our employees are skilled, cleanly people. These are the arguments that will increase your profits if you specialize on FARMER BRAND.

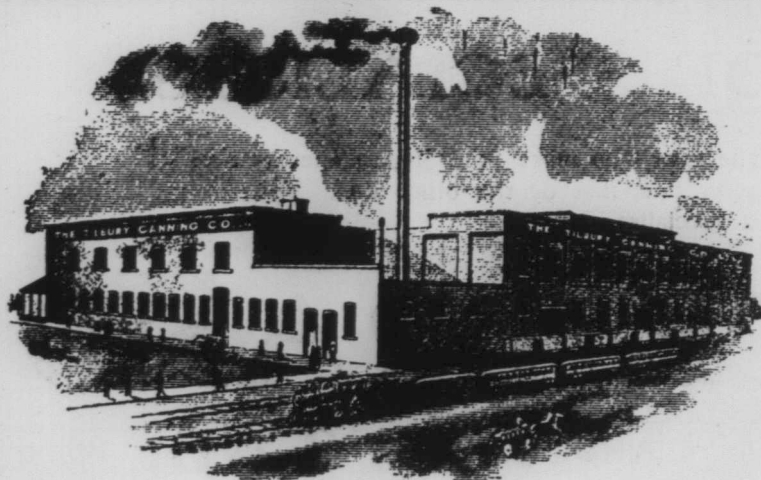
Farmers' Canning Co., Limited, **BLOOMFIELD**
Ontario

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.



"Tilbury Brand" Canned Goods

are in a group of their
own—the **A1 GROUP**
Nothing Better Packed

One of the best-equipped factories on the Continent
situated in the heart of the best Tomato District in
Canada.

RYAN BROS., Winnipeg { Sales Agents for Manitoba, Saskatchewan and Alberta.
WESTERN SALES AGENTS { A large stock carried in Winnipeg warehouse.

The Tilbury Canning Company, Limited, **Tilbury,
Ont.**

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED
TORONTO and KINGSTON

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

An Increase in Direct Shipments

of 24.92%

And in a Year of Trade Depression, Too!

British Columbia Trade

can obtain supplies of

“Pure Gold”

Extracts

Salad Dressing

Jelly Powder

Powder

Quick Puddings

Borax

Baking Powder

Cream of Tartar

Condiments

Quick Tapioca

from Agents at VANCOUVER and VICTORIA
of the PURE GOLD MFG. CO., Ltd., Toronto

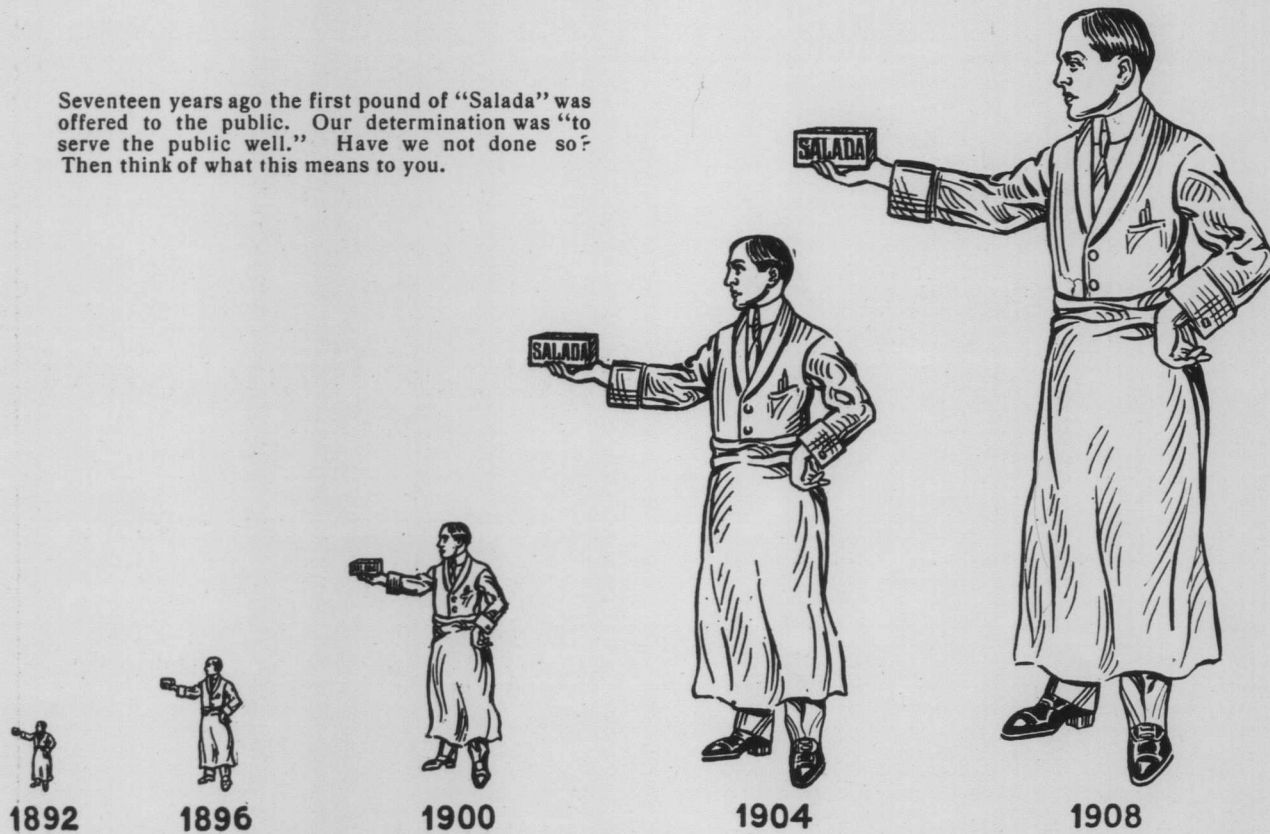
W. HARRY WILSON & CO.,

or from all Wholesale Grocers in British Columbia

The Tea That Quality Made Famous

A reputation for reliability, the securing of the public confidence, account for the extraordinary fact that "Salada" is the only tea in the world that holds the remarkable record of doubling its enormous sales every four years—a fact which proves that the public don't care for imitations, they don't care for inferior goods.

Seventeen years ago the first pound of "Salada" was offered to the public. Our determination was "to serve the public well." Have we not done so? Then think of what this means to you.



This diagram drawn on an exact mathematical basis represents the growth of "Salada" sales in seventeen years.

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.
The less writing you do in bookkeeping,
the less chance to make mistakes.
A perfect system leaves a good impression
which means more business.

WRITE OR PHONE TO
THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Business is Booming in the West

Are you getting your share, Mr. Manufacturer, of the active and profitable business in the West? Are you satisfactorily represented? We can handle one or two more lines.

Correspondence invited

R. B. Wiseman & Co.
123 Bannatyne Avenue East **WINNIPEG, MAN.**

Manufacturers' Agents and Brokers

We make a specialty of distributing cars for Eastern Manufacturers. Consign to us and we will distribute the goods among your customers.



Borden's Brands



THE CONDENSED MILK AND EVAPORATED CREAM of the People

Richest, cleanest, purest and most profitable brands.

Sold by all jobbers.

Unsweetened

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macauley & Co., Vancouver and Victoria, B.C.



ST. CHARLES CREAM UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.

INCERSOLL, - ONTARIO
CANADA



Imperial Evaporated Cream

True to its name in every respect, this cream is imperial indeed.

Its superior has yet to be found.

The public seem to think so, judging from vastly increased sales in the last few months

HAVE YOU A STOCK?

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS:—S. H. Ewing & Sons,
MONTREAL



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

ESTABLISHED A. D. 1840

You Can Make Money Selling

“Pansy”

This is the best broom value in the market. The “Pansy” is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

H. W. Nelson & Co., Limited



Broom

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

Toronto

Ontario

E. D. S. Brand Jams and Jellies

Guaranteed Absolutely Pure



Unequaled in Flavor

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.

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

As Pure as Windsor Salt

**\$1.00 Sold \$25 Worth
of Groceries**

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

**Windsor
Salt**

Profits !

**'CAMP'
COFFEE**



The retail profit on 'Camp' is as satisfactory as 'Camp' itself—and 'Camp' *always* gives satisfaction.

If you are after good Coffee—good Profit—good Customers—you ought to be after 'Camp' Ask your Wholesaler.

R. Paterson & Sons,
Coffee Specialists,
Glasgow

**GASTRONOMICALLY PERFECT
and Purity backed up by \$5,000**

**MASON'S
O.K.
SAUCE**

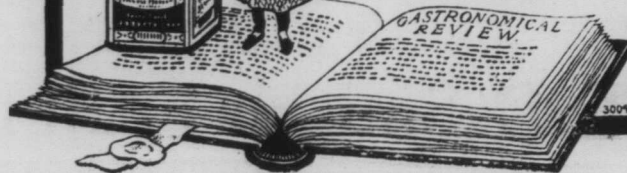


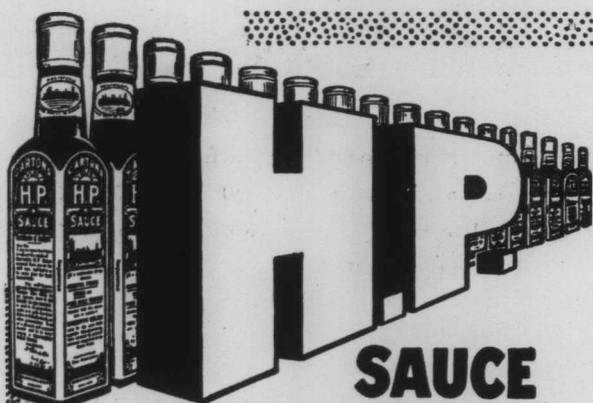
Giant Bottle retails at 25 cents.
Secured profit 33 1/3%

Sole Manufacturers:
GEO. MASON & CO., Ltd.
LONDON, ENGLAND.

Represented by
S. T. Nishimura & Co.
55 St. Francois Xavier St.
MONTREAL

N.B.—The trade are cautioned
to avoid imitations.





The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

W. G. Patrick & Co., Toronto and Montreal.

R. B. Seaton & Co., Halifax, N.S.

Georgeson Co., Ltd., Calgary, Alberta.

Ellis & Co., Ltd., St. John's, N.F.

Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



If you want a line of pickles that will sell readily

STERLING BRAND PICKLES

is the brand you are looking for. This famous Canadian made pickle has become known all over the country as the most delicious pickle made.

ORDER FROM YOUR
JOBBER, OR DIRECT.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Marsala Wine

A Most Profitable Side Line

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in Marsala Wine, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price: \$7.00 a case and up.

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents Amerloan Continent

Phone Main 2731



Greatest in Strength

Highest in Purity

Shirriff's Flavoring Extracts

Their quality creates new business and keeps old business alive.

IMPERIAL EXTRACT CO., 18-22 Church Street
TORONTO, CAN.

THE CANADIAN GROCER

Club Jelly Powders

Now is a good time to push this money maker our travellers can offer you. This line is one that merits your particular consideration if you do not already carry it in stock. The Club Jelly Powders (with Club Cream in same packet), are the kind that sell, and they bring customers back. All flavors.

Give Us a Trial Order

S. H. EWING & SONS

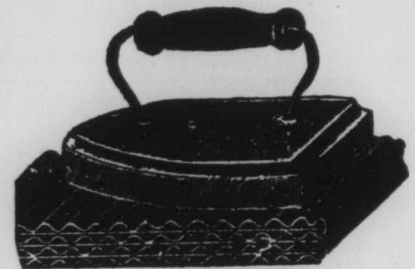
98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer !!

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.



PATENT APPLIED FOR

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. **MAKE A HIT!** Be the first in your town to have them on sale. **WOMEN DO THE BUYING** of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—5 cents—that **REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE**—there she is sure to leave her order for other things.

Advertise Your Business !!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.
CHICAGO, U.S.A.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

WANTED — Agents throughout Canada in unrepresented distributing centers.



Gives a good, durable polish—QUICK!

You know how friendly it makes a customer to sell her an article that really has outstanding excellence. That's the effect of every tin of

Black Knight Stove Polish

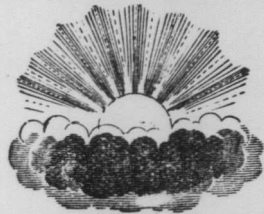
It makes a friend for you with every sale, because it gives a quicker, easier and more durable polish than other stove polishes do, and that without staining the woman's hands.

Your Jobber knows—He can fill your orders.

THE F. F. DALLEY CO., Limited
Hamilton, Canada Buffalo, N.Y.

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

OUR AD. MAN

has been so busy keeping warm of late that he has not had time to write any new advertisements about

QUAKER SALMON

but the price is still the same:

TALLS, \$2.00 FLATS, \$2.15

GET A SUPPLY.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Walter Baker & Co.'s

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, 1/4s - - - - 35 1/2c. per lb.

" " 1/2s - - - - 35 1/2c. "

Premium No. 1 Chocolate, 1/4s - 32 1/2c. "

" " " 1/2s - 32 1/2c. "

Webb's Cocoa, 1/4s - - - - 29 1/2c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

Messrs. Hamblin & Brereton,
Corner of Notre Dame and Victoria Streets,
WINNIPEG, MANITOBA.

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. *White Spruce*

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.
Hamilton and Winnipeg



HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
IN ENGLAND.

Men Who Sell Things

By **Walter D. Moody**

Technical Book Department - - 10 Front Street East

The Condensed Ads. in
The Canadian Grocer
bring results. Try one.

ESTABLISHED OVER 200 YEARS

HAMPION'S

**IS THE BEST
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

ONTARIO AGENTS : The Lind Brokerage Co., 23 Scott St., Toronto

Agent for the province of Quebec, J. Walter Snowden, 413 St. Paul St., Montreal

W. H. Esott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



WHAT LINE IN YOUR BUSINESS SHOWS THE GREATEST PROFIT ?

SPICES

WHAT LINE WILL IT PAY YOU TO PUSH ?

SPICES

DON'T FORGET THAT THERE ARE TWO KINDS

SPICES AND SPICES

ONE IS PURE ————— THE OTHER IS NOT

WE GUARANTEE EVERY POUND OF

"WHITE SWAN" SPICE

TO CONTAIN 16 PURE OUNCES

APPRECIATE THE POINT AND SEND US YOUR ORDERS

WHITE SWAN SPICES AND CEREALS LIMITED - TORONTO

CANADA'S GREATEST SPICE HOUSE

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT.

SOLD BY
ALL
JOBBER

1/2-lb tins—3 doz. in case.

A Great
Convenience—
McGregor's

Patent Bag Holder

Holds every size bag. It is out of the way, yet permits instantaneous selection and prevents all waste. Write us for full particulars and prices.

KILGOUR BROS.

19 Wellington St. West, - TORONTO



THE CANADIAN GROCER

EVAPORATED

APRICOTS

FANCY and CHOICE
BEST PACKS

CHOICE
25-lb. BOXES

PEACHES

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

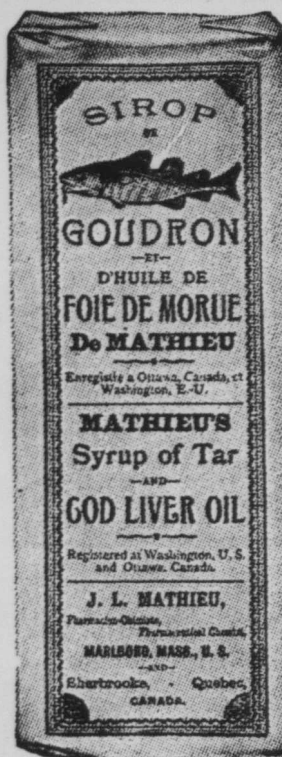
Redpath

The purest and best—To be had in original packages—

Burels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

The
Canada Sugar Refining Co.,
Limited

MONTREAL



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 & Cie., Wholesale Depot, Montreal

JAPAN TEAS

We have several very attractive lots on the spot. Jobbers please write for samples.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE 596 free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

You Can Guarantee Balmoral Marmalade

It often means a great deal to a grocer to be able to please fastidious customers by personally guaranteeing goods sold particular people. Cranks about food demand the best and the wise grocer looks after them properly. You and your customer can always depend upon Balmoral Brand Scotch Marmalade.

J. W. WINDSOR
MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS 5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

Toronto	- -	R. S. McIndoe	-	54 Wellington St. E.
Montreal	- -	J. M. Brayley	-	55 St. Paul St.
Winnipeg	- -	E. W. Ashley	-	123 Bannatyne Ave. E.
St. John	- -	H. S. Daly	- - -	
Vancouver	- -	J. F. Mowat & Co.	-	

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 67 for yearly rates.

Take Advantage of Our Reduced Prices before Stock-taking

We have considerably cut our prices on certain lines of our stock which we wish to reduce before inventory. This means increased profits to the buyer who wishes to add to his stock goods of quality on which he will realize larger profits. Examine this list, make your choice, let us know what you need and we will be pleased to quote you figures which will not fail to give you satisfaction.

Clan Roy Scotch Whisky, in cases of 12-qt. bottles.

Wiser's Rye, very old, in cases of 20 flasks, (1898).

Wiser's Rye, (1902), in cases of 60 flasks.

Chateau Maucamp Claret, vintage of 1900, quarts and pints.

Wines in Casks, Claret, Sherry, Port, Maderia, all qualities.

We will pay freight, during January, on all wines in casks or bottles, Miller's High Life Lager, Miller's Malt Extract, and Garnier's and Pollen and Zoon Liqueurs.

Imported Canned Goods

Soups, Vegetables and Fruits, "Soleil Brand"

Soups - - Peas, Beans, Whole Asparagus, large and extra, Medley of Vegetables, Carrots turned and cut, Ribs of Celery, Puree of Spinage, Chervil, Julienne, Artichokes bottoms. These are goods which we especially recommend as to quality; made from the choicest vegetables by experienced French cooks. Housekeepers will appreciate these goods, which are always ready to serve after a few minutes' heating.

Canned Fruits - - Quartered Apricots, Pineapples in syrup, Strawberries in syrup, Raspberries in syrup, Peaches in syrup, Medley of Fruits in syrup, Fruit Jelly in cases of 72 pots. Highly recommended products.

Canadian Canned Goods We have a complete stock of all popular brands of VEGETABLES, FRUITS, MEATS and FISH.

Special We have a fine canned **Salmon** of good quality which we are in a position to sell at prices defying all competition, and which can be retailed at popular prices and will give entire satisfaction. This is a RARE opportunity.

Teas We offer to the trade a most complete line of Teas of all grades and qualities at prices most interesting. Do not fail to take advantage of these great reductions which we make in order to reduce our stock before our inventory on the 1st of February. We pay freight on all lots of teas, assorted or not, of 200 pounds or more.

For further particulars, quotations, etc., write, telephone or wire at our expense

LAPORTE, MARTIN & CO., Limited

Wholesale Grocers and Wine Merchants

Montreal



SNAPS

In consequence of heavy fall trade, we discontinued for a short time advertising snaps.

We have now completed our stock-taking, and have made up a big list of snaps, which is now in the hands of our travellers. It is too lengthy to advertise. If our travellers don't call, write us for particulars.

James Turner & Co., Limited

Hamilton, Ontario

INDEX TO ADVERTISERS.

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Winner in The Grocer's Ad. Contest

The best test of an advertisement is its ability to sell goods and add to the renown of the advertiser. But, in judging this advertising contest, the judges had to be guided by the acknowledged principles that underlie all good advertising; not knowing the actual results produced by the many contesting ads.

XMAS CHEER at FORSYTH JR'S.

Editorial
Now let us close a successful year with a jolly, old-fashioned Christmas, and let us not keep it all to ourselves either, but as we sit down to our Christmas dinner, let each one have the pleasure of knowing that they have helped to make Christmas happy for someone less fortunate than themselves. Our goods and prices will enable you to do this.

"Plums"
For the "Half" have an air of excellent quality this year.
Valentia
are round, plump and juicy.
3 pounds 25c
California Seeded
were never in better order. Entirely free from stones, of rich flavor and large.
16 ounce pkg. 12c
12 " 10c
Sultanas
Don't be misled, usually free from stones, and just in prime order for the winter sale.
2 lb. (pkg.) 25c

Layer Raisins
Look so tempting that you will have to eat them whether you like raisins or not. Black and sat with the bloom still on them and red with lusciously colored ribbons.
Per pound 20c

Candied Peel
To sweeten the pudding and plum cake.
Lemon Peel per lb. 15c
Orange " 15c
Citrus " 15c
Mixed " 20c

Extracts
Lemon, Vanilla, Orange, Raspberry, Strawberry.
Per bottle 10c and 25c
We recommend "Sovereign"
25c ounce bottle 25c

Spices
Don't try to economize upon cheap spices. Use only the pure article. We have:
Mott's.
They are the best, at least that is what the government analysis says, and be known.
Special Small Christmas 25c
4 quarter pound pkgs.

Flour
The flour of known value that makes more and better pastry and more and better bread to the barrel than any flour at a similar price is
McLeod's Special
Barrel 40.00
Half Barrel 23.50
50 lb. bags 12.50
Quarter " 6.25
Eighth " 3.12

Currants
(So called, but really a small variety of Raisin) Bright and clean, packed in cartons right while the fruit is green, plump and juicy.
3 1/2 pound pkg. 25c

Figs
Cooking and table varieties. Low priced and delicious.
4 pounds 25c
and upwards

Dates
Every year as the new dates make their appearance they seem to taste better than the year before. This year is no exception. High priced and sticky.
3 pounds 25c

Prunes
If people knew more of the good and medicinal value of prunes they would have a large consumption, would be largely increased. They are in the order this year.
3 pounds 25c

Peaches
Weather conditions favored the raising of dried fruits this year and the best are in especially fine order.
Per pound 15c

Apricots
We are not too well known here and we invite your attention to them. Try a pound and let us have your opinion.
Per pound 15c

Grapes
We also find this year, but there are good and better, ours are the better. Large, clean, bright green and heavy with juice.
Per pound 15c

Candy
We have a nice assortment of work-shed candy.
Hand Milled clear tops per pound 15c
Mott's Chocolates and Bonbons 10c to 25c
Mint 10c, 2 lb. 25c
15c, 2 lb. 25c

BUT
The special that we call your attention to is a
French Cream
Chocolate Cream
Caramel
at 15c a Pound
A 5 pound box 75c
Order a box of this, it will do you play Santa Claus with, treat your guests and in fact a box will get you over the holidays. It is without exception the best value we have ever shown.

Herbs
Don't forget the herbs, we have them all.
Savory, Marjoram, Mint, Sage, Poultry Spice, Etc.
30c a tin, 3 for 25c

Oranges
Fine large, sweet and juicy.
Jamaica per doz. 20 and 25c

Tea
Some people think we talk too much about
Forsyth Jr's Famous 30c Tea.
But there are people who have not tried it where are perhaps half a dozen in town) some others think we don't say half enough. Try a pound and give us your opinion.

Coffee
The correct way to buy coffee is to get it ground just when you buy it. We grind it for each order. We would like you to pass independent upon ours.
It is 25c and 40c per pound.

Cocoa
We have them all, but why not use the best—
Mott's Pure Breakfast Cocoa 10c, 15c, 25c.
It is made in Dartmouth, it must be good.

Nuts
Fresh Nuts
Brazil
Filbert
Walnut
Pecans
Almonds
Peanuts
Mixed per 17c
pound

Vinegar
White Colley pure malt vinegar is a beautiful golden brown color and has a delightful aroma and a delicious taste.
Reputed of best.
Imperial gallon 70c

Fruit Syrups
We have a snap in Fruit Syrups
Sterling
a pure fruit syrup, heavy, and of good flavor. Per bottle 25c

Mince Meat
Without speaking disparagingly of your mother she never made such Mince Meat as
Park, Blackwell's
and if you could make it as cheap you could not make it as good.
Per pound 10c

Pickles
You will want the best for Christmas, that is
Lambert's
MIXED
PICCALILLI
CHOW CHOW
Per bottle 35c
Other good brands 20c

Sauce
The Christmas Dinner will not be quite complete without a bottle of good sauce, and you can't beat
Lee & Perrins.
Per bottle 35c

Tomatoes
H. P. Tomato
Hindoo
Pan Yan
Tomato
Worcestershire
per bottle 15c
" 20c
" 10c
" 10c

OUR CHINA DEPARTMENT

Our China Department is never so well stocked as it is at present. You can be sure of getting what you want for holiday gifts here, in prices that are very reasonable. We want your patronage, no matter what amount you have to spend, and we invite you to come in and examine our stock.

Please Remember
You are not under the slightest obligation to buy because you come in and look, we will take it as a favor if you will do so.
We find numbers of people who come in and examine our goods and then go to the city, only to return and purchase from us.
This can have only one meaning, and that is that we are giving better values than they give in Halifax.

Five O'clock Tea Set
By recommendation, very pretty.
Per set \$1.75 & \$2.50

Tessets
What more acceptable gift to a sister, wife or mother than a nice China Tasset. We have a pretty new set of 40 pieces in three colors, cheaply decorated, prettily shaped and of good material.
We have seen the set catalogued by a Canadian house at \$5.00.
Our price is \$3.50.
This is a leader, we have other sets, both large and lower in price.

Dinner Sets
A nice dinner set is something which would keep the giver in remembrance for many years. We have a good range from \$5.50 to \$15.00. Our \$15.00 set is a
Crown Derby Effect
and is so near the real thing that not one in twenty could tell that it is not the genuine which would cost ten times the amount we ask for ours.

Toilet Sets
We are showing some beautiful, our Five Dollar Set would delight the heart of any housekeeper. These sets have them down as low as \$1.50.

Chocolate Set
Of pretty shape and cheap ornamentation. Per set \$2.00

Bon-Bons
In shape, design and decoration that would lead you to believe they cost many times what we ask for them. Each 15c and 20c.

Berry Sets
If you could see the way this line is admired by our lady customers you would not have any doubt as to whether it would be appreciated as a gift or not.
Per set, 50c to \$2.00

Vases
We are showing some very pretty Vases which would make some women's heart glad.
Per pair 20c

Biscuit Jars
Many a housekeeper longs for articles of this kind and never just feel that she has the money to purchase them.
Each 50c and \$1.25

Match Safes
A unique little production of a Japanese hand.
Very convenient.
Each only 5c

Pintray
Another fancy little line of Jap goods. Each 5c

Crumb Brush and Tray
Beautifully Lacquered and Oriented.
The two for 20c

Match Box
A neat pocket match safe, brass Jap ornamentation.
Each 20c

3 Piece Set
Sugar, Cream and Butter.
Beautifully hand painted.
Per set \$1.75

Cheese Dishes
Also a useful article in every home. A pretty one for \$1.00

Jardiniers
Useful and ornamental. A nice one for \$1.25 or \$1.50.

Cups & saucers
Come and see our assortment. You will most assuredly be pleased. We can sell you a fancy decorated China cup and saucer for 10c that you would never suspect could be bought for any such money, and equal value up to 85c.

Water sets
We have a very nice assortment of Water Sets which always make attractive gifts and upwards \$1.25

Lamps
You cannot go wrong in giving a Lamp, we have them.
Parlor, Library, Hall, Kitchen, 15-20, etc. 25c to \$4.00

Pitchers
We have Pitchers in great variety and where you want to give a small article these suit admirably.
10c to 50c

Jap Saucers
Very handsome ones, the thing that many ladies need and do not know where to get.
Three sizes,
18 in. x 14 in. 75c
16 " x 12 " 50c
9 " x 12 " 25c

Table Sets
Are not to be overlooked in the matter of making gifts and our display will please you.
Prices 35c to \$2.50

Tea Pots
Never have we shown a nicer array of tea pots, all English goods, in elegant and quaint designs with pretty and chaste decorations, also plain.
10c to 80c

Cut Glass
We have added to our already good stock of Cut Glass and now have a nice selection. Cut by the best manufacturers and the price is at least a quarter less than the same goods could be bought for in Halifax.

FORSYTH JR., The man who makes good his ads.

The Prize Winner.—Christmas Ad. of Forsyth, Jr., Dartmouth, N.S.

Th but testa been mou' Th size, set-u of it most ever which brief page just mon his as v the way foot stan adve his fider. migl is tl adve play the
Th this sine clos any the mon ple. W trackie, Tho part set-and and got well the is a fort spa of t do
T B J D M L B R
C P J G
P J W F
Loin in Ws sen Oth

The contest was a fairly close one; but we venture to think all the contestants will agree that the price has been fairly won by Forsyth, Jr., Dartmouth, N.S.

This ad. occupied full-page space. Its size, together with its clean, readable set-up, and the sprightly persuasiveness of its paragraphs makes it one of the most attractive grocery ads. we have ever seen. The Christmas sentiment which commences in the well-written brief editorial, permeates the entire page. Read some of the paragraphs. It just shows what can be said about commonplace groceries by a man who knows his business and the taste of his public as well. Forsyth, Jr., has also made the most of his china department in the way of gift goods suggestion; and the footnote of his ad. (which, we understand, is a permanent feature of all his advertising)—“The man who makes good his ads.”—is calculated to inspire confidence. If there is any criticism we might offer to the winning advertiser it is that he persuade the publisher of his advertising medium to get in some display type figures for use in bringing out the prices in a stronger manner.

The Runners Up.

