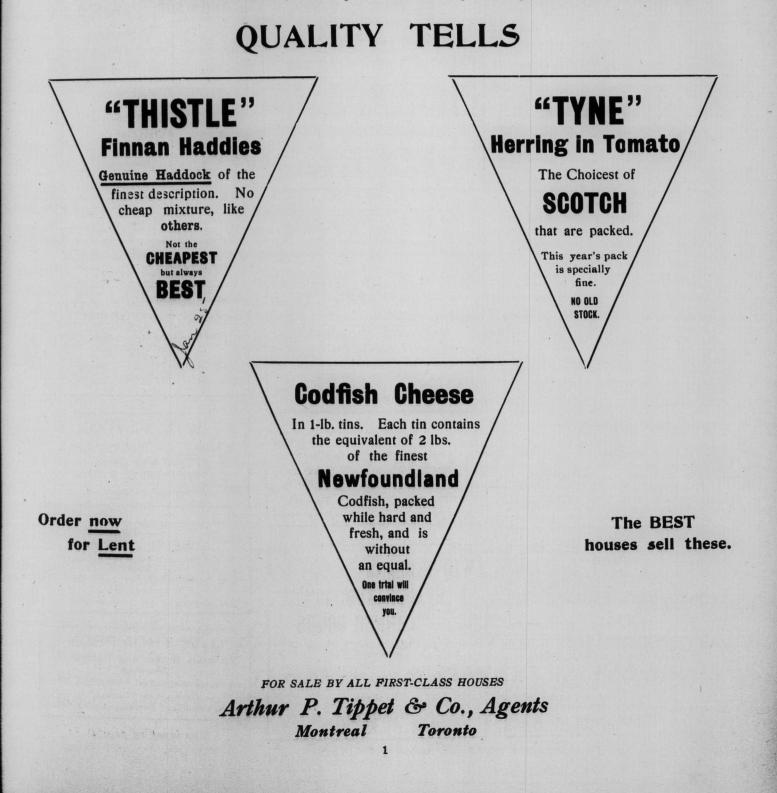
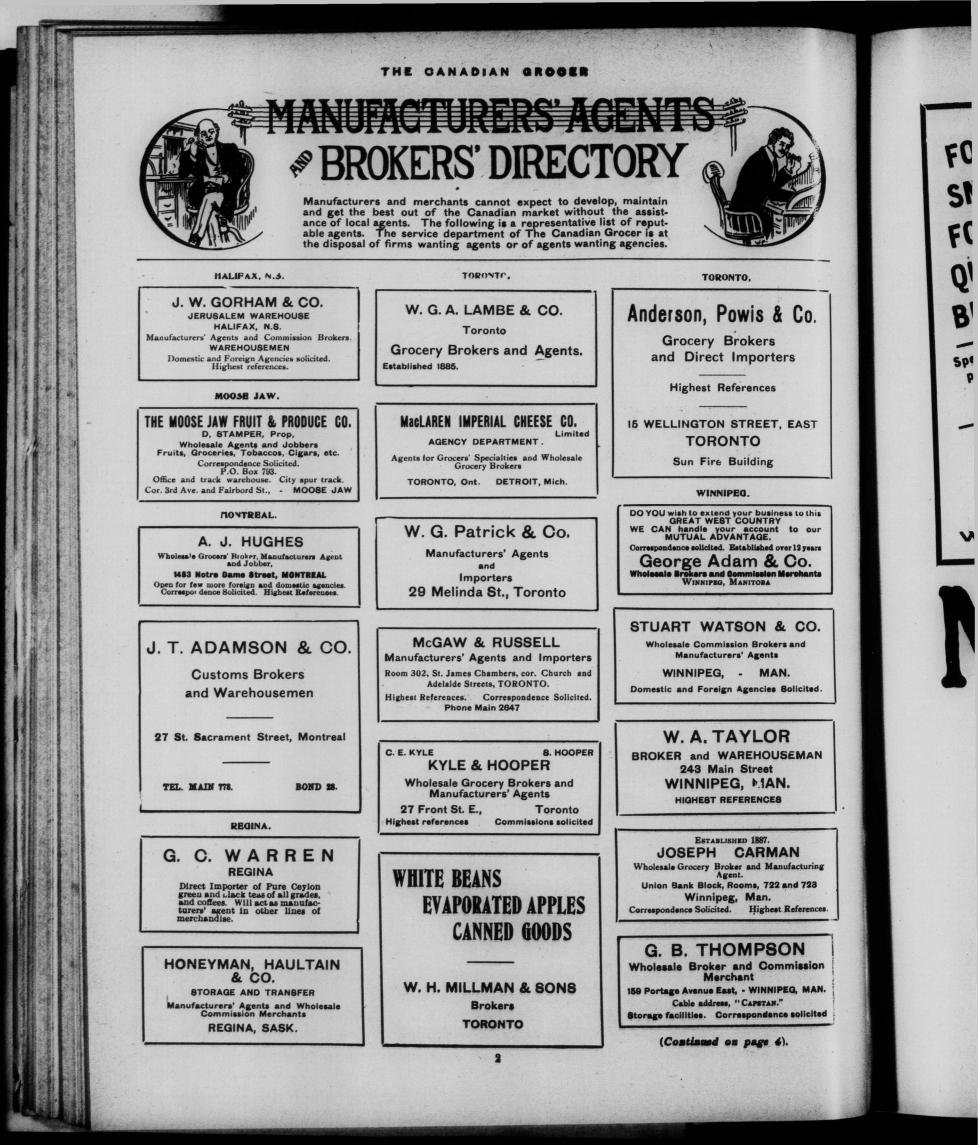


# Standard Fish Specialties

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







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N. bd

12 Front St. East, Toronto.



### Hamilton, January 3rd, 1907

Dear Sir:-One of our wholesale customers called us up on the 'phone the other day, and mentioned that one of his country customers had sent some Poultry for our Aylmer factory in his care, and that the price was to be 10c. per lb. "I had no idea," said he, "that your " people pay such high prices for your Poultry. Some " retailers and consumers seem to have the impression "that all Canned Poultry is made up of all kinds of scrap " meat, and if they were acquainted with the facts that you " pay such high prices for your Poultry, and insist on the very best quality, "it would increase the consumption very much." We assured our esteemed customer that our Canned Poultry was absolutely guaranteed to be exactly what it is represented to be, and that taking into consideration the trouble in cleaning Poultry, waste of bone, etc., our Canned Poultry is very much better and cheaper than Poultry in its fresh state.

Aylmer Poultry is especially recommended for invalids, as owing to being thoroughly sterilized there is no danger of any bacterial trouble of any kind, as with Poultry not canned. Aylmer Chicken Soup is recommended by physicians from coast to coast. Every retail grocer in the country should keep these high-grade products in stock, and should lose no opportunity to place their merits before his customers.

> Yours faithfully, CANADIAN CANNERS, LIMITED

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

1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries tomorrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as the mere cost of growing it; and buying fruit at this price naturally we can afford to use more of it.

2. Our plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.

3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.

4. Having the turnover, we are able to purchase our packages at the very lowest price.

5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.

6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

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

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

# The OZO CO., Limited MONTREAL



Letter YOU Should Read

#### THE CANADIAN GROCER

### To "SALADA" TEA CO.,

Montreal, Que. Dear Sirs,

A few words to tell you about the "SALADA" Green Tea that you have sent me. Your "SALADA" is a firstclass article. I have been in business 42 years, and have sold several kinds of tea, and may say that your tea is better than any other. I have sold a lot of your famous tea, and all my customers that have tried it are all the time praising it. I am pushing your tea over all others, and if I continue to do so will surely be able to sell a large quantity. Now, I am sending you a list of names of customers that do not know "SALADA," and by receiving a sample, this will give them the advantage of knowing it.

Yours truly, (Signed) J. JACQUES

VERCHERES, OUE.

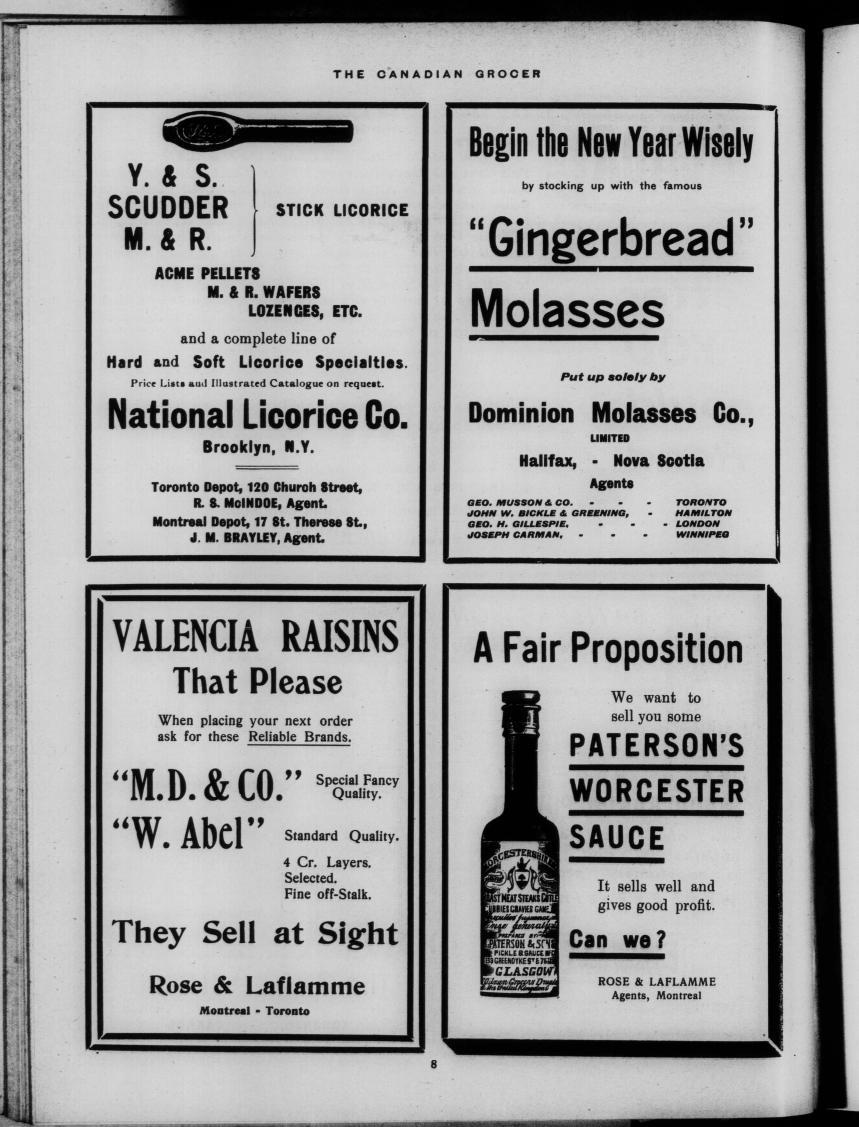
If you are not already selling this tea, would it not be well to get into line before others steal a march on your trade?

There's no time to be lost, as competition is forever on the move and the fittest must survive.

For wholesale terms and samples

Address "SALADA," Toronto - Montreal







# **England's Foremost Fruit Sauce**

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

Muscatels, from Malaga

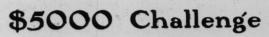
Cane Sugar, from West Indies Oranges, from Seville Red Peppers, from Zanzibar Nutmegs, from Penang from Penang Cloves, from Penang Tomato Puree, from Italy

from Channel Islands

Shallots,

Raisins, from Valentia Mangoes, from West Indies Cinger, Capsioums, Mace, Cinnamon, from Jamaica from Zanzibar from Penang from Ceylon from Italy from India Carlics, Soy, Lemons from Messina Virgin Malt Vinegar

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



We Guarantee every ingredient of the

"O.K." SAUCE

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

ery Mason Chim

MASON'S 'O.K.' SAUCE

Medals and Diplomas:

London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Neisse, 1903.

## **RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRE ENTED BY

McTavish @ Worts, 74 Yonge Street Arcade, Toronto. LONDON, Eng.

GEO. MASON @ CO., LTD.,

Telephone, Main 6285

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

9

PRUNES

Full range of best packers' fruit.

BUY NOW

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## THE DAVIDSON & HAY, LIMITED Wholesale Grocers, TORONTO

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#### PUREST AND BEST

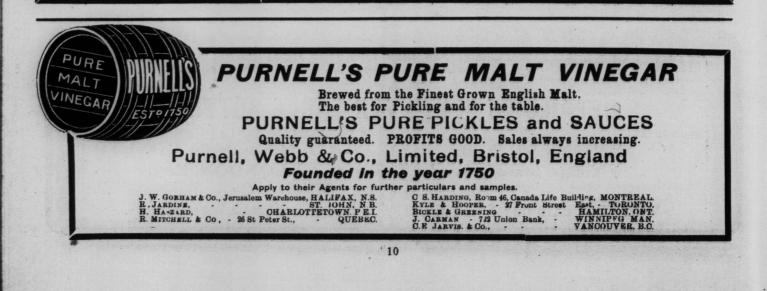
# Windsor Salt

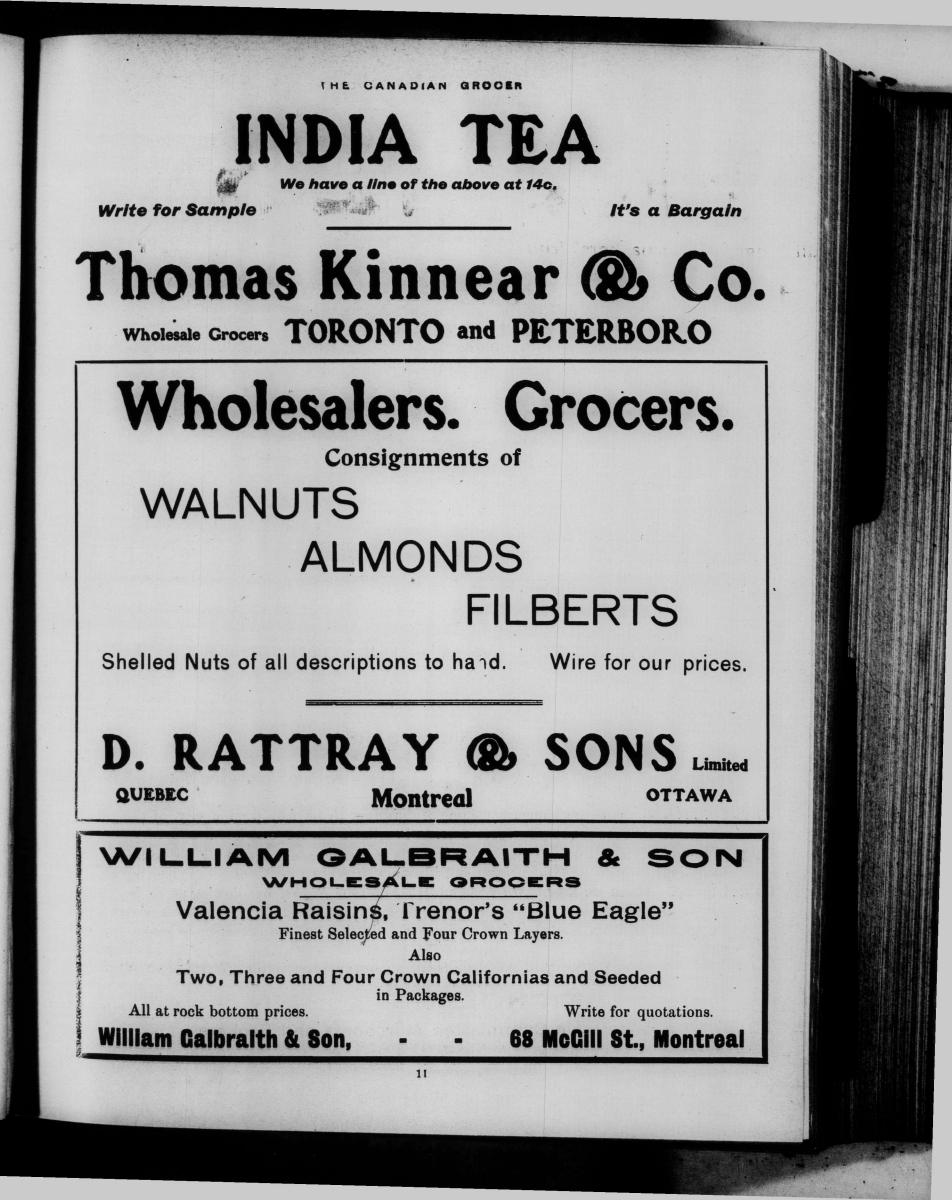
We beg to give notice that on the 31st of this month The Dominion Salt Agency, London, Ont., will cease to represent us as General Selling Agents, and we shall feel obliged if Wholesale Houses and other customers send their orders direct to us.

We desire to express thanks for the liberal patronage accorded during the past, and trust, by continued excellence of manufacture, prompt shipments and close attention to business, to merit a continuance.

## The Canadian Salt Company, Ltd.

ERNEST G. HENDERSON Vice-Pres. and Manager. WINDSOR, ONT. Jan. 22nd, 1907.





# CALGARY, ALBERTA

# CALCARY'S AIM IS TO HAVE A POPULATION OF 100,000

# DOES THIS INTEREST YOU, MR. MANUFACTURER ?

**Do you want** a share of the immense volume of business to be had from a city of this size? If so, now is the time to place your account in reliable hands.

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

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You

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

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

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers CALGARY, ALTA,

WINNIPEG



# KEEP YOUR EYE

There are many brands of Jelly Powder on the market some better than others, nearly all good, but only **one** of **outstanding merit**. A brand that stands pre-eminent for **high grade** and absolute merit. A brand that has staunch friends in almost every town from Halifax to Vancouver, and that is gaining in reputation every day.



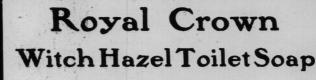
**GREIG'S** — WHITE SWAN — is a household word throughout Canada, and is everywhere recognized as synonymous with worth. That's why the White Swan Jelly Powders are manufactured and sold in such volume.

Not only are the goods of unimpeachable quality, but the price we sell them at is such that the dealer can make a better profit than on any other. Our method of advertising is to make it werth while for the merchant to handle our brand.

All Greig's White Swan goods are profitable for you to handle.

THE ROBERT GREIG COMPANY, Limited WHITE SWAN MILLS TORONTO

# GREIG'S White Swan BRAND



Is Well Advertised

Throughout Canada the interest of the public is being aroused and maintained in this combined Skin-Tonic and Soap.

-Advertising of which the prudent dealer takes advantage.

If your supply is not up to the mark, why not order?

The ROYAL CROWN Limited, Winnipeg, Man.

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

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

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Quality the best Profit satisfactory Business increasing

ROWAT'S

The name that applied

OLIVES

PICKLES and

You can't wish for more. All jobbers.

to



Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.



As usual, our Tea Sale a huge success. A few more good lines for the good people. Write for samples of the line you are low in. We will do the rest.

PHONE 596 FREE TO BUYERS.

# BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

15

# **Alibert Sardines**

Large lot just arrived. Standard ¼ size. Key-opening tins.

### Here's a Good Proposition

Alibert's sardines are the best packed. They are put up in an attractive package, and are preferred over all other brands when once used.

If your wholesaler does not handle them wire or write us direct. We'll do the rest.

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

### W. H. MERRIMAN wholesale grocer st. catharines, ont.

SPECIAL NOTICE TO THE TRADE :

I wish to announce that from this date on I will be the wholesale distributor of the celebrated *International Stock Food Co.'s lines* in the territory on the Niagara Peninsular, lying south of Hamilton and east of Brantford to the Boundary. The International preparations are in great demand at this time of year and dealers would do well to have a large assortment on hand for the Fall trade. My representative will call on you at any time with full par ticulars., Thanking you for past favors,

#### I am, yours truly, W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

International Stock Food will pay you a quick and sure profit the year around.

International Stock Food will advertise your store and bring you new trade.

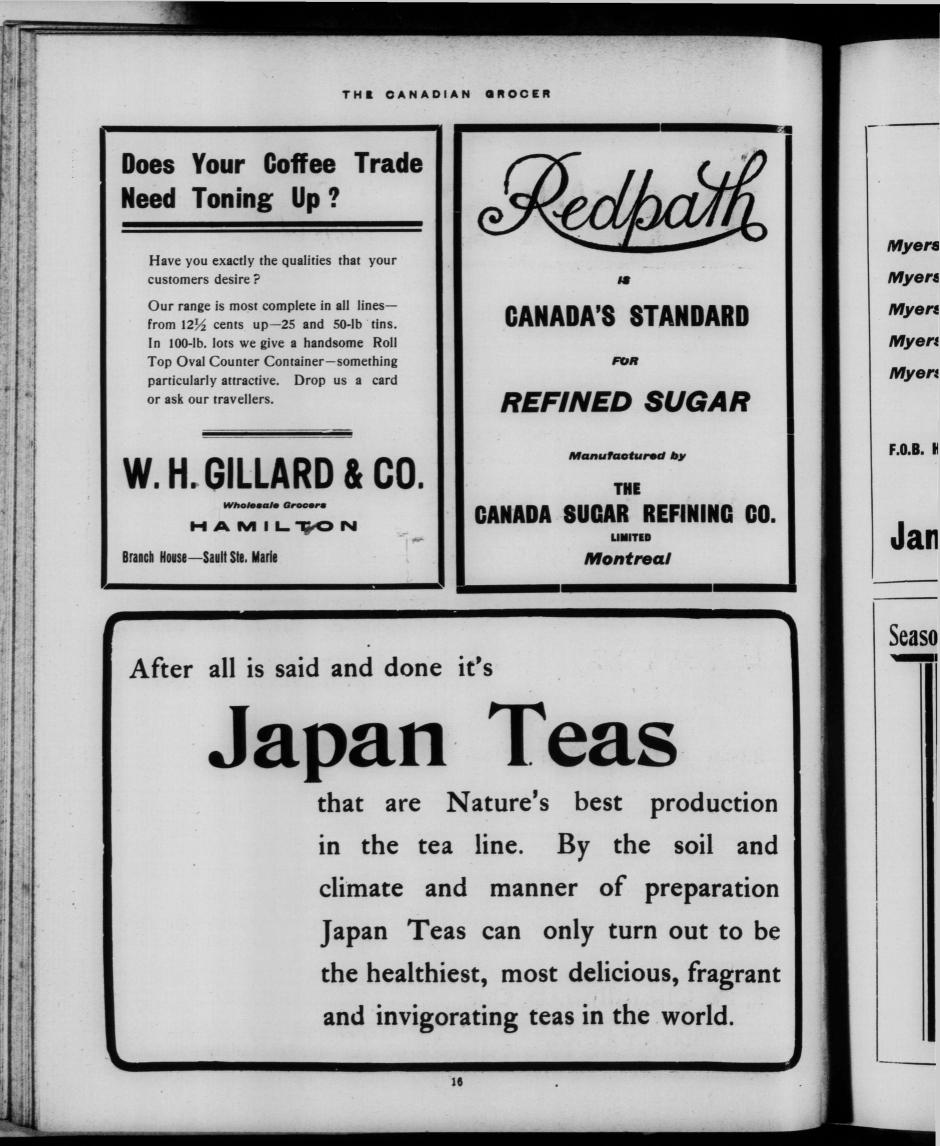
International Stock Food will prove the best selling and best advertised specialty line you ever had in stock.