There are no second or third prizes in this contest, for which the judges are sincerely thankful. There are so many close “runners-up” that the awarding of any additional prizes would have to take the form of an even distribution of the money between quite a number of people.

We are reproducing one of several attractive ads. sent in by Kirkup & Wilkie, Fort William, written by W. H. Thompson, manager of their china department, as an example of excellent set-up in four-column space. The cut and the caption are very appropriate; and the inquiry, “What have you forgotten for the Christmas dinner?” is well calculated to inspire a reading of the list of groceries which follows. Here is a list of the contestants whose efforts merit special mention. Lack of space forbids us going into the details of these ads. this week, but we hope to do so in the very near future:

- T. A. Rowat & Co., London, Ont.
- Bradley & Son, St. Catharines, Ont.
- J. A. McCrear & Son, Guelph, Ont.
- Deans & Walker, Galt, Ont.
- Mrs. C. E. Harkness, Iroquois, Ont.
- Laceys, Hillsburg, Ont.
- Bryson & Graham, Ottawa, Ont. (Duncan Bell, grocery dept.).
- R. R. Powell, Carleton Place, Ont. (By T. Stevens, clerk).
- C. A. Farmer, Perth, Ont.
- P. Shier, Little Britain, Ont. (By F. Homer Moore, ad.-writer).
- John Diprose, London, Ont.
- Geo. J. Harp, Brantford, Ont. (By Ernest Wall, clerk).
- D. D. Butler, Brantford, Ont.
- Prentice & Sproule, Collingwood, Ont.
- John Goos, Walkerton, Ont.
- W. Dowling & Co., Brandon, Man.
- R. G. Joy, Nelson, B.C.

LOWNEY'S ANNUAL MEETING.

The annual meeting of the Walter M. Lowney Company, of Canada, took place in Montreal on Tuesday of this week. Walter M. Lowney, of Boston, was present, and was re-elected President. Other officers were re-elected as follows:

Vice-President, Arthur Lyman; Secretary-Treasurer, T. W. Dodds, and Managing Director, E. Littler.

On Monday 100 employes of the company participated in the annual profit-sharing of the company. By this plan every employe who has been with the concern over a year is made the recipient of a portion of the profits.

sweetmeat. On Tuesday summonses were served upon some thirty retail confectioners charged with selling such chocolates, and they will appear in the Police Court to-day to explain why they are “selling liquor without a license,” as the Revenue officials allege they are. The Lowney Company will have to answer to the same charge.



Think it Over Ladies

**WHAT HAVE YOU FORGOTTEN ?
FOR THE CHRISTMAS DINNER ?**

TO MAKE this one great meal the greatest possible success, we have prepared this extensive list of right table delicacies at the right prices—when in doubt about being able to secure just what you want—pick a good grocer—try Kirkup & Wilkie. We don't charge anything for attentive service, full weight and saying thank you—it's simply our way of dealing with the public, and our business shows it pays.

**YOU'LL BE SAFE IN A LAST MINUTE SELECTION ON CHRISTMAS GROCERIES
FROM US—READ THE LIST**

<p>New Canned Goods</p> <p>Peas 3 for 25c. Corn, each 10c. Tomatoes 2 for 25c. Beets, each 15c. Sliced Pineapples 25c. Peaches, Pears, Strawberries, Raspberries, each 20c.</p> <p>Teas and Coffees</p> <p>Unsurpassed in cup quality, will satisfy the most exacting connoisseur of fine teas and coffees, selected from the best importers.</p> <p>TEAS</p> <p>Tetley, Lipton's, Salada, Red Rose, Tartan.</p> <p>COFFEES</p> <p>Chase & Sanborne, Pure Gold, Dandelion, and Paterson's Camp Coffee.</p> <p>Goodwillies, Wagstaff's and E. D. Smith's Preserves and Jams.</p> <p>Pickles and Relishes</p> <p>Crosse & Blackwell's, the best English brand, and recommended by the best people all over the world.</p> <p>Mixed Pickles, per bottle 20c. and 35c. White Onions, per bottle 35c. Gherkins, per bottle 35c. Chow-Chow, per bottle 35c.</p> <p>HEINZES—Celebrated Make</p> <p>Sweet Gherkins, per bottle 40c. Mixed Pickles, per bottle 35c. White Onions, per bottle 35c. Salad Dressing, per bottle 25c. Catsup (Extra), per bottle 35c. Bengal Chutney, bottle 25c.</p>	<p>Imported Bottled Fruits and Vegetables</p> <p>Geo. Dalidel's French Fruits and Vegetables.</p> <p>Cherries in Marasquin 35c., 60c. and \$1.00 Cherries, Creme de Menthe 60c. Assorted Fruits, each 60c. Assorted Vegetables, each 40c.</p> <p>Nuts and Candies</p> <p>Almonds, Filberts, Walnuts, Brazil, Peanuts . 2 lbs. 35c. Bon-Bons in fancy holiday boxes 25c., 35c., 50c., 75c. and \$1.00 Fresh Chocolates, per lb. 25c. to 50c. Special lot of extra good and fancy Christmas Mixed Candies 3 lbs. 25c.</p> <p>Imported and Domestic Cheese</p> <p>McLaren's Imperial, jar 25c. McLaren's Cream Cheese, per package 15c. English Stilton, extra choice per lb. 60c. French "Roquefort Speciale" per lb. 50c. Choice Canadian Cheese 2 lbs. for 35c.</p> <p>Spanish Olives</p> <p>Full line of Queen Olives, famed for their crisp freshness and appetizing flavor. Per bottle 15c., 25c. 60c., \$1.00 Manzanilla at 35c.</p>	<p>Fresh Vegetables</p> <p>Those are ALL goods, strictly fresh—having a flavor equal to the early spring grown varieties.</p> <p>Lettuce, per bunch 5c. Celery, extra large bunches 2 for 25c. Radishes, per bunch 5c. Parsley, per bunch 5c. Cucumbers (extra large) 20c.</p> <p>Fresh Fruits and Delicacies</p> <p>Imported direct from the growers for our Christmas trade, unsurpassed in quality.</p> <p>Oranges, per dozen 30c., 40c. 50c. and 60c. Jap. Oranges, per box \$1.50 Malaga Grapes, per lb. 25c. Layer Raisins, per lb. 25c., 30c. and 35c. Figs (extra fine), per lb. 15c. to 20c. Dates (best quality) per lb. 10c. and 15c. Honey in the comb, per lb. section 25c.</p> <p>VANCAMPS</p> <p>Catsup, per bottle 25c. and 35c.</p> <p>LITTLE'S PICKLES</p> <p>Sour, Mixed and Chow Chow, according to size 15c. 2 for 25c., 25c. and 35c.</p> <p>Worcestershire Sauce</p> <p>Lea & Perrin's, 35c. and 65c. Patterson's at 15c., 2 for 25c. and 35c.</p>
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KIRKUP & WILKIE

THE LEADING GROCERS

Open Evenings

VICTORIA AVENUE

PHONE 199

The Christmas Ad. of Kirkup & Wilkie, Fort William, Deserving of Special Mention.

Tuesday afternoon the employes presented Mr. Lowney with a loving cup.

AFTER BRANDY CHOCOLATES.

Provincial Revenue officers in Montreal on Friday last seized a quantity of brandy cordial chocolates from the factory of the Walter M. Lowney Company, of Canada, William Street, and also took possession of a few jars of brandy used in the manufacture of this

These chocolates, which are known in the trade by various names, such as brandy cordial chocolates (which they actually are) and other names less suggestive of one of the substances used in their manufacture, are composed of sugar, chocolate coating and syrup flavored with brandy. Many Canadian confectionery houses manufacture the line, while some imported chocolates contain the same liquid.

"By Their Fruits Ye Shall Know Them"

Kimpton's King Pins Go Down to Defeat at the Hands of the Guelph Trundlers—Toronto Fruiterers and Grocers Royally Entertained in the "Royal City"—But Are Crestfallen Over Result of the Games—Story of the Memorable Trip.

The Toronto wholesale fruit dealers have caught the fever and believe they can bowl. A large party of them, and some of their grocery friends, went to Guelph on Wednesday, Jan. 13, with the object of teaching their friends and enemies in the Royal City the game of bowls.

In the party were Dave Spence, H. J. Ash, E. Oake, Jno. McBride, Art McBride, W. B. Stringer, Geo. Stronach, J. J. McCabe, Geo. Everist, Frank Everist, W. Radcliffe, Geo. Oleott, Norman Peters, Tom Clark, Geo. Kent, J. Langskill, C. Husband, D. Radcliffe, Allen



"KING PIN" KIMPTON,

The Daddy of Them all, and he Knows how to Play Euchre, too.

Leadley, of the Delaware, Lackawanna & Western Railroad, H. W. Dawson and A. Hutcheson.

The Toronto crowd were so sure of success, seeing that the Guelphites did not know even the rudiments of the game, that they did not bring along enough money to pay for the games, but, sad to relate, the unexpected happened, and Guelph trimmed the Torontonians good and sure.

Kimpton's King Pins.

Charlie Kimpton was as usual chief agitator and master of ceremonies, and he handled the bunch well. A luxuriously appointed box car was attached to the G.T.R. morning train for the exclusive use of the party. Dave Spence's first impression on entering it was: "We hadn't better smoke in here." Imme-

diately some joker started singing, "We're here because the Duke and Duchess were never here." The excursionists evidently did not care to look at the beautiful scenery, and could not if they would, for some of C. K.'s admirers had tastefully decorated the windows with life-size cards bearing mottoes such as "Kimpton's King Pins" and "The Tenpin Ticklers of the Toronto Fruit Trade."

At Parkdale the "not early risers" got on. Geo. Everist, with his indispensable "picture frame," was there, and "Phoebe Snow" Leadley, who brought out a box of cigars, and he surely struck the right chord, too, for Jim Langskill forgot his cigarettes.

First Taste of Defeat.

The "picture frame" being displayed Frank Everist and W. Radcliffe started in to play euchre with Cameron Husband and Charlie Kimpton. They got such a walloping, however, winning but one game out of seven, making Radcliffe remark that Cameron Husband had hypnotised Frank Everist.

But they should not have forgotten Kimpton's prowess in being the champion euchre player in Canada. However, the losers were "awfully" glad when the conductor shouted "Guelph." They had heard "Chicago" sung out so often that they thought they were near 'Frisco.

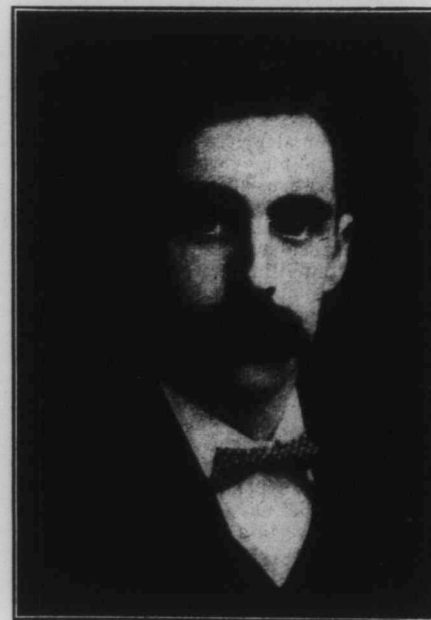
Some Classy Bowling.

Geo. Walker, of Hugh Walker & Son, met the party at the Guelph station and played the part of host while the Torontonians were there. He showed the fruit bowlers over his palatial fruit warehouse before proceeding to the alleys; and it certainly was a revelation to even the Toronto fruit kings.

Oh, my, didn't Frank Everist try hard to beat Dave Spence when the games began, both being coached by Harry Ash, who has developed into a bowler of "class." Norman Peters showed "good results" with his "graceful" delivery; but Geo. Everist took the lead with his 270 game. Geo. Stronach was always on the job, and Cameron Husband would have done better only he seemed afraid to hurt the pins. The only trouble with him was that the tenpins looked like a hundred and he invariably left a pair of horns staring him in the face. He made the remark to a nearby fruit man that "if he could only have his youth back again what he would not do."

J. J. McCabe couldn't get up to the century mark and handled the bowls as if he were trying to keep the baby

quiet. He thought they were lemons and threw them so far that he nearly knocked the nose off one of the fruit men. Oke, Hutcheson, Radcliffe, Stringer and Langskill, of the "Old Guard," gave a good account of themselves, and Geo. Kent was good on splits, but bad on spares. Jim Langskill started off as though he were a boy again in the Orkneys, but he soon found how old he was when the pins refused to fall. George Stronach told a friend he did not want to make McCabe feel bad, as he was a particular friend of his, and had prom-



GEORGE STRONACH,

The Man Who Rolls the Bowles Nearly as Well as His Rs.

ised not to beat him. In consequence, he rolled up but 61 to McCabe's 62.

Had Seen Better Days.

Tom Clark, the grocer, is an enthusiastic sportsman, but is only a beginner at bowling, so that much must be overlooked for his attempts to turn the pins over. He said he had done better in the past, but Charlie Kimpton will have to see him do it again before he will believe the yarn. D. Radcliffe is another Toronto grocer who thinks he can bowl. He went on the alleys as if he owned them, but when the Guelph boys got through with him he could have been bought for a two-cent postage stamp. Had there been a train leaving for the city just then he would have been aboard on his way home. After refreshments his courage came back, and he was ready

for another defeat. Allen Leadley is a good sport, but a bad bowler. As a consolation, C. K. promised to route his next car of lemons through his office. Art McBride covered himself with glory and proved himself the peer of all. His brother, John, not quite so demonstrative, did exceedingly well, but he will never be the bowler his brother promises to be.

The Tale Left Untold.

The most disappointed man was Charlie Kimpton, who had been bowling low all day. In the evening he, George Stronach, J. J. McCabe, Norman Peters and George Walker bowled against Ryan's celebrated team, but charity prevents telling the result. Charlie, however, came back to his "old-time" form and rolled up 200. W. B. Stringer, the winner of the D. & L. cup, had been going around the alleys all day with his chest bulged out, but it was noticed that he came off the alleys in the evening looking pretty much like Tommy



FRANK EVERIST,
Who in His Spare Moments is An Amateur "Picture Framer."

Burns. It would be a shame to tell what was done to him.

The boys had been bowling all day and all evening, finishing up about midnight. A few afterwards "slid off" to bed, evidently trying to escape the fitting climax. This was regarded as an offence, and they were punished by having to prepare for retirement a second time. Five hours' sleep was allowed the party before the Thursday morning train left.

A Prolonged Visit.

Some of them caught that, others who slept in came back in the evening, and the rest of them are there yet.

The Guelph fruiters and grocers united to give the Toronto fruiters and grocers a good time, and there is no question about it that the Toronto men had the time of their lives,

Strikes and Spares.

When Charlie Kimpton held the ace, king, queen, jack and ten-spot of diamonds he wanted to change the game right off. Is it any wonder?

McCabe went off worse than the Messina earthquake when he was bowled over.

Harry Dawson wanted the train to stop for an hour at Brampton. It looked like home to him.

Geo. Stronach's burr nearly threw the train off at Limehouse.

What a lot of lemons the Toronto bunch looked like after the Guelph boys got through with them.

Oke's artistic delivery was the envy of his beholders. Geo. Stronach thought he was trying a hop, skip and jump.

"Earnest" Geo. Everist had one of his good days, and cleaned up more spondulex than the last time he went to the Woodbine and had to walk home.

Wm. Radcliffe found it just as difficult to pick the winners at Guelph as he did to pick up a "sure thing" at Cobalt.

Oleott, White & Co.'s bowling wonder, distinguished himself by "nearly" knocking down the pins.

Norman Peters, the "boy orator," surprised everyone by having nothing to say. Speak up, Norman, what's wrong?

Geo. Kent was the prize beauty and looked fresh coming out of cold storage. He had a glass arm, however, which prevented him doing damage to the pins.

"Soapy" Hutcheson was there trying to induce the fruitmen to clean their stock with his "new process" brands.

It was a great day for the Georges.

HAMILTON GROCERS.

The retail grocers of Hamilton, Ont., met on Thursday night, January 14, and elected the following officers:

President—Ald. John Forth.

First Vice-President—George Cann.

Second Vice-President—J. P. Boyd.

Secretary—M. R. Hill.

Treasurer—James Main.

Executive Committee—A. G. Bain, W. Smye, J. M. Semmens, A. Lavis and J. Kirkpatrick.

Auditors—J. Kirkpatrick and A. G. Bain.

A resolution of condolence with the family of D. Henry was passed.

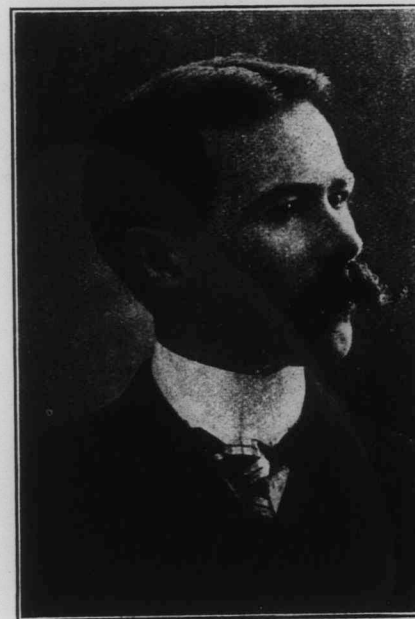
The association donated \$25 to the day nursery.

A MONSTER PRESENTATION.

Seventeen Thousand Pounds Tea Given by Ceylon Planters' Association to Men of U.S. Warships.

The Weekly Times, of Ceylon, December 12, says: The Ceylon Planters' Association presentation tea, which is to be formally handed over to Rear-Admiral C. S. Sperry, on board of the Connecticut next Friday, is composed of some 15 different estate teas blended to suit the American taste, specially selected at the Colombo tea sale by Messrs. Bois Bros. & Co., at the request of the

Planters' Association and packeted by them at their mills at Hunupitiya. There are about 13,000 one-lb. packets for presentation to each member of the crew, and about 800 five-lb. boxes for presentation to the officers. The one-lb. quantities are in lead oblong packets and are encircled over the longer circumference by a yellow and gold label, specially prepared and very attractive. On the front there is a picture of a Tamil girl plucking tea, printed in different colors, with the word "Hillgrown. Specially selected and packed for presentation to the American fleet." On the reverse side is a design, embodying the two national flags and a shield bearing the Ceylon coat-of-arms. Underneath are directions how to make a cup of Ceylon tea. At one end are the words, "Finest hillgrown, pure Ceylon tea," and on the other end is "With greetings and good wishes from the Planters' Association of Ceylon. Colombo, December, 1908." There is also stamped the crest of the Planters' Association.



"ST. NICHOLAS" McCABE,
Who Said the Bowls were too Large for "November Cuts."

The 5-lb. boxes are stencilled on all sides with similar wording as on the packages. Special attention was given by Mr. Percy Bois to the stencilling of the national flags and coats-of-arms which have been printed in eight different colors.

A special 10-lb. box has been made for presentation to Rear-Admiral C. S. Sperry. The wood of the box is satinwood, and as it would have spoilt the wood to put lettering on it, the box was covered with Holland cloth, and the lettering has been done on the cloth.

Mr. Percy Bois had a photograph of the tea taken at the mills this morning. Immediately the officials of the Planters' Association make the formal presentation to the Rear-Admiral, the tea will be despatched, in the required quantities, to each of the ships.

Retail Grocers Elect Officers

Hold Important Business Meeting—T. Clark, the New President—The Peddlers' License Question to Come Before Toronto City Council—Increase in License Asked for—Grocers Interested in Bowling—A Presentation Made.

Peddlers' licenses, bowling, the annual excursion, election of officers and a presentation to the retiring President were the features under consideration at the annual meeting of the Retail Grocers' Association, of Toronto, on Monday



T. CLARK,
The New President of the Retail Grocers' Association of Toronto.

night, Jan. 18th. The meeting was held in the hall of the Association in the Temple Building and proved to be one of the best from an educative as well as from a social standpoint in some time.

President C. F. Thorne occupied the chair, and conducted the business of the meeting until the election of new officers. There was a feeling of mutual regard for each others' best interests pervading the meeting, each member in a most unselfish spirit giving the information at his command which would benefit his fellow grocer, demonstrating the value of such an association to the retail grocers of any town or city.

Want Higher License.

One of the first items of business arising was the question of a deputation of the Retail Grocers' Association waiting on the City Council at its next meeting. This had previously been decided upon and as the Council is likely to meet towards the end of the month something more will be heard of this important question.

The present peddlers' license is ten dollars annually and five dollars for six months. The worst feature of this to the grocers is the fact that most peddlers take out a half-yearly license in July thereby selling in the season of the year most detrimental to the retailers who are permanent taxpayers and who have to keep up houses and stores.

The act governing peddlers' latitudes states that they cannot sell within 200 feet of a retailer's store, but some of the grocers at the meeting maintained

that "they come right up to my door and laugh at me."

"I wouldn't mind so much," said another, "if they would confine themselves to fruit alone, but they sell butter, eggs, canned goods and vegetables, and everything a man keeps in his store."

Statistics show, one member stated, that 70 per cent. of the peddlers take out their licenses in July and take them out half-yearly.

"What we want," he said, "was a license fee of \$30 annually, with the restriction that the licenses are taken out near the beginning of the year."

Since the grocers have begun the agitation they have been given a promise that no more licenses would be issued



DONALD McLEAN,
Who Will Occupy the Vice-President's Chair of the Association During the Coming Year.

before February 1, when it is expected the matter will be cleared up. Everything now depends on the attitude of the Council towards the change.

Have the Bowling Fever.

The grocers as well as the wholesale fruiterers have broken out into bowling and during the meeting there was considerable talk about the high scores made. The others were, of course, not alluded to, but from all accounts the association is going to have some pretty fair trundlers within a week or two. They held a practice last night at the Minerva alleys and some of them are proving to be classy rollers.

Only members of the Association will be allowed to compete in any tournament or challenge games which may be held from time to time.

Annual Excursion.

David Bell, one of the committee to look after the securing of a boat for the annual summer excursion, reported on what had been accomplished. The committee was asked to go ahead with arrangements.

The excursion last year proved a very successful affair, the total receipts amounting to more than \$880, and after all expenses were paid, over \$113 remained.

Election of Officers.

Only one officer was elected by acclamation. That was T. Clark, who will occupy the President's chair for the year to come. The other offices were almost all keenly contested, showing that the members display interest in their Association. The list in its entirety is as follows:

- President—T. Clark.
- Vice-President—D. McLean.
- Treasurer—B. Snow.
- Secretary—J. C. Beaumont.
- Executive Committee—D. Bell, R. Van Loan, D. W. Clarke, R. W. Davies and ex-President C. F. Thorne.
- Trustees—F. W. Johnston, D. Bell and D. W. Clarke.

Appreciate Their President.

Before the close of the meeting a pleasing event took place when a pre-



C. F. THORNE,
Retiring President of Toronto Retail Grocers' Association, Who Was Presented With a Clock.

sentation of a handsome chime clock was presented to C. F. Thorne, the retiring President. The presentation was made by B. Panter, who in a verbal and informal address referred to the sterling services of Mr. Thorne as leader of the

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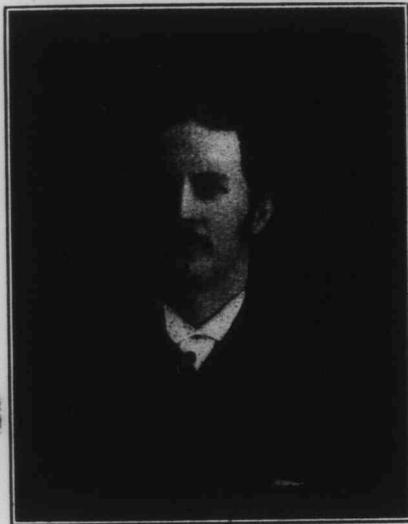
Association during 1908. He had been a worker in the interests of the grocers for years and all appreciated what he had done. The clock was presented, not only in recognition of his services, but also as a memento of the good times enjoyed together and of the good fellowship that always marked the meetings.

In reply, Mr. Thorne was more than surprised and delighted at receiving the gift. He was glad to know of the good feeling among the members of the Association, and pledged himself to continue to work in its interests.

A vote of thanks, moved by C. F. Thorne, and R. Van Loan, was tendered to David Bell, the retiring Secretary, who has occupied that position for two years. Mr. Bell made a suitable reply. A committee composed of C. F. Thorne, D. McLean, F. W. Johnston and B. Panter was appointed to prepare a testimonial to him.

New President's Address.

On taking his seat in the President's chair, Mr. Clark, in his address, asked



BAILEY SNOW,
Elected Treasurer of the Association.

for the co-operation of all his fellow officers in making the year 1909 the banner one in the history of the Association. The new ideas advanced, which, if carried out, would mean many new members and more interest in the work.

The newly-elected Vice-President, Treasurer and Secretary, after being installed, also made some brief remarks, thanking their fellow members for the honors conferred on them.

The Auditors' report showed a balance on hand of \$98.16, the receipts for the year being \$227.16.

ERROR IN AN AD.

In the advertisement of the Canada Brokerage Co., Ltd., wholesale grocers, which appeared in last week's issue of The Grocer, an error occurred. Thompson's California Seedless Raisins should have read "10 oz. pkgs." instead of "103 pkgs."

OFFICIAL PROGRAMME.

National Canners' Convention at Louisville From Feb. 1st to 6th—Badges Must be Worn.

Secretary Frank T. Borrell, of the National Canners' Association, has issued the official programme for the big convention at Louisville from Feb. 1st to the 6th, together with much valuable information for canners and others who intend attending the sessions.

The immense Armory building where the sessions will be held gives exceptional facilities for the display of the magnificent line of machinery, which it is expected will surpass anything of former years. All offices will be in the Armory and visitors are urged to proceed to the registration offices immediately upon their arrival.

The programme will be as follows:

Tuesday, Feb. 2nd—Morning Session.

10 o'clock—Joint meeting of all associations, Fred. W. Keisker, president Louisville Commercial Club, presiding.

Address of Welcome—Honorable James P. Grinstead, Mayor of Louisville.

Response—Henry Burden, 2d, Cazenovia Canning Company, Cazenovia, N.Y.

Addresses of presidents:

National Canners' Association—Charles S. Crary.

Machinery and Supplies Association—Edward M. Lang, jr.

National Canned Goods and Dried Fruit Brokers' Association—Walter A. Frost.

Report of secretary and treasurer.

Announcement of convention and special committees.

Afternoon Session.

2 o'clock—"Better Standard of Tinplate," L. A. Sears, the Sears & Nichols Co., Chillicothe, O.

Greetings to our guests.

Response—William Judson, president National Wholesale Grocers' Association.

4 o'clock—Preliminary meeting of the National Canned Goods and Dried Fruit Brokers' Association, headquarters room, Armory Hall.

Evening Session.

Entertainment by local committee.

Wednesday, Feb. 3rd—Morning Session.

10 o'clock—"Pure Food Advertising," Gerald Price, Chicago, Ill.: (1) "Tomatoes," R. L. Polk, J. T. Polk Co., Greenwood, Ind. Practical canning: (2) "Corn," Walter Davis, Portland Packing Company, Portland, Me.; (3) "Peas," Frank T. Stare, Waukesha Canning Company, Waukesha, Wis.

Afternoon Session.

2 o'clock—Address, Hon. Frank H. Hitchcock. Reports of all convention and special committees, except committee on nominations and location of convention.

Address—Dr. Harvey W. Wiley, chairman Board of Food and Drugs Inspection, Washington, D.C.

Evening Session—Open—Thursday, Feb. 4th.

Morning Session

10 o'clock—"The Division of Profits," Rufus M. Gibbs, Gibbs Preserving Company, Baltimore, Md.

Address—Hon. Augustus E. Willson, Governor of Kentucky.

Executive session National Canners' Association.

Report of committee on nomination of officers.

Election of officers.

Report of committee on location of convention.

Brokers' Headquarters Room, Armory Hall.

Annual meeting Canned Goods and Dried Fruit Brokers' Association.



J. C. BEAUMONT,
Elected Secretary of the Association.

Reports of committees.
Election of officers, etc.

Afternoon Session.

2 o'clock—Annual meeting of the Western Canned Goods Association.

Thursday evening.

Theatre party.

Members of the convention and their ladies will be the guests of the American Can Company this evening. As it is impossible to get one theatre in Louisville large enough to entertain all of the guests, arrangements are now being made to care for the party in the two largest theatres of the town. It is impossible yet for the host to announce particulars.

Friday, Feb. 5th—Evening Session.

Annual meeting of the Machinery and Supplies Association.

Views on Insurance Rates

Claims Underwriters Have Lived Up to Their Agreement—City Must Go Farther and Complete Pumping Capacity of the High Pressure System—A Further Reduction Then—What the Key Rate is.

By C. McKnaught.

Toronto's long looked for high pressure system is now an accomplished fact. The tests made were passed upon as satisfactory by Mr. Howe, expert of the Canadian Fire Underwriters' Association. In making his report, Mr. Howe points out that the system is only fully effective while the present set of pumps are both in good working order; the disablement of one would seriously reduce the pressure—the vital requirement in the efficiency of all high pressure systems.

The necessity for increased fire-fighting equipment was most completely demonstrated by the conflagration which wiped out a large part of the wholesale and light-manufacturing district of this city in April, 1904, and insurance companies were compelled to reckon with a serious "conflagration hazard."

The immediate effect was the imposition by the companies of a surcharge or "conflagration extra" of \$1.00 to the then existing rates in the congested district—a district in which buildings containing large values were closely grouped together and which were subject to complete annihilation should a fire get beyond control—as it was self-evident that the city's water service and fire-fighting equipment were utterly inadequate to cope with such a condition.

Risk Rated on Its Merits.

After the adjustments of the many losses occasioned by the conflagration were completed, the city was "specifically rated" by the underwriters,—that is, each individual risk was rated on its merits under a schedule rating system.

This rating system superceded the "conflagration extra" rates. It is made up of certain fixed charges for items, such as "defects of construction," "class of occupancy," etc.; and to these various charges is added the "key rate" of \$1.00, which is based largely on the efficiency of the fire-fighting equipment.

Thus we come to the consideration of the conditions existing immediately after the fire of 1904. Merchants and insurers of all classes affected by the increased rates, while, in most cases, recognizing the justice of the action taken by the insurance companies, immediately began to co-operate with the underwriters in their effort to remedy the condition—and the grant for the high pressure system and the betterment of the fire-fighting equipment was the result.

After conferences between the city and the underwriters an agreement was entered into under which it was agreed that the "key rate" was to be reduced a certain definite amount for each of the several items of improvement that should be completed by the city—aggregating 50c in all.

More for City to Do.

When the city has completed the pumping capacity of the high pressure system, as promised, it will, with the other items now completed, have effected improvements which entitle it to a reduction of the key rate from \$1.00 on contents and 75c on buildings to 75c and 50c respectively, in the congested district.

The underwriters, however, in endeavoring to show their absolute good faith and also in just recognition of the improvements completed and to be completed, immediately granted the reduction of 25c in the "key rate" in the congested district and have gone farther than their agreement with the city by also reducing the "key rate" of the intermediate district from 60c to 50c. They regarded the improved conditions as warranting this reduction.

Therefore, from January 1, 1909, all buildings in the congested district now

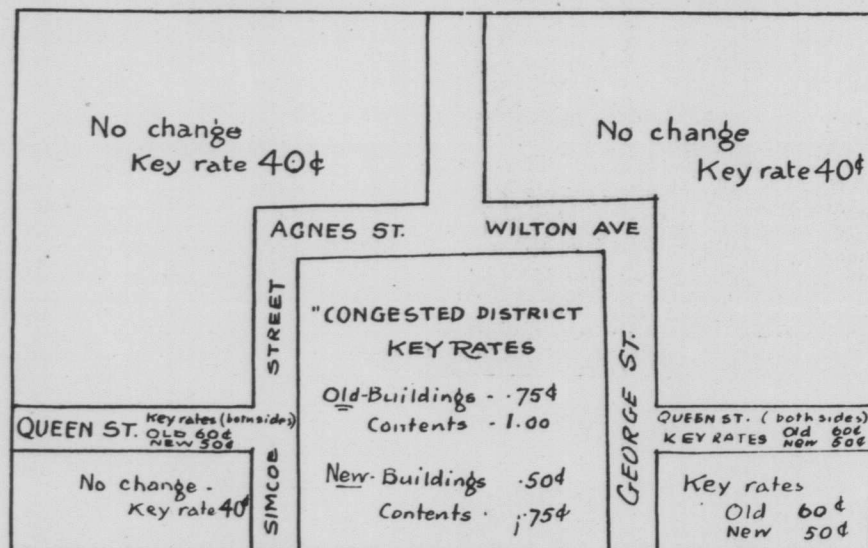
placed after the increase went into effect.

Some Suggestions.

As a final word I would like to take this opportunity of urging insurers to have their ratings carefully gone into by some competent insurance man. I feel sure that in many cases suggestions for improvement and betterment of the insurers could be offered, which would lead to reduction in rate, altogether aside from the reduction granted because of the high pressure system, etc.; and, equally as important, would result in a lessening of the chance of fire.

BIG COCOA CROP.

"The cocoa crop of the State of Bahia for the 1908-9 season promises to be the most abundant on record.



Cut showing the exact effect of recent changes in the Insurance Rates in congested districts.

rated on a key rate of 75c, contents \$1, and all buildings and contents in the "intermediate" district now rated on a key rate of 60c, will be re-rated on "key rates" of 50c and 75c in congested district and 50c in the "intermediate," these reductions to affect all policies placed or renewed subsequent to Jan. 1, 1909. No refund for reductions in rate are to be granted on existing policies placed or renewed prior to January 1, 1909, unless they are cancelled at short date rates and replaced at the new rates.

This action on the part of the underwriters I think is only fair in view of the fact that when the rates were increased the extra rate was not charged on current policies and was only collected on renewals or new business

The local returns show an excess of over 71,000 bags, equivalent to over 4,000 metric tons, up to the end of October last, as compared with the output for the corresponding period of the 1907-8 season. It is the opinion of competent judges here that the total output of cocoa in the State of Bahia for the 1908-9 season will exceed by some 35,000 bags, equivalent to over 2,000 metric tons, the total output during the 1907-8 season, which amounted to 419,716 bags (25,182 metric tons.)—British Consular Report.

W. C. Christmas, Montreal, is in Toronto at present.

CALENDARS AND DISPLAYS

The Grocer's Sacrifice to Christmas Traditions—Experiences That Have Proved Beneficial—Simple, Attractive Displays Advocated—The Troubles Attending a Pretty Calendar.

By Victor Lauriston.

The Christmas season with its flaring decorations is all over, and has proven very successful to some grocers. Evergreens and holly, tinsel and tissue paper and Christmas bells, have been everywhere in evidence. Never have the grocery stores of your town or mine presented an appearance so dazzling. But, when it is all over, and the debris cleared away, many are apt to ask the question:

"Does it all pay?"

As a matter of fact, it is a grave question whether in most cases the grocer expects his Christmas display to pay him. It is not devised because the grocer sincerely expects that it will bring him results; but solely because it is the custom to decorate to an extraordinary degree at Christmas time. It is not a bid for business on the grocer's part so much as a sacrifice at the altar of tradition.

The Window Dressing That Pays.

In a certain Ontario town with which I am fairly familiar, there is a clean, attractive, well kept grocery store, the king-pin of which is an enterprising young man who does not mind work.

A year ago Christmas he went to work and decorated that store in a fashion that was the wonder of the whole town. His were no mere surface decorations, designed to tempt the passerby; the entire store, from the front window to the rear wall, was consistently glorious with streamers, tissue paper, Christmas bells and evergreens. A conspicuous feature in the window was a Christmas tree brilliant and gaudy with Christmas stockings and tinsel, and rearing its head proudly amid a descending cloud of snowflakes which looked real, if they were not.

From stem to stern that store was veritably Oriental in its magnificence. It was a nine days' wonder. In that particular town there certainly was not a single store which could equal it for general brilliancy of effect.

The display was one in which the cost of the materials in itself by no means small, was probably a minor item compared with the time and study involved.

A Striking Contrast.

This Christmas the passerby looked in vain for a repetition of the magnificence of a year ago. Instead of the streamers and the tissue paper, the interior presented just the clean, bright, attractive aspect common to every other day in the year; and the window displays were simple and tasty, comprising Christmas confectionery in boxes and articles likely to be attractive to Christmas customers, each item carefully tagged with the proper price.

"We are not going in for any big display this year," remarked the proprietor, in response to a query. "We are just plugging for business for all we are worth. Next year, maybe, we'll astonish the people, but this year—"

He left the rest to be inferred.

He told me at another time that his Christmas sales during the Christmas

season of 1908, when he hadn't any decorations of any kind beyond the ordinary clean, bright interior and simple attractive window display were between \$600 and \$700 in excess of those during the Christmas season of 1907, when his Christmas display was on all sides freely admitted to be the handsomest in town.

It is Just Tradition.

True, business conditions a year ago were unfavorable. This Christmas they were much improved. But in any event the difference in business conditions, gauged from the statements of other grocers similarly situated in the same town, could at the most be responsible for an increase in business of no more than \$500 at the most. The credit balance remains in favor of the year when the grocer, instead of devoting his attention altogether to decoration, devoted it to his customers.

And the result serves to emphasize the previous statement, that the Christmas display—that is, the excessively brilliant Christmas display—is not a matter of business, but solely one of tradition; that decorations are indulged in, not because they are wise from a business point of view, but because the custom demands them; that they are, in short, part of the grocer's annual sacrifice on the altar of the Christmas spirit.

Why the Difference?

Examine into the case in point.

A grocer's business is to sell that miscellaneous aggregation of articles of household utility which come within the scope of his business. He should make use of every means calculated to facilitate sales; he should discard everything which does not facilitate sales, and he should particularly discard anything which hampers sales, even in the least degree.

In the display of his goods, as in advertising, he should aim at simplicity and directness. As another repentant grocer once said:

"All this holly and tissue paper just distracts the attention of the customers from the subject of buying. They forget what they came for. More, it serves to keep them from seeing things which they did not come for, but which, if they saw, they would be very likely to buy."

After all, a little green stuff in the way of garnishing is not out of place, but always the foremost item in the grocer's display should be what he is interested in and what the customer is interested in—the things the grocer has to sell, and the customer is likely to buy. A display of Christmas confectionery in attractive boxes, with price tags, is a very direct hint at Christmas giving on the customer's part—far more direct than any amount of evergreens, which he isn't going to buy.

And Then the Calendar.

But the ornate Christmas display is not the grocer's only sacrifice at the

altar of Christmas tradition. There is the calendar.

It is a sign of the times that the calendar is gradually passing into disuse. Advertising lithographs have become so common that the calendar is no longer prized as it once was; and it is becoming more and more the monopoly of the insurance companies, banks and other financial concerns. In the words of an eminent politician, such corporations have "neither bodies to be kicked, nor souls to be damned"—and hence, resentment on the part of the man who has been overlooked in the distribution of calendars is rarely forthcoming, because likely to be futile.

But the grocer has both soul and body, and they are, under certain contingencies, subject to the dire possibilities expressed by the politician. And it is represented that the calendar has brought down more wrath upon the grocer's head, and caused more heartburnings among his customers, than all the other business crimes of which he may have been guilty.

One Man's Experience.

There was one enterprising merchant who, in 1907, undertook to excel every other merchant on Main Street in the style of his calendar. He picked a particularly brilliant design, with a multitude of colors and a scroll work border. His calendars must have cost at the least twenty or twenty-five cents each.

He didn't send out any calendar this year. Instead, he sunk about \$100 more than usual in newspaper advertising during the Christmas season. He said:

"Yes, there was a rush for calendars. We ordered one big supply, and they went like hot cakes. Then we had to get another. We cut it out when that supply was exhausted, and thereby probably saved an assignment. There were old customers who thought we should supply a copy of that calendar to every member of the family, from Paterfamilias and Materfamilias down to the baby, including Aunt Mary and Uncle John and twenty-third cousin Ted, and the folks over in the Old Country, and the nephew, who was a missionary in Central Africa. And there were the old customers who were accidentally overlooked, and swore they would never purchase anything from us again. And there were the little kindergarten boys and girls who came in and pestered us for calendars, and if they got them, came in a second and a third time and pestered us for more, and if they didn't get them, made faces and threw snowballs at us when we went home to dinner. And there were the people who never bought anything from us and never will who came in and purchased a postage stamp and asked for a calendar, and the people who are simply deadbeats and whose trade is a liability pure and simple, who came in and asked for a calendar and wanted us to add another charge to an account already too long; and there were the people who had never bought anything who came in and wanted calendars without pausing to buy anything at all. And, to cap the climax, when we sent out our errand boy with a supply of calendars, to deliver to old and tried customers, instead of doing so he catered to the public demand by selling them to passersby at five cents each—and you may judge the effect that had on the buying public. A business firm charging for its calendars!"

THE GROCER'S ENCYCLOPEDIA

Introduction of the Abogato Pear—A New and Delicious Fruit Having a Vegetable Nature—Used as a Breakfast Food—Cost to Canadian Consumers.

ABOGATO PEARS—Abogato or Alligator pears from the Hawaiian Islands are a tropical fruit constantly increasing in demand in the principal markets. The Abogato tree is of medium height, grows rapidly and bears its first fruit four or five years after planting, and then regularly for many years. The tree will admit of being cultivated and this cultivation shows itself in the improvement in both size and quality, and especially in flavor.

The experimental station of Hawaii has proved by tests and trial shipments that the Abogato pear can with proper packing and cold storage system in transport be shipped to every market having direct sailing connections, etc., with Hawaii. In Honolulu the fruit sells from 5c to 20c apiece; in San Francisco from \$2.50 to \$4 per dozen, the demand in the latter port being usually greater than the supply.

A Breakfast Fruit.

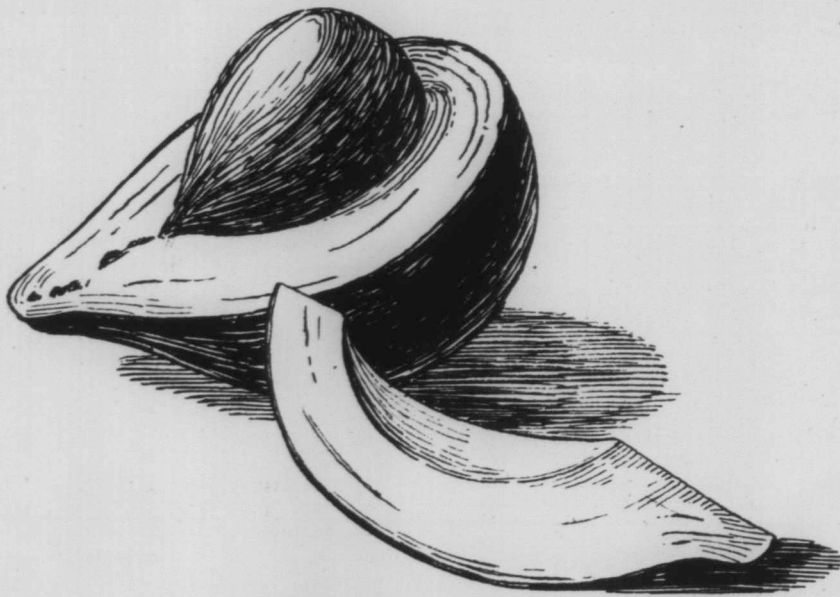
The Abogato pear is a breakfast or

pean markets.—Translated for The Grocer from the German paper Die Kolonialwaren-Woche, Dec. 16, 1908.

The Abogato or Avocado pear, as it is known in Canada, is a native of the West Indies, where it is grown quite abundantly. Especially is it cultivated in the Barbadoes. Central and the northern parts of South America also grow this fruit, and even as far south as Brazil is it well known. Possibly the best market to-day for avocados is British Guiana, that country taking pretty large quantities every year. Canada and the United States take little. In fact, there are few people in the northern part of this continent who know the fruit even by name.

Vegetable in Nature.

It is served at breakfast in many of the hotels in the West Indies, and hardly a steamer plying between the tropics and eastern Atlantic ports but has it on the bill of fare. While classed as a



THE ABOGATO PEAR.

salad fruit. The meat is oily, with a very rich, nutty flavor. The fruit is cut apart lengthwise, the large seeds removed and the meat served with salt, pepper, vinegar or sugar, according to one's taste.

Hawaii offers opportunities for the setting out of Abogato pear plantations to further stimulate the commercial demand. The trees frequently bear 200 to 500 fruits and are easily propagated through transplanting and pruning. There are over 40 different varieties of the tree, some of them being among the best of other tropical lands. The tree requires good soil, a fairly abundant supply of water (moisture), and protection against wind. The tree will grow on the islands at any altitude from sea level to 1,800 feet above.

Lately arrangements have been considered to place the fruit on the Euro-

pean markets.—Translated for The Grocer from the German paper Die Kolonialwaren-Woche, Dec. 16, 1908.

fruit, the avocado has the properties and taste and is put to the uses of a vegetable. At breakfast it is served alone, but many persons who have become accustomed to its taste, desire it served with steaks and meats of various kinds. Its principal use, however, is as a salad and as such the avocado has many devotees.

It resembles very much a Canadian Bartlett pear, slightly larger in size and in color the skin is a green-turning-to-yellow shade. The meat is white and juicy, just like a pear. There is a single large brown nut in the centre, as shown in the illustration, which is removed before serving. The principal reason so few of these avocados have come to Canada is on account of their poor keeping qualities, the fruit not being able to stand up after two days. Of course, the method of handling and

caring for them has been crude. There has, too, been no demand for the fruit. With improved methods of packing and shipping something might be done, but as yet the person willing to take a risk and import a fair consignment has not come forth.

The Price in Canada.

Some samples of the Avocado are sold in Toronto during the autumn months being handled by one of the high-class fruit dealers, but the price at which they are sold, 50c each, is rather high for the ordinary consumer of fruit or vegetables.

DIVIDING THE LOSSES OF AN ESTATE.

A subscriber writes: "A and B form a partnership, A contributing 75 per cent. and B contributing 25 per cent. of the capital. A, in his will, provided that his interest shall be left in the business in the event of his death, to be under the sole control of B. A dies within a few months afterwards, and B elects to carry on the business. In the articles of agreement the profits were to be divided equally between A and B or the estate of A and B. Business was continued under this arrangement for 15 years, the balance sheets being signed yearly by the executors of A, and were always entirely satisfactory to them. The estate interest decided to wind up the business and forced it into liquidation, and afterwards forced it into court for settlement. They now claim that in winding up the business that the loss of about 14 per cent. on the capital of the two interests must be divided equally between the two interests. I claim that this loss should be divided pro rata with the capital of each. Interests of each at liquidation were both slightly reduced from amounts as standing at the time of death of A."

Remarks: The answer depends upon how the loss of 14 per cent. on the capital is made up. If in this loss are included any expenses of winding up the business, then B pays one-half of such expenses. If, however, the accounts have been correctly kept, and the loss of 14 per cent. represents the difference between the amount of cash put into the business and the amount received in payment for the business, then the division of the assets should be pro rata 75 per cent. and 25 per cent., and B would, therefore, bear only 25 per cent. of the loss. If B were entitled to pay one-half of the depreciation he would be entitled to receive one-half of the assets. If A's executor wishes to establish B's right to a half interest in the capital of the business, they should pursue their present claim. This opinion is given on the facts as presented and on the supposition that B had not altered his position by any definite agreement at the time of commencing the liquidation.—Editor Canadian Grocer.

Walter M. Lowney, Boston, was in Montreal this week attending the annual meeting of the Walter M. Lowney Company of Canada.

BUILDING UP SMALLER PLACES

Why Winter Fairs and Similar Events Have a Higher Educational Value and Greater Strength When Held in Rural Communities—How Assistance Given to Such Institutions Helps the People of the Country as a Whole.

After the annual Winter Fair of Ontario, held each year in Guelph, there is generally an agitation in certain quarters to have the institution removed from the Royal City to some larger centre of population. The ground urged for shifting the scene is that hotel and other accommodations are not sufficient in a small city. Directly, the fair is not of live interest to business men, but indirectly it is of the greatest importance. It has been held regularly at Guelph in specially fitted-up buildings for many years and is steadily growing in strength and value.

On the face of things the proposal to remove the show would appear reasonable, but a close study of the whole situation strongly favors that the fair and all similar events should be held at the most advantageous outside points. Why? Montreal, Toronto, Winnipeg and other cities are now so big that their natural attractions will draw all the crowds they deserve without artificial aid or taking from the smaller cities and rural towns what properly belongs to them in the shape of institutions of the character and scope of the one at Guelph, which is designed primarily to be of practical, educational and instructive value, and secondly, competitive and spectacular, reaching as large a number of farmers, dairymen and stockmen as possible. The result is that those who patronize this and other like events, get the full benefit of them without any rival or counter attractions, which would not be the case in a populous centre. During its progress, the fair is the biggest thing in the place and naturally all visitors gravitate to it. The outcome is that the object sought—reaching as great a number as possible—is attained. Were such an attraction to take place in Toronto, for instance, what would happen? The side-lights of a big city would prove a more powerful magnet to the majority of the visitors than the fair itself, and the result would be that, instead of witnessing the practical demonstrations, experiments and displays, as well as being present at the lectures and conferences on important matters, the attendance or rather those who should attend, would be visiting the Parliament buildings, the theatres, the department stores, the large hotels and the other sources of amusement, sight-seeing or pleasure. The intent and purpose of the fair and its allied interests would thus be defeated for, after all, human nature is fond of enjoyment, and would naturally follow the city throng. At gatherings of this nature in smaller cities, so long as the latter are centrally situated, are reasonably easy of access by rail, and have hotel accommodation, the fruits of the assembly are more satisfactory. Any assistance given by the Government toward holding such events in less crowded places helps the people of the country as a whole.

Fairs of this character emphasize the interdependence of the business man and the farmer and bring home the lesson

that they have many interests in common. Any medium that tends to increase the productivity of the farm and put more money into the pockets of the farmer, thus adding to his spending power, is one that should be encouraged. The greater the prosperity of the individual the greater is the progress and development of a community. These self-evident facts have been pointed out many times by C. C. James, Deputy Minister of Agriculture for Ontario, and others. The farmer, generally speaking, is to-day a good business man. Modern conveniences and facilities such as electric roads, rural mail delivery and telephones have made him so. He now buys and sells for cash, goes in for mixed farming and new lines of enterprise, studies the markets and the needs of those around him, and undertakes things on a broader basis and more intelligent scale than he ever did. The closer the mutual relations of the farmer and the business man, the more rapid and substantial will be the advancement of the smaller cities and country towns, many of which, in the absence of large industrial concerns, depend solely upon the agricultural districts in which they are located. The farmer is also closer in touch with the citizens of a country town than he is with the residents of a large city. He deserves attention from the merchants, as he is the controller of the food products and the producer of surplus cash. He has a moral effect or influence upon the country. The banks have recognized this by opening branches in nearly every village which have had the result of greatly increasing savings deposits.

A healthy, active, progressive rural life is one of the best assets of any people, and the more educative agencies at work among rural residents the greater the solidity and permanency of the country. Holding such events as the Provincial Winter Fair and Fat Stock Show at centres like Guelph, therefore, touches the farmer more closely than if they were held in Toronto, Montreal, Ottawa or other big places. The indifferent farmer, like the indifferent citizen, is a decided obstacle. Anything that will arouse him to a more liberal conception of his possibilities, any missionary movement that will stimulate him to enter new avenues of activity, offers a solution of a vexed and far-reaching problem, tending to inaugurate a revolution in the conditions of rural life and render it more happy, contented, remunerative and attractive. No man can stand alone. We all depend on one another, and, as unity is the highest moral ideal in our national, educational and religious life, any institution that has in view this great and important end, should be warmly supported, having, of course, a just appreciation of the greatest good to the greatest number.

Henri Jonas has left Montreal to spend a month in Mexico.

ONTARIO TOBACCO CULTURE.

Grown Extensively in the Western Peninsula—Just Becoming Profitable.
(By A. R. Ferris.)

The culture of certain varieties of tobacco has been carried on to quite a large extent for a number of years along the north shore of Lake Erie, in the Counties of Essex and Kent, and, I might say, with varying success both as to culture and marketing. As to culture, a great many farmers went into the production without giving it any study or without making any preparation for taking care of the crop, after it had been grown. They knew nothing of the selection of the proper soil adapted to the production of the variety of tobacco that grows here, and, consequently, made mistakes. A large percentage of them lost financially, and, in addition to this there was placed on the market a considerable quantity of inferior tobacco which was the worst feature of their failures to the trade generally. This should have been sold for insect powder, or as a fertilizer, instead of being used as a soother to the feelings of man.

Instead, it was sold a few cents cheaper than the good article, to the detriment of the honest grower, the manufacturer and the consumer. It takes the place of the best grade on account of its cheapness and spoils the opportunity of raising the standard of the Canadian leaf.

The marketing has not been as satisfactory as it should be, and it is hoped there will be an improvement along that line in the next few years. Until the present time the price for good quality has not been any or very little better than the poorer grade. This was not giving very much encouragement to a grower to be careful and attentive to his crop, and to place it on the market in good shape when his neighbor was getting the same price for an inferior product.

The industry at the present time looks as if we had passed over the experimental stage, and are making rapid strides in both Burley and Comstock varieties. The latter is a cigar leaf and has been grown quite extensively on limestone soil in the Township of Colchester this year. The samples produced have been in every case that came under my notice of an extra fine quality, with first-class burning qualities, and a very large percentage of wrappers which should take the place of foreign leaf to a large extent. This increases the acreage of cigar leaf, reduces the acreage of chewing, or Burley, and lessens the chance of over-production of either—an unfortunate position we as growers found ourselves placed in 1906 and 1907.

Mr. Wm. Aldcorn, of Priceville, was in Toronto last week on a buying trip.

W. H. Halford, of S. T. Nishimura & Co., Montreal, has returned from a trip to Europe.

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KNIFING THE OTHER FELLOW.

This heading at the first glance suggests murder, but is not used in such connection. It is practically what thoughtless business men are doing daily by the iniquitous practice which many of them unconsciously possess of starting and retailing gossip injurious to the reputation of their fellow-toilers.

During the past year the work of slippery tongues has been particularly noticeable. Many firms labored under a financial strain, serious enough, but which gave rise to needless rumors as to their solvency. Had they been left alone to fight their battle, without the handicap of dangerous gossip, everything would have righted itself eventually. But no, this could not be. Busy bodies interfered, starting stories which shook the credit of the temporarily embarrassed firm. In many instances this was the last straw needed to send them to the wall. They would have weathered the storm could they have secured the credit denied them as the result of nasty rumors spread by those who knew nothing about the actual state of affairs, but saw them through dark spectacles. Or, were they able to get through, despite the gossip, irreparable injury was done them. Years will not wipe out the stig-

ma placed upon their reputation financially.

Other firms had narrow escapes, but, fortunately for them, gossip-retailers did not learn of their plight and they are still doing business at the old stand in the same old way. But the man across the street, in less shaky condition right through, has his work cut out for him to get back his credit standing.

Let us all begin the new year right. Boost, rather than knock. If you hear Smith is hard up, keep it to yourself. Do not tell it to Jones, who informs Brown that Smith will probably assign within a month. You do your little part. Do not repeat these stories and they will neither spread nor grow. If you do not believe in the Christian charity of this suggestion, then, from a selfish standpoint, refrain from gossiping of this nature, for it hurts business generally and indirectly injures you.

Another thing, resolve to shut down upon that man whose invariable greeting is: "Did you hear about So-and-so?" Tell him you did not; that you do not want to, and that unless he puts a clamp on his tongue in matters of this sort the less you see of him the better. That will give him something to think about.

Seventy-five per cent. of the rumors that do such incalculable harm arise from some innocent remark from which a double meaning may be taken. Somebody starts the story, and, like the snowball, it gathers volume as it proceeds. If the story is helped along in proper style, to make a simile again, the firm has about as much chance of continuing to exist as the proverbial snowball.

Do not gossip; do your utmost to stamp out the practice.

MESSINA LEMONS DESTROYED.

Authentic news has at last arrived from the East regarding the exact condition of the source of the Messina lemon market. There is no doubt now that a large quantity of lemons has been destroyed by the earthquake and the effect will likely be an advance in the price. The importation of fruits from the earthquake-stricken district has been badly disorganized and reports from New York indicate an advance in prices of from twenty-five to three hundred and fifty per cent. There was only one sale of Sicily lemons in New York last week, the cargo being that of the steamship Alice, consisting of about 18,000 boxes.

A local firm has secured information from its representative in Sicily, who, while he escaped himself, he cables that all the lemons stored have been destroyed. Well-founded reports indicate that some 500,000 boxes, November cut lemons, stored at Messina for America, have been lost, so that the market may be expected to be strong for some time. Of the above-mentioned number, 350,000 boxes were intended for New York and 150,000 for Canada, making the shortage considerable. In New York the price has advanced from 75 cents to one dollar per box, and, therefore, there is every prospect for a raise in Canadian prices.

To make the situation worse, hundreds of fruit handlers with their employers have suffered death from the catastrophe.

The November cut of lemons which were stored at Messina were probably the best the district could produce, as all those not suitable for shipment, if it were delayed, were culled. Shipments are usually made in January, February and March, those coming in the second month being the best. By the rapid moving vessels used for carrying lemons, cargoes have come from Messina in the Mediterranean to New York across the Atlantic in eight days.

There is no immediate prospect of "famine" prices, according to advices received by local dealers. A fair quantity of the fruit will be coming along in the no distant future.

POLICE COURT EXPOSURE.

Food adulteration is something which should be attended to with more promptness by the Dominion Government. As was pointed out in last week's Grocer, a report from the Inland Revenue Department showed considerable adulterations in pepper samples. What is the penalty for such an offence and who pays it? It seems that as a general rule the retailer who is guilty of the wrong has to pay the fine, but that he is refunded by the manufacturer, if the latter is responsible, and nothing more comes of the case. Probably in nine cases out of ten the adulteration of the same food goes on among the same parties.

What should be done to stamp out the evil is to expose the retailer, wholesaler and manufacturer, or whoever is to blame, in police court before the public and have the fine imposed by the police magistrate. That would tend to eliminate food adulteration infinitely better than a fine imposed by an inspector and which is only known to

him and to the party who has to pay the penalty.

There are honest retailers who are undersold by those who adulterate goods and who can therefore afford to sell cheaper. Exposure in court seems to be the only effectual course and the Dominion government appears to be lax in its policy when it allows the present unsatisfactory state of affairs to exist.

What adulteration of food means and the penalty for a conviction appears in another column of this issue.