**\$** Are you in business to make money? **\$** 

Write to W. H. MERRIMAN, ST. CATHARINES, for the best moneymaking proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02<sup>1</sup>/<sub>4</sub>, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to **W. H. MERRIMAN** telling where he saw this advertisement. Grocers in other parts of Ontario address

INTERNATIONAL STOCK FOOD CO. Toronto, canada





## STOCK FOODS

We offer, subject to being unsold:

Myers' Horse and Cattle Spice, cases 24/3-lb. packages, at	\$ 6.75
Myers' Horse and Cattle Spice, bales 25/5-lb. bags, at -	9.38
Myers' Royal Poultry Spice, cases 144/½-lb. cartons, at -	10.80
Myers' Royal Poultry Spice, cases 36/26-oz. cartons, at -	6.75
Myers' Royal Hog Powder, 24 packages, at	2.00

Less 25 per cent. Trade Discount

F.O.B. Hamilton, Net, 30 days

Free advertising matter

# James Turner & Co., Limited - - Hamilton



Proposal by Minister of

Agriculture in New Inspec-

tion Law Opposed by an

## DATING OF CANNED GOODS

By W. R. Drynan,

The Honorable the Minister of Agriculture deems it expedient to pass an act for the further inspection of canned food products. This act will ap-parently be closely modelled after the sact recently passed in the United States, and on the whole will find favor with all those directly interested in this very important industry. While directly intended to benefit the consumer it should stimulate the industry and encourage consumption, as it will increase the confidence of the consumer in all kinds of canned goods:

Canners of fruits and vegetables esvecially, have nothing to fear from inspection, as provided for in the bill, for their products are clean, sound and wholesome. In fact it is a physical wholesome. In fact it is a physical impossibility for a packer to turn out a good quality of goods unless every-thing in and about his factory is scrupulously clean and his raw materi-al at its best for table use. This is so generally recognized that in the can-ners' contract with the growers it is how entirely that the table ward tables always stipulated that the vegetables and fruits must be brought in when best fitted for table use, and the same day as picked. In addition to this, inspectors are sent to the fields to amine the crops and to instruct when the produce must be brought in. All these precautions are necessary to ensure a first-class product, and as the only method of preservation used is the sterilization process, j.e., cooking in hot water or steam at a high tempera-ture sufficient to destroy all bacteria, canned fruits and vegetables are absothat the fresh articles picked up in the hucksters' stalls, and which have been exposed to the dirt and dust of the street. While canned fruit and vege table packers, therefore, invite inspec-tion, to some it seems a needless ex-penditure of money, especially as there is already a system of inspection under the Provincial Government.

#### Date on Canned Goods.

The Honorable the Minister of Agriculture, however, has intimated that the proposed act may contain a clause rendering it compulsory that the date of packing shall be stamped on each can. If this is allowed to become law it will seriously affect the grocer's business and therefore it is worthy of

his most serious attention. The Hon. Mr. Fisher is frank enough to say that he has not been able to get at the facts in reference to whether or not canned goods deteriorate after a twelvemonth, but thinks the clause should be inserted owing to the impression prevalent among consumers that such is the case.

If it is a fact that canned goods deteriorate in quality after a twelve-month and are not suitable for food, then the Honorable the Minister should most certainly insist that the date of packing shall appear on each and every can, and the packer and middleman for ethical reasons should assent to it without a murmur, but, on the other hand, if it can be shown (as it is lower down) that canned goods properly processed will keep not only a twelvemonth but indefinitely, then it would seem al-most a crime to insist upon the clause being inserted in the act as it would seriously cripple a great and growing industry, and cause financial loss to the farmer, the packer, the wholesaler, the retailer and also the consumer.

Expert Canner.

#### Not Dated Under U.S. Law.

In the United States the Beveridge ill provided for the dating of canned Bill goods, but the representatives of the packers demonstrated to the satisfaction of Congress that goods hermetically sealed are as good ten years after date of packing as when first sealed. They showed that a date on the label would not protect the consumer but would work a great hardship to packers, wholesalers, and retailers, as the public would naturally insist on having cans with current labels, and as a consequence this clause was not inserted in the act. Dr. Wiley, Chief of the Bureau of Chemistry, and one of the fathers of the Pure Food Law, in reply to an enquiry from the Chicago Canner, Nov. 2, 1905, wired : "Do not think there is any contemplated regu-lation compelling dating of canned goods. Law does not require it.".

#### Some Evidence.

The New York Journal of Commerce, (Feb. 17, 1906) is authority for the following very convincing proof that canned goods properly processed will keep indefinitely: "We have opened a can of condensed milk over 20 years old, that was car-

ried in a sutler's stock during the Civil War,' says the American Grocer, 'and except for color it was as good and as sweet as the day it was put into a tin.' " tin.

"A lot of canned goods washed by a flood into the river at Rochester, N.Y., were found many years after, and when opened were in perfect condition. The canned salmon which was awarded the first prize at the Berlin Fisheries Exposition was from the same lot which took the prize at the Centennial Exhibition in Philadelphia, five years before.

"General A. W. Greely has testified that the unequalled health of his command in the Arctic expedition largely due to the excellent quality and variety of the canned goods con-sumed, carried through two winters, frozen and thawed as they were. stores included canned apples, peaches, pears, rhubarb, green peas, corn, cn-ions, potatoes and tomatoes, all sub-ject to a temperature of 60 degrees F. below zero, and were solid for months at a time. The second summer they at a time. The second summer they thawed, and froze solid again the next winter. General Greely testifies that 'all the articles named presented the same appearance as though freshly canned, and their flavor was as good when the last can was eaten as in the first month.' They also had canned turnip, squash, beets, carrots, pineapide, cherries, grapes, clams, shrimp and crabs, which, although not subject to such extreme temperatures as the other preserved articles named, yet froze and thawed repeatedly without injury. (an-eral Greely also says: 'No illness of any kind occurred prior to the retre t, and those most inclined to canned frait

and those most inclined to canned fruit and vegetables were the healthiest and strongest of the party." "So much for the canned foods in the Arctic regions. Now for testimony from the Equator. "Surgeon-Major W. Simpson Prait, M.B., whose experience and judgment, says Sir Garnet Wolseley, commander of the Soudan expedition, may be says of the Soudan expedition, may be sale ly relied upon, says: 'Taking my ex-perience in India and the late Nile expedition, in which the test of tinned provisions was exceptionally severe from continued exposure to the powerful di-rect rays of the sun, I have found that tinned provisions, meat and vegetables, put up separately or combined in the form of soups, are practically undam-ageable by any climatic heat, provided the following conditions are carried out: First, provisions to be of the best quality; second, to have received the proper amount of cooking before the tin is closed; third, to be put up "in vacuo" in perfectly sound, air-tight tins. I believe that any failure that occurs is due to the neglect of one, or all, these conditions. Given these conditions, nothing can be more admirable; failing them, nothing more deleterious. "At the London exhibitions of 1851. 1862 and 1873, tins of meat which had been 'put up' from 25 to 40 years were exhibited, and when tasted were found perfectly sound. Stores of preserved meat that were left in the Arctic regions for years, annually exposed to a temperature 92 degrees below and 80 degrees above zero, were brought back to England and the contents of the tins found to be as sound as the day

"There are variations in the quality of preserved, just as there are in the quality of fresh goods, but, bulk for bulk, the preserved goods are far safer from germ life than fresh foods, by reason of their having been subject to a temperature high enough and long enough to kill all bacteria.

"The late Dr. Cyrus Edson, of New York, who for years followed up all re-ported cases of illness attributed to eat-ing canned goods, said, as the results of his experience: "There is not more wholesome food there canned goods his experience : "There is not more wholesome food than canned goods properly put up."

#### After Twenty Years.

Prof. Duckwall, M.S., member of the Society of American Bacteriologists, and of the American Chemical Society. in his work on bacteriology, page 160 in his work on bacteriology, page 160, shows an illustration of a can of to matoes put up in 1884, and states : "The tomatoes after twenty years are in fine condition, just as nice as freshl-canned stock." Further on he writes "Age does not affect canned goods un less a perforation should happen to be made in the tin. So long as the air is kept away, the contents will remain im an unfermented condition. From time an unfermented condition. From time to time there have been rumors of laws to declare the date of the pack on tin cans in various states, the idea being to limit the sale of canned goods to the year immediately following the pack. This would be very unjust be

as we sa affected so lon vents the gern gaining . entra canned, goods from five to found that in was not perfor perfectly good freshly canned

Every packer in the country ledge at first h affect the quali erly canned.

wholesale N.B., mentione cently that h pineapple that fact was at le it had been in found the cont canned article, its strong acid difficult fruits

#### Proof

The writer eaten canned old and found excellent.

In the 24th sachusetts Sta table is prese of analytical about thirty of canned frui was found in of tin dissolv which was inf mum dissolved be no change It has been

the dating of to the consur trary, it will packer and th

#### Effec

Supposing t becomes law tailer ? In the left with good have to be so mere fact th cause the put goods, even t from another In addition

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tection for tl tents are ini make them h The object by sterilizati state, fruits prone to de crops in sea over the sea: supply what and vegetabl same are no state.

cause, as we say, canned goods are un-affected so long as the container pre-vents the germs from the air from gaining entrance. We have opened canned, goods of various ages, ranging five to twenty years, and have found that in every case where the tin was not perforated, the contents were from perfectly good and tasted as well as the freshly canned product."

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Every packer and nearly every dealer in the country can testify from know-ledge at first hand that age does not affect the quality of canned goods prop-erly canned.

wholesale merchant of St. John. N.B., mentioned to the writer only re-cently that he had opened a can of pincapple that he knew for a positive fact was at least several years old as act was at least several years old as it had been in stock that long, and found the contents equal to the freshly canned article, and pineapple, owing to its strong acidity, is one of the most difficult fruits to keep.

#### Proof of the Pudding.

The writer himself has opened and eaten canned pears at least five years old and found the quality to be really excellent.

In the 24th annual report of the Massachusetts State Health Department table is presented showing the results of analytical examination for tin of about thirty samples of different kinds of canned fruits and vegetables, and it was found in general that the amount of tin dissolved in three months, and which was infinitesimal, was the maximum dissolved, i.e., there was found to be no change after three months.

It has been pretty clearly shown that the dating of a can offers no protection to the consumer, whereas, on the con-trary, it will be a hardship to the packer and the dealer.

#### Effect Upon Retailer.

Supposing the dating of canned goods becomes law how will it affect the re-tailer ? In the first place, he will be left with goods on his shelves that will have to be sold at a sacrifice, as the mere fact that goods are dated will cause the public to insist on the newer goods, even though they cannot tell one from another on tasting the contents.

In addition the retailer will only buy from hand to mouth, fearing to be left with a stock on hand at the end of the season, and as a consequence, he will not be able to take advantage of the market in seasons of abundance, and this in turn will affect the public, com-pelling them to pay higher prices for their goods, which again will decrease their goods, which again will decrease the consumption, and reduce the demand thus affecting the packer and the grower. The wholesale grocer will also find his business injured just in propor-tion to that of the retailer.

The mere dating of a can is no pro-tection for the consumer, as if the contents are inferior the dating will not make them better.

The object of canning is to preserve by sterilization in their natural, fresh state, fruits and vegetables which are prone to decay, thus taking care of crops in seasons of abundance to tide over the season of crop failure, and to supply what are equal to fresh fruits and vegetables in localities where the same are not procurable in their fresh state.

#### In the Hands of Providence.

So long as the Almighty controls the growth of crops these are bound to vary from year to year, sometimes large and again small, and it has al-ways been the packers' aim to take care of these crops, whether heavy of light, thus in some years packing in exor cess of the year's demand on country's ability to consume, knowing that there would come a lean year sooner or later. With compulsory dating canners will not likely take the risk of putting up any surplus stocks, which would have to be carried over only to be sold at sacrifice prices, possibly at less than cost, and the result is easily foreseen, viz., that the grower would lose a por-tion of his market. The public would be confronted with the possibility of being denied the luxury of having fruits and vegetables on their tables at all seasons at moderate prices, and in the event of a crop failure there would be no surplus stocks in the country, which would be a hardship, especially to the working classes, who are the great con-sumers of canned goods.

If the tins must be dated, the canner will be put to considerable extra ex-pense, and in the event of a partial or total error failure which total crop failure, which occurs peri-

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#### MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to The CANADIAN GROCER, 10 Front St. East, Toronto. accompanied by a written description. This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

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odically, he will be left with a supply of cans that will be utterly useless and his loss may possibly be so serious as to force him into bankruptcy, especial-ly if he is a packer of small means, and this will also apply in a lesser degree to labels, as canners must secure their supplies in advance on a basis of a maximum output.

#### Was Tried and Abandoned.

Years ago in the infancy days of the industry, dating was compulsory, and each day's run was stamped by hand with a die, but a whole season's run in those days was equal to about a day's run of a modern factory at present, which is anywhere from 30,000 to 70,000 cans. If dating was not practicable in those days it is very much less so to-day. In addition to all this the unthose days it is very much less so to-day. In addition to all this the un-scrupulous packer would be tempted to dishonesty, as there would be nothing to prevent his dating any carry-over goods with the current year's dating, and it would be an impossibility for anyone, even an expert, to detect one season's pack from another if goods were properly processed excent possibly were properly processed, except possibly in the case of bright colored fruits such as strawberries, etc. In fact fruits such as peaches, pears, etc., are to be

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preferred after they are a couple of of flavor by the syrup having thorough-ly penetrated the fruit.

ly penetrated the truit. The proposed inspection, together with the packer's necessity to put out only first quality of goods to keep his brand on the market, should be ample protection to the consumer.

Canadian fruits and vegetables, thanks to our elimate, are admitted to be the finest in the world, and these same fruits and vegetables, canned as they are to-day, most carefully and scien-tifically, have no equal the world over for general excellence of quality.

Thanks to the tin can, the explorer in the Arctic regions, the miner in the Yukon, the sailor on the high sea, the workingman in the crowded city, all may enjoy the luxury of having at any season of the year fruits and vegetables fresh from the garden with the dew still on them.

The 20th Century must bend the knee to the omnipotent tin can.

#### COSTA RICA PLANTER AND PHYSICIAN.

The Grocer received a call this week from a Costa Rica, C.A. coffee planter in the person of Dr. A. F. Pirie. Dr. Pirie is a Canadian, native of Dundas, Ont., but has made Costa Rica his home during the past nineteen years, residing in the city of Cartago, the second most important commercial centre of the republic. He has large interests in coffee estates and his company's marks are prominent in the London and American coffee markets. While up north in Canada he has paid some attention to the introduction of Costa Rican coffees and met with a promising reception. Several cargoes of these highly favored coffees have been sold on the Toronto market and Doctor Pirie is in hopes that the trade will learn to appreciate the value of them more on trial. London, Eng., is the principal market for Costa Rica coffees and they are considered the most desirable and highly quoted brands. Dr. Pirie has been in Canada on an extended holiday and returns to Costa Rica in February.

#### ISLANDERS GETTING AHEAD.

Writing from St. John's, Newfoundland, E. D. Arnaud, Canadian Commer-cial Agent, says: "A western correspondent of a local newspaper reports that travellers representing St. John's firms, are gradually supplanting the travellers for Canadian houses in that part of the colony where they formerly came in considerable numbers, and have cap-tured the bulk of the trade. This it is now asserted is being lost to Canada in consequence of the enterprise displayed by several firms in this city, and the energetic work done by their represen-tatives in the field."

Jos. Quintal, of Quintal & Lynch, Montreal, has been nominated for the presidency of the Montreal Corn Exchange Association.

## PURE FOOD, HONESTY AND CLEANLINESS

Thanks to President Roosevelt and the magazines, public opinion, the greatest force in the land, has been aroused as never before to the importance of purity in food products. Pure food is important for us and important for our descendants for generations to come. It means much for the happiness of the people and perhaps still more for their success in the competitive strife with foreign industrial nations. It is more important than good coal is in the engine room because the machine whose efficiency is at stake is the human machine and the damage done by impure food may last to the third and fourth generation.

To make public opinion effective its standards must be held up in plain view all the time to all the people. Each standard must become accepted as a principle. It must be considered just as odious an 'act to adulterate food as piracy, poisoning, the sweating of coins, or any other of the old crimes now no longer in fashion.

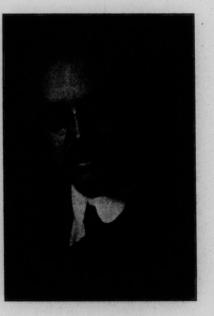
longer in fashion. It is well, therefore, that Congress has seen fit to make the penalty for adulteration, not only a fine, but an imprisonment also, at the discretion of the court. Punishment must be punishment and not a joke. It is of no use to hale into court an overspeeding automobilist and fine him about one-third of what he frequently has to pay for a new tire. Such punishment simply becomes one item-and a small one-in the weekly expenses of his fad. Fines fall off the back of a millionaire like water from a duck. The maximum fines of the statute book have not kept pace with the growth of wealth. But imprisonment has more of dread in it for the rich man than for the pauper. It is more of a hardship for him because it is a more violent change from his daily life and certainly equal damage to his self-respect.

It is important that public opinion should feel that the harmful adulteration of food fully deserves imprisonment and should support the courts in the infliction of that penalty when deserved. It will not be long after that before men who now adulterate without apparent loss of self-respect will be ashamed, as well as afraid, to do a thing that not only leads to the lockup, but also subjects the offender to the contempt of his fellow citizens.

contempt of his fellow cluzens. Within the memory of men not yet willing to confess themselves even middle-aged, the changes in domestic economy have been enormous. It is generations since the manufacturer took from the housewife the making of the family soap, the candles, the cloth, the linen, and many other things which our grandmothers made for themselves. The process is still going on, and the ladv of the house gracefully permits the manufacturer to assume more and more of the household duties which her mother performed as a matter of course. It is not worth while to discuss the question how far this graceful willing-

ness on the ladies' part arises from the scarcity and arrogance of servants or how far from a natural desire on the part of women to have relief from drudgery. The fact remains that the preparation of food is being done more and more outside the home. As a consequence it has become of the first importance that the home should be protected by state and national laws to prevent fraud in food. The law lagged, as usual, far behind the change in conditions, but now it has taken a long stride towards catching up. The pure food law is a delayed necessity, and it is our duty to support it and further its ends.

This support must not be left entirely to the pure food officials. Dr. Wiley, Chief of the Department of Chemistry, Washington, covering interstate busi-



WALTER M. LOWNEY.

ness, and the various state commissioners, covering their own local manufacturers, will no doubt do their whole duty, but they will do it more easily if they have the support of the people themselves in this important matter, which touches so nearly the health of every man, woman and child in the country and our national vitality in the future.

It is to be hoped that everyone with the public interest at heart will lend his aid to make the food law of his own state uniform with the national law and therefore with other state laws. Under the present laws of many states it will be easy to put adulterated goods on the market if sold within the boundaries of the state. The same goods which, under the national pure food law, would subject the maker to fine An Article by Walter M. Lowney, Chocolate and Coco. Manufacturer.

and imprisonment if sold across the border in another state, could be sold with impunity in the state where made.

With impunity in the state where made. There are many states having inadequate food laws. Legislatures have been known to be very accommodating in framing divorce laws and laws of incorporation for the benefit of outsiders and for the benefit at the same time of the revenues of their state. But it seems incredible that the voters of any state will permit their legislature to neglect food laws for the protection of the health and purses of their own citizens. And yet this is possible. And it is the duty of everyone to give time, thought and influence to prevent such neglect. Let us fight it out to a finish now and get complete protection everywhere from impure and dishonest foods. She who provides for the table of a family should take pains to know food good from food evil. It should be part of her training as a housekeeper to understand the comparative value of proprietary food products and just where she cannot afford to economize at the expense of health. She should take the trouble to know whether she is getting her money's worth or whether in paying for one thing she is getting another; whether she is being defrauded by that form of adulteration which only harms the purse. In delegating to the manufacturer the preparation of food for her family, she should at least see to it that she delegates it to honest manufacturers only. It seems to me that the very rudiment of housekeeping is to know food.

Another important consideration is the manner in which food is protected on its way from the factory to the home. It is little short of disgusting to witness the display of food in public places, especially such food as is not cooked before eating. There has been a great improvement in this matter. Scores of articles of food are now sold largely in packages that used to be displayed in bulk, open to the doubtfully clean fingers and other contamination of the passer-by. There is no estimating the amount of disease that has been disseminated by this practice. Look at the food, for instance, displayed in the department and other

Look at the food, for instance, displayed in the department and other stores subject to the impalpable dust always in the atmosphere of such places. This dust, falling on sticky food, clings for good and goes into someone's stomach carrying with it whatever it has of infection. And in such crowded places there are many other causes too disgusting to mention why food should be contaminated from the crowds by the worst of diseases.

Buy your food and goodies in sealed packages. That eliminates this danger. Do what you can to educate those about you to get their food home clean. When public opinion is active on these vital points, we shall have accomplished something in aiding our friends the Christian Scientists to abolish disease.

## PRODU

#### Interesting Sur —A Ret

Wednesday o ed meeting of Merchants Asse Montreal Board time business the elected by acel ed. A. A. Ay A. Ayer & Co Fred Fowler, v bert,, Canadian Riley, treasure secretary. The composed of: Gunn, Thos. H the arbitration W. MeLagan, patrick, E. A.



A. A.

Retiring P thanked the r during his ten he had missed Council of th be thought t ways have t produce trade and influence lines. Mr. H to join the B

President 1 chair and read dress. He sa "I thank y done me in e

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## PRODUCE MERCHANTS IN ANNUAL MEETING

#### \* \_\_\_\_\_

#### Interesting Survey of the Trade by the New President, A. A. Ayer, Montreal —A Retrospect—Suggestions for Betterment of a Great Industry.

Wednesday of last week the adjourned meeting of the Montreal Produce Merchants Association was held in the Montreal Board of Trade. After routine business the officers for the year, all elected by acclamation, were announceed. A. A. Ayer, head of the firm A. A. Ayer & Co., is the new president; Fred Fowler, vice-president; Isaac Hibbert, Canadian manager for Willer & Riley, treasurer, and J. Stanley Cook, secretary. The executive committee is composed of: John H. Scott, John A. Guan, Thos. H. Ryan, F. Monette and the arbitration committee consists of: P. W. McLagan, J. J. Dickey, J. J. Kirkpatrick, E. A. Brice and F. Dorion.