A WAR IN CORN SYRUPS.

In order to meet American competition in the West a heavy reduction in corn syrups has been announced by the Canadian manufacturers. At the present prices of corn it is probable that the reduced prices might be justifiable but as the manufacturers use corn that is at least a year old the product now on the market has been manufactured from very expensive raw material. American manufacturers are making a strong bid for Canadian business and a war of prices is the result.

POOR QUALIFICATIONS.

Information secured regarding the qualifications of W. K. Snider to suitably fill the position of special hotel commissioner does not impress one with the idea that he is the man for the position. He has been called upon by the Government of Ontario to look after the interests of the commercial travelers by ordering improvements in hotels and giving advice to hotel proprietors. The Government has done the proper thing in providing a special commissioner, but has it secured a man whose experience will teach him what is best to do?

For three years Mr. Snider was Conservative organizer. Prior to that he was interested in farming and lumbering, and also has organized companies, having been connected with the organization of the Wallaceburg Beet Sugar Company and others.

None of these would appear to give to any man qualifications that would make him a successful critic of what was lacking in a hotel. It is not probable that he has traveled extensively in the villages and smaller towns where proper hotel equipment is seldom met with, and, therefore, it seems quite improbable that he would be acquainted with the details that go to make a safe, sanitary and well-equipped public house.

A commercial traveler is the man who should have been appointed to take care

of the safety and interests of the commercial travelers, and not a man who has had nothing heretofore to do with the knights of the grip and who naturally would not be much interested in their welfare.

ON BUSINESS PRINCIPLES.

The trouble arising out of the recent raising of rates by the express companies seems to be universal in the older Provinces of the Dominion. The action of the companies has not been a businesslike one. After leading Judge Mabee and the Railway Commission to believe that the rates were being lowered, they went up. However, upon hearing the evidence from both the shippers' and the companies, Judge Mabee has annulled the new classification, which shows the justification for the appointment of such a commission.

Evidence has shown that the employes of the companies have been indifferent towards the pleasing of their patrons, but that the fault lies not so much with these employes as with the system under which they have been working. This lofty action of the express companies has caused numerous losses in shipping, and it is none too soon that the commission is looking into their system and prices. They should be compelled to do business on business principles.

ADVANCE IN THE WEST.

Prospects for the future in the canning industry in Western Canada are very bright. So far it has developed much beyond the expectations of easterners, who, until a few years ago believed that fruit available for canning could not be produced outside the provinces of Ontario and Quebec. But now we find canneries being established in the Okanagan district, and in various other important fruit valleys in British Columbia. Within the past two weeks alone there have been two companies formed to establish canneries as will be observed from western correspondence in last week's issue of the Grocer.

The development of this industry out west has been phenomenal, due no doubt to the prominence given at recent big fruit exhibitions to the quality of the fruit produced in the province on the Pacific. Many of us in Ontario have been introduced to the pears, peaches and apples grown there and we know they are of a splendid quality.

Similar conditions are being experienced in the United States. Until a short time ago the fruit canning industry was confined almost solely to

New York and a few other Eastern States. It has now spread to the middle west and is rapidly approaching this coast.

The fruit ranches in British Columbia are growing in number and with the genial climate there, the production is bound to be successful

NO CAUSE FOR COMPLAINT.

There appears to be a feeling general among the retailers that the grocery business since the opening of the New Year has been dull. But a lull in the trade at this time of the year is always to be expected. Grocers old in the business claim that such has been the case as long as they can remember, and it will likely continue in future years.

It is not anticipated that this will last much longer. There is every prospect for a good business in the coming year. Manufacturers claim that generally speaking there is a better trade outlook and this means more work for the labourers and a freer circulation of money. The grocer will certainly come in for his share. There is therefore not much use in complaining just now of a dull trade for at this season of the year business is invariably dull.

BUTTER PACKING IN STRAW BOXES.

The increase in commerce all over the civilized world is depleting at a very rapid rate all the forests of the world, and especially soft woods. Paper, of course, is the source of the greatest drain on the wood supply, but this is largely augmented by the manufacture of wooden boxes, for packing purposes. In Queensland they have perfected a process for the manufacture of butter boxes, out of straw. Butter shippers have used pine exclusively for this purpose, but owing to the rapid increase in the industry, and other demands upon the forestry reserves of the country, it has become necessary to look about for something to take the place of wood, as the price of this product has become prohibitive. To meet this contingency a new box composed chiefly of straw and clay has been invented. At the present time over three million boxes are used annually, representing an expenditure of something like two hundred thousand pounds a year in Australia in this trade alone. The new box costs only a few pence, and by its use farmers will be saved annually nearly fifty thousand pounds.

The box is odorless, damp-proof and strong, and compares very favorably in weight with the wooden article.

ADULTERATION OF FOOD.

What it Consists of and the Penalties That May Be Incurred.

Since the report of the Inland Revenue Department of the Dominion Government concerning the adulteration of pepper has been circulated, grocers will probably be interested in knowing what adulteration of food really means and what are the penalties inflicted upon a convicted party. These points are made clear by the act relating to this matter in the Revised Statutes of Canada, the substance of which is as follows:

Food shall be deemed to be adulterated if any substance has been mixed with it so as to reduce or lower or injuriously affect its quality or strength; if any inferior or cheaper substance has been substituted wholly or in part for the article; if any valuable constituent of the article has been wholly or in part abstracted; if it is an imitation of, or is sold under the name of another article; if it consists wholly or in part of a diseased or decomposed, or putrid or rotten animal or vegetable substance, whether manufactured or not, or in the case of milk or butter, if it is the produce of a diseased animal, or of an animal fed upon unwholesome food, or if it contains any added poisonous ingredient, or any ingredient which may render such an article injurious to the health of a person consuming it.

Some Exceptions.

The statute goes on to give a number of exceptions. The foregoing definitions as to the adulteration of food do not apply when the ingredient added is not injurious to the health and is required for the production or preparation of it as an article of commerce to make it fit for consumption or carriage and not done fraudulently to increase the bulk, weight or measure of the food or to conceal the inferior quality of it, providing such articles are distinctly labeled as a mixture in conspicuous characters forming an inseparable part of the general label which shall also bear the name and address of the manufacturer. Neither do the definitions apply when the food is a proprietary medicine or if it is unavoidably mixed with some extraneous matter in the process of collection or preparation.

Men have been appointed as food analysts who are supposed to possess competent medical, chemical and microscopic knowledge. Inspectors in cities, towns and villages are appointed by the municipal authorities to collect from time to time samples of food and have them analyzed by the Government officials.

Such an inspector may prosecute any person manufacturing, selling, or offering or exposing for sale any article of food which has been certified by any public analyst to have been adulterated within the meaning of the act.

Every person who wilfully adulterates any article of food or orders any other person to do so shall, if such adulteration is deemed to be injurious to the health, for the first offence incur a penalty not exceeding \$50 and not less than \$10 and costs, and for each subsequent offence a penalty not exceeding \$200 and not less than \$50 and costs. If the adulteration is deemed not to be injurious to the health the offence shall incur a penalty not exceeding \$30 and

costs and for each subsequent offence a penalty not exceeding \$100 and not less than \$50 and costs.

Fine for Selling.

The penalty for selling the adulterated article, if injurious, for a first offence is a fine not exceeding \$50 and costs and for each subsequent offence a fine not exceeding \$200, and not less than \$50 and costs, and if not injurious the penalty is between \$50 and \$5 for any offence. But if it is shown that the person accused proves satisfactorily that he did not know of the article being adulterated and shows that he could not with reasonable diligence have obtained that knowledge he shall be subject only to the liability to forfeiture.

MORE HOCKEY GAMES.

In the Toronto Wholesale Grocery League Eby-Blain Co. defeated Brokers I. by 3 to 1 at the T.A.A.C. rink on Monday night. The half-time score was 2 to 1. The teams were: Eby-Blain Co.—Goal, Kelly; point, Thomas; cover, Gory; forwards, Real, Blain, Watson.

Brokers I.—Goal, Ferguson; point, Thompson; cover, Oliver; forwards, Lynn, May, Webber.

Referee—S. Wyllie.

On Wednesday night of this week the Brokers' second team were defeated by the representatives of H. P. Eckardt by a score of 4 to 3. The game was pretty close, the half-time score being 2 all. The line-ups were:

Brokers II.—Goal, Patriek; point, Hortop; cover, P. Millman; forwards, Donaldson, A. Millman, Watt.

H. P. Eckardt—Goal, Joyce; point, Geo. Wilkinson; cover, Brown; forwards, Cowan, Thompson, F. Wilkinson.

Referee—Pyne.

PACKERS HOLD TOMATOES.

The situation in tomatoes in Baltimore as shown by the New York Journal of Commerce is as follows:—There has been a firm undertone to the market for No. 3 standard tomatoes during the last four or five weeks which caused an advance in the price of that article from 67½¢ to 70¢ per dozen, and, perhaps, the advance may go farther if there is a sufficient demand during January and February to satisfy the country canners. At present the country packers are not forcing their tomatoes on the market, for they have less cause to do so, and that is the chief basis for the better feeling in that line of goods. The average cost to the jobbers of the tomatoes which they are now carrying is above the present market values, and they would, undoubtedly, welcome an advance to a figure that would show them a profit, and it is up to them to pursue a more liberal policy in buying to help out the situation. As go tomatoes, so goes the rest of the list, is a saying in the trade which generally holds good.

DEATH OF WM. J. BRYAN.

Death removed on Tuesday morning, Jan. 19th, a one-time familiar figure in the wholesale grocery trade, in the person of William J. Bryan, Toronto. His death was due to apoplexy, after a two days' illness. The deceased was 75

years of age, was a native of England, and prior to his arrival in Toronto in 1870, resided in Hamilton and New York. For a number of years he was a member of Bryan, Ewart and Murray, wholesale grocers, and later on was with the Glasgow & London and the British America Insurance Companies.

He was also a past president of the Commercial Travelers' Association.

The funeral was held on Thursday to the Necropolis Cemetery.

UNJUSTIFIED EXPENDITURES.

Economy in the grocery trade is something that should be uppermost in the minds of the grocers. On it depends to a considerable extent the amount of profit at the end of the year, and all merchants are working with the prospect of making money. In working out a system to economize there are found many lines of expense which detract materially from the year's savings, and these should be eliminated if at all possible. But very often to discard such items is not practicable. The greatest care is necessary, for it often occurs that in attempting to save a dollar a grocer spends two in some other way without it being apparent that there is a further loss.

Spending money, for instance, on a large, up-to-date sign will prove a good investment to a retailer, whereas a small sign on the door of his establishment may just as well convey the fact that he is in business there. The external appearance of the store has a good deal to do with business, and it may be made attractive with profit. In such cases it is well to determine the amount of expenditure the plans demand, and secondly, how best these plans can be carried out with the amount at hand to produce the best results.

It has been known in a few exceptional cases that an expenditure not justified by the amount of capital has been followed by rewards, but if facts attending such cases were looked into, it would invariably be found that the success has been obtained by a fortunate conjunction of causes not originally considered in reference to the expenditure at all.

TRADE NOTES.

J. C. Rose, of Rose & Laflamme, of Montreal, returned Tuesday from Boston, where he was on a short business trip.

A. C. Pelton, formerly of San Jose, California, has purchased the grocery business of John Grierson, Ottawa, and will take possession in a few days.

The annual meeting of the Commercial Travelers' Association will be held on Saturday afternoon at 3.30 o'clock, Jan. 30th. The presentation of the annual report will be made and other important business transacted.

A. S. Williamson who represents Eby-Blain Limited in the North West and British Columbia, taking the territory from Regina to the Coast, left Toronto this week on his spring trip. Mr. Williamson has been during the past few months looking over the trade in the East and has gained many pointers which will be to the advantage of his customers in the West.

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Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

Eggs—Advanced 1c.
Butter—Declined ¼c to 1c.
Cheese—Advanced slightly.
Provisions—Firm.
Beans—Advanced 5c bushel.
Fish—Weaker.

Montreal, Jan. 21, 1909.

Everything taken into consideration the week has been a good one. Travelers in the country report a better feeling generally, and all seem more buoyant with regard to the future than they have been for some time. Collections continue to improve, and country paper is being well met. Locally, a few lines have moved slightly. Molasses continues to hold a strong position, with every indication that another advance will take place before long. Butter has eased off a trifle, but cheese remains firm. Eggs are still mounting higher in price, having advanced 1c for best quality, and ½c to 1c for other grades. Beans are in the upward class also, having gone forward 5c to 10c. The scarcity of live hogs keeps the price of lard at a high figure. Fish have weakened generally, with perhaps one or two exceptions. The shortage in broom corn is responsible for a rise of 25 per cent. in the price of brooms. Rangoon rice is 10c higher, the advance taking place on Tuesday. Cottonseed, which is being used in many cases instead of olive oil, has gone forward, in sympathy with the advance in olive oil. No changes have taken place in other lines.

SUGAR—Demand for sugar continues fairly good, considering the time of the year. No further decline is anticipated, but rather a hardening of prices may be looked for. Local quotations continue unchanged.

Granulated, bbls	44 00
" 1-bbls	4 55
" base	4 35
" Imperial	4 10
" Beaver	4 10
Paris lupin, boxes, 100 lbs	5 25
" " 50 lbs	5 35
" " 25 lbs	5 55
Crystal diamonds, bbls	5 55
" " 100 lb. boxes	5 75
" " 50 lb.	5 95
" " 25 lb.	6 5
" " 5 lb. cartons	0 40
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" " 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	4 00
No. 1 " bags	3 95

SYRUPS AND MOLASSES — Prices for molasses have been firmly maintained at the recent advance, and another movement forward is not improbable. A local dealer who has just returned from Boston states that the situation there is quite as strong as here. Stocks are very short and the arrival of new crop molasses is eagerly looked forward to. He reports the market as being in an exceedingly healthy condition. Syrups are being distributed in the smaller sizes for immediate wants only.

Barbadoes, in puncheons	0 42
" " in barrels	0 44 ½
" " in half-barrels	0 45 ½
" " fancy	0 47
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 08 ½
" " 1-bbls	0 09 ½
" " 25 lb pails	1 75
" " 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" " 5-lb. " 1 doz.	2 75
" " 10-lb. " 1 doz.	2 65
" " 20-lb. " 1 doz.	2 60

MAPLE PRODUCTS—Dull and uninteresting.

Compound maple syrup, per lb.	0 04 ½	0 05
Pure Townships sugar, per lb.	0 06	0 07
Pure syrup, 8 lb. tin	0 60	0 6 ½

TEA—Reports from primary markets state low grade Indian blacks are decidedly firm, with an upward tendency, and an upward tone also for medium and high grade stock. In Ceylons the low grade teas are firm, with an easier feeling for medium and high grades, which has been due to deterioration by weather conditions. Locally the market is only fairly active, with no changes in prices. Japans are moving out satisfactorily according to some exporters, while others declare business very quiet.

Choicest	0 35	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
" Medium	0 22	0 23
" Good common	0 21	0 22
" Common	0 19	0 21
Ceylon—Prok-n Orange Pekoe	0 20	0 38
" Pekoes	0 19	0 20
" Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17 ½	0 18
Ceylon greens—Young Hysons	0 19	0 25
" Hysons	0 18	0 20
" Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12 ½	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—The coffee trade continues good. Prices are unchanged and steady, which condition will continue, in all probability, as the valorized coffee of Brazil will not come into the market for a year at least.

Mocha	0 18 ½	0 25
Rio No. 7	0 19	0 11
Santos	0 12	0 15

DRIED FRUITS—The week has been a dull one for dried fruits, with nothing of interest occurring.

Figs—		
" R g figs	0 07 ½	0 05
" Tappets	0 03 ½	0 05
" E emes	0 08	0 14 ½

Dates—

Hallowes, per lb	0 05	0 06
Sairs, per lb	0 05	0 05

Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters	2 50	
" " 1-box	0 75	
" Royal Buckingham Clusters, 1-boxes	1 30	
" " boxes	4 75	
" Excelsior Windsor Clusters	5 75	
" " 1/2's	1 60	
Australian raisins	0 07	0 08

California Raisins—		
Fancy seeded 1-lb. pkgs	0 09	0 10
Choice seed-d, 1-lb. pkgs	0 08 ½	0 09 ½
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb.	0 12	0 15
Peaches, "	0 11	0 15
Pears, "	0 13	0 14

Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 9	0 11
" " " 50-60s	0 8 ½	0 11
" " " 60-70s	0 07	0 10
" " " 80-100s	0 07	0 07
Currants, fine filistras	0 06 ½	0 07
" " atras	0 03	0 08 ½
" " Vostizzas	0 09	0 09 ½

SPICES—During the coming year the markets for spices, according to reports from the primary sources, will be steady in character, with the exception of pepper, cassia and nutmegs, which will display an irregularly upward tendency. There will be a rather strong undertone in other lines, but changes will take place slowly. Locally conditions are as last reported, with peppers showing an easier undertone.

Peppers, black	Per lb.	0 14	0 20
" white	0 20	0 27	
Ginger, whole	0 18	0 20	
" Cochin	0 17	0 20	
Cloves, whole	0 17	0 30	
Cloves, ground	0 20	0 25	
Cream of tartar	0 23	0 32	
Allspice	0 12	0 18	
Nutmegs	0 30	0 40	
Cinnamon, ground	0 15	0 19	
" whole	0 14	0 16	

BEANS AND PEAS—Firmness continues to characterize the situation. Holders are optimistic for the future and are not inclined to part with stocks. Receipts held in the city are consequently not large, only an occasional car being received, same merely keeping up interest in the situation. Wholesalers state \$1.75 is the best price they can secure from growers or dealers. Many dealers are devoting more attention to the American markets. An advance has occurred—5c a bushel. Peas are unchanged.

Ontario, pick-rs	1 75	1 80
Peas, biling	1 35	1 0

EVAPORATED APPLES — The price has been strongly maintained, under a fair demand.

Evaporated apples, new	0 03	0 08 ½
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FURS—No changes have taken place during the week. Fox skins continue scarce.

Mink	5 0	6 50
Marten	4 10	6 00
" dark	8 0	20 00
Fox red	2 50	4 50
Lynx	5 0	12 00
Oter	15 0	2 00
Fisher	5 00	0 00
Wascal	0 25	0 35
Muskat	0 15	0 25
Canada racoon	0 75	1 25
Sku-k	0 4	1 25
Bar, large	8 0	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—Fruits and vegetables are more active this week. Canned meats are also in better demand, than for some time. Canned fish, with the exception of salmon, are very much neglected.

TORONTO—The demand for canned goods in the fruit line is reported good while peas, corn and tomatoes are being called for as much as usual.

The market is represented by several of the brokers interested in canned goods as more active than for some time.

FRUITS.

	per lb.	per doz.	Per doz.
		Group 1.	Group 2.
Apples, 3's standard		\$1.00	\$ 95
" " 3's preserved		1.45	1.40
" " gals, standard		2.55	2.50
" " gals, preserved		4.00	3.95

THE WHEAT OF WESTERN CANADA

Story of How the Alberta Variety Sprung From a Farmer's Forgetfulness—
Left a Few Grains in His Pocket—Superiority of Alberta Turkey Red—
Important Real Estate Changes—The Western Situation.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Jan. 19.—The sharp, cold weather has given place to a strong wind from the south that is blowing something of a blizzard, but is very mild. Railway traffic is being delayed to some extent, but nothing serious is anticipated. Further west, in Alberta, the sudden rise in temperature is a great relief as the continued extreme cold was very bad for stock. Fortunately there was not much snow at the time, so that forage was not covered and the cattle when they ventured from the shelter of bluffs and sheds were able to get plenty to eat. This puts matters on a very different footing to what they were two years ago when the snowfall was heavy and followed by very cold weather.

One of the surprises to people arriving in Winnipeg is the fact that during the very coldest days we have had this winter, the erection of the structural steel has proceeded steadily on the new Union Depot for the C.N.R. and G.T.P., several thousand tons having been put in place in the past two weeks. This is not the only building on which steel is being erected during the winter months, but it is the largest.

A real estate deal of more than usual interest went through during the week. This was the sale of the northwest corner of Lombard and Rorie Streets to the Great West Life Company. The block sold was 100 feet square and the price was \$1,000 per foot. The price was nothing out of the way, though it is a good one, but the old and extremely ramshackle building that now occupies the premises was, in the days that have gone by, the home of Winnipeg's first Post Office. At that time Lombard Street was known as Post Office Road, and this building was marked No. 16 on the very crude little map which appears in Begg's "Ten Years in Winnipeg," which is now out of print.

The property mentioned is right across Rorie Street, from the new Grain Exchange, and as soon as possible in the spring the Great West Life will commence the erection of a handsome three storey re-enforced concrete office building for their own use. History repeats itself, for in the days when the Red River was the chief means of communication Lombard Street, or Post Office Road, was one of the business centres. For years all business drifted away from it, excepting of the poorest and most peddling kind, and now business is going back to it by leaps and bounds. A few years ago one of the largest cold storage and creamery plants was erected at the foot of the street close to the river, and transfer tracks; next came the Kemp Manufacturing Company; then the Great West Wire Fence Company;

then Telfer Bros., biscuits, and MacNab & Roberts, manufacturers' agents, all erecting fine brick and concrete buildings; last year the Winnipeg Grain Exchange and now the Great West Life Assurance Company. Each additional business planted on this street has witnessed a substantial increase in the prices paid for real estate.

To Erect Sub-Station.

Another real estate deal that carries with it much more than the mere transfer of a block of land at a good figure, is the purchase by the Canadian Pacific Railway just north of Portage Avenue on the spur track of the Great West Development Company on the Western boundary of the city of a large block. This site has been secured by the railway for the purpose of erecting a sub-station for freight. The C.P.R. has bought the spur as well as the land along it, and this purchase and the erection of the freight sub-station is necessitated by the rapid development of manufacturing of various kinds in that part of the city. In addition to a number of factories already in the neighborhood several large industries have under consideration plans for the erection of buildings next spring. Four years ago this section of Winnipeg was open prairie, and now it needs a sub-station for freight. The matter needs no comment.

A Romance in Wheat.

A new and very interesting development in the culture of winter wheat has come to light in Alberta.

It is some 25 years ago that Francis Wilcock, formerly of Ontario, made the first attempt at growing winter wheat in Alberta and the experiment was made at Pincher Creek. Mr. Wilcock farmed for a time in Manitoba, and having decided to try his fortunes in the then just opening Territory of Alberta, sold out his Manitoba farm and went to his old home in Ontario for a visit before starting for the further west. When he reached his old home, fall wheat cutting was in progress. It was some years since he had seen fall wheat, and struck with the beauty of some of the heads—the variety was Dawson's gold chaff—he plucked them and put them in his pocket intending to show them to his wife when he reached the house. His attention was taken by something else and he forgot about the wheat. The coat was packed hastily when the time came to leave and the wheat was still in the pocket. When he reached Alberta it was about the middle of August, and coming across the wheat one day, he thought he would try it. There was a

little patch that some previous occupant had used for a garden. This he dug carefully and planted the grain taken from the three or four heads. The wheat came up quickly and showed a fine, strong growth, but one morning he found that the gophers had eaten all but about a dozen stalks. Over these he placed a puncheon that had held the family crockery on its trip, having first removed the bottom. This preserved the few stalks, and the next spring it came up all right, and in due time was reaped and rubbed out by hand. It was sown again that year and from this small beginning has come the fall wheat industry of Alberta. A great many Americans, and, alas, a great many Canadians, continue to delight in attributing the first growing of fall wheat in Alberta to the Mormons. This is the true story.

But to return to the present developments. With the passing of the years and the increase of farming, came the introduction of Kansas Turkey Red wheat into Alberta. The first seed was brought in by the C.P.R., and was distributed for experiment in 1899. It was an almost immediate success. It seemed as if Alberta had been waiting for Turkey Red. The writer has a sample taken from the first ear of seed brought in and a sample of the wheat raised from that seed on the second crop, and it is hard to realize that the two are the same variety of wheat. Not only are the berries large, and more uniform, but they have attained much of the flinty appearance so characteristic of Red Fyfe and not in appearance only, for Turkey Red grown in Alberta is nearly as hard again as Turkey Red grown in Kansas. And now comes the crux of the story.

While Turkey Red in Alberta has been forging ahead, giving large yields, increasing in density and in beauty of appearance, Turkey Red in Kansas has been growing steadily behind until that State is confronted with the necessity of getting seed from outside or going out of the wheat raising business. The eyes of the farmers of Kansas have turned to Alberta as a source for good seed, and one of the big commission houses of that State sought the assistance of the C.P.R. land department. The commissioner, Mr. Griffin, furnished them with an average sample, and this company has reported that in their opinion this is the very best seed that Kansas can procure. Of course the duty at the present time is prohibitive, but the farmers of Kansas are making a most strenuous effort to have Congress view this need for good and pure seed in the right light, and to have regulations that will permit of Kansas securing seed from Alberta to take the place of what has so completely run out.

A Wonderful Development.

Up to the present there has been inspected out of Alberta this year 2,271,610 bushels of winter wheat, and of this 1,526,000 was Alberta Red Winter. This development is certainly a great encour-

THE CANADIAN GROCER

agement to the Alberta farmers to grow winter wheat. It not only opens a market for their wheat in Kansas if the duties can be adjusted, but it calls the attention of the milling world to the fact that Alberta can produce a winter wheat of superior milling quality.

In stock and wheat circles the week has been singularly barren of news. Great Britain is inclined to take a little wheat on our low spots, but outside of that she is shy. The weather has been too cold for cattle movement.

Retail and wholesale trade are moving quietly and indeed there is nothing very new in any line of trade.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, January 21, 1909.)

Business is active for the season. Country collections are in fairly satisfactory condition, sales are large for the month of January in spite of the cold weather which has hindered the movements of travelers, and the members of the grocery trade are in an optimistic mood.

Values are steady in nearly all lines, but there are one or two exceptions. Corn syrups have been reduced again owing to sharp competition. California raisins are weak. Broom corn is costing at least 50 per cent. more than formerly, and the result has been an advance in practically all makes of brooms. A recent advance of 25 cents per dozen is likely to be followed very soon by another advance of the same amount.

SUGAR—Prices continue as follows:

Montreal and B.C. granulated, in bbls.	5 00
" " in sacks.	4 95
" yellow, in bbls.	4 67
" " in sacks.	4 55
Wallaceburg, in bbls.	4 9
" " in sacks.	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-2 "	4 95
" hard pressed lump, 25's, per cwt	6 15
" " half bbls., per cwt	6 50
" icing.	5 80
bar sug.	5 60
Icing sugar in bbls.	5 60
" " in boxes.	5 80
" " in small quantities.	6 10
Powdered sugar, in bbls.	5 30
" " in boxes.	5 60
" " in small quantities.	5 65
Lump, hard, in bbls.	5 95
" " in 1-bbls.	5 95
" " in 100-lb cases.	5 95

SYRUPS AND MOLASSES—There has been another decline in corn syrups due to sharp competition. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz case	2 16
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per 1 "	2 43
" " 20-lb tins, per 1 "	2 55
" " barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case.	3 10
" " 5 " " 1 " "	3 60
" " 10 " " 1 " "	3 30
" " 20 " " 1 " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1-bbls., per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 1/2 gal. bats., each.	0 33
" " 1/4 gal. bats., each.	2 25

MAPLE PRODUCTS — Selling very slowly. Prices continue as below:

Sugar, 25 lb. boxes, 1/2 and 1/4.	3 00
Syrup gallons 1/2 doz. to case, per case.	5 65
" " 1 doz. to case.	6 15
" " 2 doz. to case.	6 55

FOREIGN DRIED FRUITS—California raisins are likely to be reduced very shortly as the market is reported

weak. Other items in the foreign list are stable. We quote:

Sultana raisins, bulk, per lb.	0 09
" " cleaned.	0 10 1/2
" " 1 lb pkgs.	0 11 1/2
Table raisins, Connoisseur clusters per case.	2 90
" " extra dessert.	3 85
" " Royal Buckingham.	4 00
" " Imperial Russian.	5 25
" " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 70
" " Connoisseur clusters, boxes (5) lbel.	0 85
Trenor's Valencia raisins, f.o.s., per case, 25's.	2 05
" " " " 14's.	1 00
" " " " 35's.	2 35
" " " " 14's.	1 15
" " " " 35's.	2 35
" " " " 14's.	1 25
California raisins choice seeded in 1/2-lb. packages per package.	0
" " fancy seeded in 1/2-lb. packages per package.	0 7 1/2
" " choice seeded in 1-lb. packages per package.	0 08 1/2
" " fancy seeded, 1-lb. packages, per package.	0 09
Raisins, 3 crown muscatels, per lb.	0 0 1/2
" " "	0 0 1/2
Prunes 90-100 per lb.	0 07 1/2
" " 80-90 "	0 06 1/2
" " 70-80 "	0 06 1/2
" " 60-70 "	0 07 1/2
" " 50-60 "	0 07 1/2
" " 40-50 "	0 08 1/2
" " 30-40 "	0 08 1/2
Silver prunes.	0 09 1/2
Currents, uncleaned, loose pack, per lb.	0 06 1/2
" " dry cleaned, Filistras, per lb.	0 06 1/2
" " wet cleaned, per lb.	0 07
" " Filistras in 1-lb pkg. dry cleaned, per lb.	0 08
Pears, per lb.	0 08 1/2
Peaches, standard, per lb.	0 08
" " choice.	0 08
Apricots, standard, per lb.	0 07 1/2
" " choi e, per lb.	0 11 1/2
Plums black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 07

RICE AND TAPIOCA—The market is quiet and featureless. Japan rice is quoted at 4 1/4c. per lb.; Patna at 4 1/4c; Rangoon at 3 3/4c. Tapioca, 5c per lb.

EVAPORATED APPLES—There is a good staple demand at 8 1/2c per lb. The market is steady and no change is expected in local prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2 1/2 lb. tins, in case 74.	8 75
" " 12 "	8 50

SPANISH ONIONS—New stock is quoted at \$1.15 per crate.

NUTS—Advanced prices on new stock. We quote:

Shelled Walnuts, in boxes, per lb.	0 28
" " small lots per lb.	0 30
" " Almonds in boxes, per lb.	0 28
" " small lots, per lb.	0 30

ROLLED OATS—The local market is steady, prices showing a slight decline.

Rolled oats, 80 lb sacks, per 80 lbs.	2 10
" " 40 " " 80 "	2 15
" " 20 " " 80 "	2 20
" " 8 " " 80 "	2 50

CORNMEAL—We quote the following reduced prices:

Cornmeal, per sack.	1 91
" " per 1/2 sack.	0 95
" " per bale (10, 10's).	2 15

BEANS—The market is weak. Hand-picked are quoted at \$2.10 to \$2.15 per bushel and the three-pound picker at \$2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at \$2.55 per sack, pearl barley at \$3.75 per sack and \$1.95 per half sack.

CANNED GOODS—

FRUITS.	
Group Groups	No. 1 No. 2 & 3
Group Groups	No. 1 Nos. 2-3
Apples—3's standard, per case	\$2.44 \$2.34
" " Gallons, standard, per case	1.55 1.52 1/2
Cherries—Red, pitted, 2's	4.18 4.08
" " black pitted 2's	4.18 4.08
" " white pitted 2's	4.38 4.28
Currents—Red 2's	4.18 4.08
" " black 2's	4.18 4.08

Gooseberries—3's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" " yellow 3's	6.54	6.44
" " pie, unpeeled 3's	3.34	3.24
" " pie, unpeeled, gallons	2.42 1/2	2.40
" " pie, peeled, gallons	3.30	3.27 1/2
Pears—Flemish Beauty 2's	3.68	3.58
" " Flemish Beauty 3's	4.74	4.64
" " Globe l.s. 2's	2.78	2.68
" " Globe l.s. 3's	4.14	4.04
Plums—Daxson l.s. 2's	2.28	2.18
" " Lombard l.s. 2's	2.28	2.18
" " Green Gage l.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" " red, gallons	3.80	3.77 1/2
" " black 2's	4.18	4.08
" " black, gallons	3.80	3.77 1/2
Strawberries—2's	4.18	4.08
" " gallons	3.80	3.77 1/2

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" " 2 " " " " "	1 90
" " 3 " " " " "	2 50
" " 1 " tomato sauce, per case	2 50
" " 2 " " " "	1 90
" " 1 " " " "	2 50
" " 1 " Chili " " "	2 50
" " 2 " " " "	1 90
" " 3 " " " "	2 50
Supps, per doz.	1 25
Cornged beef " 2's per doz.	2 10
" " 1's "	1 75
Roast beef " 1's, per doz.	1 7
" " 2's "	2 55
Potted meats, 2's, per doz.	0 7
Veal loaf 1/2 lb., per doz.	1 25
" " 1 lb. "	1 25
Ham loaf 1/2 lb. "	1 25
" " 1 lb. "	2 50
Chloken loaf 1/2 lb. "	1 25
" " 1 lb. "	3 50
Langtonque 1's, "	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 35
Chipped " 1-lb. tins, "	1 45
" " 1-lb. tins, "	2 70
Sliced bacon, 1-lb. glass, "	0 05
" " 1-lb. tins, "	3 10
" " 1-lb. glass, "	3 25

BRANTFORD MERCHANTS' TROUBLE.

A Brantford correspondent calls the attention of The Grocer's readers to what he believes to be a fraudulent practice of an oil and soap traveler. He was supposed to represent a new United States firm and wanted to introduce his goods. Samples were to be given away from a quart to a gallon of oil. If satisfactory he would be around again in about four weeks to take orders. The merchants were to sign blank forms to show they wanted samples, but they now claim they signed order blanks for oil from 5 gallons up to a barrel. The goods came and the merchants accepted them in the belief that the firm was reliable. The days of trial expired and drafts were passed on them. Some have paid to avoid trouble, while others have refused. The prices are represented to be excessive.

BUYERS SEEN IN MONTREAL.

T. Marleau, St. Timothe, Que.
J. Philippe, Latutippe, Que.
G. Daoust, of G. Daoust & Co., St. Anne de Bellevue, Que.
Francois Robert, St. Hubert, Que.
L. Robert, St. Bruno, Que.
M. Raymond, of Raymond Freres, St. Hyacinthe, Que.
D. Leonard, St. Monique, Que.
Michael Downey, G. T. P. Construction camps, Winnipeg.

Grocery News from Coast to Coast

Western Canada Notes

**An Advance in Prices of Potatoes at the Coast on Account of Cold Weather—
Bean Jar Contest at Saskatoon.**

REGINA.

Jan. 19.—For the first time in our history the large demand for poultry for the Christmas trade was all supplied by the province itself, and this in spite of the fact that the sale of turkeys was nearly double that of last year. The only thing that had to be shipped in from outside the province was geese, of which there were not quite enough forthcoming in the local market. For chickens at the beginning of the season from 12c to 15c per lb. was the ruling price, but later the price dropped to from 10c to 13c, according to quality. Ducks about the same price and quality very good on the whole. Turkeys about 18c, supply plentiful; geese about the same, supply insufficient to meet the demand. The quality in all lines was very good on the whole and compared very favorably with what we have been shipping in from Ontario in past years, but there is still room for improvement. If farmers would keep pure bred poultry of the general utility breeds, it would, without doubt, be greatly to their advantage. At the season of the year when eggs are cheap they would be able, for some years to come, to sell a considerable number at remunerative prices for setting, and the difference in the size and quality of the chickens when they came to market them would well repay them. Great improvement might also be made in the construction of the poultry houses on most farms, and the slight additional cost would be more than repaid by getting eggs early in the winter when fresh eggs command top price. Regina has always been an excellent market for farm produce of all kinds. At the present time a farmer can get 35 cents a dozen and sometimes even forty cents for really fresh laid eggs that can be depended upon.

Butter is another article to the making of which farmers might well devote more careful attention. There is always a good demand here for butter of first-class quality and the supply frequently does not meet the demand. Price for first-class butter at the present time runs from 30 to 35c per pound. The quality of butter offered by farmers is not uniformly as good as it might be, and here again it seems that a great improvement might be made in the class of buildings erected. A first-class milk house is an essential for anyone who intends to make butter for the market and is not too frequently met with on the farm. The cellar is no place to keep milk either in summer or winter, and the

cream is too often tainted before the butter is made up. There is a good opening here for a cold storage plant. The establishment of such a plant would facilitate the economical handling of all farm produce and guarantee a far more reliable market.

Cameron & Heap are just about completing stock-taking and report a thoroughly satisfactory season's business.

One or two brokers or commission agents would find it very profitable to establish here, and could look after the business of the province from this point.

W. B. Lanigan, assistant freight traffic manager, C.P.R., and Geo. H. Shaw, traffic manager Canadian Northern Railway, met the Board of Trade this week by appointment to discuss freight rates, more particularly fourth and fifth class. The wholesale houses were represented by H. G. Smith, of Campbell Bros. & Wilson S. C. Burton, of Cameron & Heap, and M. B. Peart, of the Western Hardware Co., while the retailers were represented by J. F. Bole, M.L.A., of the Regina Trading Co.; E. McCarthy, of the McCarthy Supply Co. and Ald. A. D. Wright, besides several other members of the Council of the Board of Trade. The conference lasted practically all day and the result was an amicable settlement which was very fairly satisfactory to the shippers as a whole.

The wholesale houses here have always been in a position to look after the local L.C.L. business pretty well, but have been handicapped in the matter of carload shipments. Now, however, they will be in a position to extend their business very considerably in this direction and are looking forward to doing a very much larger volume of business this year in consequence.

H. G. Smith, manager for Campbell Bros. & Wilson, spent a week in Winnipeg, combining business with pleasure. He returned Jan. 4th in time to conduct the freight rates case before the railway officials, more especially on behalf of fifth-class shippers. This he did in an able manner, and he had certainly spared no pains to master all the intricate details of his case.

SASKATOON.

Jan. 19.—Now that the holiday business is over merchants are casting around for ways and means to attract customers to their stores. At the departmental stores bargain sales are announced in all departments previous to stocktaking. Goods must go at any price sooner than carry them over un-

til next season. A reduction has been made in canned fruits and goods specially ordered for the Christmas trade and left in stock.

The bean jar contest held at Speers and Paul's store is now over. The winner of the prize horse was Iva Creed. Several other prizes were awarded.

R. G. Clare will rebuild his store at Warman, which was recently destroyed by fire.

R. F. Preston, butcher, announces that after January first he will do a strictly cash business only.

A case for exposing meat for sale which came from a slaughter house which did not comply with the city health by-law was heard in the police court a few days ago. Gordon and Sparling were the defendants. The case was dismissed on the ground that there was not sufficient evidence to convict.

VANCOUVER.

January 19.—After a week of cold weather, we are beginning to see where we are at, and as a result the prices of all perishables have gone skyward with a bound. This is not a mere advance in price, but one of those increases that shock one almost as the miniature earthquake last Monday afternoon. Potatoes are principally affected. Ashcrofts were \$21 before the cold snap, but have jumped to \$35 per ton, while local potatoes are firm at \$25, having risen from \$15. The price may even go higher when reports come in from the country districts as to the effect of the cold. There they are kept in pits, and it is likely that all have been frozen. With the weather such as it has been, no shipments could be made, and with the six inches of snow that came on Wednesday communication is further hampered. Those who held potatoes thought they would be having surplus on their hands, and one of these, who disposed of a considerable stock just before the cold set in, lamented the fact to The Grocer. Had he only known (the usual refrain after a chance to make money) he could have sold at nearly double. But the cold was so unusual that no one expected it.

Local creamery butter has gone up from 40c to 45c. If it goes over 45c, there is a loud call from the consumer, and anything over that proves the last straw. It is not over plentiful even at the top notch.

The market is bare of eastern eggs, not practically bare, but completely. Some of the stores have absolutely none, and cannot get any. Surrounding cities are being communicated with in the hope that an odd dealer will be found who may have a few cases stocked away. They went up from 30c to 35c, and are now 45c, an unheard of price. Local eggs are as rare as the proverbial hen's teeth, and if a seller can persuade a grocer that he has a few he gets 65c for them.

In regard to eggs, a grocer remarked yesterday that a man came into his store and offered several cases of genuine freshly laid local eggs. The grocer was doubtful, but he was assured that

the eggs were just as represented, but when he was told how many the man had, the dealer declared he wanted none, though he had none in the store and had demands. He informed the seller that there were not that many in the city, if all were gathered together. It is probable that some specially Eastern selecteds were secured, and advantage taken of the general scarcity to palm them off.

California celery and cauliflower arrived here this week, and are of good quality. The local celery has just disappeared and the market will be kept well supplied now with the stock from

the south. Lettuce is grown locally, but that is about all this time of year.

William Peers, who conducted a grocery business in North Vancouver, has left with his family for Australia. The store has been taken over by T. Hutchison, the former proprietor.

The shipment of herring from Nanaimo is now in full swing. They are exported almost altogether to Japan, and it is estimated that 10,000 tons will be shipped this year. The herring fishery is next to coal mining, the principal industry at Nanaimo, which has the run perhaps exclusively among British Columbia cities.

an increase for the present season of \$625,837. The amount of grain shipped in these steamers was 1,535,694 bushels and there were 7,052 head of cattle.

The railway commission will be in St. John this week to hear complaints against excessive express charges on lobsters shipped from Port Mulgrave, N.S., to Boston via St. John.

The Fishermen's Union at Rexton last week elected the following officers: Edgar Atkinson, president; Chas. Palmer, vice-president; Capt. Geo. Irving, sec.-treas; Percy Kinread, sergeant-at-arms, and James Jardine, auditor.

John K. McDonald, of Whytecomagh, C.B., a well know merchant was married on January 12th to Miss Janet Irene McNeill, of Charlottetown, P.E.I.

Robert Emmett Hughes, grocer, of Charlottetown, P.E.I., dropped dead in his home on Tuesday, January 12th. The coroner's jury found death due to paralysis of the heart. He was about 30 years of age.

Henry G. Weeks, manager of the local branch of the Lake of the Woods Milling Company, has purchased the residence on Douglas Avenue, owned and occupied by Hon. James Holly. Mr. Weeks will occupy his new home in the summer.

Fred Magee, C. Rufus Aulton, Courtney B. Copp and Thomas J. Allen, of Port Elgin and Brougham F. Wells, of Baie Verte, are applying to the provincial government for incorporation as the Port Elgin Trading Co., with a capital of \$20,000. The chief place of business is to be Port Elgin and the company proposes to carry on a general wholesale and retail trading business. The provisional directors are: Fred Magee, C. Rufus Aulton and Brougham F. Wells.

William Sproul, merchant, of Campbellton, has made an assignment for the benefit of his creditors to James E. Stewart, sheriff, Dalhousie.

A commercial bowling league has been formed here in which there are fourteen teams of five men each, selected from various business establishments in the city. In a game on Wednesday, the 13th, the Grocers and Clerks met and the latter won by a score of 1294 to 1170.

Maritime Provinces and Quebec

Pepper Adulterations in Nova Scotia—Railway Commission to Hear Evidence on Express Charges at St. John — Corn Exchange Committee Meets at Montreal.

MONTREAL.

January 19.—The Castle Blend Tea Co., corner of Stanley and St. Catharine St. W., are giving prominence this week to a fine range of earthenware tea and coffee pots, in the form of a window display. These goods are the products of the Langley Mills in England. They are chiefly remarkable for their simple and artistic forms, and deep green and brown coloring.

Nominations for the Board of Trade elections closed Friday, January 15, at 6 p.m. The chief event of interest was the eleventh hour nomination of Edgar Judge, for the second vice-presidency, in opposition to R. M. Ballantyne, who was placed in the field some days ago by W. I. Gear. Mr. Judge was nominated by R. W. Oliver. With this exception all the higher offices of the board will be uncontested. Sixteen members are in the running for the twelve seats on the council, and the contest has the appearance of being a sharp one, there being an active canvass already on behalf of the sixteen candidates. For the twelve seats on the Board of Arbitration, there are thirteen candidates.

Carsley's are making great preparation for their food fair, which begins the first of February.

The present Corn Exchange Committee of management, held its last regular meeting on Saturday afternoon, there being present R. W. Oliver, vice-president, in the chair; C. B. Esdaile, W. W. Hutchison, J. S. Norris. The chief business of the meeting was the consideration of the committee's annual report, which was drafted for issuance to the members, who will consider same at the annual meeting of the Association, which this year falls on Wednesday, January 27th. R. W. Oliver reported with regard to the Montreal Industrial Exhibition Association meeting on December 10, which he had attended as the Corn Exchange representative. Mr. Plews was admitted to membership. By a unanimous vote, Norman Wight was nominated, as the representative of the Corn Exchange Association on the council of the Board of Trade.

When competition is so keen as it is at the present time, expenses must be keenly watched, otherwise drains soon extinguish profits. A prominent grocer who has a very fine cellar for storing

goods, and which he has very brilliantly lighted in order to facilitate the clerk's work there, found that his electric light bills were running very high. The clerks would go down stairs, turning on all the lights as they descended, and in their hurry would not remember to turn them off as they came up. In this a great amount of electricity was wasted. Now he has a small 3-candle power bulb in the centre of the store which burns if a single light is turned on below. Instead of having all the lights turned on at the same time and at one switch, he has lamps with individual switches, and in this way the necessity for all the lights being turned on, when only one is required, is avoided.

J. L. Dore, of Ardmore, Que., has been in town for a few days. Mr. Dore has been placing orders with various wholesale houses for his spring trade.

A demonstration in tea is being made at Dupuis Freres store on St. Catharine St. E., this week.

ST. JOHN.

Jan. 19.—There was little change in the local wholesale markets last week and business in most lines is quiet. Manitoba flours are quoted at \$6.60 to \$6.70, and Ontarios at \$5.45 to \$5.70. Middlings is selling at \$28 to \$30, and bran at \$25 to \$26. Sugars are firm at \$4.40 to \$4.50 for Austrian granulated, \$4.50 to \$4.60 for standard, and \$4.00 to \$4.40 for yellows. Eggs are selling at 27 to 40 cents a dozen and butter is quoted wholesale at 23 to 28 cents.

A. I. Megarity's grocery store on Brussels street, was broken into on Sunday night, Jan. 10th, and a quantity of goods stolen. The thieves were apparently frightened away while at work as a large quantity of goods was found piled in readiness for removal near a window that had been broken.

A statement of the value of exports from St. John in the winterport steamers up to January 15th, shows that twenty-nine steamers took away goods valued at \$5,537,927, of which \$3,768,453 was the product of Canadian manufacturers, and \$1,769,474 was from the United States. The value of goods shipped in the same number of steamers last season was \$4,912,090, showing

HALIFAX.

January 19.—Dealers report some improvement in business since the holiday season, but as yet it is very slight. Fruit is in good demand and apples are bringing high prices. There has been an advance of fifty cents per barrel in the price of cranberries, which are now quoted at six dollars per barrel. Jamaica oranges are also higher and are now quoted at \$5.00 to \$6.00, an increase of fifty cents per barrel over the prices of last week. Lemons are quoted at \$3.00 for 300 count, and \$5.50 for 420 count. The sharp advance in the price of apples is attributed to the scarcity of first class fruit, very little of which is now offered for sale on the local market. There are no No. 1 spies or kings available, and No. 2 fruit of the latter variety is very scarce. All the good fruit is said to be in the hands of the speculators, who are holding it back for fancy prices. The speculators are said to be making big money handling apples this season, which have met a good market and netted good returns. A wholesale dealer

states that one lot of five hundred barrels, which were bought on the trees for \$1.25 per barrel, sold for \$4.00 per barrel. Mrs. P. C. Woodworth, of Elmsdale, Port Williams, has received some handsome prices for good fruit sent to the London market. A barrel of Cox's Orange Pippins sold for 60s. and a box of the same variety sold for 25s, or at the rate of 75s per barrel.

A proposal to establish a fish curing and cold storage plant was before a special meeting of the council of Dartmouth, N.S., this week. Robert Christie, of R. Christie & Son, of Aberdeen, Scotland, appeared before the council and outlined the scheme. A representative of the company had been sent out to Canada to look over conditions, and if they were found favorable, a plant might be established. The firm's representative had spent some time in Dartmouth, and while there had secured an option on a waterfront property near the railway station, which would be a desirable site for such an enterprise. If the plant was established Mr. Christie would engage in the fish curing business in all its branches, from the catching of the fish to the packing and shipping.

When the project was started he proposed to bring out experienced hands from Scotland, but in time would engage Dartmouth people. He also proposed to bring out his own steam travelers with which to carry on the fishing operations. The firm would invest about \$50,000 in the business for total exemption from taxation for a period of five years, and exemption from all improvements for the next ten years, and free water up to a certain quantity. Mr. Christie stated that if a success of the business is made in Dartmouth, there was a possibility of other firms in Scotland transferring their business to this side of the Atlantic. The matter was referred to a committee for consideration. The Council looks with favor on the proposition.

The report on pepper adulteration which is just issued shows that out of ten samples of white pepper secured from stores in Halifax, every one of the samples was genuine white pepper, while in Prince Edward Island and New Brunswick, several of the samples are reported as "adulterated" or "doubtful." In the report of black pepper, the laboratory report shows that nine samples out of ten were genuine, while the other sample was found to be adulterated, it having been forwarded in the original package on which the word "mixture" appeared in small letters over the word "pepper." This sample was obtained in a Halifax store, which obtains its pepper from an upper Canadian firm.

GEORGETOWN, P. E. I.

January 19.—Owing to the poor condition of the roads, there being no snow, trade has been slow this week. Collections are fair for this season of the year, and the wholesale houses report an average amount of business.

James Kelley & Co., Charlottetown, are making a specialty of Island Flour—price 65c per sack of 25 lbs.

Sanderson & Co., Charlottetown, and W. A. Johnstone, Montague, are using considerable space in the local

papers at present. The former firm is advertising weekly snaps.

Prosperity has marked the past year in Prince Edward Island, and the farmers can view the results of their labors with complacency, for the prices, although not so good as in 1907, were on the whole satisfactory. Not for many years has the weather in the first three seasons been so favorable for growth and ripening.

Four hundred thousand tons of hay of which 2,000 were exported, an average yield of wheat, about 5,000,000 bushels of oats, 6,500,000 bushels of potatoes, of which 200,000 were exported and a large percentage manufactured into starch; 4,000,000 bushels of turnips, an average crop of fruit, 1,200 tons of cheese, 250 tons of butter; representing the annual dairy output; the former valued at \$280,000, and the latter at \$135,000; about 45,000 hogs an increase in the poultry production and the number of cattle raised were among the factors tending to make the farmers of 1908 satisfied with their lot and their farms in the garden province of Canada.

The fishing industry was exceptionally remunerative, there being 50,000 cases of lobsters at an average price of \$16.00 per case; 100,000 barrels of oysters, bringing from \$3.00 to \$9.00 per barrel, and a good catch of cod, herring, smelts and eels. Bankers, merchants and traders have pronounced satisfaction on the past year's transactions. Collections have been comparatively easy and there has been a satisfactory amount of money in circulation.

Large quantities of smelts and eels are being exported to New York and Boston. The prices this year are not as high as formerly. A considerable quantity of oats are shipped daily to Halifax, Sydney and other near-by cities.

As expected butter and eggs are both dropping in price. Both commodities are being bought in the country districts for 20c.

Valencia Oranges are plentiful. No. 1 apples are scarce and very high. Almeria grapes are an average price and in splendid demand.

From Ontario Correspondents

Information Bureau at Fort William to Watch Dead Beats—Kingston Broom Factory Burned—Guelph Grocers Troubled With Peddlers—Belated Christmas Raisins Sold by Auction at Peterboro.

KINGSTON.

January 20.—Kingston has had the misfortune this winter of losing two of its important industries by fire. Fire is a good servant but a bad master. Our fire department has been called to account for bad management for not getting at these fires promptly and put-

ting the stock, viz.: varnishes, dried lumber in the piano factory and broom corn in the broom factory. George Crawford, an old grocer who less than a year ago took over the broom factory, is a heavy loser, having a large stock of broom corn on hand, which has recently gone up in price.

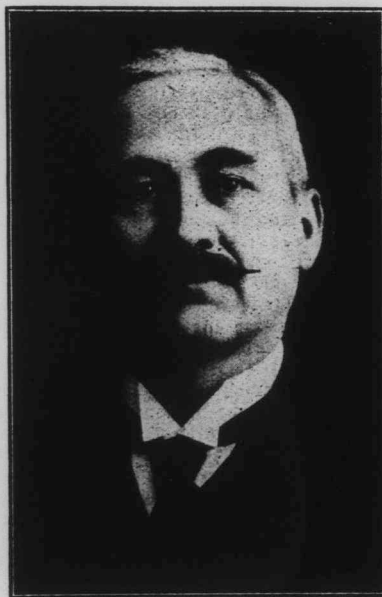
In all my experience I have only run across one grocer, and that lately, who can collect bad debts. His plan is to go personally and warn his victim that unless he or she pay up he will follow them on the street or around the market and shout at them. The first illustration occurred on the market not long ago. He went up to a lady and said, "Now my good woman, I am going to follow you around and shout at you." Out came a dollar bill and in begging tones, "please don't, I'll pay you up, I'll pay you up."

The petition being handed around for the reduction of licenses is being largely signed. The first class hotels which give good service to the traveling public are not anxious for the class who frequent the saloons.

Weather has been severe here, as low as 16 below zero having been registered. Only a few sleighs appeared on the market on Saturday. Fresh laid eggs sold as low as 30c a doz., but the majority got 40c. People find telephones useful during stormy and cold weather.

Kingston never goes back. It has a forward movement at all times. "There is more curling, skating, ice-boating and winter sports to the square foot here than any city I know of," said a commercial man, and he is right.

Dan Couper, Mayor, is a busy man, and he is ready to put on the gloves if he hears of any knockers who are always ready to run down their own city and country. We will likely have a big grocers' picnic this year as we have a grocer as chief magistrate.



MAYOR DANIEL COOPER,

Of Kingston, Elected to the Chief Magistrate's Chair by the Largest Vote in the City's History.

ting them out. In defence they claim inefficient equipment and of being unable to attack the flames from the inside owing to the inflammable nature of

Lake Ontario is frozen over at last and now the islanders can come over in safety and bring their butter and eggs.

Advertising in the local papers is about the best way of telling the public who you are and what you have in stock, but it is responsible for a lot of cutting in prices. We have meat stores selling four cans of corn for 20c, and candy shops selling our staples at cost in order to attract people to their stores.

Circulars asking prices from merchants, regardless of politics, have been issued from our military institutions here under the Dominion Government. "What's up anyway," Ontario institutions did the same last month but did not give any contracts to us poor Grit grocers.

Apples were a poor purchase this winter as they didn't keep well.

Kingston Dairy School is in full blast, 20 students being in attendance studying the art of making butter and cheese. Mr. Rublow is acting superintendent.

PETERBORO.

January 20.—An auction sale of 1,000 boxes of fine grade raisins, which arrived too late for the Christmas trade, will be held on January 20th. They have been held at one of the freight offices since the date of their arrival which was too late for sale to the retailers.

Not a few groceries are now handling oysters, that is, outside the large uptown stores that regularly carry this stock on hand. One reason for the increase is that each store has a newly prepared vessel for containing the oysters. They come in sealed crocks and are then placed in these white enameled or crockware tubs, which are impressively suggestive of cleanliness and care in handling them. Quite a number of the grocers have recently secured these vessels and they state that they find the sales very encouraging.

The farmers' market has apparently been effected by the cold weather of late. The best eggs sold at 35 cents a dozen although there were others that were offered at 30 and 32 cents.

W. J. Coleman, of the firm of Coleman Bros., caterers and confectioners, left last week for England. He is combining business with pleasure intending to get latest ideas in his line of business in the English cities and also in New York on his return journey.

One of our grocers, Jas. H. Connel, made a good showing in the recent curling games at the Peterboro bonspiel. He is also in one of the rinks that are playing with Bobcaygeon for a new trophy that has been presented by A. E. Bottum of Bobcaygeon and J. E. A. Fitzgerald of this city. Peterboro has secured a lead of four points.

T. H. Hooper, caterer and confectioner, has decided to enlarge his uptown store, increasing the accommodation of his grill room and providing a larger banquetting hall.

The Retail Merchants had a quiet little supper last Wednesday night at Hooper's. They intend to have another on a larger scale in the near future.

Peterboro grocers are showing their progressiveness by holding demonstrations of particular articles in their stores, the work being attended to by special demonstrators. Recently White

& Gillespie demonstrated Cowan's cocoa. Another smeared wheat banquet has been held, too, under the auspices of the Murray Street Baptist church, the demonstration being attended to by J. Hewitt.

OTTAWA.

Jan. 20.—A good attendance of buyers and sellers were out in a temperature of 21 degrees below zero on the Ottawa market on Saturday. It was one of the coldest mornings of the year. Everything was cold and in fact a frozen beef tongue would have been as valuable a weapon of defence if necessary, as if it had been made of steel. Another anxious phenomenon which is generally accounted for by the farmers as a result of the zero weather was that chicken prices had gone as high as the temperature was low, and reached a record price for the year. It may have been that the farmers think cold mornings should command high prices. Fowl of all kinds were however up. Chickens sold as high as \$2.00 pair, but most sales were made around \$1.50 a pair. Beef was valued at 4 1/4 to 5c for fronts, and from 6c to 7c for hinds. Pork at from \$10 to \$10.50 and lamb 10c to 12c. Turkeys were an absent class, while geese—well there were just a few. Prices for butter were 28c to 30c for good quality and it is not likely to drop for the next two or three weeks. Potatoes were sold around \$1.00 a bag, and new laid eggs were rapidly picked up at 55c per doz.

Ottawa will be quite gay this week and expects thousands of visitors from all parts, especially those people who love the horse. The chief attraction will be the big ice races which will be held all this week on the Ottawa river. Merchants reap a harvest from these money spending people—the horse men—and look forward to this great yearly event. Two retail grocers are responsible for this big meet, namely P. H. Wall of Wall & Co., who is president, and Ald. Walter Cunningham, who holds the office of vice-president. Both named gentlemen have been connected with the Central Canada racing association for a great number of years.

The fat stock and horse show promise to be attractive features for this week. Grocers and butchers attend the auction sale at the conclusion of the show—when all dressed beef and poultry are auctioned off.

E. M. Trowern, Dominion Secretary of the Retail Merchants Association, was in town last week on behalf of the Retail Coal Dealers' Association, who ask for a series of regulations respecting the receiving of coal from railways, its weighing, monthly statements, and shortages, etc., in fact a code of rules governing many points of frequent dispute. The case was heard by the Railway Commission, who have reserved judgment.