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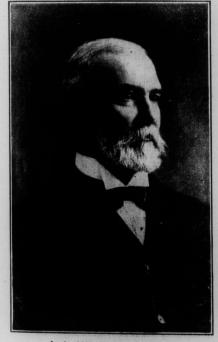
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A. A. AYER, PRESIDENT."

Retiring President H. A. Hodgson thanked the members for their support during his term of office. He said that he had missed R. M. Ballantyne on the Council of the Board of Trade, where he thought the association should always have two representatives. The produce trade was an important one and influenced many other commercial lines. Mr. Hodgson urged the members to join the Board of Trade.

President Elect Ayer then took the chair and read a most interesting address. He said:

"I thank you for the honor you have done me in electing me to be your president, a leader of one of the most important bodies of merchants in Canada. I am afraid we do not realize our own importance, that we have been too modest, that we forget what is owing to the men who have exported the produce that has brought into Canada during the past twenty-five years more than five hundred millions of dollars of gold, and that this asso-ciation now stands at the head of the body of men whose exports have brought into Canada during 1906 more than thirty millions of dollars. Our influence should be far-reaching-not only among farmers, but among merchants and all classes, and incidentally we should receive a greater monetary reward for our industry and the good we do in building up the country. As president, I would like to help you do that which would be practical, which would last, and which would be of permanent value to the trade and to the country.

"Naturally, one who has been 40 years in business comes to be reminiscent. I am reminded that the first leader of men the world had was 40 years traveling about; that he had a bad time of it; that he met all kinds of difficulties, and made many mistakes. That journey has served to teach many practical lessons to mankind. In a few weeks it will be forty years since, in the exact spot where this building stands, I first commenced business in my own name, and two years previously, with my own hands, I shipped some of the first Canadian cheese exported. Such length of years ought to cover experiences and lessons of some practical value to those now in trade. As far as success consists in accumulating wealth, there has not come to any house in Canada in the butter and cheese trade the millions of profit that those in other lines of business have made as a reward of industry. We have the satisfaction, however, of helping to build up Canada in what has been to the farmer our most important industry.

#### Cause of Failures.

"Will you allow me, for a few moments, to point out to you what in my opinion has been the cause of many failures, and some of the reasons for the present condition of our trade? Any attempt to make profit by consigning goods or selling c.i.f., subject to British inspection, or in any way placing goods beyond one's own centrol, can only in the long run result in losses and final failure. Leaving the price to be paid to the judgment of country buyers will, as a rule. result in dear prices, overbuving and losses. Goods well **bought will be** easily sold, but depending on selling to men who ask for your offers, but who, as a rule, will only buy from you when you are cheaper than others, will soon put you out of business.

"There seems to be a species of insanity or disease in this business (which I have not discovered in any other) which impels some buyers to try and run up the price on the other fellow, and the farmer is happy when he can bring about such a meeting between two who are thus afflicted. Pay a fair price, live and let live—you can make money when you help your neighbor to make some. "There has been among farmers a

"There has been among farmers a rapid growth of cheese and butter boards, or combinations where the produce is sold by a kind of mock auction—viz., where the farmer gets the highest bids, and then sells or not, as he pleases—but which, like most auctions, creates an unhealthy and blind competition.

"There is no greater combination today in Canada than the butter and cheese combination of farmers, first in factories, and then on the boards, How to meet this condition so as to



ISAAC HIBBERT, TREASURER.

buy at a fair price is a vital question for our association.

"It is unfortunate and unhealthy that men with little experience can easily become very large handlers, and even very large exporters of cheese and butter. Unfortunate and unhealthy, I say, for themselves and for us, because of the severe and sometimes disastrous results.

#### Too Much Credit.

It seems to me that the banks are largely responsible for this. For some unexplained reason the banks seem willing to give large credits to anyone handling butter and cheese. Possibly they are not aware that at most boards a week's crdit is given. his produces unhealthy competition and overtrading, and, as in other lines, many a house comes to ruin because they received too much credit. This is a cash business, where practically no credit should be given. Perhaps a little plain speaking on this question may be for the good of all.

"There is no unanimity or common agreement among the buyers whereby the law of supply and demand governs the price, and whereby the farmer can obtain a fair price all the time. Not only have the general con-ditions under which buying is done grown into an unhealthy state, but selling short or selling futures is creeping into the trade; or, in other words, selling for forward shipment what is not bought and cannot be bought from the shrewd farmers. I am sorry to say many British houses encourage such sales, and that houses not strictly in our business are among the largest sinners. The year 1906 has brought disaster to all such transactions (and to some houses), so that, let us hope, it has received a death blow. There have been a number of failures on both sides of the ocean, and unless trading in 1907 is done on a different and sounder basis, the difficulties of the trade will increase. Let us not forget that we are not in a manufacturing business, where the article increases in value during the handling from the raw material to the finished product, nor are we selling to a vast number of retailers in small lots, whereby a good margin of profit can be obtained, but we are obliged to be content if we can obtain a profit of 1 per cent. on our turnover, and sometimes with much less, and many a time must take a loss.

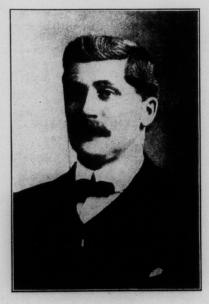
"Doubtless you all say these things are true, but how can we overcome them ? In some cases we can all agree, and so remedy by united action; but, in the buying and selling, let each one act on sound business principles. You lead, and others will follow. No one can stay long in business who undersells or overbuys.

#### Room for Improvement.

"There are many things which we, can do, and to which we should give our immediate attention. There are many model butter and cheese factories in Canada, which are a credit to our country, but it is to be regretted that in many instances there is negleet. Much fault has been found with the boxes used for Canadian cheese. These boxes in many cases are poorly made, and are too large for the cheese. There are very few factories that cut down the boxes until the lid touches the cheese. A very large number of factories mark the cheese very indifferently. using a rencil instead of stenciling the weights. Fault is also found with wrorg weights on the boxes. This shows great carelessness in the weighing. The loss of weights, owing to cheese being shipped too green, is a sericus question. No doubt the condition of some of our creameries, and the lack of lime washing or painting, has much to do with mold on butter. Poor parchment and poor boxes depreciate the value of Canadian creamcry on the British market. A vast number of our cheese and butter factories need better drainage, better buildings and more attention to cleanliness. The question of licensing makers, and of having a regulation as to the kind of buildings that should be used either for butter or cheese making is a live issue at the present time, and so is the appointment of an official referee and direct cable quotations.

#### Freight Rates.

"Then there is the great question of equalizing freight rates and having the right kind of railroad cars. I never could understand on what principle the railroads, in their own interest, paid the terminal charges for a



#### C. F. ROLAND.

through shipper, and asked the Montreal shipper to pay his own. Perhaps the railway commission can tell us. It takes between 300 and 400 cars per week to handle the cheese and butter coming to Montreal—a large enough amount to require serious attention.

"I hope to have your support as we try to secure due consideration of these and other questions in which we have a common interest, and thereby promote unity among our members, and prove to our country the usefulness of the Montreal Produce Merchants' Association."

C. D. Cowles, representing St. Charles Condensing Co., St. Charles, Ill., and Ingersoll, was in Toronto this week. During his visit he called upon The Grocer. Mr. Cowles' only complaint of business was that "we can't fill orders."

#### JOINS THE MCLAREN CO.

W. E. Bidwell has joined the agency staff of the MacLaren Cheese Co., and, under the direction of Mr. Marshall, who has charge of the firm's brokerage business, will look after the firm's business in nuts. The MacLaren Co. have been seeking for some time a good man for this branch of their work, and when they got next to Mr. Bidwell they just "froze onto him."

Mr. Bidwell is a tall, athletic young gentleman and entered the grocery business by the brokerage door. He got his training with Watt & Scott, and admittedly there's no better school. For the past couple of years he has been in business for himself. Mr. Bidwell ranks as a South African veteran, having gone with the 3rd Canadian contingent. He is a hockeyist and now carries a sprained wrist, got in a practice match with the Brokers' team. Mr. Bidwell has cast his lot with a firm whose marching orders are "strenuous" but he looks like one who would make good.

#### WINNIPEG'S INDUSTRIAL COM-MISSIONER.

Charles F. Roland, the new Industrial Commissioner of Winnipeg, was in Toronto on January 16th, after a visit to his old home in St. Catharines. Mr. Roland, who was formerly in the trade newspaper publishing business, was appointed to his present position at the beginning of January by the Winnipeg Industrial and Development Bureau, an organization made up of representatives from the Board of Trade, Manufacturers' Association, Real Estate Exchange, Bankers' Association and Grain Exchange, as well as the City Council and Board of Control.

#### TAKE TEA FOR A CHILL.

#### English Physician's Advice for Maintaining Winter Health.

Dr. Andrew Wilson, writing in "The People," an English publication, on preserving health in winter, says:

"If we suffer chill we should at once endeavor to counteract its effects, and to this end we should employ means to restore the circulation to its natural state. Nothing is better for this purpose, I think, than drinking a large cup of tea; but it must be very hot, as hot indeed as you can bear to drink it. At the same time, if we get into a warm atmosphere we shall be the more likely to obtain reaction, to cause the blood-vessels to dilate and restore the balance of the circulation. In a more serious case, the sufferer should go to bed between the blankets, taking a hot bath previously, and then a Dover's powder of ten grains. These measures will produce profuse sweating, and subsequent chill must, of course, be guarded against by providing a change of night garments if necessary. If tea cannot be had, then whiskey and hot water should be taken, or rum and hot water ; but the advantage of tea is that it serves to exert a special action in restoring the circulation, and its use does not entail any subsequent depression such as is liable to follow on the use of alcohol." In C

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### PRIZE HOLIDAY WINDOWS

#### In Canadian Grocer Competition—Two Awards go to the Pacific Province— Fine Bovril Display a Window Dresser.

The December window dressing competition award has been somewhat delayed because it was thought best to include in it all the holiday displays entered. We believe the entries are the best we have ever had and show, as compared with other years, a distinct advance in window dressing in Canada. The first and third prize winners are British Columbia grocers and the second is a Toronto man.

The winner of the first prize was Dixie H. Ross & Co., of Victoria, B.C. The window was dressed by II. O. Kirkham, one of the company's staff of 18 clerks, and it is something to be wondered at and admired.

The second prize winner is Geo. Rogers, College street, Toronto. His, too, is a window every grocer will admire. It is handsome, both inside and out, and a display that well deserves its award. Nelson, B.C., claims the third award, and the winner was Robt. M. Hood & Co., whose trade title, "The Store of Quality," is splendidly borne out by the front they put on.

Quality," is splendidly borne out by the front they put on. Some of the photographs sent in are ill adapted to their purpose. If photographers when taking a window could resist the temptation to get in the whole store front they would render you better service. It is quite possible that the photographer has stood between some of the competitors and an award.

#### BAIN & ADAMS' BOVRIL.

Bain & Adams, Hamilton, have one of the finest grocery stores in Canada. It is one of those stores of appetizing odors, that combination of aromas encountered only in excellently managed groceries where the best classes of the world's foodstuffs are assembled. It is a broad store with two wide windows. These windows are looked after by Mr. Bain himself and are among the best cared-for windows in Canada. Mr. Bain is not strong on competitions, but he took a hand in the recent Bovril event, and the accompanying illustration shows the result. We are not informed what the result was in effect upon the store's sales of Bovril. We would like to know. Such a window as this must make an impression upon every passerby who has his sight.

#### GERMAN BOY MAKING GOOD IN CANADA.

The attractiveness of German grocery windows is proverbial, but when The Grocer published the Ludella tea window of Whitehead & Huether, Walkerton, some weeks ago, it had no idea that it was praising something which was almost "Made in Germany." Through the genial grocery traveler, President John Wilson Charles, of the Snack Club, The Grocer has learned that the display was arranged by John Goos, a German, who has been in Canada only since 1901. Mr. Goos was born at Owschlag, in the province of Schleswig-Holstein, 29 years ago. He started in the grocery business in 1893, in the town of Eckernfoerde, and after working in various towns and cities, including Wesselburen, Kiel, Hamburg and Itzehoe, he came to Canada in June of 1901. In August he joined the staff of Whitehead & Huether, Walkerton, starting as storehouse boy. From this position he quickly worked up to his present standing of



head clerk. When Mr. Goos came to Walkerton he was unable to speak English, but he has made good use of his opportunities. He may still say his prayers in the home tongue, but he can sell in English to beat several of a kind. As a window dresser he has a fu-



JOHN GOOS, WALKERTON A Promising Window Dresser.

ture. The Whitehead & Huether window published in The Grocer recently was something exceptional.

#### ONLY REMEDY FOR FROSTY WINDOWS.

T. J. McCammon, Moose Jaw, writes to The Grocer :--

"I have seen from time to time comments on how to keep the windows from frosting. I would like to say during my fifteen years' experience in dressing and looking after windows we never had such a time as we have how the Winter, due entirely to such severe weather. The thermometer has stood around from 20 below to 55 below all Winter, and in order to keep our windows free from frost had to put in an electric fan, which keeps the window, which is 20 leet long plate glass, entirely free from frost, and this is the only remedy."

#### THE IMPORTANCE OF DISPLAY.

It is just as necessary that the hardware merchant should dress up his window and put on a "front" as it is for the haberdasher or the dry goods dealer. There is money in the show window, and it rests with each dealer to get it out. "Put your best foot forward" in commercial life as you do in the social world.

ward in commercial life as you do in the social world. Don't, above all things, make an attempt to make a display unless you intend to do it right. Don't bundle a confused mass of articles into your window and "let it go at that." Make it a show window and not a "holy show" window. If you think you haven't the time or you lack the knack of arranging the articles in an artistic manner, encourage one of your clerks to try and develop ability in this line. It will be money well invested. What so quickly engages the public eye as a tastefully arranged store window ? It acts as a magnet which draws the elusive coin to your till.

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#### LONDON TRAVELERS AND THEIR SOCIAL SIDE

The Travelers' Club of London is a social organization. London is also the headquarters of the Western Ontario Commercial Travelers' Association, which is business from the drop of the hat. but those members of the association who are members of the club, cast aside all business cares when they enter the club-rooms even from the drop of the hat on the club hatrack. "Hang hats. Hang care," might be their thought. They have a large clubhouse on Richmond St., and have a good time there all the time. Sometimes they let their friends know what good fellows they are. They are not so very claunish. They can mingle some and when they undertake the part of hosts there is no lack of guests. Three weeks ago Al. Davis, who travels for the Carling Brewing & Malting Co., had in charge a social even-

Cortese and I do not know the name of the caterer who had charge of the midnight supper in the banqueting hall of the Masonic Temple, but he deserves credit, too. As for the work of the various committees who had charge of the affair it may have been hard or it may have been easy, but the result entitles them to an increase in popular -ity.

Mr. Fred S. Fisher was the honorary chairman, while Mr. H. W. Lind was the secretary. The conveners of the various committees were:

F.

Finance-J. S. Townsend. Reception-J. M. Ferguson. Decoration-A. Tillmann. Accommodation and halls-S.

Printing-H. C. McBride.

I S Townsend

**1st Vice-President** 

G. H. Detlor H. N. Lind 2nd Vice-President

Glass. Refreshment-J. A. Carling.

C. M. McGuire

President

They are: H. E. Buttrey, Donald Fer-guson, C. W. McGuire, Geo. Detlor, J. J. Harkness, A. H., Brener, L. C. John-ston, H. W. Lind and T. W. Edwards. At the adjourned annual meeting of the Travelers' Club of London, Jan. 12, Vice-president J. S. Townsend was presented with a set of silverware and cutlery of 51 pieces as a token of the club's regard for him.

Donald Ferguson, manager of the Ferguson Lumber Company and president of the Maple Leaf Automobile & Electric Company, was for three years a director of the Western Ontario Commercial Travelers' Association. He is an ardent horseman and has for several years been prominent in promoting the interests of the London Turf Association.

#### A PROSPEROUS BUSINESS.

The sixth annual meeting of E. W. Gillett Co., Ltd., was held in the com-pany's offices, corner King and Duncan streets, Toronto, on Thursday morning, January 17th. Out of three thousand shares there were represented in present shares there were represented in person and by proxy 2,457 shares. The stockholders present were thoroughly satisholders present were thoroughly satis-fied with the excellent showing made for the year just ended. The increase in sales was very large and their unique record of completing another year's business without any losses in the way of bad debts was again maintained. Ow-ing to the fact that the large and up-te date factory owned and occuring by to-date factory owned and occupied this company is already too small for the business, building operations will be commenced before long and conwith the commenced before long and con-siderable extra space added. The fol-lowing board of directors were elected, viz., Geo. H. Macfarlane, Wm. J. Under-wood, Wm. S. Champ, Jos. R. Kirkpat-rick and Wm. Dobie. Messrs. Hoskins

rick and Wm. Doble. Messrs. Hoskins and Westervelt will continue for anoth-er year as auditors. After luncheon a meeting of the board of directors was held, at which the fol-lowing officers for 1907 were elected, viz., Wm. Doble, president; Geo. H. Macfarlane, assistant general manager; Jos. R. Kirkpatrick, treasurer; Geo. Hepburn, secretary.

#### QUEBEC GUILD MEETING.

Thursday of last week the Wholesale Thursday of last week the Wholesale Grocers' Guild of the Province of Que-bec, held a meeting in the Board of Trade, Montreal, President L. E. Geoff-rion presiding. After the usual routine business, officers were elected as fol-lows: President, Aug. Carriere, Que-Trade, Montreal, President L. E. Geoff-Montreal - 2nd vice-president L. B. Trade, Montreal, President L. E. Geoff-Montreal; 2nd vice-president, J. R. Gardner, Ottawa; sec.-treas., J. Stan-ley Cook, Montreal. The price commit-tee: Albert Hebert, chairman; Arch. Miller, A. Allard. The delegates in at-tendance were: Aug. Carriere, Arch. Miller and A. Turcotte, Quebec; Albert Hebert, Alex. Orsali, S. J. Carter, I.. O. Demers and Jos. Ethier, Montreal.

S. S. Arnold, one of the pioneer western travelers, leaves for the west this week in the interest of the Colonial Fluid Beef Co., Montreal. This will be Mr. Arnold's seventy-seventh trip Mr. Arnold's seventy-seventh trip through the west to the Pacific Coast,

J. J. Harkness A. H. Brener

ing at the club, when refreshments were served and a delightful pro-

gramme of music presented. Over two

hundred attended. More recently the

club entertained twice that number of

guests and the event was pronounced

to be the most successful social func on of the season there. On this oc-

casion a ball, such as the club gives annually, was held in the City Hall

with the Masonic Temple used as an

annex. All arrangements had been per-

fected to the slightest detail. The

decorating of the hall was done by

Messsrs. A. Screaton & Co., and they are

not likely to suffer any loss of business in consequence of credit being given

where credit is due. Satisfactory music

was supplied by an orchestra of twelve

pieces under the direction of Tony

F. Fisher Treasurer

H. E. Buttrey

Music and programme-J. J. Harkness.

The lady patronesses were: Mrs. Adam Beck, Mrs. Jeffrey Hale, Mrs. Charles S. Hyman, Mrs. H. W. Lind, Mrs. Arthur Little, Mrs. R. C. Macfie, W. Mc-Mrs. H. C. McBride, Mrs. C. Guire, Mrs. Edwin Paull, Mrs. E. B. Smith, Mrs. E. R. C. Struthers, and Mrs. A. Tillmann.

The stewards were: James A. Angus. R. Arkell, Dr. A. V. Becher, J. M. Ferguson, George S. Gibbons, A. O. Gray-don, A. F. Kerrigan, F. J. Lind, A. M. Masuret, C. Mathewson, A. H. Moran, Dr. A. Scott, W. Wright, A. Zimmerman.

Three-fourths of the officers of the Travelers' Club of London are Mystic Shriners, members of Rameses Temple, The Canadi

### THE C

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JOHN BAYN Publishers o the Province katchewan, Scotia, New land and abr

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#### GREAT B LONDO!

MANCH FRANCE-PARIS SWITZER ZURICH

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of Trade says: " of every diamond money f necessiti duced n who two in many similar seems la and a ye be cursi troubles count hi worry a are com pitied a whose s way of ness ha and fa dence swept and th hundre but loc his gai

The Canadian Grocer.

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#### COBALT-A DISEASE.

The United States Consul in the Transvaal in a report to the Department of Trade and Commerce, Washington, says: "Stock speculation on the part of everybody and wild cat gold and diamond mines have taken away money from everything save the barest necessities and in many instances reduced men to bankruptcy and poverty who two years ago counted their sterling in many thousands." Canada has a similar trouble. The gambling disease seems latent in the blood everywhere and a year or two hence many men wili be cursing Cobalt as the cause of their troubles. It isn't the man who can count his sterling by thousands one need worry about; their case is sad, but they are comparatively few. The men to be pitied are the hundreds and thousands whose small savings or business go the way of speculation. Many a good business has been consumed by the disease and families in comparative independence because of a paying business are swept into the street. Of course here and there someone starts with a few hundred dollars and makes a fortune; but look at the losses that go to make his gains.

#### EDITORIAL

#### ORGANIZE.

Are the retail grocers of Canada as a body satisfied with the present conditions of their branch of the food stuff trade? Ninety-five per cent. of them are not. That doesn't mean they are soreheads or are disgruntled. It means they are progressive. It means they see where improvements can be made and have enough pride in their business and go in them to want to lift it to a higher level. Now how should they go about putting their ambition or dissatisfaction or whatever you have a mind to call it, into effect? The answer is plain as poster type:

#### ORGANIZE

We believe the trade throughout Canada is just waiting for some existing grocers association to take the initiative and issue a call for a convention. Such a call would not bring together all the grocers from the east and the west and the north and the south. But such a call would quickly result in the organization of a provincial body, to be followed by similar results in all the other provinces, and upon that foundation would grow a national association that would be a power for good in furthering the rightful interests of the foodstuff trade and that is the interest of the whole country this day.

#### DATING CANNED GOODS.

Should canned goods be dated ? We believe this question should be referred to the consumers. That means we think it should be answered with a view to the consumer's best interest. What do canned goods, canned fruits, and vegetables mean to the consuming public ? They mean fresh vegetables and preserved fruits for eleven months in the year. We need not waste space here to discuss the dietetic importance of fruits and vegetables from the point of health. Everybody understands that. But people often overlook the importance of the commonest things and it is well to just draw attention to the fact that for eleven months out of twelve the tin can must stand sponsor for the supply of such vegetables as tomatoes, peas, and corn, and for vast quantities of fruit.

It looks as if to date the cans would seriously interfere with the supply of canned goods. If goods had to be discarded as soon as the next pack was on the market packers would be careful to underpack rather than overpack. That would mean almost constant shortages and consequent high prices and poorer classes would be forced to cut out much of the vegetable diet so essential to health.

On the other hand what would the public gain? The only possible gain would be in the quality of the goods, their wholesomeness. The evidence strongly bears out the claim that time does not affect the quality of goods properly packed. By dating, therefore, the consumer stands to lose much and gain nothing.