H. H. Livingstone, with the new firm of Mayell & Co., Toronto is in the city, calling on the trade. It seems funny not to connect this gentleman with Pure Gold Goods. The change was effected the 1st of the year.

Arthur Carson, formerly with Lipton, now with Sheriffs Imperial Extract Co., is renewing old acquaintances in this city.

W. G. H. Marcon, representing the N. K. Fairbank Company, Montreal, is at present in the city.

Chas. E. Bucklee, of Park Blackwell Co., Limited, has spent this week in the Capital in the interests of his firm.

FORT WILLIAM.

January 20.—The scarcity of apples is beginning to be felt, some of the best varieties being already out of stock, and the prices ranging from \$4.75 to \$5.50 to the retail purchaser.

For the protection of the retailer from the "deadbeat," who goes from store to store and stays with each only so long as he can get farther and farther into its books, a new organization has been formed in the city under the name of the Retailers' Information Bureau. It is somewhat of the nature of a local Bradstreet, dealing with the customers, instead of the merchants. The fee to each retailer is \$10 per year, in return for which he has the privilege of referring to the Bureau for information regarding any parties who may be seeking to secure a line of credit with him. This will particularly affect the grocery trade and if worked out successfully will result in any man who has once got into the books of a retail store and not met his obligations, being compelled to pay his bills or deal for cash wherever he may go in the city. This Bureau, which is only local, dealing solely with this city, is in connection with the collection office that has already been doing business as the Sovereign Accounting Agency.

CHATHAM.

January 19.—The new City Council held its organization meeting this morning, when the committee slate was adopted. The three grocer members—comprising one-third of the total membership of the Council—are well distributed. John McCorvie is on the Finance and Industrial Committee; Wm. Anderson on Finance and Property, and Harry A. Andrew on Parks and Railways. Two hold chairmanships, Ald. McCorvie that of the Industrial Committee, and Ald. Andrew that of the Railway Committee.

There is every likelihood that, despite the defeat of F. H. Brisco, the chief advocate of excluding the grocers from the market, the question of the 10 o'clock clause in the market by-law will be reopened and again threshed out by this year's Council. Mayor Westman's inaugural address contains a recommendation to the Property Committee to consider "the framing of a new by-law protecting the rights of the citizens on the market, by restricting the wholesalers to certain hours." Just what the outcome of the struggle will be, is uncertain. The general public, if they suffer at all, suffer more, it seems, through buying by wholesalers for shipment than through buying by grocers for retail, and it is probable that an effort will be made to ascertain the true status of the wholesalers on the market. At present the general impression is that they cannot legally be restricted.

The possibilities of Chatham as a location for pork packing, beet sugar and canning industries was also emphasized by Mayor Westman in his address. Chatham's chief advantage in this re-

spect lies in the presence of an abundant supply of the raw material right at the city's doors.

The consensus of opinion among the grocer aldermen is that the new Council will probably grant some measure of restriction on the market, as against buyers for wholesale and retail. A majority of the members of the new Council have committed themselves to a restoration of the ten o'clock clause against grocers and butchers. It is freely admitted that despite the defeat of several strong advocates of the 10 o'clock provision, there is a strong public feeling in favor of closing the market to all but the general public. The matter is likely to be the theme of warm discussion. Much depends on whether or not wholesale buyers can be excluded. If they cannot, it hardly seems fair to exclude local retailers, thus discriminating against local men in favor of outsiders. If the restriction is restored, the grocers with the smaller stores on the side streets will be the men hardest hit. The bigger grocers never need to go near the market, having their regular clientele of country people who bring them produce; but the little fellows, who have little if any country patrons of this sort, will be hurt by the discrimination.

The agitation against the present open market has been much strengthened by recent high prices of produce, and particularly by the scarcity of turkeys and other poultry. It is generally believed that the wholesale buyers raid the market first thing in the morning and carry off the poultry before the general public arrive. The fact is, however, that there have been practically no turkeys, as compared with former years; and the few that were to be had would have lost money to the buyers, as the latter could not have afforded to purchase turkeys at 25c a pound. As a matter of fact, higher prices are due, partly to general scarcity, and partly also to the improved facilities the wholesalers have for buying direct from the farms.

Business is holding up very well, and not a few grocers state that they miss the annual rest due to arrive with the after-holiday lull in business.

Butter and egg prices continue high. Grocers state that deliveries are pretty free, though offerings on the general market are small. Prices will depend largely on whether or not the cold weather continues. If there is a protracted spell of warm weather, egg prices are bound to drop.

The long promised free mail delivery system was inaugurated in Chatham on Wednesday of last week. The city has been divided into seven routes, and there are three deliveries daily to the business sections, two to thickly populated, and one to thinly populated residential sections.

P. B. McQueen, manager of Bradley & Son's local store, has inaugurated a system of order taking in connection with the business here, and during the past week or so has been energetically campaigning for new patrons in outlying districts, with the result that he has

added a large number of names to the firm's regular order-taking route. Mr. McQueen is an old hand at order taking, having had considerable experience in that line elsewhere, though the system is an innovation in connection with the local business.

Russell Parrott, for the past three years connected with the grocery staff of his brother, Wesley E. Parrott, left last week for New Mexico, where he will spend a three months' holiday.

William A. Dumas, who a quarter of a century ago conducted a grocery at the corner of King and Forsyth Streets, passed away last week, aged 72. He was a veteran of the American Civil War, and was at one time very prominent in Chatham's business life.

High hog prices were a feature of last Saturday's market, live hogs selling at \$6.50 and dressed at \$8.25 per cwt., with the market strong. Export cattle commanded 5c a pound, store cattle 3c and 4c, with a good demand, and dressed beef from 5c to 7c. Veal, lamb and poultry prices were high. Butter sold from 25c to 28c, and eggs from 28c to 30c, this being the first indication this winter of a decline in egg prices. Bean prices are practically unchanged, ranging from \$1.35 to \$1.50 a bushel. Potatoes are \$1 a bag.

The stock of R. I. Weaver, the St. Clair St. grocer-butcher, who recently assigned to W. G. Burrows, was sold by public auction on Monday last. The grocery stock was sold to Mr. Broderick of London, at 41c, and the butcher stock to Chas. Thomson at 32c. The premises are already leased to W. H. Curran, who intends to open a meat shop; and to the fact that the stock had to be moved, the low prices were largely due. The stock is now being sold off at slaughter prices—a temporary detriment to the grocers of the vicinity, though with the elimination of one competing grocer from St. Clair street, life there will be more worth living to the remaining grocers. Mr. Weaver's future intentions are unknown.

Last Tuesday evening there was a well attended meeting of the Board of Trade, when it was decided to invite Hon. Wm. Puesley to visit Chatham, with a view to impressing upon him the necessity of the proposed dredging of the river. Insurance rates, and a number of other items of interest were also discussed.

C. E. Lister, proprietor of the Maple City Creamery, was in Brantford last week, attending the Butter and Cheese Makers convention.

The grocery of H. G. Reed, King St., was visited by a slight blaze last Thursday morning, though little damage was done.

J. A. Wilson, the Queen St. grocer, has been reappointed to the board of West Kent License Commissioners. This is Mr. Wilson's fourth year.

In consequence of the discovery of large deposits of almost pure silica near Amhersburg in Essex county, a glass factory will shortly be erected at Leamington, for the manufacture of bottles and jars. The new concern will, it is understood, supply the new Heinz factory in Leamington, and abundance of natural gas at that town proving an added incentive. Whether the new concern will enter into the manufacture of fruit sealers is uncertain as yet.

The Heinz Pickling Company are arranging to send men to Leamington shortly to make contracts for the growth of vegetables and fruits, and in the spring will erect several buildings in addition to the factory purchased for them by the town.

H. H. Shaver and W. W. Jackson, of the Tilbury Canning Company, were in Toronto recently attending the independent canners' convention.

E. J. Buzzard, of Blenheim, has sold his general store at Erieau to Lorne Handy, formerly of J. W. Fleming & Sons. The new proprietor takes possession Feb. 1.

John Curtis has opened a new butcher shop at Wheatley.

J. H. Allen of Wheatley has made final arrangements for building a creamery at Comber. The new concern will be in operation next spring.

The growth of the onion industry in Essex has called into existence the Leamington Onion Growers' and Shippers' Association. John A. Campbell is president, and John C. Ross, secretary. The session was devoted to an interchange of experiences and ideas on onion growing.

Redmond Coleman, the Virginia tobacco expert, who during the past two years has been engaged in preparing tobacco for shipment to the Erie Tobacco Co., is once more back at his old post. Mr. Coleman has several "steaming houses" at Ruthven.

Commencing January 21, all the stores in Ridgetown closed at 6 p.m. every evening, except Saturdays. This is a marked advance for the early closing movement.

Albert Gunning, the Ruthven general merchant, on January 6, joined the ranks of the benedicts, being united in marriage to Miss Marilla Esseltine, of Ruthven.

Jehiel Walker, formerly a grocer at Charlemont, recently lost his only son, Corey, 17 years of age, by drowning at Tupperville.

C. G. Elliott, of Comber, contemplates purchasing the premises, owned by R. O. Y. Ainslie, which he now occupies, and has secured an option.

S. G. Morse, of Leamington, is in receipt of a letter from the Heinz Pickling Company, stating that just as soon as the town completes arrangements for turning over the Ward building to them, they will be prepared to begin work. They intend making Leamington headquarters for the whole of Canada.

The Wallaceburg Sugar Company, following the completion of the beet sugar campaign, will commence work on refining raw sugar about the middle of January, and expect to continue along this line pretty steadily till the opening of next fall's beet campaign.

Wallaceburg's new creamery is under way. The proprietors, Geo. Wooliver and Geo. Wales, have commenced the erection of a new and up-to-date building on Lafontaine Street, and expect to have everything in shape to commence operations in February.

Tobacco growers in Essex County are busily engaged in stripping the 1908 crop and preparing it for shipment. Quite a number have completed shipping and are ready to bale the product. The

THE CANADIAN GROCER

sample is fine this year, and the growers are looking for correspondingly good prices.

As showing the extent of poultry business in some small country places, Wm. Bird & Son, of Ennett, a small station on the Pere Marquette, bought during the fall season, 31,560 pounds of poultry, for which \$3,120 was paid out.

George Mahler, of Chatham, and Harry Mahler, of Dresden, have gone into partnership with John Tolmie, formerly of Tolmie & Graham, in the basket business at Dresden, and have secured the Hicks block for factory purposes. The Mahler family are largely interested in the evaporated business in this county.

LONDON.

January 20.—Wholesalers report business to be on the upward incline, and they regard the prospects to be of the best. Travelers find dealers in this section more free in giving orders than for some time, which is a pretty good sign of returning confidence. Prices of Ceylon and Indian teas are higher, and coffees are also advancing. Raw sugars keep very high and refined is steady and firm. Spices and tapioca are advancing and rice for spring shipment is easy. Seeded raisins are lower, but an advance is looked for. Other staples show little change.

Mrs. Blasshell, grocer, corner of Bathurst and Talbot, has sold out to W. T. McBride.

A meeting of the Retail Grocers' Association was held on the evening of Wednesday of last week, President Shaw, in the chair. The most important matter taken up was the annual banquet, and a committee composed of President Shaw, Secretary Hayes and Treasurer Ryan, was named to get estimates and report back to the Executive who have power to act. R. J. Donaghy, of T. A. Rowat & Co., was elected chairman of the Reception Committee. He did good work last year in the same office. Several committees brought in satisfactory reports.

The grocers' banquet will in all probability be held on some evening during the third week of February, at either the City Hotel or the Grigg House.

STRATFORD.

January 19.—Since the passing of Christmas and New Years business has naturally been quiet and the grocers here are taking advantage of this slow time to re-arrange their stocks so as to sell off the left-overs before stock-taking. Most of the window displays have been changed, making the holiday season a thing of the past.

The municipal elections made a lively time for Stratford this year. We had five aspirants for Mayor and sixteen for aldermen; these with water commissioners, school trustees and four by-laws to vote on made a very full slate. Upon entering most stores previous to the election the first words of greeting were "Whom will we have for Mayor?" Well, we are sorry to say that we got an editor instead of a grocer, although the editor will fill the office with dignity

and ability. Mr. McIlhargey made a good fight, and to use the oft repeated expression, we would say, "If at first you don't succeed, try, try again."

At last something definite in the way of a radial railway for the city has been brought to our notice, under the name of "The People's Railway." The grocers and merchants in general are quite jubilant over the new proposition, as it will bring more business from the surrounding country. It is expected that the line between Guelph, Stratford and Woodstock will be built this year, and that by December the city of Stratford will be enjoying the advantages of a city street car service. The radial line will handle both passengers and freight, the latter being handled almost wholly at night.

I. W. Steinhoff attended the annual meeting of Swift & Co., in Chicago, on Thursday, as the manager of the Canadian branch of the produce department, which has its office in the Beacon building. Mr. Steinhoff reports a drop of ten millions from the volume of trade during 1907, but an increase of the profits.

Geo. McCully has taken a position on the traveling staff of Jas. Lloyd, wholesale fruit merchant. Goderich, Kincardine and the northern district is the ground Mr. McCully is covering at present, and he reports good business for his first trip.

Mr. McLeod, of the McLeod Milling Co., is showing something new in the line of advertising this week. He has a few sample cakes of toilet soap through each of which is printed an advertisement in colored letters, telling the virtues of a special brand of flour. In using this sample of soap the user will read the advertisement as long as the soap lasts.

Max Brisson, who has been for the past year with the E. O'Flaherty, grocer, relinquishes his position with that firm to enter the priesthood. Mr. Kastner, formerly with R. S. Jones, has succeeded him.

Monday must have been travelers' day in the city this week. One grocer reports having been visited by fourteen.

The Stratford Wholesale Grocery have just completed stock-taking this week and report very favorable business for last year.

The Mooney Biscuit and Candy Co. have sent a communication to the Mayor of our city stating that they are prepared to supply the city relief officer or any other body of citizens organized for the purpose of relieving the distress of those in need with two barrels of biscuits per week, from now until the time that the requirements may cease.

BARRIE.

Jan. 20.—Mr. Quigley, for The H. P. Eckhart & Co., made his initial trip last week to Barrie, and he reported business very good for this time of year.

Barrie is to have another commercial traveler residing here. Mr. Taylor, formerly with the Western Canada Milling Company, and now with the Collingwood Packing Company, has decided to locate in this town.

This week shows the first weakness in the egg market and the strictly new laid eggs that have been selling retail for 35c a dozen down to 32c, took a drop to 30c and even as low as 28c a dozen was the price paid this week.

At the inaugural meeting last week of the town's new council, Mayor Vair explained that to get the best results and service from our civic bodies, it was necessary that all should work in harmony. To that end, he had taken the liberty of inviting the Press, the Ministers and all the ex-mayors. The mayor thanked the press for their services in the past and hoped he would have their support in the future criticizing the public questions fearlessly and give their strong opinion. This would greatly assist the Council and at the same time serve to enlighten the people. Another of Barrie's old grocery men in the person of J. J. Brown, past president of the Board of Trade, and chairman of its Transportation Committee, followed. He said there had been a great depression in manufacturing, and this had accounted for the stagnation of trade. We had however got to the bottom, and things were now looking up. He hoped the Council and Board of Trade would have plenty to do this year. The Trent Valley Canal matter was still undecided, but whichever way it went the canal would have a tendency to control freight rates, more especially in regards to coal transportation. The Grand Trunk Railway would make great improvements during the coming summer.

Poultry was very scarce on last week's market, as high as fifteen cents a pound being paid for chickens. Turkeys also took a jump and sold at from 18c to 20c a lb. Geese sold at 12 and 12½c a pound and old fowl at 10c. Butter remains the same price, 25c a pound.

BELLEVILLE.

January 20.—Both the wholesale and retail grocers are well satisfied with the volume of business since the rush of the Christmas trade and they are very optimistic for a bright prospect in the future. Owing to the extremely mild weather work has been much more plentiful and as a result money is more plentiful. There has been no call for relief so far this winter beyond a few families who arrived last summer from the Old Country, and these are being looked after by the W.C.A., who get a grant of \$1,200 per year from the council.

Much interest was taken in the recent civic elections here, there being no less than four grocers among the seventeen candidates, two of these four being elected, namely Ald. A. G. Vermilyea and Ald. H. E. Fairfield, the latter a new man, but he succeeded in heading the list for aldermanic honors. Mr. Fairfield recently purchased the grocery business of the late Adam Henry, and his well-known ability as a business man will come in handy in his civic duties. J. W. Harker, one of the first subscribers to The Canadian Grocer, was defeated by a narrow majority of eleven votes. W. H. Panter, one of the best known grocers in this city and for the past thirteen years had been a valuable member of the city council, was defeated by L. W. Marsh by 185 majority, after a very exciting contest.

Market prices here have been breaking the record this winter in butter, eggs and poultry. Butter from 25c to 30c; strictly fresh eggs 35c to 40c, and scarce at that; potatoes are plentiful at 75c to 80c per bag.

Customers worth having

PURITY Flour will attract the most desirable class of housewives to your store—The kind that appreciate quality, and willingly pay a higher price to secure a higher grade of goods.

PURITY FLOUR

The excellence of PURITY flour is due to the high quality of the hard wheat used and to superior methods of milling. It makes "more bread and better bread." You cannot recommend PURITY too highly to your most particular customers. And particular housewives, who are not now customers, will be attracted to your store when they know you have PURITY flour for sale.

Western Canada Flour Mills Co., Limited

TORONTO
GODERICH

MONTREAL
ST. JOHN, N.B.

WINNIPEG
BRANDON

TRADE

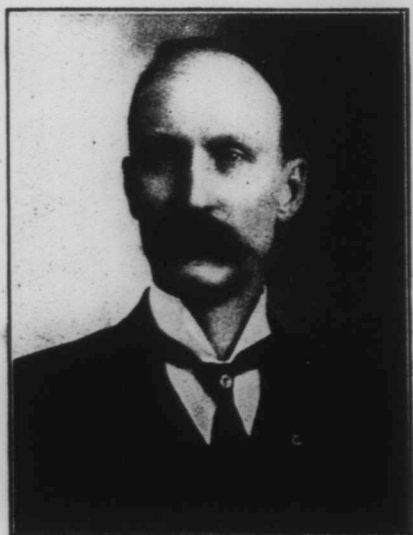


MARK

THE CANADIAN GROCER

It is rumored that it is the determination of the Canadian Cannery Co., Ltd., to cut off work in the Picton canning shops in connection with the canning factories and in the future all cans will be made at the chief shop in Hamilton. This matter, it is understood, will come up for a "threshing out" at the annual meeting soon to be held in Hamilton. The settling of the matter and the answer at the annual meeting is anxiously being looked for by many workmen in this district whose work during the winter months depends on this employment. There are two canning factories in Picton, one at the Little Chief factory, and the other at the Lion Brand, and these two employ 50 or more men and boys, and if the Canadian Cannery Co. decide to make all the cans at Hamilton in the future, these men and boys will be thrown out of work at a very bad season of the year.

The local grocers have been making a big run on canned corn, peas and tomatoes during the last couple of weeks, and are advertising three of any variety for 25c. This does not look as if there was very much of a scarcity in canned goods.



GEO. L. LAMOTHE,
Re-Elected Mayor of Mattawa, Ont.

Local grocers feel the benefit of the re-starting of the Rolling Mills, when last week 100 extra men were put on and these mills are expected to continue in full blast.

"Co-operation" was the theme that brought some 200 farmers to Picton on Saturday last, with the mercury at 10 below zero, and kept them interested in the town hall, whose interior temperature was keeping even with Jack Frost out of doors. Mr. Macdonald, of Glasgow, Scotland, an erstwhile Torontonian, was the speaker, and he told of the workings of co-operative concerns in England and Scotland, where the people are said to benefit by the purchase of needful commodities of life in bulk. It was pointed out that not only could people buy, but that farmers could sell their produce to advantage under this system, and being members they came in for declared dividends. He urged that

the movement be taken up locally, and over 180 rose to their feet to signify favor with the scheme. He said a co-operative store would be started in Picton if 150 \$5 shares were subscribed. This amount, however, was not reached, for when he stepped down in the audience to get signatures there was the customary rural reluctance to put up the wherewithal.

PAISLEY.

January 18.—R. B. Putman, who has for many years conducted a general store here, was burned out on Tuesday, Dec. 29th. He is at present conducting a fire sale in the adjoining store.

W. Hern is removing his stock of dry goods and general groceries from Lyon's Head, where he has been in business for some time, to Southampton, where he is putting in a large general stock. He is occupying the premises of Mr. Eby at the upper end of the town.

PERTH.

January 18.—The arrival of two carloads of New Brunswick potatoes last week relieved a want in that line. Although about 3,500 bushels of these were brought in last fall the supply for sale was about exhausted, and one firm had commenced to import a few bags by express.

The Perth Creamery Company discontinued operations last week after a fairly successful season. Since starting November 1 they manufactured about 2,500 lbs. of butter weekly. Price to dealers has been 27c.

Local dealers are paying 25c for dairy butter. Eggs, strictly fresh, are being retailed at 30c, but the supply is far from sufficient to meet the demand.

GUELPH.

January 20.—Mr. R. D. Doyle has started a grocery store on Paisley St., with an entire new stock, in the stand formerly occupied by E. Lehman. Mr. Lehman has moved his stock out and has also purchased the stock of Mrs. J. R. Robinson, on Fergus Street. He also bought the house and store from Mrs. Robinson.

The Clerks and Salesmen's Association are sorry to lose their vice president, Mr. Best, who is about to remove from the city. He was one of the greatest workers from the origin of the association. There is some talk of a banquet to be held before he leaves.

I noticed a grocer busy recently shining a lot of apples for his window and asked him what he was using and he said just olive oil. It made quite an improvement in the looks of the apples.

Guelph has her share of peddlers from house to house, and they carry all kinds of lines, tea being the principal. There are about ten different tea peddlers and all seem to do quite a business. It is almost a wonder that the grocery stores ever sell a pound of tea at all. In some houses they have from one to six months' tea and coffee ahead. Long before they run out another supply is left and in some cases the people say "We do not want it,"

but at the same time it is left and generally used. Baking powder, spices, etc., are also handled by some, but in the majority of cases tea and coffee is what they try to sell. Some housekeepers will tell you some funny stories of the time they have trying to get out of using the tea. Others buy from sympathy. Again some say that the fact of these men giving up all other lines and being direct importers, etc., of their tea, that it is better than what is kept in a grocery store, which is subject to all kinds of abuse, such as being exposed to coal oil, etc., a very bad argument to be used against some of the grocery stores. Grocers very often are quite satisfied to sell a good customer half a pound of tea when it would be just as easy to sell from five to ten pounds and get the money. There are hundreds of pounds of tea sold here every year by men who never had any practical experience, but who are good talkers. Some of the peddlers will offer a hundred pounds of granulated sugar



F. O. CREED,

Who Has Left to Represent the F. F. Dalley Co., Hamilton, in France, Germany and Spain.

to a good paying customer at regular wholesale price just to get the tea order. Then he buys the sugar from a grocer or wholesaler and hands it over at cost. There are other ideas they work from time to time which helps their sales. In fact they have always something on the go while the grocer keeps on the same old way year in year out and making no special effort to hold his own.

The Primeau grocery business, which has for the past few years been run by A. Primeau and L. Primeau, father and son, Lindsay, was sold out last week by the former to Adams Bros., but was again bought back by L. Primeau, who will in the future carry on the grocery business in the old stand.

**Every Merchant
Can Advertise
Without Cost**

Customers pleased with their tea will talk favorably of your store. That is the very best kind of advertising. You can please more customers with Red Rose than with any other tea.

You know that the most interesting development in the Canadian tea trade in ten years has been the increased sales of Red Rose Tea.

Advertising has helped, salesmanship has helped, but the real reason has been its remarkable quality.

Recommend Red Rose Tea and your customers will recommend your store.

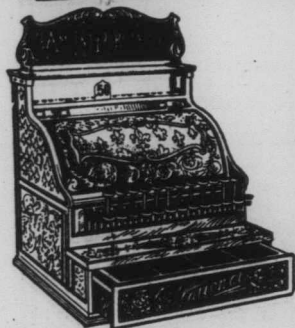
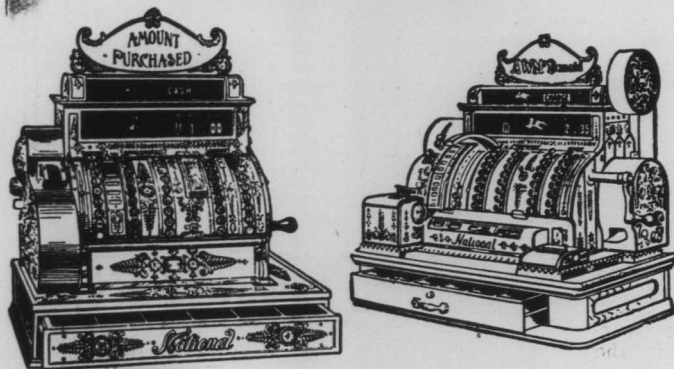
RED ROSE TEA

Will draw trade and hold it

3 Wellington St. E.,
Toronto, Ont. } Branches.
315 William St.,
Winnipeg, Man.

T. H. ESTABROOKS,
St. John, N.B.

They Pay!



**Ask the Man
Who Has
One!**

Guaranteed the Cheapest
Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont
F. E. MUTTON, Canadian Manager

MOLASSES AND SYRUPS

**GINGERBREAD BRAND MOLASSES
(IN TINS)**

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

**GOLDEN SLING SYRUP
(IN TINS)**

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

Agents

C. E. Paradis.	- -	Quebec.	W. H. Escott,	- -	Winnipeg.
C. DeCarriere.	- -	Kingston.	R. G. Bedlington & Co.,	- -	Calgary
Geo. H. McIntosh,	- -	Ottawa	Tees & Peerse,	- -	Edmonton.
Geo. Mussen & Co.,	- -	Toronto.	Wilson & McIntosh,	- -	Vancouver
J. W. Dickie & Greening,	- -	Hamilton.	C. Leonard Grant,	- -	P. E. Island
G. H. Gillespie,	- -	London			

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

A Guarantee that Means Something


Back of every product that leaves the Heinz plant there is the experience of thirty-eight years and the reputation of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

HEINZ 57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them ever fail to please, dealers have full authority to refund the purchase price.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

CHEESE

Look out for higher prices. Stocks are much lower than they were last year and shipments to England have begun after some weeks of dullness.

We can give you old cheese and new cheese, cheese white and cheese colored. Stiltons, large cheese and twins.

F. W. Fearman Co.
LIMITED
HAMILTON

The Government Analysis
decides absolutely
the Superior Quality
of

Reindeer Milk
and
Jersey Cream



All Brands sell at same price.

A guarantee of increased value, goes with every tin of Reindeer and Jersey.

The best way to get custom is to give the best value.

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



Butter Eggs Cheese Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Jan. 21, 1909.

The export cheese business has increased wonderfully during the week. The English buyers were not able to ignore the Canadian market as long as they anticipated. Some time ago, when they were rather independent of the Canadian market, they intimated that Canadian prices would have to climb down considerably before they would be attractive to them. This, however, does not seem to be the case, and they have displayed decided anxiety, in accepting terms which are higher, rather than lower, contrary to their expectations.

Cables are being received from Bristol, Glasgow and London, as well as from Liverpool, enquiring for Canadian stock, and Canadian prices have proved attractive enough to lead to considerable trade.

The despondent state of the English market has totally disappeared, and instead there is a buoyant feeling in all quarters. Locally there is an increasing conviction that stocks are much smaller than were held last year at this time. Receipts since May 1 up to Jan. 16 were 1956,526 boxes, against 2,053,407 boxes for the corresponding period of last year. Quotations are steady at 12³/₈c to 12³/₄c for Westerns and 11¹/₂c to 11⁵/₈c for Easterns.

Supplies of butter arriving are much increased, and there is more enquiry from the local trade. Fall creamery continues to be very much sought after, and prices are a shade easier, in spite of this, owing to much improved supplies of other lines.

Shipments are being made to western points, which with increased local demand has depreciated stocks very much, which were held in the city. The holders of September and October makes who have been waiting for an advance, are somewhat disappointed, at the turn affairs have taken, as they thought the scarcity of really high grade early fall butter should have, by this time, been called for at a higher figure than it is commanding. Receipts since May 1 to Jan. 16, have been 413,700 packages, against 408,552 packages for the same period of last year. These figures made a commendable showing, in view of the adverse conditions which have prevailed. Local quotations are 26¹/₂c to 27c for finest creamery and 25¹/₂c to 26c for fresh receipts.

THE PROVISION SITUATION.

Toronto, January 21, 1909.

The provision situation is active, with prices for hogs too high to suit the packer. The demand for cured meats is normal and business fair. English

markets are too low for the price of hogs here, and therefore packers must depend on local demand for their output. Butter is plentiful and on account of its poor quality is accumulating and will be sold for less money than the regular prices. Cheese is very quiet, but firm. New laid eggs are sufficient to meet the demand. The stock of held eggs will likely all be required before we can depend on new laid eggs to meet all demands. Poultry is firm, but very little on the market.

PROVISION MARKETS

MONTREAL.

PROVISIONS—The undertone of the market for live hogs continues strong, and prices are tending toward a higher level, due to reduced supplies arriving, and good demand. Lard is firmly held at the recent advance in both compound and pure lines.