Now, how about the dealer ? 'That question is easy. Grower, canner, wholesaler and retailer stand to lose a whole lot by dating the cans.

Mr. Minister of Agriculture: it is up to you!

#### EXHIBITION IN MONTREAL.

"Do the Citizens Want an Annual Exhibition Held in Montreal ?" is the title of a booklet issued by the Montreal Business Men's League, which was incorporated and established six years ago—one of its objects being to advertise and bring people to Montreal.

An exhibition would no doubt attract a large number of visitors to the city and prove of great material advantage to the citizens. The position of Montreal is more advantageous than that of almost any city in Canada, for the bringing in of visitors from a distance. The Province of Quebec has a distinct link with the densely populated Eastern States. Thousands of the residents of that part of the United States would avail themselves of the incentive offered of visiting Canada upon such an occasion. Interest in the country, relatives and friends in Canada, cheap railway fares and former residence here, would all combine to bring to Montreal a vast number of well-to-do people, whose "ready-spending" characteristics would greatly swell the profits of merchants, hotels, boarding houses, etc. People go to the Toronto exhibition from all over America. Why not Montreal?

An exhibition in Montreal would not alone bring in a direct and important new revenue to the citizens in every conceivable way, but would serve to advertise the city abroad. Toronto exhibition has made that city widely known in all parts of the world, and has, in a great extent, advertised Canada as a progressive country.

Advertising pays, but more advertising pays better. If the Toronto exhibition helps to advertise the country in any way, it's only reasonable to suppose that an exhibition in Montreal would help along the good work the Toronto business men are already doing. There is no part of the Dominion in which exhibitions in the agricultural districts are more successful, or better attended by the community in general, throughout the province, than in Quebec and it's up to Montreal to organize such an exhibition, to finance and manage it as a public enterprise for the benefit of the city, and of the province and Dominion at large.

# Markets and Market Notes

#### QUEBEC MARKETS

POINTERS-

Canned Goods-New prices effective. Fish-Revised.

Dried Fruits-Firm.

Montreal, January 24, 1907. Further orders received by the whole-sale trade carry out what The Grocer said two weeks ago to the effect that after-holiday trade would be good. The state of trade at the present time is very healthy. Orders are of good size and numerous enough, and collections are satisfactory. The weather has been against the travelers more or less it against the travelers more or less, against the travelers more or less, it has been so changeable, but otherwise circumstances have combined for good business. New list prices of the canners are now effective. Grocers requiring new goods must pay the higher prices. Sugar is steady at last week's prices. There is a fair trade being transacted in this line. Molasses is guid, but good orders line. Molasses is quiet, but good orders are being taken for syrups. Teas are very firm. The currant market is by no means slack. Stocks are small and prices well maintained. Raisins are in the same position. Stocks in California are small, very considerably below those held at the same time last year. Nuts are strong. Evaporated apples continue interesting. Business in maple goods is fair. Beans are selling well at prices quoted.

CANNED GOODS - On Monday the CANNED GOODS — On Monday the new list prices issued by the canners were made official by the wholesale trade. Now on, any sales made will be at the advanced figures. It was not thought a week ago that this would come to pass, but it has. The grocer who bought his supply early in the sea-son will not be affected. It is he who bought lightly, or late, who will suf-fer. The new prices will not affect the former for two months at least, as Fall stocks will last that time under ordin-ary circumstances. Speaking of the sitary circumstances. Speaking of the sit uation in tomatoes, one wholesaler in Montreal expressed it as his opinion that stocks were plenty large enough to take care of all business in this line. He thought that the demand which was so noticeable in December was but a temporary one, and that the fright some had at that time was quite unneces-sary. There will be no trouble in filling arders up to the heat moment. In fact orders up to the last moment. In fact a drop in prices just before the new pack would not surprise him.

	No. 1.	Group No. 2
Cherries-		
2's, red, pitted		2 25 1 75 2 25 1 75 2 40 1 90
Currants-		
Red, heavy syrup Red, preserved Black, heavy syrup Black, preserved	2 02	1 80 2 00 1 90 2 12
Gooseberries-		
Heavy syrup		6 50
Lawtonberries-		
Heavy syrup Gallons, standard	1 80	1 77 5 50
Apples-		
3's Preserved Gallons. Perserved	1 32	1 05 1 30 2 90 3 60

	Peaches	-							
	Yell	low, flat	8, 11					1 721	1 70 1 90
			21					2 65	2 62
1	Lerni	who	le 3					2 421	2 87 2 40 1 75
1000	White White	ite						2 55	1 75
	E D"							2 75	2 52 2 72 1 30
	White Pie, Pie, Pie, Pie, Pie, Pie, Pie, Pie	not pe	eled, ga	al				3 72	3 70
	Pears-	peered		•••••				4 671	4 65
	Flei	nish be	auty 2.					1 671	1 65 2 00
		not per	2			••••	• • • • • • • •	2 02	1 65 2 00 2 15
	Bar	tlett	2.					1 82	1 80 2 20
	D:-	"…	3.					2 37	2 35
	Pie,	not pe	eled, ga	1				3 42	3 40
5	"		(al		•••••			4 02	4 00
1	rineap	sliced							2 00
		**	grated whole.					2 12	2 10
	Plums-		whole.		•••••			2 82	2 80
	2'8.	Damson	, light	syrup				1 20	1 17
	3's 2's 21's		heav	y syr	up			1 721	1 70
	21'8 3'8		heav " Lomba		• • • •		• • • • • • • •	1 671	1 32
	Toma Gala	8. <sup>44</sup>	" Tomb	star	idard			3 37	1 95 3 35 1 22 1 72
	2's	" 1.	1.	sra, I	ignt i	syrup	••••••	1 75	1 72
5	2'8 21'8 3'8		Green	heav	y syru	p		1 40	1 37 1 70
	3's SURCE Gala			"	" hash			1 971/2	1 95 3 55
	2'8		Green	Gage	, ligh	t syr	up	1 30	1 27
	21'8 04405 3'8				heav	y Byl	rup	1 45	1 42
L	Gals		;		stan	hrah		2 00	1 70 1 97 3 85
	2's 21's 3's	**	Egg, h	eavy	yrup			1 72	1 70
;	3'8	**	"		•			2 321	1 97 2 3)
	Raspber	light a	VFIID					1 55	1 50
	Red	, light s, , heavy , gallon	syrup.					1 771	1 52 1 75 5 65
	Red	, gallon	s, stand	pack					8 65
	Blac	ck, heav	y syrup	p				1 771	1 75 1 90
	Black, g	allons,	standa	rd					5 40
•	Strawbe	erries-							8 40
•	2'8, 1 2's	neavy s	yrup	••••				2 021	2 00 2 15
	Gall	preservions, st	andard					6 42	6 40
				VEGI	ETAR	BLES			
	Asparag	us- ips						9 90	0 77
,	Beets, s	ugar						2 00	2 77 1 02
	Beans-							0 971	\$0 85
		wax						0 87	0 85
	Corn- 2-lb.	tins, p	er doz.					0.95	0 92
	Gall	on, per	doz						4 65
	Peas- 2's. s	standar	d (No.	4)				0 871	0 85
	2'8,	early Ju	ine (No	). 3) .				0 97	0 95 1 00
,	2's,	standar early Ju sweet w extra fir	ne sifte	d (No	. 1)			1 27	1 25
	Pumpki	ns— tins							0 92
	Rhubar	h-							
	2's, 1 3's, 1	preserve preserve ons, sta	ed					1 20	1 17
	Gall	ons, sta	andard					2 771	1 95 2 75
;	2'8,	table table lons, tal						1 45	1 42
	Gall	ons, tal	ble					1 87½ 5 171	1 42 1 85 5 15
	Squash- 3-lb.								
	Tomato								1 17
?	3-lb.	tins, p on tins	er doz.					1 20	1 17 3 60
			, por a					5 049	5 00
					FISH				
	Lobster	talls	ats					:	3 50 3 85 2 00
	Maakow	1-lb. fl	ats						2 00
	Salmon	Horse	Shoe, I	Maple	Leaf	, Clo	ver Le	1 00 af.	1 25
	1-1b. Ta. 1-1b. Fla	it, per	doz						1 80
1	Arrow h	rand e	ock eve		dor		;		1 20
	I-lb. "	Imon	anional i	han a	**				1 15
	Cohoes,		arious	"	s, per	uoz.		1 00 af.	1 40
	Canadia	e nad	ered her	uoz. 1	-10. fl	oval	er doz	oz	1 20

near future. Conditions may change and
necessitate a jump or a fall in quota- tions, but at the moment the raw mar-
tions, but at the moment the raw mar-
ket is in good condition, and everything
ket is in good condition, and everything tends toward steady prices. Trade is
fair.
Granulated hhla e4 90
Granulated, bbls       \$4 20         " + bbls       4 35         bags       4 15         Paris lump, barrels       4 85         " half-barrels       4 85         " boxes, 100 lbs       4 75         " boxes, 50 lbs       4 85         Extra ground, bbls       4 60         " 50-lb. boxes       4 70         " 25-lb. boxes       4 80         " 25-lb. boxes       4 80         " 25-lb. boxes       4 40
Baris lump barrela
half-barrels
boxes, 100 lbs 4 75
Extra ground, bbls 4 60
" 50-lb. boxes 4 70
Powdered, bbls 4 40
Phoenix
Phoenix         4 00           Bright coffee         4 00           '' yellow         4 05           No. 3 yellow         4 05           No. 2 ''         3 90           No. 1 '' bags         3 75
No. 2 "
No. 3 yellow         4 05           No. 9 ''         3 90           No. 1 '' bbls         3 80           No. 1 '' bags         3 75
No. 1 Dags 375
SYRUPS AND MOLASSES - Orders
shipped, in syrups, are of good size, and
demand generally is satisfactory. Mo-
lasses is quiet.
Barbadoes, in puncheons
Barbadoes, in puncheons
Barbadoes, in puncheons         0 30           "in barrels
Barbadoes, in puncheons         0 30           '' in barrels         0 32           '' in half-barrels         0 33           New Qrieans         0 32           Antigua         0 30
Barbadoes, in puncheons         0 30           "in barrels         0 32           "in half-barrels         0 33           New Qrleans         0 22 0 35           Antigua         0 30           Porto Rico         0 40           Corn syrus, bbls         0 60
Barbadces, in puncheons         0 30           "in barrels         0 32           "in half-barrels         0 33           New Orleans         0 22 0 35           Antigua         0 30           Porto Rico         0 40           Corn syrups, bbls         0 02           "bbls         0 02
Barbadces, in puncheons         0 30           "in barrels         0 32           "in half-barrels         0 33           New Orleans         0 22         0 35           Antigua         0 30         0 40           Corn syrups, bbis         0 02         0 35           "ibbis         0 40         0 03           Corn syrups, bbis         0 03         0 10           "ibbis         0 03         140
Barbadoes, in puncheons         0 30           "in barrels         0 32           "in balf-barrels         0 33           New Grleans         0 22         0 35           Antigua         0 30           Porto Rico         0 40           Corn syrups, bbls         0 03           "tobls         0 03
Barbadoes, in puncheons         0 30           "in barrels         0 32           "in barrels         0 32           "in barrels         0 32           New Orleans         0 22         0 35           Antigua         0 30         0 30           Porto Rico         0 40         0 40           Corn symp, bbis         0 02         0 40           "ibbis         0 03         0 40           "ibbis         1 40         0 40           "ibbis         1 40         1 40           "ibbis         1 40         25 1b 18           "ibbis         1 40         25 1b 16           "ibbis         2 40         2 40
Barbadoes, in puncheons         0 30           "in barrels         0 32           "in half-barrels         0 32           New Qrleans         0 22         0 35           Antigua         0 30           Porto Rico         0 40           Corn syrups, bbls         0 60           "i-bbls         0 63           "i-bbls         1 00           "i-bbls         1 00           "i-bbls         1 00           "i-bblis         2 40           "i-bblis         2 40
Barbadoes, in puncheons       0 30         "in barrels       0 32         "in half-barrels       0 32         New Grleans       0 22       0 35         Antigua       0 30       0 30         Porto Rico       0 30       0 30         Corn syrups, bbls       0 00       0 00         "bbls       0 03       0 30         "bbls       0 02       0 35         "bbls       0 02       0 35         "bbls       0 03       140         "bbls       100       0 30         "bbls       100       100         Cases, 21b tins, 2 doz per case       195         "bbl."bblo"       2 35         "bbl."bblo"       2 35
"in barrels.       0 32         "in balf-barrels.       0 33         New Orleans       0 22 0 35         Antigua       0 30         Porto Rico       0 30         Corn syrups, bbls       0 02         "bbls       0 03         "bbls       100         Cases, 21b tins, 2 doz per case       1 95         "bbls."       240         "bbls."       240         "bbls."       240         "bbls."       1 00         "bbls."       240         "bbls."       240         "bbls."       203         "bbls."       240         "bbls."       240         "bbls."       240         "bbls."       240         "bbls."       240         "bbls."       235         "bbls."       240         "bbls."       255         "bbls."       240         "bbls."       255      "bbls."
"in barrels.       0 32         "in balf-barrels.       0 33         New Orleans.       0 30         Porto Bico       0 30         Porto Bico       0 40         Corn syrups, bbls.       0 40         "bbls       0 03         "bbls       1 00         Cases, 21b tins, 2 doz per case       1 95         "bbl." 1 doz."       2 40         "10-1b." 1 doz."       2 35         TEAS—Blacks continue very strong
"in barrels.       0 32         "in balf-barrels.       0 33         New Orleans.       0 32         Antigua.       0 30         Porto Rico       0 40         Corn syrups, bbls       0 02         "ibbls       0 03         "ibbls       0 100         "ibbls       1 40         "ibbls       1 20         "ibbls       2 40         "ibble       1 20         "ibble       1 20         "ibble       2 40         "ibble
"in barrels

gone, prices will shoot upwards.	
Medium 0 20 0	30 23
Common	18 17 33
Pekoes 0 17 0	20 20
India-Pekoe Souchongs 0 121 0	18 20
Hysons 0 16 0	17 14
China greens-Pingsuey gunpowder, low grade. 0 11 0	15 22
	35
COFFEE-The amount of business h	
ing transacted in coffee is satisfying dealers. The market itself is feature	

less.	THE	markee	resen	15	icaduic	
Jamaica Java Mocha Rio, No. 7					0 18 6 30 0 191 0 22 0 (91 0 10	
Santos Maracaibo						

FOREIGN DRIED FRUITS-The currant market is practically bare of stocks, and is firm in tone. There is not likely to be any decline in prices. On the contrary, an advance would be more in line with the present atate of the market. The feeling is that raisins will go higher. Stocks on the coasts are ex-conditioned and the stock of the stock of the stock of the market is a stock of the stock go higher. Stocks on the coasts are ex-ceedingly small—away below what they were last year. Some estimate the present holdings at twelve hundred tons, others say more, others less. Certain it is; stocks are limited. There is some speculation going on in New York for next Fall's crop, even at this early

#### The Canadi

strong. As holidays, b expectation Valencia Raisins Fine off-stalk, Selected, per l Layers, Dates-Hallowees, per

California Evap Apricots, per l Peaches, " Pears, " Malaga Raisins-London 'ayers 'Connoisseur

Royal Buckin

"Excelsior W Californian Rai Loose muscat

Prunes -	-
30-403	
40-508	
£0-60s	
69-708	
70-808	
80-904	

9) 100s ..... Oregon prun Oregon prun

Currants— Filiatras, un Fine Filiatra

Finest Vosti Amalias Sultana Raisir Sultana raisi

> Eleme Table I leme Table I Six crown, e Four crown, Three crown Glove boxes, Fancy wash " pulle " stuffe

EVAPO continues evaporate easy to p thinking this.

SPICE expected,

Peppers, blac whit Ginger, whole Coch Cloves, whole Cream of tart Allspice ..... Nutmegs....

PEELS the peel ed.

Citron peel, Lemon peel, Orange peel, BEANS

value in Choice prime RICE change w

and tapi lines is B rice in 10 B rice, less t C C rice in 1 C C rice in le Tapioca, me

MAPL as quote doing in

lines are Maple syrup Pure Towns Pure Beauce

RAW quote : Bear, black Fisher, dark Otter, dark

SUGAR-From present indications

bered herring, 4 doz. ovals, per doz. sh herring in tomato sauce, 4 doz.

.... 1 00 .... 1 00 1 35 1 40 1 30 1 35

#### The Canadian Grocer

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strong. As a r	ule	they	dr	op	af	ter	tł	ne
holidays, but th	his	seas	on,	co	ntr	ary	1	to
expectations, pr	ices	s hav	e a	dva	anc	ed.		
Valencia Raisins-		A						
Fine off-stalk per lb.						0 083	0 0	09
Fine off-stalk, per lb. Selected, per lb Layers,						0 (9)	01	10
						0 091	0	10
Dates- Hallowees, per lb						0 05	0	6
California Evaporated I								
Apricots, per lb							0	23
Peaches, " Pears, "							0	17
in the second								
Malaga Raisins- London 'ayers 'Connoisseur Cluste							23	25
'Connoisseur Cluste	rs "						3	00
Royal Buckingham C	luste	box rs," ‡-t bo	oxes				1:	10 371 50
		bo	xes				+	
"Excelsior Window	lust	ers 1	s				51	50 50
Californian Raisins-		•						
Loose muscatels fand	cy ree	eded, 1	-lb p	kgs .			0	11
Loose muscatels fang	ce se	eded, 1	-lb. p	kgs			0	101 09
" " 4 cro	wn .					0 10		11
Prunes -						pe	r lt	<b>D</b> .
30-403			· · · · ·				0	091
40-508 £0-608								09 (8)
60-70s							0	08
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01100-								
911008							0	16
Oregon prunes (Italia	anist	yle), 40	-508.				000	161 081 0,1
8)-904 9) 100s Oregon prunes (Italia Oregon prunes (Fren	anist	yle), 40	-508.				0000	161 081 0,1 07
Oregon prunes (Italia Oregon prunes (F'en	anist	yle), 40 F( yle), 60 90-	-50s. -60s -70s -100s				00000	16 08 0,4 07 06 05
Currants—	anļst; ch st;	yle), 40 F( yle), 60 90- 10(	-50s. -60s -70s -100s -120s			·····	000000	65
Currants— Filiatras, uncleaned.	ch st	yle), 40 F( yle), 60 90- 10(	-50s. -60s -70s -100s -120s			0 071		08 08
Currants- Filiatras, uncleaned, Fine Filiatras, per lh	barr	yle), 40 F( yle), 60 90 100 els cases aned .	-50s -60s -70s -100s. -120s			0 073		08 08
Currants- Filiatras, uncleaned, Fine Filiatras, per lh	barr barr cle	yle), 40 F( yle), 60 90- 100 els cases aned 1-lb cs	-50s. -60s. -70s. -100s. -120s			0 073		08 08
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Currants- Filiatras, uncleaned, Fine Filiatras, per lt Finest Vostizzas " Amalias Sultana Raisins- Sultana raisins, per Ib Flome Table Firs-	barr barr barr barr cle in 1  lb carto	yle), 40 F( yle), 60 90- 10( rels cases aned . 1-1b ca	-50s. -60s. -70s. -100s. -120s -120s			0 071 0 071 0 09 0 071 0 10 0 11		08 08 08 09 09 07 12 13
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Currants- Filiatras, uncleaned, Fine Filiatras, per lt """ Finest Vostizzas " Amalias "" Sultana Raisins- Sultana Raisins- Sultana Raisins- Lib Eleme Table Figs- Six crown, extra fan Four crown, fancy, I Three crown, fancy, I glove boxes, fine qu Fancy washed figs, "" stuffed figs,	hanjst;       	yle), 40 F( yle), 60 90- 100 rels cases aned . 1-1b ca 1-1b ca on 0-1b. bo boxes per b skets, per	-50s. -60s. -70s. -70s. -100a. -120s -	sket		0 073 0 09 0 074 0 10 0 11 0 11 0 13 0 09 0 15 0 15 0 25		08 08 08 09 09 07 12 13 15 10 03 10 10 10 10 10 30
" Currants- Filiatras, uncleaned, Fine Filiatras, per It " Finest Vostizzas " Amalias Sultana Raisina- Sultana Raisina- Sultana Raisina- Sultana Raisina- Sultana Raisina- Sultana Raisina- Sis crown, extra fan Four crown, fancy, 1 Three crown Clove bozes, fine qu Fancy washed figs, i " pulled figs, i " pulled figs, i " Suffod figs,	hanjst; ch st; barr ch st; i ch st; ch st; i ch st; i ch st; ch	yle), 40 yle), 40 90 90 100 rels cases aned . 1-1b ca  m  per b boxes per b kets, per  A P	-50s. -60s. -70s. -70s. -100a. -100a. -120s -120s -120s -120s -120s -120s -120s -120s -120s -120s -120s -120s -120s -120s -10b. -120s -10b. -120s -10b. -120s -10b. -120s -10b. -120s -10b. -120s -120s -10b. -120s -10b. -120s	sket	T(	0 073 0 09 0 074 0 09 0 074 0 10 0 11 0 11 0 13 0 09 0 074 0 11 0 11 0 11 0 09 0 074		08 08 09 09 09 07 12 13 15 10 03 10 18 200 30 nt;
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Peppers, black         0 16         0 25           white         0 23         0 32           Ginger, whole         0 16         0 10           Cochin         0 17         0 14           Cloves, whole         0 17         0 374           Cream of tartar         0 25         0 32           Allspice         0 12         0 104           Nutmegs         0 35         55
PEELS—There is no new feature in the peel situation. Prices rule as quoted.
Citron peel, per lb.         0 20         0 21           Lemon peel, per lb         0 11         0 11           Orange peel, p-r lb         0 11
BEANS-Dealers are offering good value in beans this week.
Choice prime beans
B rice in 10 bag lots 3 05

B rice in 10 bag lots		3 05
B rice, less than 10 bags		3 15
C Crice, in 10 bag lots		2 95
C C rice in less than 10 bag lots		3 05
Tapioca, medium pearl	0 071/2	0 08

MAPLE PRODUCTS-Prices are firm 

	FURS	_	Dealers	cont	inue		to
quote :							
Bear, black.					4 00	12	00

Racroon	. 0 00	1 00
Fisher, dark	 . 5 00	7 00
Otter, dark and fine	 .15 0)	25 00

#### THE MARKETS-QUEBEC

Marten, Mink, da	dark	•	 	•••	•••	 	•	•••	•••	 •••	;	•••	•	•••	•	3 2	00 25	55	00	1
Fox, red Lynx			 							 						1	75	7 5	00	
Weasels Skunk.			 			 				 • • •						U	10	3	0. F0	

#### ONTARIO MARKETS.

POINTERS-

Sugar-Slightly firmer. All lines firm.

Toronto, Jan. 24, 1907.

Prices remain firm in nearly all lines. Business is good and collections are not complained of. Canned goods continue the feature of the market, but there is no change in the situation. The new prices are not exacted, but for a few fruits they are exceeded. For instance, some houses are holding their peaches at \$2, and blueberries are also firmly held. The American sugar market is showing a firmer tendency, but no one is prepared to guess in which direction the next move will be. Dried fruits con-tinue firm, but there is some shading of prices for currants. It may, however, be a matter of quality. At any rate there is no indication of an easier tone in the primary market. What news there is of Valencias from abroad is of an advance. Catsups are advanced. Prices remain firm in nearly all lines.

CANNED GOODS—Goods are still ob-tainable at old prices except a few fruits which are above the canners' list. Some, which are above the canners' list. Some, however, are asking \$2 for peaches, and blueberries are scarce. The feeling gen-erally is very firm. Tomatoes are ex-pected to go higher, but momentarily in-terest is not so keen. Last week Gol-den Wax and Refugees, 2s, were quoted by an error at  $95\frac{1}{2}$  to 90. The list price is 85 to  $87\frac{1}{8}$ . is \$5 to 871.

Group No. 1 comprises— "Canada First," 'Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.
Group No. 2 comprises— "Lymnralley," "Maple Leaf," "Kent" "Lion, "Thistle," and "Grand River" brands.

Group No. 3 comprises— "Globe," "Jubilee," brands.	"White	Rose,"	and	"Deer"
FR	UITS.		Group No. 1	Groups No. 2
Apples, standard, 3's "preserved, 3's "standard, gal			. 1 321	1 05 1 30 2 90
Blueberries— 2's, standard 2's, preserved Gals., standard			. 1 45	0 92 1 42 4 65
Chernes- 2's, red, pitted Gals, red pitted 2's, black, pitted 2's, biack, pitted 2's, white, pitted 2's, " not pitted 2's, " not pitted			1 771 2 271 1 771	2 25 1 75 8 90 7 40 2 25 1 75 2 40 1 90
Currants- 2's, red, H.S. Gals., red, solid pack Gals., red, standard 2's preserved 2's, black, H.S. 2's, preserved Gals., black, standard Gals. " solid pack			2 02 1 92 2 15	7 40 5 15 2 00
Gooseberries— 2's, H. S Gals., standard Gals., solid pack			. 2 40	2 15 2 37 6 50 8 50
Lawtonberries— 2's, H.S. 2's, preserved Gals., standard			. 1 97	1 771 1 95 5 50
Peaches — 14's, yellow (flats) 2's, yellow 3's, yellow 3's, yellow (whole) 2's, white 2's, white. 3's, pie, mote Gal., pie, poeled Gal., pie, not peeled.			1 92 2 65 2 90 2 424 1 774 2 55 2 75 1 324 4 674	1 90 2 621 2 87 2 40 1 75 2 52 2 72 1 30 4 65
	27			

68	2's, Fle 2's, Fle 2's, Fle 2's, Bar 2's, Bar 3's, Bar 3's, Bar 3's, Bar 3's, Bar 3's, Bar 3's, Bar 2's, Bal Cal., pi Cal., pi eapple- 2's, alic	mish mish rtlett rtlett. not p e, pee	Beau Beau Beau peele eled	uty uty ity id							. 1221999149	67 02 17 82 22 37 32 32 02 34	129122143	65 00 15 80 2 · 35 30 00 40
	2's, gra 2½'s, w Florida Singap	ted hole. 2's, s ore, 1	sliced	l or g	rate	d .						2 82	222219	60 50
Ph	2's, ligh 3's, ligh 2's, hea 21's, hea 3's, hea 0's, hea	ht syr ht syr ht syn avy sy avy sy avy sy	up rup yrup yrup rup				····				. 1	1 20 1 75 1 35 1 67 1 97 3 37		70 32 65 95
	2's, ligh 3's, ligh 2's, hei 2's, hei 3's, hei Gal., s	ht syr ht syr avy sy avy sy avy sy tanda	up vrup. vrup. vrup. vrup.									1 2: 1 7: 1 4: 1 7: 1 9: 3 5:		221 725 371 70 95 355
FI	2's, lig 2's, he 2½'s, he 3's. he	avy s avy s avy s avy s	yrup. yrup. yrup									1 3 1 4 1 7 2 0 3 8		1 27 1 42 1 70 1 97 3 85
R	ums, eg 2's, he 2's, h 3's, he 3's, he 2's, L. 2's, H. 2's, H. 2's, pr Gals.,	avy s eavy s avy s es, R S. (S S	yrup syrup ed— haffe	erber	ries						···	2023	0	$   \begin{array}{r}     1 70 \\     1 97 \\     2 30 \\     1 52 \\     1 75 \\     1 75   \end{array} $
R	aspberri 2's, bl 2's, pr Gals.,													1 95 5 65 8 65 1 75 1 90 5 40
St	2's, he 2's Gals. Gals.	mies-												8 40 2 50 2 15 6 40 9 15
	sparagu 2½'s, t 2's, Ca eets—	ips, C anadi		ornia										3 90 2 77½
			A11 (70)	= end	blo	od .	hos							1 0.91/
	3's, w	1016,		"					••	•••	•••	•••	••	$ \begin{array}{c} 1 & 02\frac{1}{2} \\ 0 & 92\frac{1}{2} \\ 1 & 25 \\ 1 & 15 \end{array} $
	3's, w	hole,		"					••	•••	•••	•••	••	0 92 <sup>1</sup> / <sub>2</sub> 1 25 1 15 0 85 1 32 <sup>1</sup> / <sub>2</sub> 3 90 0 85  0 95 1 02 <sup>1</sup> / <sub>2</sub>
в	3's, w eans- Fanc: 2's, go 3's Gals. 2's, ce Red I Lima corn- 2's Gal.,	hole,	wax or wax y, 2's	vale	ntin	e (g	ree	n).		····			 871 35 921/2 871 971 971 971 971	0 92 <sup>1</sup> / <sub>2</sub> 1 25 1 15 0 85 1 32 <sup>±</sup> 3 90 0 85
B	3's, w eans- Fanc: 2's, gd 3's Gals. 2's, cc Gals. 2's, cc Red 1 Lima forn- 2's . Gal., 2's . Gals. 3's .	hole, y bran olden " fugee ystal kidne , 2's	wax or wax y, 2's	vale	ntin	e (g	ree	n).	••••	····	····	0 1 3 0 1 1 1 0 9	 871 35 921/2 871  971  30 5	0 92 <sup>1</sup> / <sub>2</sub> 1 25 1 15 0 85 1 32 <sup>1</sup> / <sub>2</sub> 3 90 0 85 1 02 <sup>1</sup> / <sub>2</sub> 1 27 <sup>1</sup> / <sub>1</sub> 0 92 <sup>1</sup> / <sub>2</sub>
B	3's, w eans— Fanc; 2's, g 3's Gals. 2's, rc Gals. 2's, cc Red 1 Lima forn— 2's Gal., 3's 2's 3's	hole, y bran olden "fugee rystal kidne , 2's	wax or wax y, 2's	vale	ntin	e (g	ree:	····	···	····	····	.0 1 3 0 1 1 0 9 9 9	 871 35 921/2 871 971 05 30 5 971/2 971/2 921/2 921/2	0 92 <sup>1</sup> / <sub>2</sub> 1 25 1 15 0 85 1 32 <sup>1</sup> / <sub>2</sub> 3 90 0 85 1 32 <sup>1</sup> / <sub>2</sub> 3 90 0 85 1 32 <sup>1</sup> / <sub>4</sub> 0 95 1 02 <sup>1</sup> / <sub>4</sub> 0 92 <sup>1</sup> / <sub>2</sub> 0 92 <sup>1</sup> / <sub>2</sub> 0 95 1 05 0 90
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#### THE MARKETS-ONTARIO

FISH. Lobster, talls. 1-lb. flats. Mackerel. Scotch. 100 1 95 1 20 1 65 1 40 1 00 0 14 0 25 ..... Humpbacks, "Sardines, French 1's... 0 10 0 27 0 38 0 03 4 00 1 20 1 00 1 60 1 50 MEATS, ETC. 
 Beef, corned 1s, per doz
 1 40

 "2s, "
 50

 "6s, "
 750

 "14s."
 17 50
 Per dozen tins. Chicken, I.s. boneless..... Turkey, I.s. "..... Duck, I.s. ".... Soup, 2's. giblet..... " 2's. tomato.... " 3's. "..... 3 90 3 20 3 20 3 10 3 10 3 10 3 20 1 95 2 05 1 45 Pig's feet, 1's, boneless ..... ..... 1 <u>40</u> 2 50

SUGAR-Nothing unusual has happen-ed to change the situation within the week, but there is a firmer tone to things. Offerings early in the week were on a basis of 3.51½c., dute paid, New York, for centrifugals 96 degrees. Buyers were not prepared to give more than 3.48½c. The fact, however, that the parit- between raw and refined is \$1.parit- between raw and refined is \$1.-12, and a year ago was  $72\frac{1}{2}c$ . makes some dealers think there is room for a further decline. A year ago, too, re-fined sugar was 4.10c. here and now it is 4.30c. The world's visible supply, however, shows a decrease of 190,000 tons, from 3,910,508 tons to 3,720,413 tons tons.

At the close of last week Willett & Gray, New York, said : "Cuban sugars are on a very low level as compared with the parity of beet sugars (say 360 per lb- below). but there is no indication of any improvement with such heavy offerings as naturally come with the crop being made so rapidly and this pressure to sell must continue for some time. Under the low parity with Europe, some sales were admissible to the U.K. for shipment direct of Cuba molasses sugar, basis 88, netting the shippers a full 1-8c. per lb. more than New York value. Generally it is thought that pressure to sell may be removed within another month and prices recover somewhat. European markets have not been influenced by Cuba, the beet quotations at the close being 8s. 9<sup>3</sup>/<sub>4</sub>d., the same as at the be-ginning, but standing for several days at 8s. 11<sup>1</sup>/<sub>4</sub>d. on a strong trade demand, as cabled to us from London. After-wards Mr. F. O. Licht increased beet crop slightly and a small downward fluctuation followed."

t aris lunips, 11 50-10. 00400	4 95 4 85
St. Lawrence granulated, barrels	4 30
Redpath's granulated	
Berlin granulated	4 20
Phoenix Bright coffee	
Bright yellow	4 15
No. 3 yellow. No. 2	4 15
No. 1 "Granulated and yellow, 100-lb. bags 5c. less than bbls	3 90
MOLASSES AND SYRUPS - F are unchanged.	rices
New Orleans, medium	0 35

Maple syrup	0-			. *	
Imperial qt	8				0 87
1-gal. cans.					0 95
5-gal. cans,	per gal			 	1 00
Barrels, per	gal			 	0 75
5-gal. Imp.	brand, per car	a	•••••	 	5 10
1-gal.	per case			 	5 60
d-gal. "			••••••	 	6 00
Que.			•••••	 	0.00

TEA-Musson & Son received a cable from Colombo Wednesday stating in re-gard to medium goods that there was no easier tendency in the market. Lonno easier tendency in the market. Lon-don advices indicate an easier tone for the higher grades. Consumption of tea in England during 1906 was a record. The average per head of population has risen to 6.18 lbs., as against 5.99 in 1905, and 5.99 in 1904. Re-exports of Indian and Ceylon tea were also a re-cord, while the stock of all tea in the Indian and Ceylon tea were also a re-cord, while the stock of all tea in the country has been reduced to 129,549,000 lbs., against 134,263,000 lbs. Thomp-son's tea circular, London, says: "The latest mail advices from India make it the storage and the storage will prove apparent that the total crop will prove to be heavier than was at one time expected, and considerably in excess of any pected, and considerably in excess of any hitherto secured. As matters stand, this is distinctly a cause for satisfac-tion to producers, for the increase has been mainly due to improved methods of cultivation, and not to a lower standard of quality, while the abundant supplies of good useful tea have forced consumption in countries such as Rusconsumption in countries, such as Rus-

LAST MINUTE PROVISION MARKETS.
Montreal, Thursday, Jan. 24, 1907.
BUTTER-Firm tone'in market. Prices hav not changed.
CHEESE - Continued inquiry from Englan resulting in good sales. Prices very firm
EGGS — Situation practically unchange Prices quoted hold.
PROVISIONS-No change. Abattoir dress hogs quoted \$10.00 to \$10.25 per 100 lb

exports to Russia increased last tea year eight million pounds and the total consumption increased 15 million pounds. COFFEE—Conditions are unchanged. DRIED FRUITS—Prices continue firm

in all lines for goods of quality. There is some shading of currants to  $7\frac{1}{2}c$ . and Valencias are obtainable under 9c.

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Prunes Santa Clara-
Per Ib.         Per Ib.         Per Ib.           90-1008,50-lb boxes 0 051 0 052 6         60-708, 50-lb boxes 0 07 0 071         80-908         005 0 062 50-608         00         003           70-80s         0 05 0 052 0 052 0 053 0 053 0 054 0 07 0 090 093         30-408         0 0 0 0 091 0 093         0 0 0 0 093
Note-25 lb. boxes ic. higher than 50 lb.
Candied and Drained Peels- Lemon
Figs-         0 (8 0 15           Elemes, per lb         0 031 0 04           Bag Figs         0 032 0 04
Currants         Fine Filiatras
Baisins- Bultana Fancy
Valencias, selected         0 09 0 09           Seeded, 1-lb packets, fancy         0 11 0 11           "16 oz. packets, choice         0 103 0 11           "12 oz.         0 09 0 09

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NUTS	Shelled	almor	nds	are	highe	er in
Europe and firm.	d prices	here	of	all	lines	are

Imonds, Tarragona,						
" Formigetta					0 13	0 15
anelled valer	icias				0 31	0 35
Valnuts, Grenoble,					0 12	0 13
Valnuts, Grenoble, "Bordeaux, "shelled.	"				0 10	0 11
" shelled .					0 27	0 28
liberts, per lb						0 11
ecans, per lb						0 17
Brazils, per lb						0 20
(The following quot		on I	peanut	s are fo	r sacl	lots,
reen. For roasted a	dd 2c.)					
elected Spanish						0 081
1's, banners and su	ns					0 08
apanese Jumbo's						0 08
irginia "						0 11

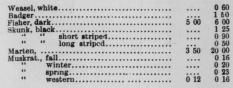
SPICES-The situation in regard to spices is not changed and prices are steady

steady.
'eupers, bit         iter ib.           '' white         0 16 0 20           '' white         0 25 0 30           Jaga         0 25 0 30           Jurger         0 18 0 35           Justa         0 25 0 30           Vatneg         0 45 0 75           Jloves, whole.         0 20 0 30           Jream of tartar.         0 25 0 35           Allspice         0 22 0 28           '' whole.         0 17 0 20           Mace         0 15 0 20           Jinnamon, whole.         0 17 0 20           ground         0 20 0 22
Cinnamon, whole
iter         iter <th< td=""></th<>
BEANS—Quotations are unchanged.           Lean., h.nd picke, p r bush         163           "prime, No.1"         140           "Limm, perlb
SEEDS—Some business is expected after the first of the month, but as yet there is little doing and prices are un- changed.
Alsike Clover— Faccy lots, per bush
Red Clover—           Fancy         8 0) 8 25           No. 1         7 00 7 25           No. 2         6 35 6 75
Samples containing a large percentage of buck-horn, catch fly, etc., are at a big discount.
Timothy—
Machine threshed, $165 \ 187$ Flail threshed, bright unhul'el
to 24c. a lb. HIDES, WOOL AND FURS— Supplies are larger and demand is light. Prices are a little lower.
HIDES, WOOL, FURS—The market is steady with a slight decline in coun- try hides to allow for lack of quality.
Hides, inspected, oows and steers, No. 1
FURS.         No. 1, Prime           Raccoon

N. Business that is ex nothing of staples lin fruit are Th easv. that can 1 er shipmer lower than tar is ratl spices, per ginger con Nutmegs a tention, fr er earlier larly Cana held. Red moths firm high nor others. OIL-In plues un cept as r little atte held. Bo ther highe The seaso SALTerpool co. the Wint at slight Liverpool too near CANNE ticularly Fair sto prices ve have show changed Ovsters, extreme. tic fish GREE Best app are chea Jamaica quite fu ther firn here. M DRIF1 prunes package The pribulk goo E ures. Few eva prices a age goo quiet. firmly h Onions SUGA last re active of MOLA been la does, s held. fered FISH Fresh Some offered.

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#### N. B. MARKETS.

#### St. John, N.B., Jan. 19.

Business continues rather quiet, but that is expected. In markets there is nothing of particular importance. In staples lines, pork products and dried fruit are high. Flour and sugar tend casy. There are few lines, however, that can be called cheap. Rice for later shipment is now offered at rather lower than present figures. Cream of tartar is rather higher and firmly held. In spices, pepper and ginger firm, Jamaica ginger continues high. Cloves are high. Nutmegs are still cheap. Seeds have attention, from the wholesale grocer, rather earlier than usual. Timothy, particularly Canadian, quite light and firmly held. Red clovers are very high. Mammoths firmly held. Alsikes are not so high nor are they as firmly held as the others.

OIL—In burning oil sales still active. dues unchanged. Lubricating oils, except as regards future business, have little attention. Paint oils, very firmly held. Both linseeds and turpentine rather higher. Cod oil has little attention. The season has been quiet.

SALT—A few small shipments of Liverpool coarse salt are being received via the Winter port steamers. Prices firm at slightly higher figures. Verv little Liverpool fine salt received, prices are too near Canadian. Sales quiet.

CANNED GOODS—Vegetables, particularly corn and tomatoes, firmly held. Fair stocks. In fruits, stock light and prices very firmly held. Gallon apples have shown a sharp advance. Meats, unchanged; little sale at this season. Oysters, scarce and high. Lobsters are extreme. Salmon, unchanged. In domestic fish market is quiet.

GREEN FRUIT—A fair business. Best apples bring full figures. Oranges are cheaper, particularly Valencias. Fine Jamaicas offered. In California navels, quite full prices. In lemons, price rather firmer; some direct shipments now here. Malaga grapes still offered.

DRIFD FRUIT—Two cars carton prunes were received last week. These package goods are proving very popular. The price is but slightly higher than bulk goods. Raisins firm at the high figures. Bulk raisins of all kinds scarce. Few evaporated peaches or apricots held, prices are high. Dates a fair sale; package goods freely offered. Figs and peels quiet. Evaporated apples high and firmly held. Very few dried apples seen. Onions continue low.

SUGAR—No change since the decline last reported. There is just a fairly active demand.

MOLASSES—Sales for the year have been largely confined to fancy Barbadoes, stock of which is light and firmly held. Choice Barbadoes quite freely offered. Stock of Porto Rico not large.

FISH—Frozen herring scarce and high. Fresh cod and haddock rather lower. Some western salmon and halibut still offered. In dry fish, situation here is

#### THE MARKETS

rather dull. Smoked herring low. In pickled herring, while outside markets are reported rather firmer, business here very quiet. Finnan haddies rather easier.

FLOUR, MEAL AND SEEDS—Flour unchanged since the decline last reported. Feed continues high. While oatmeal is firmer, price here unchanged. Cornmeal rather easier. Beans are firmer, particularly yellow eyes. In seeds, red clovers and timothy rather higher. Alsike quite freely offered.

#### NOVA SCOTIA MARKETS

Halifax, Jan. 22, 1907.

The principal changes in the grocery markets since last report are an advance in the price of potatoes, and a drop of ten cents in sugar. The demand for potatoes is very heavy, due principally to the small stocks laid in by the householders, and the jobbers who find their holdings being depleted are putting up the price. The stocks of beans held here are very light and the price is firm. Dealers here still have difficulty in securing sufficient quantities to supply their customers. There is a fairly good demand for canned goods. Jobbers say that tomatoes are scarce and higher prices are looked for. Lemons and oranges are both very low. The consumption of the latter is heavy, due chiefly to the price, which is within reach of all. Jamaicas, repacked, are quoted at five dollars per barrel.

APPLES—There is now a good foreign demand for apples, and those who hold good stock can find ready purchasers at high figures. The Annapolis valley growers were somewhat disappointed at the small returns for early fruit shipped to the British market. The fruit was marketed in poor condition and ripened so quickly that it had to be disposed of at low prices. There are still good stocks held in some sections of the valley, and the owners expect to realize well on them. The steamer Almeriana, which sailed from here last week, took 17,000 barrels. The shipments of apples this season up to the present time total about 170,000 barrels.

FISH—The announcement of Government for fish shipments to the Quebec and Ontario markets is well received here. There are always available here good supplies of fresh fish, and it is expected that by the new arrangements a portion of the weekly heavy shipments of live lobsters to the American markets will now find their way to the big Canadian centres. It will also have a probable tendency toward competition between the Canadian and American markets.

BUTTER AND EGGS—The market shows verv little change. The demand for butter is a little easier. But the price is unchanged. The receipts of local made butter are verv small, and as the weather conditions are verv unfavorable, it is not expected that there will be any improvement for some time. Creamery prints are quoted at 25 cents, and solids ar 27 cents. Dairy rolls are quoted at 24 to 25 cents, and tubs at 22 to 23 cents. There is not much doing in eggs, fresh laid stock being scarce. Case eggs are quoted at 26 to 28 cents. The cheese market is firmer and the demand good.

#### CANADIAN BACON'S OPPORTUNITY

#### Shortage of Hogs in Great Britain-Report of Canadian Agent.

Writing of the hog situation in Great Britain, P. B. Ball, C.C.A. at Birmingham, says :—

According to the returns of the Board of Agriculture there is a striking decline in the production of pigs in Great Britain. I have it from an authoritative source that at the annual meeting of a large firm in Birmingham this week handling pork, a loss of  $\pounds540$  was announced on the year's working, due entirely to the high price of hogs which had been dearer than at any period during the last sixteen years. They had killed 870 pigs less than last year, and yet they had cost  $\pounds7,500$  more. It was pointed out that there were

It was pointed out that there were 100.000 pigs less in England, Scotland and Wales than there were twelve months ago, and although Ireland showed an increase of 80.000, there was a shortage of 20,000 in the country.

It was also stated that the company in 1903-4 killed 18,434 pigs, which cost  $\pounds$ 77,500; in 1904-5, 16,330 pigs costing  $\pounds$ 74,719, and last year 15,462 pigs costing  $\pounds$ 81,863.

As Canadian bacon is now so favorably received in this country, there should be an excellent opportunity for increased pig raising and bacon curing in Canada. An even greater shortage is anticipated in the future, and Canadians should make a point of concentrating their energies on the markets of Great Britain.

#### MONEY IN SPECIALTIES.

"It is a far cry from the grocer fifteen years ago to the one of to-day. The former depended largely on staples for his trade and looked askance at the introduction of each new line. His business consisted principally of selling people what they had to have. The upto-date grocer, on the other hand, treats staples largely as a secondary consideration. The profit on them has been continually decreasing. He realizes, of course, that he must carry them—even feature them: but he also realizes that his lines of specialties are expected to, and do, pay a profit for themselves and one for the sugar and other things that he has to give away."

he has to give away." This is from an advertising circular and it's good enough to hand around. A little while ago a grocer who had done business for years on a leading street in Toronto opened a branch in a residential section. He was surprised at the number. of articles he found frequent call for that he never thought of selling at the old store. They were goods on which there was a large profit, too. The specialties in the foodstuff field to-day are almost countless. The grocer who makes judicious selection of them and pushes trade in those he selects is the man who is going to make money.