Compound Lard—		
Tierces, 375 lbs.	0 08 ¹ / ₂	
Parchment lined boxes, 50 lbs.	0 08 ¹ / ₂	
Tubs, 50 lbs.	0 09	
Wood pails, 20 lbs. net.	0 09 ¹ / ₂	
Tin pails, in cases.	0 09 ¹ / ₂	
Heavy Canada short cut mess pork, in bbls.	22 50	23 00
Selected heavy Canada short cut clear boneless pork	22 50	23 00
Heavy Canada short cut clear pork	22 00	22 50
Very heavy clear pork	21 00	25 50
Plate beef, 100-lb. bbls.	7 75	
" 200 "	15 00	
" 300 "	22 00	
Pure Lard—		
Tierces, 375 lbs.	0 12 ¹ / ₂	
Boxes, 50 lbs., grained.	0 12 ¹ / ₂	
Tubs, 50 lbs.	0 12 ¹ / ₂	
Pails, wood, 20 lbs., parchment lined.	0 12 ¹ / ₂	
Tin pails, 20 lbs., gross.	0 12 ¹ / ₂	
Cases, tins, 10 lbs., each.	0 12 ¹ / ₂	
" 5 "	0 12 ¹ / ₂	
" 3 "	0 13	

BUTTER—Fresh rolls are arriving more freely, therefore prices are a shade easier, although demand continues good. Fresh creamery is in good demand at easier prices. Fall creamery continues active, and prices have shaded off slightly, due to larger arrivals of other lines. Altogether the butter market is steady, under a good demand.

Fall creamery, solids.	0 27	0 27 ¹ / ₂
Fresh Creamery, solids, lb.	0 25 ¹ / ₂	0 26
" prints, lb.	0 27	
Dairy, tubs, lb.	0 19	0 21
Fresh large roll.	0 21	0 21 ¹ / ₂

CHEESE—The cheese situation has brightened up owing to some business having been done with England during the week, and as a result prices are higher. Locally the demand continues good at the advance.

Cheese, old	0 15 ¹ / ₂
" large	0 13 ¹ / ₂
" twin	0 13 ¹ / ₂
" small	0 13

EGGS—Receipts of new laid are increasing, but demand continues to increase also, and the market remains steady at a slight advance. Storage stocks are low, and dealers will soon have to look to other sources for their supplies. In spite of larger quantities of fresh stock arriving this approaching end of storage stock keeps the market firm, with an upward tendency.

New laids	0 35	0 40
Selected cold storage	0 29	
No. 1 Canned	0 26	
No. 2 Eggs	0 21	0 22

HONEY—Trade in honey is quiet, and prices are unchanged.

White clover comb honey	0 13	0 14
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins.	0 10	0 11

POULTRY—Small supplies, and increasing demand maintains prices for dressed poultry at the figures quoted last week.

Spr. ng chickens, per lb.	0 13	0 14
Hens, per lb.	0 10 ¹ / ₂	0 11 ¹ / ₂
Young ducks, per lb.	0 11 ¹ / ₂	0 12
Turkeys, per lb.	0 13	0 14
Geese, dressed	0 09 ¹ / ₂	0 10 ¹ / ₂
Ducks	0 11 ¹ / ₂	0 12 ¹ / ₂

TORONTO.

PROVISIONS—The market this week is somewhat excited. Hogs were considered dangerously high last week, but this week they are almost a dollar a hundred higher. The cause of this is difficult to find. Opinions differ, but the most likely cause is the anxiety of the packers to get stock enough to keep their factories running. As a result, all cured meats are from ¹/₂ a cent to 1 cent a lb. higher.

Long clear bacon, per 10.	0 10 ¹ / ₂	0 11
Smoked breakfast bacon, per 10.	0 10 ¹ / ₂	0 11
Stout bacon, per 10.	0 10 ¹ / ₂	0 11
Light hams, per 10.	0 13 ¹ / ₂	0 14
Medium hams, per 10.	0 13 ¹ / ₂	0 14
Large hams, per 10.	0 13	0 14
Shoulder hams, per 10.	0 10	0 10 ¹ / ₂
Bacon, plain, per 10.	0 16	0 16 ¹ / ₂
" pea meal.	0 16 ¹ / ₂	0 17
Heavy mess pork, per 100.	20 00	
Short cut, per 100.	22 00	
Lard, tierces, per lb.	0 12 ¹ / ₂	0 12 ¹ / ₂
" tubs	0 12 ¹ / ₂	0 12 ¹ / ₂
" pails	0 13	
" compounds, per lb.	0 08 ¹ / ₂	
Dressed hogs	0 10	

BUTTER—From week to week the fact becomes more apparent that the butter makers are again going backward instead of forward in the art of butter making. The butter this year, for some reason, is considerably below the average quality of last year. Why is this the case, and who is to blame? Invariably it is the case when butter has been in good demand. For some time the buyers seem to have become less particular and the farmers more careless. This is owing to the old custom, still in vogue in some parts of our country, to pay the same price for all qualities of butter, by the merchants who dare not criticize the quality for fear that they might lose a customer. This pernicious system is unfair and always results in loss to the trade and the country. In looking through the market carelessness is evident on every hand—butter badly made, cream allowed to get stale and tainted from odors peculiar to its surroundings. The blame, however, is not all on the farmer. The merchants are perhaps more to blame than the farmers. They should point out to the farmers the defects in their butter and urge them to be more particular. Not only neglecting to do this, they keep it in their stores, where it becomes tainted and spoiled in 12 hours in some cases from odors peculiar to a general store, where coal oil, onions, and thousands

of other things are kept. Then to wind up their part in bringing this delicate article of food to the consumer they pack it in soap boxes, fish boxes, and even match boxes, in which it arrives in the city. Such a process can be carried on as long as the supply is not sufficient to meet the demand, but the people will not continue to pay high prices for stuff they cannot eat, and in due time it begins to accumulate and must be sold at a great loss.

The market seems to be loaded up in many cases with this kind of butter, and it is of the utmost importance that the merchants of the country should draw attention of the farmers to this matter. Butter all through is about 3 cents lower this week, and if the quality does not improve it may drop at least 10 cents more.

	Per lb.
Creamery butter	27 0 23
Creamery solids	26 0 27
Farmers' separator butter	24 0 25
Dairy prints, choice	23 0 24
" ordinary	22 0 23
" tubs, choice	22 0 23
Large rolls	22 0 23
Baking butter	13 0 20

EGGS—As may be expected at this time of the year, with exceptionally mild weather, new laid eggs are com-

ing in freely and prices are coming down. It is a very peculiar fact that as soon as the high price of eggs begins to drop the demand falls off. The reason for this is, the grocers, as a rule, have some of the high price eggs on hand and they hang on to get their money back and the people are waiting to buy them cheaper. Held eggs are firm.

Strictly new laid, per doz.	30 0 32
Select cold storage	28 0 30
Cold storage	25 0 26
Lined	24 0 26

CHEESE—Very little doing: stocks are light and prices are firm.

Cheese, large, prime	13 0 14
" twins	13 0 14

POULTRY—Very little in the market, with no change from last week. Good chickens are selling from 16c to 18c, and turkeys, 20c.

Spr. chickens, dressed	14 0 18
Hens, per lb., dressed	10 0 11
Young ducks, per lb., live	11 0 12
Ducks, per lb., dressed	14 0 18
Turkeys, per lb., dressed	18 0 20
Turkeys, per lb., live	16 0 17
Geese, per lb., dressed	11 0 13
Geese, per lb., live	10 0 11

HONEY—This cheap, wholesome but largely neglected article of food is almost entirely confined to a few dealers who hold it at a given price and only fill orders as they come in.

50-lb. tins	11 0 11 1/2
smaller sizes, tins and bottles	10 0 12
Combs, doz.	1 50 2 50

WINNIPEG.

BUTTER—Owing to the cold weather there is a tendency towards higher prices for dairy butter, as supplies from country points are falling off. No change has been made yet and for No. 1 dairy the local buyers are paying 21c per lb.; for No. 2, 17c per lb., f.o.b. Winnipeg.

EGGS—There are practically no Manitoba eggs on the market, receipts during the last week amounting to only a few cases. The price is 30c per dozen f.o.b. Winnipeg. Eastern eggs are sold to the trade at the same price, 30c per dozen.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14 1/2c to 14 3/4c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb.	11 0 11
Fowl, per lb.	8 0 8
Turkeys, per lb.	16 0 16
Ducks	11 0 11
Geese	11 0 11

ADVICE TO BEGINNERS.

The beginning of the new year is often the time for beginning a new business, and it may be expected that many will enter the grocery business within the first two months of the year. Some words of advice, therefore, on starting a store may not be amiss from one who has had the experience and who has seen the stumbling blocks upon which many have tumbled. He writes that the man who contemplates opening a grocery business in a retail way should be sure of certain premises before he makes up his mind fully. There are certain premises which should be satisfactory before he begins.

First, he should be convinced that he is fitted for the work. Nobody decides offhand to become a lawyer without considering whether he has a legal mind or not. Nobody decides to be-

come a physician without weighing in his mind whether or not he has those qualifications which go to make up a physician's mental and physical being. Perhaps there are some who have done even these silly things, but the results have been disastrous if they made mistakes. The making of a merchant is just as important as the making of an attorney or a doctor. There are certain mental attributes which are absolutely essential for a grocer. First, then, be sure you will make a good merchant.

Second, the prospective grocer should be able to decide in an unbiased manner as to the time and place of venturing into business. He must not allow himself to be hoodwinked by desire, by the wishes of others, by seeming opportunity. Because his wife would rather live in Podunk rather than to move away from her folks to Jimtown is not sufficient to alter the wise man's realization that Jimtown offers the best opening. Time, place and location are vital for the new merchant.

Third, he should have enough capital. The camel has numerous stomachs, but a camel is an idiot if he ventures forth upon a long desert journey without first filling his tanks with water. One drink may satisfy his momentary thirst, but he has to have a reserve when he finds himself away out on the sands with no friendly oasis near and the sun extremely torrid. Have a reserve of some kind. Be prepared for the evil days, for they are almost sure to come.

Fourth, make up your mind that merchandising is hard work, and accept it as it comes. It is a great mistake to nourish the thought that selling goods is a "snap." The man who cherishes the idea that with a store he can furnish his own household with goods free and who conceives that that is the chief end and aim of retailers is going to wake up busted.

There are other things that might be said—without number. But these will give the young man with leanings towards retailing as a business a hint as to what is before him.

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
125 Adelaide Street E. Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,

TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

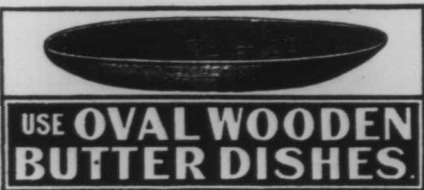
Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.

39 Bonsecours Market, Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.



USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

Mason's Number One Sauce

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of 1/2 pints Mason's Number One Sauce will cost you \$4.95 and sells at \$7.20. That'll do, won't it?

ALL JOBBERS

THE MASON, MILLER COMPANY

Toronto, Canada

Agents Wanted Throughout the Dominion

MADE IN CANADA.



MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

Makes Baking Easy, Dependable and Economical,
All Canadian Dealers Have It. REFUSE SUBSTITUTES.

E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.

A RUSH OF ORDERS

That is what my last advertising campaign brought me from dealers everywhere. The chief features of my present campaign are:

- CLARK'S PORK AND BEANS
- " POTTED MEATS
- " CORNED BEEF
- " OX TONGUE

These advertisements are being seen and read from Coast to Coast by housekeepers.

Get ready to meet the demand—overhaul your stock and order without delay.

WM. CLARK
Manufacturer
MONTREAL

YOU NEED NOT
LOSE TRADE IN

BOVRIL

for full stocks of

- Bovril*
- Bovril Cordial*
- Johnston's Fluid Beef (Vimbos)*
- Johnston's Fluid Beef Cordial*

are held at

- R. S. McIndoe, 54 Wellington St. East, Toronto
- W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg
- A. G. Urquhart & Co., 524 Noonby St., Vancouver
- A. B. Mitchell, Mitchell's Wharf, Halifax

BOVRIL Ltd.
27 St. Peter St. MONTREAL

THE NAME

Cowan's

on Chocolate Confections stands for clean, honest manufacture — absolute purity — wholesomeness—and above all, captivating flavor.

Maple Buds
Chocolate Cream Bars
Milk Chocolate Medallions
Nut Milk Chocolate
and many others

The Cowan Co., Ltd.
Toronto, Canada



White Moss Cocoanut

has been sold for so many years that it is just as much a staple with the housekeeper as sugar. That is why it is the most satisfactory brand for the grocer to handle.

Have you learned this?

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

Made by Edward J. Nation & Co., Bristol, England

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.

H. & A. B. LAMBE, Hamilton.

C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.

MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.

A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Not Much Exporting Done in Flour—Nothing New Regarding Rolled Oats.

Nothing new has yet occurred in the rolled oats market, in spite of the fact that some anticipated a change. Jobbers generally report a fair trade for the season. Rolled wheat remains the same as quoted last week.

A rather dull feeling exists in the flour situation locally. Winter wheat is scarce and as Mexico has now become an important importer of Canadian wheat and have taken considerable quantities recently the feeling is decidedly strong.

In Montreal the trade is reported good considering the time of year, with the country trade improving. There is not much export business doing in flour.

MONTREAL.

FLOUR—The recent decline of 10c has given the market an added zest, and trade is reported good for this time of the year. The country trade is continuing to improve. Stocks held in the country are on the light side. The offerings of winter wheat flour from the west are light, but there is a fair supply on the spot, and the demand is only limited, as buyers seem to have enough on hand to meet their requirements. Export business is dull.

Winter wheat patents.....	5 50
Spright rollers.....	4 70
Extra.....	4 00
Royal Household.....	5 90
Glenora.....	5 40
Manitoba spring wheat patents.....	5 90
" strong bakers.....	5 40
Five Roses.....	5 40
Harvest Queen.....	5 40

ROLLED OATS—Some jobbers in rolled oats report a very good trade for this time of the year, and other dealers also state that there is a decided improvement in the demand. There have been rumors of cutting prices in certain quarters, but so far nothing has occurred of this nature. Prices remain as last quoted.

Five oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Golddust oatmeal, 98-lb bags.....	2 10
White oatmeal.....	2 00
Rollod oats.....	2 35
" bbls.....	5 05

FEED—Firmness prevails in the bran market, owing to an exceedingly good demand. Up to the present moment no advance has been announced and prices are firmly maintained at last quotations. The tone of the shorts and middlings is easier, but no change in prices has yet taken place. Other lines are unchanged.

Ontario bran.....	21 50	22 60
Ontario shorts.....	25 00	
Manitoba shorts.....	24 00	
" bran.....	21 00	
Mouille, milled.....	25 00	27 00
" straight grained.....	30 00	32 00
Feed flour.....	1 50	1 80

TORONTO.

FLOUR—There is not now much export trade going on in flour, although the inquiry is good. Business is generally reported dull, but the feeling is strong, principally on account of the demand being made by Mexico on Canadian wheat. The same prices quoted last week still prevail.

Manitoba Wheat.	
1st Patent.....	5 70
2nd Patent.....	5 40
Strong bakers.....	5 00

Winter Wheat.	
Straight roller.....	4 20
Patents.....	4 50
Blended.....	5 00

CEREALS—The demand for rolled wheat continues good, with no change in the price as quoted a week ago. Something was expected to occur in the rolled oats situation, but nothing yet has happened. Oatmeal is the same price as quoted last week.

Rollod wheat in barrels, 100 lbs.....	2 75
oats in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 98 lbs.....	2 75

THE REASON WHY.

Customer—"Why doesn't that spinster, Miss Jones, deal at your shop any more?"

Grocer—"One of my assistants insulted her."

Customer—"How?"

Grocer—"She overheard him telling some one else that she was our oldest customer."

TRADE NOTES.

A new firm known as the United Soap Company is installing a plant in Brantford to manufacture a special laundry soap to be called "Canada's Best."

Harold H. Hughes, of F. Hughes & Co., Canadian Agents for Spratts Dog Foods, is leaving for a business and pleasure trip to England and the Continent the end of this month.

The Codville Company, wholesale grocers, Brandon, who were burned out recently, have secured new premises in the Hughes block and it is not anticipated that their business will suffer materially.

HINTS TO BUYERS.

Jos. Cote, the tobacco merchant, Quebec, has just terminated stock-taking, and announces a record year's business. He advises customers to await the coming of his travelers, or to write him direct, as he is in a position to give special values in tobaccos and smokers' requisites.—Advt.

January is the bargain month par excellence and the right month for the retailer to stock up with standard products when these can be bought at reduced prices. Laporte, Martin & Co., Montreal, offer genuine bargains in wines, liquors, whiskies and imported and domestic canned goods. They ask the retailer to let them know what they are in need of to complete their stock, and they will be pleased to quote prices which will not fail to prove interesting. On another page of this issue will be found their advertisement.—advt.

Good-will Counts

mighty high in the sale of a business. You can buy the ordinary one-horse grocery at a rate on the dollar because there's no good-will to speak of. But a grocery whose proprietor has built up a reputation based on selling quality goods, gets dollar for dollar in stock and as much again for the good-will. In the line of soda biscuits you cannot do better than specialize on Mooney's Perfection Cream Sodas. Their delicious lasting crispness adds to your reputation and to the value of your store's good-will.



**The Mooney
Biscuit & Candy
Company,
LIMITED**

STRATFORD, - CANADA

We want to buy

**Goose Wheat
or
Ontario White
Wheat**

If any of your customers have any or you know where we can get it write us. Will pay for good quality. Send sample.

**Cummings Mills
Cummings Bridge, Ottawa**

CANADA No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S. No better Chocolate

The very fact that for over a quarter of a century the housekeepers of Canada have had faith in and bought

MOTT'S

“Diamond” and “Elite” Brands of

Chocolate

should lead you to make it a leader in this line.


There's nothing better—why not stick to it? Every jobber sells them.

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	

By Royal Letters Patent



Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Nelson's Gelatine and Licorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Wait, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., 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.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, **C. E. COLSON & SON, Montreal**
In Nova Scotia, **E. D. ADAMS, Halifax.** In Manitoba, **BUCHANAN & GORDON, Winnipeg**

NUTRITIOUS AND ECONOMICAL

COCOA

The **GRAY, YOUNG & SPÄRLING CO., Limited**

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871




TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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



COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

Canadian Agents:

C. E. Colson & Son, Montreal	J. & G. COX Ltd
D. Messos & Co., "	Gorgie Mills
A. P. Tippet & Co., "	EDINBURGH

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

SHAREHOLDERS COMPLAIN.

Provincial Secretary Hanna Hears Both Sides of Story in Co-operative Association Case.

Provincial Secretary Hon. W. J. Hanna on the morning of Jan. 13th listened to the complaints of a number of the shareholders of the Dominion Co-operative Association regarding the manner in which some of the business of the formation of the company was transacted. On hearing their testimony, as well as the other side of the story from the solicitor of the company, he reserved his decision.

The shareholders, who were present to the number of about fifteen, asked Hon. Mr. Hanna to either cancel the company's charter or to make an investigation into the workings of the company.

The principal objection to the company's course of procedure was the alleged allowance of 15 per cent. commission on all stock to the promoters; the "illegal appointment" of the Board of Directors, and to the neglect of those in charge to present the by-laws and prospectus to the shareholders.

A. W. Holmstead, solicitor for the company, was present in its interests, with the secretary, H. Macdonald.

Mr. Hanna declared he would look into the facts on both sides, and hinted that some legislation regarding company formations might follow. Hearing of

the 15 per cent. commission, he remarked: "Well, 15 per cent. on the \$1,000,000 of stock would mean \$150,000 to the promoters. Had I known there was such a clause in a co-operative charter that charter would not have gone out."

W. C. GADEN WINNING PRIZES.

Walter C. Gaden, widely known among retail grocers, and acquainted with travelers throughout the country, has just won a beautiful silver cabinet service and also a splendid golden locket, set with twelve diamonds, as a result of excellent work done for the Sun Life Assurance Company, of Canada, in closing insurance. It is just about a year ago that Mr. Gaden gave up the traveling business for insurance, and he has certainly made good in his new field. The locket is a special prize awarded to him individually, and was not for competition. The silver cabinet service was competed for by agents of the company in all parts of the civilized world.

TRADE NOTES.

Kenny Bros., who have been conducting a bright grocery in Parry Harbor, have recently opened another store in Parry Sound.

The Marine Grocery, Fort William, Ont., lately operated by Hayne & Campbell, has been taken over by the Geo. McDaid Co. A. Lalonde has been secured as salesman.

Arthur P. Tippet, Montreal, left on Jan. 13th for a holiday trip to the Pacific Coast. Mr. Tippet does not often leave the helm, and will appreciate the short holiday he is taking.

PERSONAL NOTES.

H. Brittain, of H. Brittain & Co., Montreal, and Mr. Earl, the company's Ontario representative, were callers at The Grocer office in Toronto during the week.

J. C. Burt, a commercial traveler, died at his home in Listowel on Monday of last week, at the age of 55 years. For many years he was engaged in the general store business in Listowel.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**
BARLEY and FEED



To show **CARR'S BISCUITS** is to show the **perfection** of modern baking—

Variety, style, quality, purity, richness, nourishment, healthfulness,— all the best attributes of biscuits and cakes— order trial lot.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Lakes to the Rockies
The Standard Brokerage		
Co., Ltd.,	Vancouver, B.C.,	British Columbia

Bringing Business To You!

That's what we're doing. We're advertising

KORN KINKS

all over the country in a way that **compels** trade. We tell the people to **ask their Grocer for KORN KINKS**—*the only malted corn flakes.* Every package you sell brings you a good big profit. Don't let your stock run out!

The H-O Mills, Hamilton, Ont.

SPECIAL FOR THIS WEEK

We have just received two cars of large
Newfoundland Herrings
 also mixed car of
Steak Cod, Market Cod and Haddock

Write us at once for prices, which are interesting.
 Stock selling fast.

The F. T. James Co., Limited

Church and Colborne Streets : : : : : : : : Toronto

A Few Words About Domestic Sea Foods

Right here in your own Canada, Mr. Grocer, are packed the finest sea foods in the world. This never occurred to you before, possibly. But, come to think of it, why shouldn't Canadian sea foods rank first? Our Atlantic coast abounds with the most delicious edible fish,

such as herring, haddies, clams, scallops and lobsters. And we have large factories, equipped with modern machinery, and employing skilled help, to pack these goods and distribute them. What magnificent possibilities for the upbuilding of an unrivalled national business, a great industry.

Let us get together.

Yourselves and Ourselves can develop this business to our mutual profit, while we are, at the same time, building up this great Canada of ours.

We Have More to Tell You, So Watch for Our Ad. Which Will Appear Next Week.

CONNORS BROS., LIMITED
BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drezel & Co., Vancouver.



FISH and OYSTERS

SOME LINES TO PUSH FOR PROFIT:

Haddies

Very seasonable.

Bloaters

Always sellers.

Labrador Herrings

Barrels and half barrels.

Large Frozen Sea Herring

Very choice fish.

We have the stock and the facilities to look after your wants **promptly** and **satisfactorily**. Tell us your requirements. Some other of our lines:

Skinless Cod
Boneless Cod
Pickarel

Salmon
Haddock
Halibut
Smelts

Whitefish
Pike
Cod

SEALSHIPT OYSTERS — STANDARDS AND SELECTS. UNAPPROACHABLE

Largest Assortment.

Attractive Prices.

Prompt Shipment.

PRICE LISTS MAILED ON REQUEST.

4 LONG
DISTANCE
TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL

P.O. Box 639

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

"THE LARGEST FISH WAREHOUSE IN CANADA"

Grocers

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

Through this paper you reach the retail trade, and let those interested know what you want to sell or buy. We circulate among those who read this kind of wants.

SEE PAGE 67

They Taste Like More

So deliciously fresh and piquant are "Sealshipt" Oysters that they bring customers back for more. The true oyster flavor of

"SEALSHIPT" OYSTERS

is the result of our improved way of packing them—in sealed airtight cans—solid meats without water, but with ice on the outside of the can. They come to you just as plump and natural in shape and color as when tongued. Absolutely pure.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Get an agency in your town—"Sealshipts" sell like hot cakes.



AGENTS:
Leonard Bros., Montreal Samuel Egan, Toronto
R. M. Cline, Hamilton Steele Fruit Co., London
W. J. Guest Fish Co., Ltd., Winnipeg
Winnipeg Fish Co., Winnipeg

National Oyster Carrier Co.
South Norwalk, Connecticut

THE CANADIAN GROCER

BUSINESS TRADE CHANGES.

Ontario.

Daniel Henry, grocer, Hamilton, died on Thursday of last week.

I. R. Millman, general merchant, Sparta, is retiring from business.

Samuel Lederman, grocer, Toronto, has sold to F. Annie Lederman.

Mary Attripp, merchant, Port Colborne, has assigned to Jas. E. Neff.

Valleau & Co., grocers and butter manufacturers, have assigned to N. L. Martin.

John Bloor, baker, grocer and confectioner, Belleville, has sold to Hodgson & Bedgood.

Thos. Cook has sold his grocery business in Brampton to M. Clarkson and will open a bowling alley in that town.

Alfred Goudie, fruit merchant, Hamilton, has assigned to W. G. E. Boyd. A meeting of the creditors was held on January 18.

Quebec.

McBride Bros., fruit merchant, have dissolved partnership.

J. A. Tremblay & Co., general merchant, La Tuque, has assigned.

G. Brousseau, general merchant, Quebec, sustained loss by fire last week.

V. E. Paradis has been appointed curator of Jos. Soucy, grocer, Rimouski.

J. U. Bourassa, general merchant, St. Jude, has assigned to Chartrand & Turgeon.

V. Lamarre has been appointed curator of Jos. Gervais, general merchant, St. Canute.

Western Canada.

J. J. Eford, Sapperton, B.C., sold to C. A. Welsh.

Alexander Hogg, grocer, Vancouver, B.C., died recently.

S. C. Thomson, grocer, Victoria, B.C., has sold to W. J. Chave.

Loree & Co., Ltd., general merchants, Davidson, Sask., are incorporated.

McKenzie & Jackson, general merchants, Port Essington, B.C., lost by fire last week.

P. Frumento, general merchant, Cowichan Station, B.C., has been granted an extension of three, six and nine months.

New Companies.

The Tillsonburg Packing Company, Limited, has been incorporated and given a Provincial charter, to carry on a general produce and packing business, etc.

A Provincial charter has been given to the Clark's Seed Co., Limited, with headquarters at Leamington, Ont., to deal by wholesale and retail in seeds, plants, nursery stock, fruits, grain and feed. The share capital of the company is placed at \$3,000, divided into sixty shares of \$50 each.

The Farmers' Produce Company, Limited, with head office at Chatham, has been granted a Provincial charter

to manufacture and deal in cereals and cereal products. The company is capitalized at \$10,000, divided into 400 shares of \$25 each. The provisional directors are George Crow, Theodore Carron, James Laidlaw, Frederick Dolson and Alfred Pinnoneault.

THE ORANGE CUCUMBER.

A report from Gardner, Mass., states that a New England man has procured a new fruit which is a cross between a cucumber and an orange. Howard S. Hill, the discoverer, tells that without thought one day he mixed the meat of an orange with that of a cucumber, and the flavor was so delicious that he conceived the idea of blending the two into one growth, with the result that he has produced a fruit which he calls cucumber orange. It is larger than an orange and has little cells similar to that fruit, particularly close to the skin. The centre

is similar to a cucumber, but the seeds are not like either the fruit or vegetable.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Credit Without Risk

The credit customer "we have always with us" — until he gets "in" too deep for comfort.



ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW
THEY
WORK

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the 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, IND.

BRONCO BRAND Navel Oranges

from the Celebrated Redlands Heights in California are now in prime condition. Fresh cars arriving weekly. The heaviest, juiciest and most deliciously flavored fruit coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

FROZEN LAKE FISH

For Prompt Shipment.

Get Our Prices

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER

ONTARIO

Make the Goods Talk

BY JOHN WANAMAKER

Advertising is making the goods speak. It is putting a truthful, animate tongue into inanimate merchandise.

Merchandise itself cannot lie. Sooner or later its true character will develop—in its use—in the satisfaction it gives to the owner.

When exaggerated or false statements are made about goods it is a human tongue that talks or a human hand that writes; it is not the merchandise that speaks—therefore it is not advertising.

Advertising is also news—news more vital to the family than nine-tenths of the so-called news that goes into the newspaper.

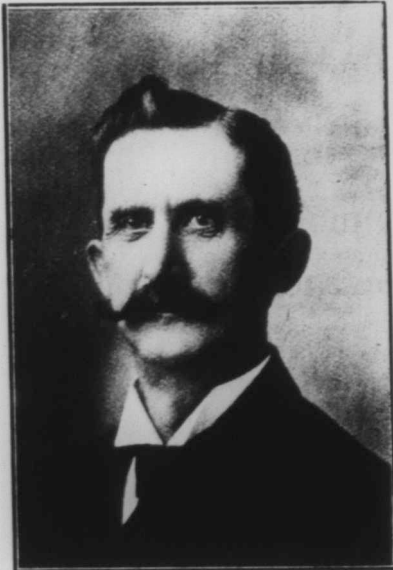
Whoever makes the goods talk—whoever exhibits the true nature and uses of an article of commerce—whoever correctly and interestingly tells the news about his merchandise—he is the true advertiser.