James McCormack has returned to Montreal from a few days in local provincial points.

#### PURE FOOD PROBLEMS UNDER NEW U.S. LAW

(From an address by Dr. H. W. Wiley, Chief of the Bureau of Chemistry.)

The United States' new national Pure Food Law came into effect on Jan. 1. Most of the states have their own food regulations and naturally there is now a good deal of confusion. The national law is based upon the national control of interstate commerce and does not affect food that is consumed within the state in which it is manufactured. The food manufacturers, however, whose trade is confined wholly to the state in which they are situated are an insignificant factor in the food stuff trade of the country.

Dr. H. W. Wiley, chief of the Bureau of Chemistry, Washington, and the leading food expert in the Republic, last week addressed a meeting of the American Chemical Society on the Pure Food Law. He is the chief executive officer for enforcing the new law. He said in part:

"Qustions of very great importance in connection with this work are to be decided by the Secretary of Agriculture in order that the inspection service may become effective. Upon him rests the burden of deciding first of all as to the wholesomeness or unwholesomeness of added substances, his decisions, of course, being always sub-ject to repeal by the courts. It is evident, however, that no action could be taken in any case unless the secretary should come to some decision in that particular case. The decisions which the secretary reaches in these matters will be made public and published as food inspection decisions. Already nine of these decisions have been is sued and others will follow from time to time. These decisions state simply the attitude of the secretary in these matters and indicate to the manufacturers and dealers what he regards as infractions of the law, both as to adulteration and misbranding. When these decisions are officially published, if they are neglected by the manufacturer and jobber it is a clear indication that it is not their intention to construe the law as it is construed by the secretary.

"This, then, will bring before the courts a clear case which will be the subject of prosecution and decision. The secretary has made it clear in his utterances that the law is to be executed in a spirit of fairness and toleration. All manufacturers and dealers who are earnestly trying to obey the law will be encouraged in every possible way so that their efforts may be successful.

#### Methods of Manufacture Must Be Changed.

"It will be necessary, without doubt, that many long established methods of manufacture and preparation be changed, but it is hoped that these changes may be made in such a way as not to interfere in any unnecessary, degree with trade.

"Perhaps the most important question which will be decided by the secretary is that of preservatives and colors. In the case of preservatives under the meat law, which is practically the same as the food law, the secretary has already made his decision, and you are familiar therewith. It is to the effect that no preservatives shall be used in meat except the ordinar,y condimental preservatives, such as salt, sugar, vinegar, wood smoke, condiments, and, pending further investigations, saltpeter. It is a question, however, whether saltpeter is really a preservative. The weight of the testimony which has been secured is to the effect that it is used as a coloring agent, or as a preserver of color, and not as a preservative. It does not seem logical to suppose that the decision under the food law can be radically different from that under the meat law, and therefore it is only reasonable to suppose that the ultimate purpose of the law, as construed by the Secretary of Agriculture, is to exclude from food products the preservatives which are excluded from meat products.

"Among the most important of these is sulphurous acid in the form of fumes of burning sulphur applied during the process of preparation of certain food products. Among these the most important are molasses, evaporated fruits and wines. In the cases of molasses it is a very general custom to sulphur the juices from the canes, and a portion of this sulphur enters the molasses. In the case of evaporated fruits it is quite a general custom to submit the freshly prepared fruits to the fumes of burning sulphur before evaporation. In the case of wines, it is almost the universal custom to burn sulphur in the barrels or casks in which the wine is stored. These processes introduce into the food products greater or less cuantities of sulphurous acid. free or combined.

"The investigations of the Department of Agriculture-and these are supported by the investigations of many other experts-show the injurious effects of sulphurous acid upon health. Hence, under the law sulphurous acid may finally be excluded from foods. It is only fair. however, to the trade and to the methods of manufacture, that due time be given to eliminate these injurious bodies. and especially that some toleration of them should be permitted as in the case of wines where the manufacture has been begun three, four or five years before the law was passed. Elimination of Harmful Preservatives.

"Under the appropriation act the Secretary of Agriculture has authority to prescribe rules and regulations for the use of preservatives, and under this authority he may permit the use of some of these objectionable substances for a time which is deemed necessary to secure their complete elimination. In doing this, however, it is very probable

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that he will require that the name and the quantity of the preservative employed shall be plainly stated upon each of the labels. This is a concession which the manufacturer ought cheerfully to grant, when he considers that the secretary is dealing so leniently with him in permitting the continued use of a substance which apparently is deleterious to health pending the investigations of methods to eliminate it completely.

"It is not to be inferred from the above outline that the action cited has been actually taken by the secretary. I am only giving my own view of what will probably be recommended to the secretary and which,, it is hoped, may receive his favorable consideration."

#### WHEN CANNERS GET TOGETHER.

#### Big Convention in Buffalo Feb. 11 to 16 ---What Will be on Top.

From Feb. 11 to 16, Buffalo will be the hub of the canning and packing industry of America. It will be the rim, 'spokes, tire, washer, everything for within those dates will be held the annual convention of the National Canners' Association. The headquarters will be the Iroquois Hotel, and the machinery exhibition will be held in the State Armoury building. With the Pure Food Law just got going this will be a very important meeting for the canned goods trade and the machinery men will be more than ever in evidence. Here's what's going to be doing:

Business—Pure Food Law instructions. Uniform guaranty. Discount 2 per cent. instead of 1½ per cent. Uniform sizes of cans in all sections. Committee to investigate all charges against canned goods. Mutual insurance.

Machinery exhibit—Every mechanical device used. A number of new machines. Supplies of all kinds. A complete cannery in operation. All machinery working.

Entertainments — Lavish entertainments every evening by the various associations, and by different companies and firms.

#### BURMA RICE CROP PROSPECTS.

Wm. H. Michael, U. S. Consul General at Calcutta, writing in Consular Reports, quotes from the latest summary of the rice crop prospects issued by the director of land records for Burma that the state of the standing crops and the prospects of the harvest are generally favorable. The Burma rice fields embrace nearly 10 per cent. of the total area under rice in British India, and amount to 6,966,215 acres, which is an increase of 252,833 acres over last year. The total number of acres destroyed by floods during September and October was 181,556, and the number left fallow was 543,096 acres. On the whole, the prospects are good for an average yield in Burma.

# CONDEN

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Cash remittar advertisements. Advertisements acknowledged.

Where replies cents must be ad

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BRIGHT, int village in watch for good Company, 10 F

#### REPRE

A GENCY – Eastern, quired by lar England, with quirements o stating territo Box 101, THE E.C., Londor

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GOOD Can man with and district. Publishing Co

WANTED a coast ci Victoria

FOR SALEover sixty capable of premises.

FOR SALE lumberin present CANADIAN

CASH CAR sale at a t or comp Toronto.



#### CONDENSED OR "WANT" **ADVERTISEMENTS**

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

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 BATES.

100	words each	insertion,	1 year 6 months	\$30	00
	"	**	3 months	10	60
50	**		1 year		
		"	6 months	10	00
25	"	"	1 year	10	

#### SITUATION VACANT.

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

**REPRESENTATIVES WANTED** 

A GENCY — Well connected representatives in Eastern, Western and Central Canada are re-quired by large firm of malt vinegar brewers, in England, with special facilities for meeting the re-quirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box IOI, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

#### **AGENCIES WANTED**

GOOD Canadian agencies required by energetic man with best personal connection in Bristol and district. Reply "Bristol," care of MacLean Publishing Co., 88 Fleet St., London, E.C., Eng.

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

#### FOR SALE.

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

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

CASH CARRIER SYSTEM in first-class order for sale at a bargain; nine stations; will sell separately or complete. Box 130, CANADIAN GROCER, Toronto.

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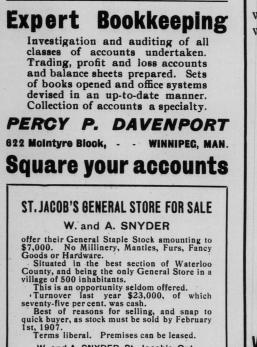
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#### WHEN TORONTO GROCERS ARE AT HOME.

The Toronto Retail Grocers' Associa-The Toronto Retail Grocers' Associa-tion will hold their annual at home, the 28th in direct line of succession, on the evening of Wednesday, Feb. 6, in the beautiful assembly hall of the Temple building. They always have a large attendance and there'll be no variation from that rule this year. R variation from that rule this year. R. B. Snow is president, and everyone who knows that gentle jollier know that all arrangements will glide as smoothly as the dance. The tickets are : double \$2, lady's 75c., but that doesn't matter. Business has been good and anyway the grocers and their friends couldn't the grocers and their friends couldn't be kept away. There's room for them all; they have a deed of the Temple for that night.

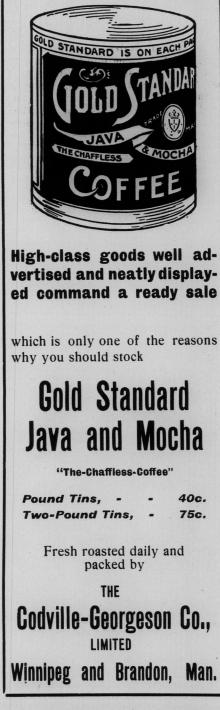
R. J. Macdonald, sales manager for the Quaker Oats Company, Peterboro, was in Montreal last week.

B. Robertson, of Geo. Robertson & Son, Kingston, was in Montreal recently.



W. and A. SNYDER, St. Jacob's, Ont.

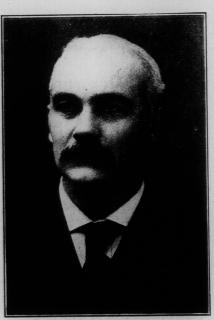
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#### BUSINESS MEN IN MUNICIPAL LIFE No. 9

Joseph T. Joyce, mayor last year of the progressive and up-to-date town of Owen Sound, was born in Churchville, Toronto township, 42 years ago, and started his business life by entering as a lad the general store of Gooderham & Worts, at Meadowville. While in their comploy he became thoroughly conversant employ he became thoroughly conversant with the general business in its multitudinous details. From there he went to Brampton, and later to Toronto. His tact and ability becoming business known to the trade, it attracted the at who secured the young man, and Mr. Joyce remained in that village for about four years, managing Mr. Good's gen-eral store, grain and produce business. He came to Owen Sound in 1896 as a



JOSEPH T. JOYCE Former Mayor of Owen Sound.

member of the C.P.R. staff, and while in their employ conceived and launched the firm of Joyce, Arms & Price. Withdrawing from that firm shortly afterwards he started business for himself and carried it on with marked success. While conducting this business he was induced by his many friends to enter the lists for municipal honors and was re-turned at the head of the poll. His first year's record as councillor has to its credit the settlement in a very satisfactory manner of some touchy points in connection with the work of the river harbor and railways committee, which he was chairman. The second year he was made chairman of the police department, and of the committee for reorganizing the police force. The third year he was made chairman of the finance committee, and the efficient man-ner in which he discharged his duties brought him prominently before the elec-tors to fill the important office of mayor, to which he was elected by

large majority last year. His munic'pal career has been somewhat unique in this respect, as it is an honor that has seldom fallen to the lot of any man in so short a period of public service.

A few months ago Mr. Joyce retired from business and contemplates re-entering it again in the west. A good test of a business man is his standing with the travelers. If the travelers like him and at the same time admire and respect him—well, he'll wear, that's all. No man in the north country stood better with the travelers than did Mr. Joyce. And it wasn't on account of any capacity for riotous living. That's gone out of fashion among traveling men; and anyway Mr. Joyce is a thorough paced temperance man, and was elected mayor to enforce the local option law. But the merchant who can use the salesman right has gone a long wav towards success in business. A little thing came re-cently under the notice of The Grocer that illustrates Mr. Joyce's relations with his friends of the road. J. W. Charles, of the H. P. Eckardt & Co., received lately from Mr. Joyce a very handsome locket and this note:

'Upon retiring from business and the more strenuous life for a time at least, I feel that I cannot do so without expressing in some slight degree my appreciation of your abilities and many fine qualities as a man, as a business man, and as a personal friend. Our as-sociations have been of the most pleasant and I trust of the profitable and en-

during nature. "I respectfully ask you to accept this charm as a slight token of the steem in which I regard you and trust that it may remind you of a friendship which is much prized by myself." This just shows the spirit of the man and it's the kind that's always on the

square.

#### SHORT WEIGHT CHEESE AND THE ENGLISH TRADE.

Willer & Riley, large cheese import-ers of Manchester, have written to Dominion Dairy Commissioner J. A. Ruddick regarding the shortage of weight in cheese from Canada. They say: "This year we have had to complain

many times to our own people in King Street, Montreal, and to several other shippers from whom we have purchased cheese. with respect to the great difference of average loss b?tween the invoice and the average loss when we receive the goods.

"Of course, the usual custom has been. up to lately, to claim for all over the 1 per cent. difference, but, owing to an arrangement with your government and the shippers in Montreal with regard to the official weigher, we can get no re-dress whatever now, as they hide behind the excuse that these goods were averaged by the government, and there-fore they have nothing further to do with them after you have inspected

same. "Now this is all very well from the shippers' point of view. and we give you a few particulars. which show the great

a few particulars, which show the great difficulties that we, along with many others on this side, have had to con-tend with this year. "On September 7, 1906, we purchased, through our own Montreal house, 498 boxes of Canadian cheese. These were shipped per S.S. Manchester Trader to Manchester and arrived here on the Manchester, and arrived here on the 20th, and averaged on the 22nd, and we

found a difference of 492 pound between the average loss allowed and the actual loss.

"Again on September 27, we purchas-ed 267 boxes, which were shipped per

ed 207 boxes, which were snipped per S.S. Manchester Commerce, and which arrived here on October 5, and were averaged on the 6th, showing a total difference of 230 pounds. "Also on October 27, 285 boxes to Liverpool per S.S. Dominion, which ar-rived on the 7th instant, and were av-eraged on the 9th instant, and showed a difference of 228 pounds

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a difference of 228 pounds. "These are only three instances of many that we could point out, which have actually put on the market value of these goods 9d. per cwt. on the invoiced price. It is a very serious matter to us, and one which should have immedi-ate attention. Of course this year the factory men have been influenced by the high prices ruling all through the season, and it has been a great temptation to them to forward their goods out of the factory in a green state, and some of the cheese we have received have been spoilt, owing to being shipped in such tender state; and being placed in the chill rooms on some of the boats, it has completely spoilt their character and

"We believe that owing to the short time the cheese have been allowed to mature on the shelves, and the average being taken so near to the date of the make, has been the cause of this great loss, which, unfortunately, falls on the people on this side. It is important that all the factories should keep their goods at least for ten days before putting them on the market. We know that goods have left the factory boxed and shipped aboard the steamer in four days from the time of being made, which is not conducive to creating a good impression with the consumer of your produce

#### GRAIN MEN ELECT OFFICERS.

At the annual meeting of the grain section of the Toronto Board of Trade on Jan. 17, the following were elected officers and members of committees for 1907:

Chairman, C. W. Band; Vice-Chair-man, A. V. Pearce; Secretary-Trea-surer, F. G. Morley.

Executive—John Carrick, A. Cava-nagh, L. H. Clarke, J. L. Fisher, E. Hannah, F. W. Hay, J. L. Love, W. D. Matthews, D. Plewes, D. M. Spink, C. B. Watts.

Complaint committee-C. W. Band. D. O. Ellis, C. Goode, S. McNairn, Hedley Shaw.

Market report committee-C. W. Band, John Carrick, E. J. Hannah, D. Plewes, W. Stark.

Membership committee-D. O. Ellis. J. L. Fisher, George Goldie, C. Goode. J. N. Hay, E. J. Hannah. Collector-J. L. Fisher.

Elzear Turcotte, one of Quebec's most progressive retailers, spent a few days in Montreal lately, Mr. Tur-cotte has a fine store, and is always on the lookout for new ideas. His chief object in visiting Montreal was to look around the retail stores of that city in search of possible modern appliance in use, by using which he could improve his own store.

# FROM GROCER CORRESPONDENTS

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Lew Glover, of the Pure Gold Co., is around on his regular trip, and a more esteemed and popular traveler never gripped a grip. He firmly believes there are no goods equal to Pure Gold goods. He says "Jellies come and jellies go, but Pure Gold goes on forever," and he gives your hand a squeeze to emphasize gives your hand a squeeze to emphasize the fact.

The loose-leaf ledger system is being introduced in many stores here, and has many good qualities, one of which is that customers coming in on busy days wanting their accounts can get them in a moment, and it does away with daily posting-once a month does the work and any accounts paid within the month

don't need posting at all. The permanent advertising in The Canadian Grocer of the four Canadian concerns is to blame for so many merchants writing for particulars.

Wholesalers and manufacturers who want trade should advertise in The Grocer. A traveler will say "Well, good-by; I will see you again in six weeks." Out of sight, out of mind. Not so with The Canadian Grocer. It calls on thousands of retailers every week, and not without getting good large orders, too. If a wholesaler takes his ad. out, the retailers think he has gone out of business

W. G. Craig, wholesale grocer, and secretary of the Wholesale Grocers' Guild, has again been elected alderman, and that without canvassing. The citizens recognize in him a man of too valuable qualities not to re-elect. Every traveler claims there is need for a large hotel in Kingston. They say

is the biggest opening for a good there hotel here of any place in Canada. Come along, capitalists. There is the pretti-est site on the St. Lawrence for you, backed up by the best park in the Do-minion. Come quick. \$100.000 will do it. Kingston will put up half.

And now the grocers are busy taking stock, and anxious as the little boys on Xmas night to see what there is in it. Some, no doubt, will find they have made mistakes, but this is their chance to find the undiscovered leak. Mr. Nasmith, the well known baker and confectioner of Toronto, is spending

a few days pleasantly with his sister, Mrs. B. W. Robertson, wholesale grocer.

Mr. McLean, traveler for the Geo. Matthews Co., of Peterboro, is making his regular trip and taking large orders, especially for lard Jim asked him if he took The Grocer. "Do I? Well I guess! We would rather go without lunch than miss The Grocer. It is the sun in the commercial sky that brings warmth and light to the grocers who read it. It gives them ideas of how to build, how to dress windows, where to buy everything, and how to run business and avoid the rocks.'

#### LONDON.

At the Middlesex winter assizes, Jan. 17, Mr. F. L. Ross, of the Hamilton road, grocer, was awarded \$350.00 damagainst the Pere Marquette Railages road Company for the loss of a horse. The animal was killed at the Horton Street crossing last summer and Mr. Ross sued for \$600.00.

W. R. Jex, C.A., for the past three years bookkeeper for Edward Adams & years bookkeeper for Edward Adams & Co., wholesale grocers, left last week to take a similar position with Coates, Burns & Wanless. Mr. Albert Tripp succeeds Mr. Jex in the office of Ed-ward Adams & Co. Mr. Spencer Wilson last week pur-

chased the grocery business of Mr. Frank H. Farnworth, 768 Dundas St., and has taken possession. Mr. Wilson was employed at St. was employed at Scandrett Bros. for several years and is well known to many Londoners.

#### ST. CATHARINES.

A lull in trade has developed during the past week, only necessary supplies being purchased. The wholesale grocers however, are kept busy furnishing their retail customers with goods.

The city council held its inaugural meeting on Monday last. Chas. Gibson, grocer, is a new member, this being his first appearance in municipal council affairs.

Mr. John Murphy has been appointed market clerk by the council. Mr. Mur-phy was formerly in the real estate business.

#### A LITTLE ESSAY ON NOT STOCKING UP.

#### (By a wire Grocer of Kingston)

Jim, the wise grocer, truly said: "We retailers carry too much stock, and the loss in waste, shrinkage, swelled heads, and so on, eats up the extra percentage gained in the 5 or 10 per cent. for buy-ing in large lots, and, not only that, but interest charged on overdrafts car-rying a line of discounts, etc." Yes, we as retailers must wake up, and stock up with cash instead of goods. For example, a linguist comes along and in-duces the merchant to take 25, 50 or 100 dollars' stock in a canning factory, for which he is promised an extea dis-count, and, in time, dividends. Well, the grocer thinks he will—it looks shiny and he does. What is the result? the grocer thinks he will—it looks shiny and he does. What is the result? Stocked up with one make, perhaps quality is off, and anyhow the consum-ers want variety in canned goods just the same as in baking powders. Every customer has his pet label. Then the room in mon access along and whis gem jar man comes along and whis-pers "Buy now," or you will be assess-ed a dollar a month if you don't." Then the soap man tells you to look out for an advance, and you load up, and in-stead of advancing they leave the price as before and take a shaving off the bar or press it a little thinner—like some of the manufacturers did for the trading stamp people. Well, let us soap we may be a little wiser in 1907. And again I say cut off poor-paying, balance-leaving creditors as you would trim your orchard in order to get better fruit-and don't carry so much stock.

#### NEW RAILWAY GOOD FOR TORONTO.

E. B. Sutton and Mrs. Sutton, of Bala, were in Toronto this week on a buying expedition. Mr. and Mrs. Sutton came by the Canadian Northern and it was their first trip by the new line. Mr. Sutton was outspoken in praise of the servive and he was sure the new line would bring the north country into closer touch with Toronto.

#### DEATH OF A SHIPPER.

Frank Hughes, for 15 years shipper for Warren Bros. & Co., Toronto, died at his home in that city Wednesday morning. He had been ill two months with kidney disease. He leaves a wife and one child. Mr. Hughes was highly regarded by everyone associated with Warren Bros. & Co.

Any Boy who has cents-2-cents, can turn it into \$-15-\$

Two cents invested in a postage stamp or a letter to us will bring you information about how we start you in business so that you can earn money for yourself.

No money required. We furnish the capital. It you wish to begin at once, write us to-day about our publications. Extra prize—a watch—extra prize.

THE MACLEAN PUB. CO., 10 Front St. E., Toronto



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# Dairy Produce and Provisions

#### CHEESE AND BUTTER BULLETIN.

Since last report there has been no really noticeable change in the cheese situation. Canadian holders are still doing business with buyers on the Eng-lish market at prices which hold firm. There is now every probability of higher forware than at present rule and many figures than at present rule, and many are looking forward to a certainty of 14c. cheese before the new make appears on the market. The present strong on the market. The present strong feeling in the market must be attribu-ted to the continued demand for cheese by the consumers in England. Sales to the public of Canadian cheese have been wonderfully well sustained on the other side according to advices received. The people all season bought the Canadian article at good prices, and although it was generally understood in the Old Country that there would be an ad-Country that there would be an ad-vance in January, buying did not fall off materially, showing the confidence of the retailers in the continuance of the consumptive demand. Stocks are sink-ing, owing to the continued sales which are being made. Few care to give an estimate as to what amount of cheese is held in Canada, Montreal particular-ly, but all admit that the holdings must be very small. It is also the general be very small. It is also the general opinion that if the present demand keeps up stocks will not last more than another three weeks at the most. This would tend to show the smallness of holdings. Canada is a large country and it is quite possible that stocks are larger than generally supposed, but there can be no doubt but that they are smaller than at this period last year by a very large number of boxes.

Early as it is, there is already talk Early as it is, there is already talk around the cheese trade as to prob-abilities for the spring. Stocks are not disposed of, and the first of the new make of cheese is certainly a long way off, but most dealers are forming their speculative opinion as to the future. Some will air their views, but others prefer to wait a while in order to see whether their anticipations are likely to be realized before saying anything.

Speaking from present indications, prices at the opening will be high. Without doubt the stocks here will be cleaned up entirely by the spring, and the English market being in a recep-tive condition, good figures could easily be obtained for the first cheese offered. Conditions may change however The be obtained for the first cheese offered. Conditions may change, however. The amount of Canadian cheese going into consumption may fall off between now and spring, leaving larger stocks of the Canadian article than shippers here anticipate, and as a result sellers may have to dispose of their holdings at the best price obtainable. But there is no reason why present conditions should not prevail, and the trade are in hopes of high opening figures, and the consequent profitable business which will follow. will follow.

Butter little firmer is this week. Prices are quoted around the same level as last week, perhaps a shade higher in some instan-ces. Sales are fairly satisfactory. Last week only 150 boxes of cheese were received, while the receipts of but

were received, while the receipts of but-

ter were 1,17.4 packages. From May 1, 1906, to the end of the week, receipts of cheese amounted to 2,348,727 boxes, and of butter 603.067 packages. It will be seen that the receipts are gradually falling off, week by week.

#### PROVISION SITUATION.

The Ontario farmer rushed 35,000 hogs or more to market last week, apparent-ly actuated by the idea that the price was at or near the top. He was prob-ably right. This week the packers are paying from 15c. to 35c. lower. When prices were made for this week the figgure was \$6.50 f.o.b. country points, as compared with \$6.65 last week; but Fris cables showed the English marday's caples showed the English mar-ket to be in bad shape, from 4s. to 6s. lower, and the price was moved down to 6.25 to 6.30. Some purchases had, however, been made for delivery this week at the higher figure. Quotations therefore are 6.25 to 6.50. Backere differ in their nigura on to the

Packers differ in their views as to the course of the market in the near future. One says emphatically it will be lower next week; another guesses it will be steady or higher.

Deliveries last week were large, some packers say they even refused ship-ments. A good many of the hogs ar-riving have been overheld. A prominent packer, commenting on this feature this

week, said :--"This means a poorer quality of hacon, which, when it reaches the English market, will depress prices and hurt the reputation of the Canadian product.

That must adversely affect the market and mean later on a lower price for the farmer."

The backward movement of the English market is due to large shipments from Denmark and Ireland. Because of bad weather and the Christmas holidays deliveries have been retarded from both countries and the accumulations are coming forward. The packers here don't like the outlook over there.

The domestic situation in hog products is unchanged, demand having not vet awakened.

Reviewing last week's produce mar-ket in the States, the New York Journal of Commerce says,:--"There has been less activity in the

option market for hog products the past week, and prices have been irregular, week, and prices have been irregular, within a narrow range, apparently sup-ported by packers on weak spots, while they, or some one else, has sold quite freely on strong ones, looking much as if they expected lower prices later on with a better hog supply, which has run during the week ahead of last year for several days at the leading points. There has been no anxiety however to sell. has been no anxiety, however, to sell, but rather cautious scalping of the market by the few traders, outside of packers, who indulged in this pastime; an any short interest, however small, is seized upon by the packers and forced to cover. The general feeling is that the advance has culminated, as prices are so high as to be considered the cause of a moderate falling off in consumption, notwithstanding continued activity in industrial cen-tres, as the leading jobbers of the city admit trade has been very slow for the last month and is somewhat behind a year ago."

#### PROVISION AND DAIRY MARKETS.

#### MONTREAL MARKETS.

PROVISIONS - Considerable Easter buying is being done by the trade, but outside of this there is little activity in this market. There is the usual consumptive demand for lard.

Lard, p	ure tiero						01	21
				56-1	b. tubs (	) 12	01	21
	**			bails, woo			0 1	
			.20-10.	Jans, wor	u u	1 141		
		Cases	,10-10. t	ins, 60 lb	s. incase		01	
	**	••	5-1b.				0 1	21
	**	**	3-1b.	Children P			01	24
Lard. c	ompoun	d tierces	, per lb		0	(81	0 0	19 <del>1</del>
		tuba				09	00	93
		20.1h	naila w	bow	1	85	20	0
				n				
- 16				an Cilha	in anna (			
**	"		5-lb.	us, 0)10s.	in cube (	09	0 i	0
41	**	"	3 lb.	44	Ö	091		
Canadia Americ Breakfa Hams	an short an short an fat b ast bacon	cut mes t cut clea ack n, per l	s pork . ar	weight-	23	3 00 0 151 0 13 2 50	0	10

BUTTER-Butter is firm at prices quoted. Trade is fair to good.

Choicest creamery, salt, 56 lb. boxes		0 25
" " pound prints		0 251/
Medium creamery	0 23	0 24
Western dairy	0 20	0 22
Large roll	J 21	0 22

CHEESE-Continued demand from England has had the effect of keeping up prices. This week holders are asking more for their cheese. The market date. Dates are good value, and are sell-ing as freely as can be expected. Stories of the large stocks in London are not grounded on fact. Nuts 'are very locally is very firm, and buyers must pay the price or do without the goods.

Ontarios, September make ...... 0 133 0 14 late make ...... 0 131 0 132

EGGS-Stocks of storage and pickled eggs are gradually being cleaned up, and as a consequence prices are firm. Quotations this week are higher.

Storage, selects, doz	0 26	0 27
Storage, No. 1, doz Pickled, doz	0 22	0 13
New laid, doz		

HONEY-In honey the situation is unchanged since last report.

 White clover comb honey
 0 15
 0 16

 White clover, extracted tins
 0 11
 0 12

 Buckwhest
 0 09
 0 10

POULTRY-Very little fresh killed stock is arriving on the market. There is considerable trade in storage poultry at prices quoted.

 Turkey, per lb
 0 13
 0 14

 Chickens and fowls, per lb
 0 08
 0 09

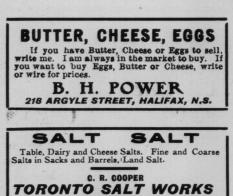
 Geeze, per lb
 0 09
 0 10

 Ducks, ''
 0 09
 0 10

#### TORONTO.

PROVISIONS-Business is quiet and prices are unchanged with the excep-

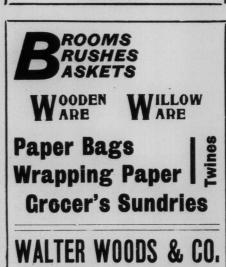
#### DAIRY PRODUCE AND PROVISIONS



TORONTO, ONT. AGENT FOR THE DOMINION SALT AGENCY

BUTTER ···· EGGS **BUYERS and SELLERS** Correspondence solicited from OWTARIO, MANITOBA and LOWER PROVINCES.

Rotherford, Marshall & Co. helesele Produce Merchants TORONTO.



**Hamilton and Winnipeg** 

tion of dressed hogs, which are lowe

IOWEL.	
	0 113
Smoked breakfast bacon, per 1b 0 15	0 15
	0 114
Small hams, per lb 0 15	0 15
	0 15
Large hams per lb	0 13
	0 111
Backs, plain, per lb	0 16
backs, plain, per lo	0 17
	0 00
	4 00
Lard, tierces, per lb	0 12
	0 121
Dalls	0 128
	0 101
Plate beef, per 200-lb. bbl	2 0)
Beef, hind quarters 7 50	8 50
	6 00
" choice carcases 6 50	7 50
	5 00
	0 10
	0 12
	9 50
	9 50
Veal	0 1.18

BUTTER-The market for dairy is a little easier. Stocks are accumulating somewhat. Merchants in the country seem to have been accumulating supplies too. Selling prices here, how-ever, are about the same, but the expectation is that they will be lower.

 Creamery prints.
 0 26 0 27

 bairy prints, choice.
 0 23 0 24

 '' rolls, large choice.
 0 23 0 24

 '' rolls, large choice.
 0 21 0 22

 '' tubs, choice.
 0 21 0 22

 '' bater shut'er
 0 18 0 19

 EGGS-Nov.
 1 10

EGGS-New laid eggs were selling on the farmers' market here last Saturday at 25c. However, the supplies are not increasing and this week comnoision men are still getting as high as 30e. If the supply increases at ad stcred eggs will turn very easy. Last week a couple of shipments of new laid southern eggs were brought in from Chicago and handled at a fair murgin for the importers. They are not as large as the domestic product and not quite as good stock as strictly new laid here because of the time taken for transportation. Prices here are practically unchanged except for new laid. Selected kept eggs bring as high as 27c.

 Eggs (strictly new laid)
 0 30

 " fresh
 0 23
 0 24

 " pickled
 0 21
 0 22

CHEESE---The market is firm at unchanged prices.

 
 Cheese, fine September large
 per lb.

 "
 1 wins
 0 14

 "
 1 ater makes, large
 0 13 0 14

 "
 twins
 0 13 0 14
 HONEY - Prices are unchanged.

White honey is very scarce, but not in

#### The Canadian Grocer

very brisk demand. There has been a typographical error in the price of buckwheat honey by the lb. It should be 5c to 6c.

 be be to oc.
 Honey, strained, 60 lb tins.
 0 11

 "10 lb tins.
 0 12

 "5 lb tins.
 0 12

 "16 the comb, per doz.
 200 250

 Buckwhest honey, per lb.
 0 15 066

 "10 the comb, per doz.
 15 066

POULTRY—The market for turkey is a little easier. The stock that did not come forward before Christmas is depressing the market now. The high prices for chickens and ducks limit the demand.

Old fowl	0 0	07 (	09	
Ducks	0 1	12 (	13	
Young chickens	01	18 (	1 03	
Dressed weight.				
Old fowl	0 (		0 09	
Ducks	0 1	12 (	) 13	
Young chickens			12	
Geese	0		D 11	
Young turkey	0 1	13 (	) ) 4	
Old turkey	0	11 (	0 12	

#### ST. JOHN, N.B.

PROVISIONS-Pork continues firm with fair demand. In plate beef Ameri-can prices well above Canadian; sales are light. Pure lard shows little change. There is rather better supply of refined compound, but stocks are still very light. Fresh beef shows no change. Mut-ton is very firmly held; prices are high. Lamb not so freely offered. Veal has active demand but is still scarce. Pork coartings high continues high.

Mess pork, per bbl	 \$22 00	\$23 00
		22 00
Plate beef, "		14 50
Domestic beef, per lb.		0 07
Western beef, "	 0 08	0 09
Mutton, "		0 09
Veal, "		0 09
Lamb, "		0 10
Pork, "	 0 081	0 09
Hams, "		0 16
Rolls,	 0 124	
Lar I, pure, tubs, "	 0 13	0 13
" pails. "		0 14
Refined lard, tubs	 0 10	0 11
" " nails	 017	0 11#

BUTTER-A quantit- of creamery butter brought back from the English mar-ket was sold here last week by Mon-treal firms. Fair prices obtained. Mar-ket is now well supplied.

 Greamery butter
 0 24
 0 26

 Best dairy tutter
 0 22
 0 24

 Good dairy tubs
 0 20
 0 21

 EGGS—While quite full prices rule, market hardly as firm.
 0 30
 0 35

Eggs, strictly fresh 0 30 0 35 fresh 0 23 0 24 CHEESE-Prices are still easy, but

outlook is for improved values. Cheese, per 1b..... 0 131 0 14

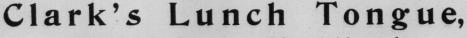
#### A GREETING WORTH KEEPING.

A splendid piece of work is the wall hanger recently issued by the Quaker Oats Co. It is an engraving of the well-known Quaker who has so long represented the company land its products. This time he holds in his hand a parchment inscribed with hearty new year's wishes. The picture was first modelled in clay, then photographed and reproduced by the collotype, or similar process, on a fine quality paper, and the result is certainly an attractive advertisement.

The New York office of Lipton Limited is advertising for a Canadian sales manager. .

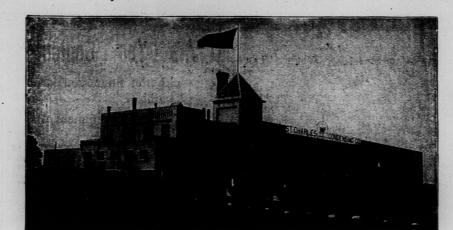
# Lunch Tongue

One of the choicest delicacies for the housewife when the "unexpected visitor" comes is



prepared under the most careful supervision and ready for use.

Retailers may be assured that every can of these goods is guaranteed in the strongest possible manner, backed up with a record of many years of successful manufacturing.



INGERSOLL, CANADA-FACTORY

濴*獤獤獤獤獤獤獤蒣籡蒣蒣蒣褅褅褅褅ѽ* 

THAT MEANS SO MUCH

11110

*馦馦馦馦馦馦馦馦馦馦馦馦馦馦馦耧耧菾鶔* 

Condensed Milk of this brand is recognized as the Standard for Richness and Purity.

The Jobber sells it with confidence.

The Dealer buys it with assurance. The Consumer uses it with satisfaction.

**EVERY CAN GUARANTEED** 

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

A NAME

## AN EASY ONE.

Added to our splendid assortment of GOLD MEDALS.

## ST. CHARLES EVAPORATED CREAM

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

St. Charles Condensing Co.

# Manitoba Canning Co. Ltd. grande pointe, man.

NEW PLANT means BETTER GOODS.

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

TRY our Corned Beef and Roast Beef.

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

EVERY TIN GUARANTEED

NICHOLSON & BAIN, WINNIPEG AND CALGARY



## CEREALS AND CONFECTIONERY

Wheat Advanced Owing to Decreased Receipts-Car Shortage Worse Than Ever in the West-Grain Dealers Complain of Crop Reports.

Wheat has advanced 3c., in Chicago and 2c. in Winnipeg from the low points of a few weeks ago. The situation continues firm owing to small receipts, and these are due to the car famine in the west. The C.P.R. has stopped all ship-ments east of Fort William. On Tuesday the receipts of wheat at Fort Wil-liam and Port Arthur were only 28 cars and there should have been 250 anyway. One northern is now quoted with freight rates to Montreal and west, including milling in transit, at  $12 \pm 12$ . The car con-gestion in the west is worse than ever. Bradstreets report a decrease of 6,487,-000 bushels in the world's visible sup-ply of wheat. In the United States last week saw strong grain markets through-out the list, on continued light receipts and offerings, owing in part to wet weather and bad country roads west, weather and bad country roads west, with light offerings by farmers and small receipts, while exporters have stood ready to take all the wheat and corn of-fered at hardening prices, though not bidding up prices in the absence of of-ferings. Oats have advanced on good ferings. Oats have advanced on good buying in the west, by leading operators who apparently improved the depression caused by the last Government report to buy all the cheap oats offered, by both shorts and longs, until the latter had sold out, and the former began to want to cover in view of the decreasing movement. The advance in this grain The advance in this grain movement. movement. The advance in this grain has been quite sharp, on the covering of shorts and good buying for long account, though cash trade has been light owing to good stocks in second hands. A deputation of Toronto grain men waited on the Ontario Minister of Agri-culture recently to tell him that his grap reports were not accurate enough

crop reports were not accurate enough. They referred to barley particularly but included oats also. They were moved to that because of the light deliveries, which seemed to them to belie the crop reports. Hon. Mr. Monteith told them the crop reports were all right; that farmers were marketing their oats and barley on the hoof and that if they would continue to take the advice of the department there would be even less business for the grain men. He surprised some of the deputation by stating that the Ontario farmers were not now growing a kind of barley that was good for malting.

Short supplies have caused an advance in oats that seems to be justified by the situation.

#### MONTREAL.

GRAIN-Corn is higher this week, but otherwise there is nothing of interest in the grain situation.

No. 4 barley, store.... Seed barley, store.... No. 3 white oats " No. 3 white oats " No. 4 white oats " No. 4 white oats " No. 9 peas, basis 78 per cent. points.... 0 53 0 52 0 42 0 41 0 40 0 16 0 80

FLOUR-Business in flour ,is slightly better this week. Prices are steady.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent	1 75	2 00
Royal Household		4 60
Glenora		4 10



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Price

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(F.o No. 1) Menit " Red, White Mixed Spring Goose Barley "

In No

H

a position to give much attention to this line at the moment.

this fine at the moment.
Fine oatmeal, bags
Standard batmeal, bags         2 40           Granulated         2 40           Gold dust commeal.         98 lb bags           1 75
Kolled oats, 90-10. bags 2 25
" 80-lb. bags
Ohoice boiling peas 1 00 1 10
FEED - Feed continues strong.
Prices of Ontario and Manitoba bran
are up this week. The scarcity of
bran and shorts has created quite a de-
mand for cornmeal and mixed feeds.
Ontario bran
Ontario shorts
<sup>66</sup> bran
" straight grained 25 00 28 00
Feed flour 1 30 1 35
HAY — Although prices are not
changed, the hay market, both locally
and in the Old Country, is weaker this
week, owing to increased receipts.
No. 1
" 2
TORONTO.
GRAIN—Western wheat is higher be-

GRAIN—Western wheat is higher because stocks east of the lakes are very low and it is practically impossible to get all rail shipments. Oats also are advanced.

#### (F.o.b. Georgian Bay points.

No. 1 h	ard				 	0 83
Manito	ba whea	t. Nor	thern No. 1		 	0 81
**		•	No. 2.		 	0 79
"			No. 3.	nominal	 	0 76
Red.	**	per bu	shel, 78 per		0 69	0 70
White,	61				 0 69	0 70
Mixed.	**	**	**	**	 0 63	0 69
Spring.	nomina	1 "	"	**	 	
Goose,		"			 	0 65
Barley,	No. 1,	**			 	
**	No. 2,	**			 	0 51
**	No. 31,	**			 0 481	0 49
	No. 3,					0 45
Oats,	white	"			 0 364	0 37
"	mixed	"			 0 351	0 36

THE MOST

NUTRITIOUS

PPS'S

LAMONT, CORLISS & CO., Importore 27 COMMON ST., MONTREAL

IN 1/4-LB. LABELLED TINS.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

FLOUR—The market is steady and demand is fair. Millers, however, are beginning to fear that the western wheat shortage may occasion a rise before it is normally due. However, the situation has a week or two in which to right itself.

Manitoba Wheat.		
60 per cent. patents	4 20	4 50
Strong bakers		4 00
Strong Dakers		3 00
Winter Wheat.		
Straight roller	3 50	3 60

CEREALS — Prices are unchanged, but by the end of the week there is likely to be an advance of 30c. in oat products. The price of oats is advanced and some of the millers think an advance of even 50c. is justified.

#### NEW BUSCUIT FACTORY.

G. N. Pichet, the biscuit manufacturer, Ontario St. E., Montreal, will this spring erect a large new factory on the site of his present building, which has become too small for the business.

Jas. Turner & Co., Hamilton, have disposed of some heavy blocks of canned fruits at full retail list prices to some wholesale houses and canners. They look for higher prices.

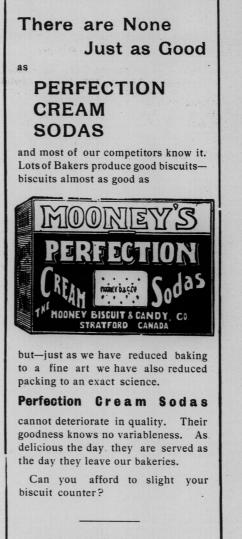
GRACEFUL

14-LB. BOXES

COCOA

39

COMFORTING





## Nicholson's Mince Meat

is one of the things which should be on your order list all the time, because the people demand it.

It will pay you to know more about

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS Made Switzerland NESTLÉ'S CHOCOLATE Richest in Ctean



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

#### The Canadian Grocer BISCUITS AND CONFECTIONERY COWAN'S COCOA Some of your trade may not use Chocolate-they may have tried the numerous socalled Swiss Milk Chocolates Maple Leaf Label Our Trade Mark and met with disappointment. Try them with Cowan's Chocolate. rer Cake Icings, **Cream Bars**, and VISS MILK **Cowan's famous Milk** IOCOLATE Chocolate (Pronounced Kaller and see the result. The delicate Cailler ''taste" are absolutely pure goods makes all other Chocolates seem flat and coarse by comparison. That's why CAILLER'S is the leader. THE COWAN CO., LIMITED For Particulars, etc., write **General Agent for Canada** MONTREAL William H. Dunn. 394-396 St. Paul Street TORONTO

CANADA :

No botte

over 25 years by

J. A. Taylor

Montreal

brands.

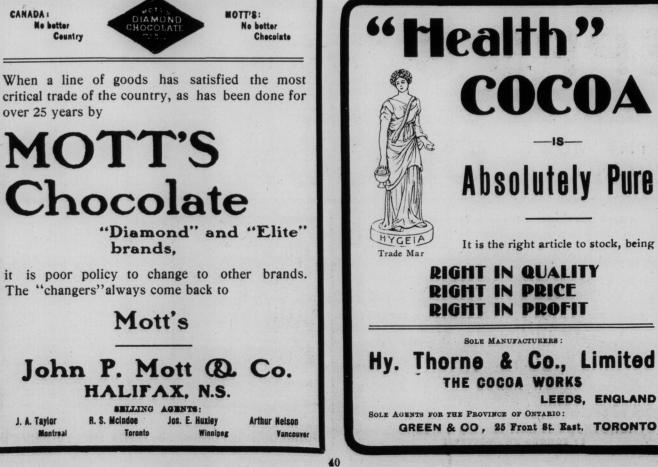
Mott's

BELLING AGENTS:

R. S. McIndoe

Toronto

Country



The Canadian Grocer.

FLOUR AND CEREAL FOODS

# THREE WINNERS

"Swiss Food" — the good old reliable brand — comes first. Cereal lovers declare: "It was good for our fathers, it was good for our mothers, and it's good enough for us.

But **''Beaver Oats''** are just as popular, and still hold the Quality Record. Then, the big premium (766) goes with this brand.