INGERSOLL'S NEW GROCER REEVE

S. M. Fleet, an Active Merchant, Climbs to the Chief Magistrate's Chair.

S. M. Fleet, who at the recent municipal elections, was promoted from the position of deputy reeve to the important office of reeve by an overwhelming majority, is one of Ingersoll's most progressive and public spirited citizens. That his genial personality and executive ability have won admiration and confidence, was strikingly emphasized by the manner in which citizens rallied in support of his candidature for the reeveship.

Mr. Fleet has been a highly esteemed resident of Ingersoll for the past fourteen years, during which time he has been successfully engaged in the grocery and meat business. He has two stores one on either side of Thames St. north, and his determination to "get



REEVE S. M. FLEET,

Of Ingersoll, a Grocer Who Won Success in the Recent Elections.

there" by carrying what the people require and honest selling has always been apparent. He enjoys a large and well-merited patronage.

In conducting his own business Mr. Fleet is methodical. He knows and appreciates the value of a system in all undertakings and this fact has enhanced his worth as a member of the council. Outspoken and fearless, yet with a determination to deal fairly and conscientiously with all his constituents, he has insisted that municipal affairs be considered with the same degree of economy and thoroughness that the wide-awake business man would exercise in handling his own private affairs.

All told, Mr. Fleet has had five years of municipal experience in Ingersoll. Last year he occupied the position of deputy reeve and was chairman of the

Board of Works. Chief among the work which came under his department was the construction of permanent road-work on a portion of Thames St., the town's main thoroughfare. In connection with this work his services should perpetuate his name.

Under his supervision an excellent piece of road was constructed which has been strongly endorsed not only by grateful townspeople, but also by people from the neighboring districts.

By reason of his position as deputy reeve, Mr. Fleet was and still is, a member of the County Council. At the sessions of this body he was a prominent debater on all matters of moment and he did much to emphasize his worth both in connection with town and county affairs. He was particularly attentive to all matters relative to the town of Ingersoll, and his elevation to the reeveship is a fitting reward for his services.

Mr. Fleet is a native of Yarmouth, Nova Scotia. Early in his career he was employed as a book-keeper in a marine insurance office in Yarmouth, where he gained a valuable business training. He also spent several years filling an important position as book-keeper in Boston, Mass. Later he became a "Knight of the Grip," representing the Minards Liniment Co., covering the territory from Cape Breton to the western limits of Ontario. Since throwing in his lot with Ingersoll, Mr. Fleet has demonstrated that he is a citizen of the right stamp. He is loyal to his town and public spirited enough to join heartily in all movements calculated to advance the interests of all. While he will have plenty of work on his hands this year in discharging the duties of his new office, it is needless to mention that he will not overlook his own business interests.

John Tritt, Neepawa, general merchant, has sold to a Winnipeg company, with Jno. Kerr as manager.

Tell Your Customers That :

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Imported Cigars from Philippine Islands

Germinal {	Pikaninny, 1/20, \$37.50
	Damas, 1/20, 55.00
	2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



PAILS and TUBS with wire Hoops



Can always be depended on because they are **scientifically constructed** of the **best material**, and by best workmen. The **hoops are welded by electricity** and **sunk in grooves**, making it **impossible for them to drop off**.

Our Pails and Tubs

continue to be the favorites of discriminating dealers as well as of manufacturers using Wood packages, who find the **sweet and clean natural wood package** more **durable** and preferable in every way to the many substitutes such as Tin, Paper, Pulp, etc. There is no prejudice against Wooden Packages.

Manufactured by UNITED FACTORIES, Limited.

Branches: London and Montreal.

Head Office, Toronto

Are You Keeping Your Tobacco Stock Up-to-Date ?

IF NOT—WHY NOT ?

“Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from

Imported Leaf Exclusively

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

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT.

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Berlin, Ontario**
Modern Store Fixtures

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.

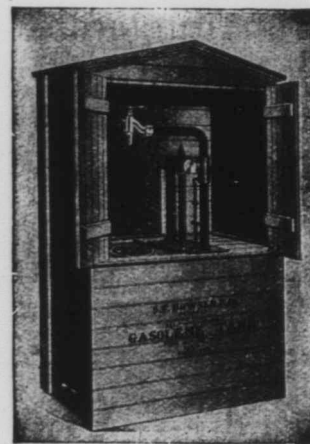
It will increase your profit on gasolene because it stops the usual loss of from 15 to 50 per cent., through evaporation, leakage and waste. It draws new trade because it is placed in front of the store where it continually advertises the fact to automobilists and others that you sell gasolene.

The Bowser costs you nothing because it pays for itself by its own saving of gasolene. Ask us to send Gasolene Catalog 5045. It's free.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer



Cut 10—Outdoor Cabinet

The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.

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Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent 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

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, THE CANADIAN GROCER, Toronto.

WANTED—A smart young man to take an interest in a wholesale brokerage business. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, CANADIAN GROCER, Toronto. (6)

WANTED—Traveller for wholesale fruit house, with \$5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for \$49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

FOR SALE.

FOR SALE—A general store in a live country town in western Ontario where a large and profitable business is being done. Ill health the only reason for selling. Will be sold on easy terms. Box 285, THE CANADIAN GROCER, Toronto. (p,9)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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 St. E., Toronto.

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. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SITUATIONS WANTED.

GROCERY CLERK—A young Scotchman is open for change of position; 13 years' experience; 2 years in Canada. First class references. Box 281, CANADIAN GROCER, Toronto. (5)

WORKING PARTNER WANTED—Young man with dry goods experience preferred, and some capital for general store, now doing a good business in a new town short distance from Brandon, Man. A splendid chance for a man. Box 275, CANADIAN GROCER, Toronto. (5)

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, CANADIAN GROCER, Toronto. (6)

WANTED—Position as traffic manager or claim correspondent for manufacturing concern, by railroad man of many years experience—now employed. Box 284, THE CANADIAN GROCER, Toronto. (5)

WANTED—Position as manager general store in good town on Canadian Northern Railway. Thoroughly experienced; capable of taking entire charge. Would entertain partnership or purchase. Apply Box 283, CANADIAN GROCER, Toronto. (p,5)

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J. A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited, Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

TRY A

Condensed Ad.
IN THE
Canadian Grocer

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287, NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.

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.

Baking Powder.
W. E. GILLARD & CO.

Diamond—		
1-lb. tins, 3 doz. in case	.....	\$2 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
2-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
2-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 "	5 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	18 "	1 45
4 "	18 "	1 65
3 "	18 "	1 70
1 "	2 1/2-lb.	4 10
1 "	5 "	7 50
1 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	18 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
1-lb.	\$ 40
6 oz.	1 95
1-lb.	2 55
12 oz.	3 85
1-lb.	4 90
3-lb.	13 50
5-lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland 4-Dime.	\$ 43
1-lb.	1 33
6 oz.	1 90
1-lb.	2 45
12 oz.	3 70
1-lb.	4 55
3-lb.	13 95
5-lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—		
1-lb. tins, 3-doz. in case	.....	\$1 20
1-lb. " 2 " "	.....	0 80
1-lb. " 4 " "	.....	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—		
1-lb. tins, 3-doz. in case, per doz.	.....	2 00
1-lb. " " " "	.....	1
1-lb. " " " "	.....	0 8

Keen's Oxford, per lb.

Keen's Oxford, per lb.	.....	\$0 17
In 10-lb. lots or case	.....	0 16
Gillett's Mammoth, 1/2 case box	.....	2 00

Brooms

Nelson's—		
Fanny	.....	\$1 65
Good Luck	.....	35 3 25
"	.....	30 2 81
"	.....	25 2 35
Bamboo A.	.....	3 85
" B.	.....	3 65
" C.	.....	3 40
" D.	.....	3 10
" E.	.....	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.			
Force, 36s.	\$1 50	Gusto, 36s.	\$2 85
Korn-Kinks, 3's.	1 45	H-O. oatmeal, 24, 3 10	
Presto, 36s.	3 40	Buc' whe-t, 36s.	3 50
Pancake, 36s.	3 50	Cr'n si-roch, 36s.	2 50
Tapioca, 36s.	2 85	Fari-a, 24s.	1 70
Hominy, 36s.	2 50		

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.20.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolates and Cocoas.

PERFECTION 1-lb. tins per doz.	\$ 2 40
1-lb. size	1 30
5-lb. tins per lb.	0 37
Condensed cocoa cream and sugar, doz.	2 25
Soluble, bulk, per lb.	0 18
London Pearl per lb.	0 22
Unsweetened chocolate—	
Plain Rock, 1/2-lb. cakes, 12-lb. boxes, 1/2-lb.	0 40

Sweet Chocolate—

1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 43	
Vanilla, 1/2-lb., 12-lb. boxes per lb.	\$ 35
Parisian 6c. lb.	\$0 30

Agents, U. E. O'Connell & Son, Montreal

In 1/2, 3 and 1-lb. tins, 12-lb. boxes, per lb.	\$ 35
Smaller quantities	0 31

Agents, U. E. O'Connell & Son, Montreal

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Smaller quantities	0 31

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Agents, U. E. O'Connell & Son, Montreal

In 1/2, 3 and 1-lb. tins, 12-lb. boxes, per lb.	\$ 35
Smaller quantities	0 31

Borden's Condensed Milk Co.

Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Decicated	0 16	0
White Moss in 5 and 10 lb. square tins. 21c.		
WHITE SWAN SPICES AND CEREALS LTD.		
White Swa., Coconut—		
Featherstrip, pails	0 16	
Shredded	0 15	
In packages 2-oz., 4 oz., 8-oz., lb.	0 28	

Borden's Condensed Milk Co.

"Eagle" brand (4 doz.)	\$6 00 (\$1 5)
"Gold Seal" brand (4 doz.)	5 00 1 25
"Chall nee" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45

Borden's Condensed Milk Co.

"Eagle" brand (4 doz.)	\$6 00 (\$1 5)
"Gold Seal" brand (4 doz.)	5 00 1 25
"Chall nee" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45

Jersey Cream

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.	

Reindeer

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.	

Club House

Club House	0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 30
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " " ground	0 17 1/2
Golden Rio	0 14

Golden Rio

Golden Rio	0 14
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy	0 30
Glass Jar, ground	0 30
German Dandelion, 1 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30

Mecca

Mecca	0 32
Damasous	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
PATTERSON'S "CAMP" COFFEE ESSENCE	
Agents, Rose & Laframme, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.	1 75
10 " " " " " "	3 00
Rep. quarts, 1 " " " "	6 50
Impd.	9 00
WHITE SWAN SPICES AND CEREALS LTD.	
White Swan Blend.	

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.	

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Imperial holder

Large size, doz. 18 00	
Med. size " 17 00	
Small size " 12 00	
Roquefort—	
Large size, doz. 2 40	
Small size, " 1 40	

Imperial Peanut Butter

Large size, cases, 25 cartons	\$3 57 each
Small " 50	3 60
Assorted, cases, 25 small, 12 large	3 65
Net 30 days.	

Confections

Cream Bars, 6's, a-sorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 1-lb. boxes, lb.	0 33
No. 2	0 25
Maple Buds 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.	0 40
These prices are F.O.B. Toronto.	

Wholesale Agent

Under 100 books	each 04
100 books and over	each 03 1/2
500 books to 1000 books	each 03
For numbering cover and each coupon, extra per book 1/2 cent.	

Cleaner

4-oz. cans	\$ 0 90
6-oz. "	1 85
10-oz. "	3 60
Quart "	3 75
Gallon "	10 00

Extract of Beef

LAPORTE, MARTIN & GIE, LTD.	
"Vita" Pasteurized Extract of Beef, Per case.	
Bottles 1-oz., case of 3 doz.	\$3 30
" " " " " " " "	3 00
" " " " " " " "	4 50
" " " " " " " "	4 75
" " " " " " " "	9 00
THOMAS J. LIPTON	
Prices on application.	

Infants' Food

Robinson's patent barley 1-lb. tins	\$1 25
" " " " " " " "	1 25
" " " " " " " "	1 25
" " " " " " " "	1 25

Flavoring Extracts

SHIRIFF'S	
1 oz. (all flavors), doz.	1 00
" " " " " "	1 75
" " " " " "	2 00
" " " " " "	3 00
" " " " " "	3 75
" " " " " "	5 50
" " " " " "	10 00
" " " " " "	18 00
Discounts on application.	

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**

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

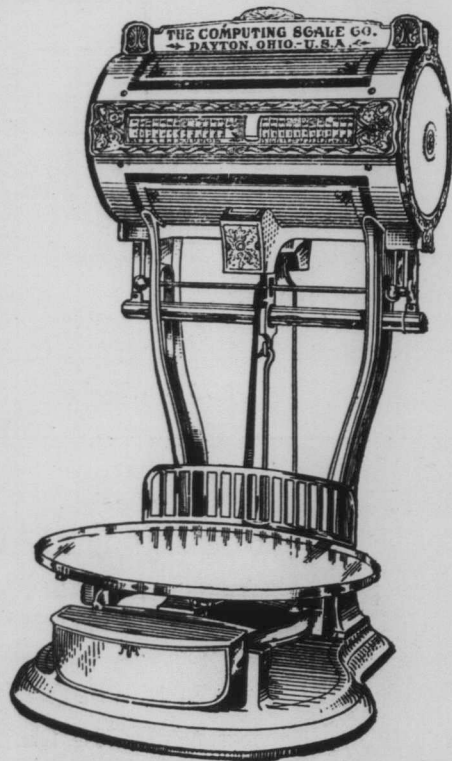
AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

RISING SUN
STOVE POLISH
IN CAKES



SUN & PASTE
STOVE POLISH
IN TINS



WITH EVERY EMPLOYEE from end to end of our immense factory doing his utmost to produce a uniformly high grade of goods, each individual package just right—means that our goods will be right when they reach you and your customer—result, storekeepers are our friends and push both **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins everywhere. Second result—the storekeeper makes his friends our friends—enormous sales for our goods; just the facts, that's all.

MORSE BROS., Props. - Canton, Mass., U.S.A.

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. McNICOLL, 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 stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WINTER RESORT—QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
 Opposite Victoria Park and Cedar Ave. Private Board \$12 to \$14 per week.
 Open Now. Closes on May 1.

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.

British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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 Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
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 Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00
 ASSETS - - - - - 2,182,753.85
 LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

WESTERN ASSURANCE COMPANY.

Incorporated 1851

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
 W. B. MEIKLE, General Manager
 C. C. FOSTER, Secretary

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for \$3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in ¼ gross cases

Bulk in 7-lb. Pails, ½ doz. in crate.

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

Capacity one ton per hour. Sold by all wholesale dealers.

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

THE ACME

OF FRUITS IN GLASS

Agents:
Rose & Laflamme, Limited
Montreal and Toronto

Make a Specialty of Specialties

Money is made in handling good specialties, such as

PATERSON'S WORCESTER SAUCE

It pleases your customer, is easy to sell, because low in price, and there is money in it for you.



ROSE & LAFLAMME, LIMITED
Agents, Montreal and Toronto

Jams and Jellies.

SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz. 2 20
THOMAS J. LIPTON
Prices on application.

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. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 07
7 and 14-lb. wood pails, per lb. 07
30-lb. wood pails, " 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 07½
7 and 14-lb. wood pails, 6 pails in crate, per lb. 07
30-lb. wood pails, " 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 80

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited
Soap
The GENUINE. Packed 100 Bars to case.



Price: Ontario and Quebec:
Less than 5 cases \$ 25
Five cases, or over \$ 18



List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND

Tierces... \$0 10
4-bbls. ... 0 12
Tubs, 60 lbs. 0 12
30-lb. Pails. 2 10
30-lb. tins.. 2 00
Cases 3-lb.. 0 11
" 5-lb.. 0 10½
" 10-lb.. 0 10½

F.O.B Montreal.



Li rice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (25 or 50 sticks)... per box 1 25
"Ringed" 5-lb. boxes... per lb. 0 40
"Acme" pellets, 5-lb. cans... per can 1 50
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu waters, 5-lb. cans... per can 0 00
Licorice lozenges, 3-lb. glass jars... 1 75
" 30 5-lb. cans... 1 50
"Furity" licorice 10 sticks... 1 45
" 100 sticks... 0 75
Dulse large cent sticks. 100 in box... 0 75

Lye (Concentrated)

SILLET'S PERFUMED. Per case

1 case of 1 dozen \$3 50
3 cases of 4 dozen 3 50
5 cases of more 3 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 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.

T. UPTON & CO.

12-oz. glass jar, 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-hred marmalade, 2 doz. case per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 3 80
4-lb. tins, " " 4 45
7-lb. " " " 7 35
"Sbrudded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON

Prices on application
Mince Meat
Wetley's condensed, per gross net.. \$12 00
" per case of 3 doz. net 3 00



ST. CHARLES CONDENSING CO.

PRICES:
St. Charles Cream, family size, per case \$4 70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk... 4.00
Good Luck... 4.00

Mustard

COLMAN'S OR KEEN'S
D.S.F. 4-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 25
F.D. 4-lb. tins... per doz. 0 85
" 1-lb. tins... " 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" p's 21's 6 50
" 4-pt's. 21's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
4-pint bottles, 3 & 5 doz., per doz. 0 90
pint " 3 doz. 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND
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. containing 30 1-lb. and 60 4-lb. pkgs. per box \$3.00
Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00
MAGIC BRAND Per case
No. 1, cases of 1-lb. packages... \$ 2 75
No. 2, " 120 -lb. " " 2 75
No. 3, " 30 1-lb. " " 2 75
No. 4, " 60 1-lb. " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case 2 85
6 cases 2 75



SOME LIKE ONE, SOME ANOTHER

Of our different brands of Coffees.

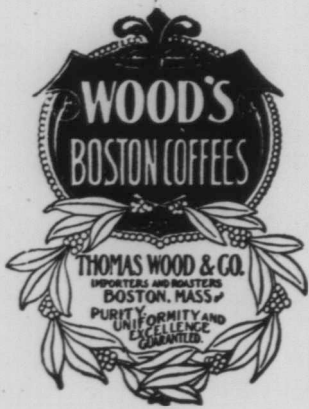
Let your customer decide on the brand, and we will back you up in suiting him every time whether that "time" is the first purchase or the fiftieth.

In our list the coffee drinker finds everything that is GOOD in coffee to select from. Why say more?—except to remark that

WOOD'S COFFEES

Have for thirty years maintained the highest standard for even and uniform excellence. That is their record.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL



Soy and Washing Powders.

A. P. TIPPET & CO., Agents.

Maggie soap, colors	per gross	10 30
black	"	15 30
Orin soap	"	10 30
Gloria soap	"	13 00
Orange soap	"	18 30



3 doz. to box	\$3 45
6 doz. to box	\$6 90
30 days	

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—

No 1 White of base, 4-lb. cartons	per lb.	
No 1	4-lb.	0 06
Canada laundry		0 06
Silver gloss, 4-lb. draw-lid boxes		0 08
Silver gloss, 4-lb. tin canisters		0 08
Edward's silver gloss, 1-lb. pkgs.		0 08
Edward's silver gloss, large crystals		0 08
Edward's starch, 1-lb. cartons		0 08
No. 1 white, bibs, and kegs		0 08
Canada White Gloss, 1-lb. pkgs.		0 06
Edward's enamel	per box 1 50 to 3 00	

Outing Starch—

Edward's No. 1 white, 1-lb. car.	0 10
" " " " " " " "	0 10
4 lb. lumps	0 04

BRANTFORD STARCH WORKS, LIMITED—
Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb.	80 06
Home Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 04
Finest Quail White Laundry—	
4-lb. canisters, cases of 40 lb.	0 07
Barrels, 250 lb.	0 71
100 lb.	0 35

1-lb. White Gloss—

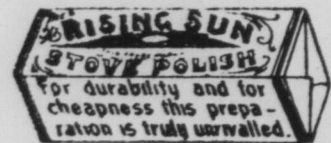
1-lb. fancy cartons, cases 80 lb.	0 08
4-lb. toy trunks, 8 in case	0 08
4-lb. enameled tin canisters, 8 in case	0 08
8 oz. ex. crystals, 100 lb.	0 07

BRANTFORD GLOSS—

1-lb. fancy boxes, cases 80 lb.	80 08
Canadian Electric Starch—	
Boxes of 40 fan. pkgs. 8 in case	8 00

Stove Polish.

Rising Sun, 8-oz. cakes, 4-gross boxes	Per gross \$5 50
Rising Sun, 2-oz. cakes, gross boxes	4 50
Sun Paste, 100. size, 4-gross boxes	10 00
Sun Paste 50. size, 4-gross boxes	5 00



JAMES' DOME BLACK LEAD

6a size	Per gross \$2 40
2a	2 50

NICKLE PLATE STOVE POLISH.

Pints	2 90
Quarts	5 40
4 gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.

"Crown" Brand Perfection Syrup.

Barrels, 600 lbs.	0 03	per lb.
Half-barrels, 350 lbs.	0 03	"
Kegs, 150 lbs.	0 03	"
2-gal. pails 25 lbs.	1 25	each
3 " " 38 1/2 lbs.	1 75	"

Plain tin, with label—

1 lb. tins, 1 doz. in case	2 40
" " " " " " " "	2 75
10 " " " " " " " "	2 65
2 " " " " " " " "	2 60

(5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.

Bee Hive Brand Corn Syrup.

Barrels, 60 lbs.	0 03	per lb.
Half-barrels, 350 lbs.	0 03	per lb.
Kegs, 150 lbs.	0 03	"
2-gal. pails 25 lb.	1 25	each
3 " " 38 1/2 lbs.	1 75	"

2-lb. tins, 24 in case, per case
 2 40 |

5-lb. " " " " " " " "
 2 75 |

10-lb. " " " " " " " "
 2 65 |

20-lb. " " " " " " " "
 2 60 |

THE "SALADA" TEA CO.

Wholesale. Retail.

Green Label, 1 lb. 1/2	\$0 25	40 30
Green Label, 1 lb. 1/2 and 1/4	0 27	35
Blue Label, 1 lb. 1/2, 1/4 and 1/8	0 30	40
Red Label, 1 lb. 1/2 and 1/4	0 38	50
Gold Label, 1/2	0 44	60

EMPIRE PACKAGE TEA

Cs 30 and 50 lb. each—
Black, Mixed, and Green Ceylon.

25c	1s	30c	1s	21c
30c	1s	35c	1s	23c
40c	1s	45c	1s	28c
50c	1s	55c	1s	35c
75c	1s	85c	1s	50c

100 lb. lots freight paid.

LIPTON'S TEA

Thomas J. Lipton
75 Front St. East,
Toronto.

Packed in air-tight tins only.

Blue label 1/2 and 1/4	0 24	0 30
Orange " 1/2, 1/4 and 1/8	0 30	0 40
Pink " 1/2, 1/4 and 1/8, tins	0 35	0 50
Red " Dominion blend,		
1/2 and 1/4	0 44	0 60
Gold " Afternoon blend,		
1/2 and 1/4	0 50	0 70

LUDELLA CEYLON TEA

Black Label, 1 lb. 1/2, retail at 25c

1 lb. 1/2	0 20	0 25
Blue Label, retail at 30c	0 21	0 30
Green Label	0 23	0 40
Orange Label, 1 lb. 1/2 and 1/4	0 23	0 40

Orange Label, 1 lb. 1/2 and 1/4

0 38	0 40
0 34	0 40
0 35	0 40
0 40	0 40

Wholesale. Retail.

Yellow Label, 1 lb.	0 21	0 25
Green Label, 1 lb. 1/2 and 1/4	0 21	0 25
Blue Label, 1 lb. 1/2 and 1/4	0 24	0 30
Red Label, 1 lb. 1/2, 1/4 and 1/8	0 30	0 40
White Label, 1 lb. 1/2 and 1/4	0 35	0 50
Gold Label, 1 lb. 1/2 and 1/4	0 42	0 60
Purple Label, 1/2 and 1/4	0 55	0 80
Embossed, 1/2 and 1/4	0 67	1 00

RAM LAL'S PURE INDIAN TEA

Wholesale. Retail.

Pink Label 1 lb. 1/2 and 1/4	30c	40c
Gold Label 1 lb. 1/2 and 1/4	35c	50c
Lavender Label 1 lb. 1/2 and 1/4	42c	60c
Green Label 1 lb. 1/2 and 1/4	50c	75c

Canisters

Gold Tins, 5's	35c.	1.75	50c.	2.50
Gold Tins, 3's	35c.	1.05	50c.	1.50
Gold Tins, 1's	36c.	each	50c.	each
Gold Label 1/2 18c ea. 36 lb.	25c.	a.	50 lb.	
Red Tins, 1/2 75c ea. 70 lb.	50c.	1.	10 lb.	
Red Tins, 1/2 18c ea. 72 lb.	25c.	ea.	1.00 lb.	

MELAGANA TEA

Wholesale. Retail.

Black, green, mixed, 1/2	0 70	1 00
" " " " " " " "	0 55	0 80
" " " " " " " "	0 44	0 60
" " " " " " " "	0 40	0 60
" " " " " " " "	0 38	0 50
" " " " " " " "	0 30	0 40
" " " " " " " "	0 32	0 40
" " " " " " " "	0 25	0 30
" " " " " " " "	0 24	0 30

We pack Japans in all grades at same prices. We pack in 50 and 100 lb. cases. All delivered prices.

KOLONA PURE CEYLON TEA

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c	0 30
1-lb.	0 21
Blue Label, retail at 30c	0 23
Green Label	0 30
1-lb., " " " "	0 35

Orange Label, 1 lb. 1/2 and 1/4

0 30	0 42
------	------

Gold Label

0 30	0 42
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Wholesale. Retail.

Capital Household, 1 lb. 1/2 and 1/4	0 30
50c. each, 1 lb. 1/2 and 1/4	0 45
1 lb. 1/2 and 1/4	0 75
1 lb. 1/2 and 1/4	1 00

Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

RIDGWAY'S TEA

Wholesale. Retail.

Yellow Label, 1 lb.	0 21	0 25
Green Label, 1 lb. 1/2 and 1/4	0 21	0 25
Blue Label, 1 lb. 1/2 and 1/4	0 24	0 30
Red Label, 1 lb. 1/2, 1/4 and 1/8	0 30	0 40
White Label, 1 lb. 1/2 and 1/4	0 35	0 50
Gold Label, 1 lb. 1/2 and 1/4	0 42	0 60
Purple Label, 1/2 and 1/4	0 55	0 80
Embossed, 1/2 and 1/4	0 67	1 00

WOOD'S PURE PACKAGE TEA

Wholesale. Retail.

Wood's Primrose, per lb.	0 40	0 60
Golden Rod	0 35	0 60
Fleur-de-Lis	0 30	0 40

Pack in 1/2 lb. tins. All grades—either black, green or mixed.

THE EMPIRE TOBACCO CO., LIMITED

Smoking—

Empire, 4s, 6s, and 12s	\$0 46
Amber, 8s and 3s	0 60
Ivy, 7s	0 50
Rosebud, 7s	0 15

Chewing—

Currency, 12s. and 6s.	0 44
Old Fox, 12s.	0 48
Snowshoe, 6s.	0 51
Fay Roll, 7s.	0 56
Star, 10 cs.	0 45
Bobs, 6s. and 12s.	0 45
10 cs. bars, 6s.	0 45
Fair Play, 8s. and 12s.	0 53
Club, 6s. and 12s.	0 46
Universal, 12s.	0 47
Dixie, 7s	0 54

JOS. COTE, QUEBEC.

Cigars

St. Louis (union), 1-20	\$33 00
St. Louis, 1-10	35 00
St. Louis, 1-100	35 00
Champlain, 1-20	35 00
Champlain, 1-10	36 00
El Sergeant, 1-20	55 00
El Sergeant, 1-10	55 00

Out tobacco.

Petit Havana, 1-12-1-6	0 40
Quebec, 1-4, 1-4	0 65
1-4	0 68
Cote's Choice Mixture, 1-lb. tins	0 75
" " " " " "	0 70
" " " " " "	0 80

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.	\$15 00
Absorbine Jr., per dozen	9 00

1 case:

Royal yeast, 3 doz. 5 cent. pkgs.	\$1 14
Gillett's cream yeast, 3 doz. in case	1 14

SALT! of any kind

Don't you want a car
while winter roads
are good?

VERRET, STEWART & CO.
LIMITED
MONTREAL

**In Sorting Up Your Stock of
Canned Fruits and Vegetables**

have you considered

Laurel Brand?

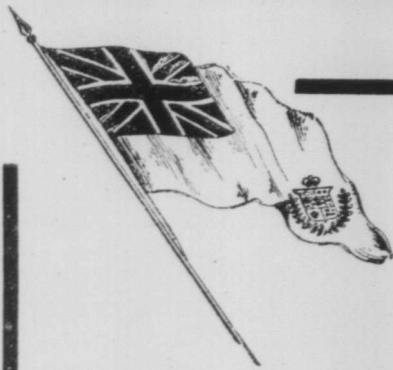
*If your jobber cannot supply
you, write us direct*

The best of goods

Attractive labels

Every can guaranteed

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

A Bargain List

See our Travellers or
let us hear from you.

Rolled Oats, Jams, Brooms, Catsup
(2 lb. tins), Catsup (pints), Dried
Peaches and Cots, Pineapple in Tins.

4 FREE PHONES

Use Them.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton,

Ontario

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MONTRE.

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