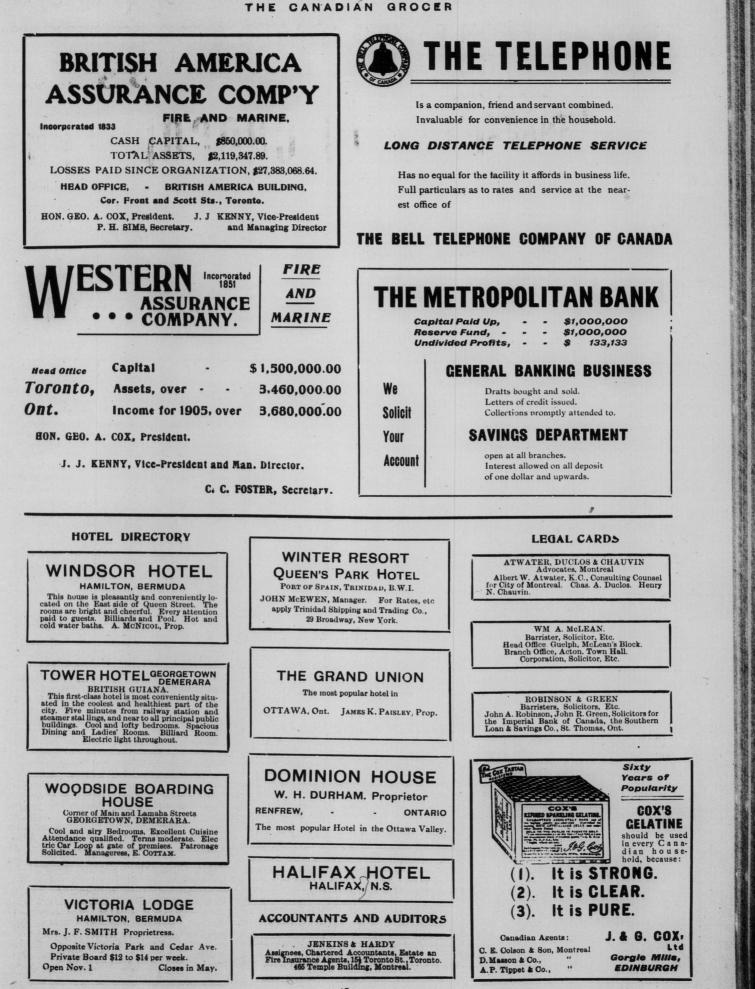
And, as some of you gladly admit, "MCINTOSH'S CROWN BRAND ROLLED OATS" has been the saving factor in the life of many grocery businesses.

These facts should mean something to you

## P. McINTOSH & SON - Toronto, Canada







## TRADE GOOD ON PACIFIC COAST

#### Record Price for Butter-Dried Fruits High-Last of the Salmon Pack Goes to Australia-Fish Trade With Japan.

#### Vancouver, Jan. 18, 1907.

Prunes and creamery butter are leaders in market circles at the present time. Butter never went up so high lo-cally before. The price now asked, and obtained readily, for fresh local cream-ery butter is 40 cents per pound wholesale. The very limited supply is perhaps the chief reason for the price going up, added to the fact that there is always a demand for the local fresh-made article, all the year round, and for quan-tities more than are ever produced. Price is a secondary consideration with

a large section of the demand. Because California dried fruits are well up out of sight in most lines, prunes are in big demand, and selling so fast that there is every likelihood of their becoming scarce enough to bring up the present quotations on this staple, which now sells at 5½c. to 9c. in wholesale way. \* \* \*

Shipments of salmon, both salted and canned, are still rather heavy, the last of last season's pack of canned fish go-ing largely to Australia, the SS. Aorangi taking out a large consignment this week. The salted salmon, of the dog-salmon variety, largely, is shipped for the most part to Japan, where there is a big trade in this article, which is not marketable in this country for white trade. The Japs largely put it up them-selves here, many of the little brown men being engaged in catching and curing the fish at several points, up the gulf and some points up north. This Winter, or rather for the past few weeks, heavy shipments of salt herring in barrels have also been shipped from Nanaimo, where the herring run is sur-prisingly large every year. These salted herrings go to Japan by the C.P.R. steamers, being transhipped at this point from local steamers which bring them over from Nanaimo. The Athenian, which sailed this week for the Orient, took out over a hundred tons.

In former years the Japs shipped herring not salted, to Japan, but that was a contravention of the fisheries regulation, which forbid the shipment of fish for fertilizer purposes. Now the fish are salted and are therefore supposed to be used for food.

The wholesale trade reports business this past week much better than usual for this time of year, and really not much of a let-up for them. though holiday trade is over. The retail merchants of course find some slackening off, but are all well satisfied with the total, as well as with the way collections have been coming in.

Prices show but little change from re-cent quotations. In California dried fruits, apricots may as well be called out of the market. The price is 23c. Peaches are 15½c. and scarce. Figs, cooking, are getting scarce, and selling for 6½c. Evaporated apples are quoting bare lower then in the cast based on here lower than in the east, based on former California guotations. Present former California quotations. Present selling price is 9½c., but that will be raised soon. In dairy goods, butter, local cream-ery, is 40c. wholesale; eastern creamery 29c. to 31c., while dairy is bringing all the way from 20c. to 25c., as to qual-ity. Fresh eggs, are up again, with cold weather, the price being 55c. Case eggs weather, the price being 55c. Case eggs are now 30c. A little Australian creamery came in last steamer, which sells at  $32\frac{1}{2}c$ .

## CANNED GOODS TO COST MORE.

#### Outlook for the Pack of 1907-Higher Prices for Raw Material.

The canned goods trade in the United The canned goods trade in the United States are already selling next season's pack. Consequently the probable cost of materials is already canvassed. The New York Journal of Commerce says: "According to well posted authorities there is a general disposition to raise

quotations on 1907 packing, throughout the list, at least 5c. a dozen over last season's opening prices, and in some instances an advance of 10c. and even of 15c. a dozen is held to be warranted by the conditions confronting packers. Heretofore the items of cans, boxes and raw material have figured in the calculation of packers as the basis of cost, almost exclusively, with the wages of labor, of course, counted in as incident-al. But there are many small items of expense which heretofore have been given little consideration, which are now to be more carefully computed in the cost of doing business. The cost of maintenance, repairs, etc., has been fig-ured by the most careful, but the average canner it is held has not attached the importance to these that must hereafter be given them, owing to the ad-vance in the price of all supplies that enter into them. For instance, the cost of lumber needed for repairs and improvements to canneries has in the last few years increased about 50 per cent. and even nails, the consumption of which in the large and even average canneries in the large and even average canneries is an important item, are much higher than they were when the era of general prosperity was younger. It is asserted by careful students of the situation that the packer who does not take all of these things into account when cal-culating cost, will find his balance on the wrong side of the ledger at the end of the season and that the fact is heof the season, and that the fact is be-coming generally recognized is indicated by the movement among state packers to get better prices for their 1907 output. Of even greater concern to them is the question of labor. That commodity promises to be scarcer than it has ever been in canning sections, owing to the greater inducements in pay offered in other departments of industry. In New York State the opportunities of-fered to labor by the barge canal is drawing the supply from other less paying fields, and the canners are feeling or will feel this draft upon their supply of workers as much if not more than other industries that cannot hold out similar inducements in higher pay, without raising market values on their products. Similar conditions confront packers in all parts of the country.

## PERSONALS

#### 

W. S. Loggie, of Chatham, N.B., was in Montreal recently.

Fred S. Crosby, of the Crosby Molas-ses Co., St. John, N.B., was in Mont-real this week.

T. A. Estabrooks, of Red Rose Tea, St. John, N.B., was a visitor to Montreal this week. J. C. Gardiner, Sugars, Limited,

Montreal, has returned from a business trip to Western Ontario points.

T. Giroux, Montreal representative of the Blue Ribbon Tea Co., was a visitor to the company's head office in Toronto this week.

J. A. Morgan, formerly Toronto city traveler for Borden's Milk, has joined the traveling staff of the Blue Ribbon Tea Co., covering west of Yonge St.

Alex. Forman, manager of the grocery department of Carsleys, Montreal, is working hard these days in preparation for the International Food Fair, to be held in the basement of the large departmental store for one month, com-mencing February 4.

Mr. Pritchard, of the Canadian Cas-tile Soap Co., Ltd., Berlin, and the veteran soap salesman, Geo. E. Maybee, of the same company, were met by The Grocer in Toronto this week. Business has increased to such an extent that a addition is being made to their plant.

J. C. Gardiner, of Sugars, Limited, Montreal, was in Toronto last week calling upon the grocery jobbing trade. Several new lines of grocers' and con-fectioners' specialties were successfully introduced by him, besides securing a number of very satisfactory orders for his company's maple syrups and sugars. Mr. Gardiner left for Hamilton, London and other Ontario centres.

#### GROCERY SHOW IN MONTREAL.

#### Adviscry Committee Representing Various Branches of the Trade.

The provincial committee for Quebec, grocers' section of the Retail Mer-chants' Association of Canada, has de-cided to hold an exhibition of groceries in Montreal from April 16th to the 29th, in the Arena.

In order to assure success and make this exhibition profitable to exhibitors, it has been decided that the general polthis exhibition profitable to exhibitors, it has been decided that the general pol-icy of the exhibition will be under the direction of an advisory committee of manufacturers, manufacturers' agents, wholesalers and retailers. The gentle-men in that committee are as follows : -A. P. Murray, of the Edwardsburg Starch Co.; Col. Labelle, Ogilvie Flour Mills ; Harry Clark, Wm. Clark ; Al-bert Hebert, Hudon, Hebert & Co.; Jos. Ethier, Laporte, Martin & Co.; S. Mathewson, of Mathewson's Sons; Wm. H. Dunn, of Wm. H'. Dunn & Co.; M. Laflamme, of Rose & Laflamme ; with the following retail grocers :- P. Daoust, Montreal ; J. A. Chabot, Que-bec ; J. G. Chevalier, Joliette ; U. Carignan, Trois Rivieres ; J. A. La-bonte, Montreal ; J. A. Maynard, Mon-treal. treal.

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## DECEPTION IN OIL AND WINE

#### U.S. Consul Reports That French Ship pers Misbrand and Adulterate-Names Made to Order for Canned Goods Also-Law Permits It.

Bordeaux is the chief port of outlet from France of oil and wine. The Am-erican Consul there, D. I. Murphy, has sent to the Department at Washington an interesting report on the misbrand-ing and adulteration of oil and wines. He writes :

The use of fictitious names, or "con-tremarques," is common throughout France. The law of June 23, 1857, pro-tects the French manufacturer in their use and authorizes him to employ such trademarks as he pleases, provided he has them duly registered. It is a common thing for manufacturers and exporters to label olive oil of secondary or inferior quality with fictitious names or trademarks, reserving their own proper names for their highest grade of goods. Many large American concerns order oil from the packers here with directions for special labels bearing some particular names or trademarks of their own.

#### Some Fictitious Names.

While immense quantities of olive oil are shipped to the United States under fictitious names, it must not be presumed that all, or any considerable portion of it, is adulterated. Many of the names herein given are well known to the trade and the public generally, being the trade-marks of reputable houses. Some of the fictitious names bear a somewhat sus-picious resemblance to the names of well-known houses, and their use may be intended to mislead. Two of them \* \* \* may easily be mistaken for \* \* \*, one of the most reput-able concerns in all France. I have the assurances of the packers, however, that these misleading names are insisted up-on by customers in the United States.

#### Canned GoodsAlso Named to Order.

Aside from those dealing largely in oils, many of the packers of canned and preserved goods export oil with trade-marks of their own. In addition to these, many of the wine exporting houses supply their trade in the United States with olive oils, each particular con-cern having its own trademark. As in the case of the shippers of canned and preserved goods, only one or two of them manufacture or refine. They, too, have the large oil packers supply their have the large oil packers supply orders.

What has been said regarding exporters of olive oil using their own proper names only for their goods of first qual-ity holds true of the packers of preserved fruits and vegetables and of the wine merchants. It would require a volume to give the fictitious names used by them, the records of the Tribunal of Commerce showing hundreds and hun-dreds of registrations, and it would re-quire another volume to contain all the names insisted upon by American deal-ers. ers.

#### Misbranding and Adulteration of Wine

That there is adulteration of wine goes without saying, but to state the extent of or point out the parties engaged in it is a difficult proposition. It is known that certain unprincipled dealers or brokers buy up the entire output of some of the vinewards where sood wine is proof the vineyards where good wine is pro-duced, and with the addition of alcohol and water multiply the output many

times over. On this subject in a recent-Iy published statement Mr. Guillaume Chastenet, in the French Assembly, de-clared the "overproduction of wine from which the wine districts of France are suffering is mostly due to fraud." The growers were suffering because of the fraudulent increase in the wine crop, and the manufacture of artificial wines had developed prodigiously. "To-day," said Mr. Chastenet, "the consumption and production of wines might balance if it were not for the fifteen or twenty millions of hectoliters (396,255,000 gallons to 528,340,000 gallons) of sugar wines, or manufactured wines of all kinds, made with the lees and sulphuric acid." Examination of the matter leads me to believe with Mr. Chastenet that among the growers there is practically no fraud. The trouble is with certain dealers or brokers who practise what is called "mouillage" or adulteration with water and alcohol.

#### French Minister Takes Action.

Quite recently Mr. Guyot-Dessaigne, Minister of Justice, addressed to all the prosecuting attorneys throughout the different departments of France a circular relative to the safeguarding of the public health. In this circular the Min-ister declares that "the Government is more than ever determined to repress all fraud, notably that which is too fre-quently practised in the wine trade." A number of convictions have been secured

#### Wine Blending Harmless.

The blending of wines is carried on quite extensively, but this seems to be a natural and harmless proceeding, so long as no adulterants enter into the equation. Large quantities of Algerian wines are imported here, and while some of it is utilized as a blend by a certain few of the merchants, the bulk of it, I find, is shipped through to Paris and other parts of France. Of the amount of Algerian wine imported in 1905, approximately 140,000,000 gallons, only per cent., remained in Bordeaux, according to official figures.

#### The Classed Wines.

There is undoubtedly considerable false labeling on what are known as the "classed wines." Of the Chateau Margaux wine there are at this time in stock in Bordeaux about 2,000,000 bot-tles of different years' vintages, but how many bottles so labeled and sent abroad really contain the excellent product of that famous chateau cannot be told.

The renowned Pontet Canet Chateau produces annually about 300,000 bottles, but much more than that amount is put on the market each year. The Chateau Lafite output is about

200,000 bottles, but much of the wine masquerading under that label is inno-cent of contact with the well-known vineyard. And the same is true of most all the classed wines.

To prevent this false labeling it can only be suggested that in addition to the name of the producer and the chat-eau on the label, there should appear also the name of the merchant or importer who handles the product.

#### Salutary Effect of Pure Food Law.

Having given much time to the study of oils and wines, I am led to believe that olive oils exported to the United States from Bordeaux bearing the names of well-known and old-established firms are really what they purport to be-pure olive oils. And it may also be accepted that wines bearing the names of Bordeaux's high-class merchants are pure and free from adulteration. I have the assurance of men in the trade that they would be glad if the Government of the United States would forbid the use of any names on packages contain-ing other than those food products of the exporters, the multiplicity of ficti-tious names arising in great measure from the demands of large American buyers.

#### "MUST" FOR SHIPPERS TO JAMAICA.

(G. Eustace Burke, C.C.A., in "Wcekly Report ') It is much to be regretted that Canadian packers and manufacturers are so indifferent to the definite instructions given by indentors, the inevit-able result being monetary loss and dis-satisfaction one way or the other, and in the case of new goods being intro-duced, a valuable loss of future output. This market is a conservative one, and the sending of one thing or leaning to one method of pack or grade when an-other is called for can have but one result; and that disastrous.

When complaint is made, and loss ensues, a common argument by the ship-pers in justification of the course they pursued is, "We have shipped thousands of pounds of the like grade of goods similarly packed to South Africa, and have never received complaint or suffer-ed financially thereby." All that I can say is, that if such Dominion producers and manufacturers desire to successfully capture any portion of this island s trade for their products, they must learn to distinctly understand that the re-quirements of the Jamaica market dif-fer very materially from that of South Africa.

#### GINGER IN JAPAN.

Maclean, C.C.A., in Japan, Alex.

writes of the ginger industry there: Ginger-root is largely produced in Shizuoka prefecture, and was first ex-ported about twenty fears ago. Owing to deterioration of quality, export al-most entirely stopped. The quality having improved in recent years by more skilled methods, the export trade has revived, and cultivation is carried on more extensively with prospect of rapid advancement. Last year the total area advancement. Last year the total area of land devoted to onger in the prefect-ure was about 8,025 acres, which pro-duced 2,833,333 lbs., valued at \$95,625. The dried ginger is exported chiefly to the United States, some going to Europe and India. In Japan the de-mand for ginger is limited, the con-sumption not exceeding 40,000 lbs. a year for medical nurposes in addition year for medical purposes, in addition to a small quantity used for seasoning food. The producers in Shizuoka are said to be trying to improve the quality and quantity with the view to displac-ing West Indian and Cuban ginger on the foreign markets.

W. H. Halford of S. H. Ewing & Sons, Montreal, was in Toronto during the holidays.

## This Week's Offerings are

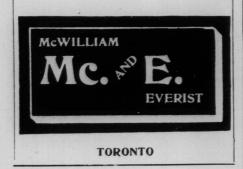
I Car Chinook and Arch Brands Washington Navels. These are wellknown and need no comment.

I Car St. Nicholas Lemons.

I Car Kicker Lemons.

- I Car Marmalade Oranges.
- 2 Cars Valencia Oranges.

Also California Celery, Tomatoes, Sweet Potatoes, Cabbage, Etc.



## DRIED APPLES

Bright, Dry Stock Wanted

O. E. ROBINSON @ CO. INGERSOLL

ESTABLISHED 1886



We make them in all shapes and sizes. We have

Patent strawboard Berry Box Grain and Root Baskets, Clothes Baskets, Butcher Baskets,

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



## FRUITS, VEGETABLES AND FISH

#### Orange Trade Eases Off a Bit, But Improvement Looked for Shortly-Fish Market Shaping for Lent.

Trade in oranges has been none too active during the past few days, but an improvement is looked for within the next week or so. The weather has been mainly responsible for the slow movement of stock. Montreal reports an advance in banana prices, but in Toronto they are, if anything, lower than last week.

With Lent now less than three weeks off, fish is in good demand, and several new lines are quoted.

The vegetable market shows very little change.

#### MONTREAL.

GREEN FRUITS-The Jamaica earthquake has affected the fruit trade. Pananas are dearer. This week prices are 25c higher. The earthquake caused a lot of trouble to American importers, and affected the steamship service considerably. Bananas are in good demand. The apple market is rather slow at the moment. Oranges and lemons are selling freely. Valencias are considered very good value at the figures quoted. The market for cranberries in the States is a little off owing to weather conditions. Locally this line is slow. Pineapples are also poor sellers.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	1 75
" jumbos		2:5
Cocoanuts, per bag of 100		4 25
Pineapples, crate		4 00
Kumquats, box		0 20
Manderines, box		1 00
Tangerines, half box	2 50	3 00
Fgg plant, doz	2 50	3 (0
Apples, bbl	3 00	4 50
Lemons		2 50
Pears per half box		2 75 2 40
Mexican oranges, box	0 0E	3 50
Cal fornia oranges, rew navels	. 3 35	4 75
Jamaica oranges, per bbl		2 65
Jamaica oranges. per box	2 01	4 00
Florida oranges, box	0 001	
New figs, per lb	10 50	
Cranberries, Cape Cod, 1 er bbl	10 20	8 00
" Canadian, bbl		4 50
Florida grape fruit, box		3 25
Jamaica grape fruit box		7 50
Almeria grapes, per bbl		1 50

VEGETABLES—Demand for vegetables is fair and the actual business transacted is very good. Lettuce, spinach and tomatoes are in good demand at prices quoted. Potatoes are better than they were. In this province there is a scarcity on the markets. The farmers will not sell and dealers here have been bringing stock from New Brunswick. Prices have been pretty low, but it is not thought they will go down any further. Receipts at present are sufficient to take care of the demand. Considerable American cabbage is being brought into Montreal. There is a fairly good demand for this article.

Parsley, per doz. bunches	
Sage, per doz	
Savory, per doz	0 50
Montreal oabbage, per doz	
Florida tomatoes, crate	
Turnips, bag	
Water cress, large bun hes, per doz	0 40
Lettuce, per doz	
Boston lettuce, per doz	0 10
California celery, orate	0 00

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a the second sec		
Spinach, per bbl		4 50
Cucumbers, per doz		2 50
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 9)
New potatoes, lb		0 06
" " bbl		8 50
Jersey sweet potatoes basket		2 (1)
Spanish onions, crate		\$ 50
Spanish Unious, Crate		0 95
56 lb cases		
Red onions, bbl		3 50
Brets bag		0 75
Carrots, bag	0 90	1 0)
Carrots, bag Green beans "		10 50
Mushrooms, lb		0 90
Horseradish, 1b		0 15
Rhubarb, doz. bunches		1 00
Now Orleans shall to der		0 60
New Orleans shallots, doz		0 00

FISH—Fresh haddock are beginning to get scarce. The run for the season is practically over, and supplies are none too large. Smoked haddies will, naturally, be short also in the near future. It is very likely that there will be higher prices in this line. Lake trout, cod fish, frozen herring, lobsters and boneless cod are among the new lines quoted this week. Trade is picking up rapidly as Lent draws nearer. Many grocers are wisely placing their orders early to ensure prompt delivery.

			P	1				•
	Fresh	and l	F ozen	Fish.				
Fresh haddock, e	express,	per lb			(	0 031	11	01
Halibut,	**							
Grass pike,						0 05	0	051
Steak rod,						0 011	0	05
Mackerel large, Lake trout,		**				0 091		
Dore,		**						
Whitefish.		**				1 D7	0	071/2
Cod fish,	**	**			1	0 031	Ō	C 1
Small sturgeon	**					0 071	0	18
B. C salmon						0 08	0	09
Qual'a salmon							0	081/2
Smelts New towards h	Ы			• • • • • •			01	
New tomcods. b Frozen herring,	large bl	ala 30	0 fish	ner 100	fish		2	
•• ••	lessthar	bbls	, per 1	00 fish			2	
** **	medium	per	10J fish			1 40	ī	
		-						
Smoked and Sa St. John blo							1	00
Haddies, in	15-lh hor	es ne	r lh	•••••			1	
Kippered h	arring, h	alf bo	TAR			1 10	1	
Smoked her	ring, per	1b					ô	
Yarmouth !							1	
Skipless cod	. 100 lb.	cases					5	50
Boneless, 20 Boneless fish	lb. boxe	8						06
Boneless fish	1, 20-lb.	boxes.	, bricks		••••			05
Boneless nst	1, 20-10.,	Doxes	, per 10					04
Boneless con	L per to					0 00	0	C8
No. 1 salt ee Dry cod in b	undles							50
Oysters-						••••	Ĩ	
Standards h	ulk per	imn	gal				1	40
Selects, bull	. Der ga	1						60
Malmanna	all out	awa 1.1	1					00
Oyster pails,	pints, I	er lu	J					00
Boiled lobst	quarts.	. "						25
Boiled lobst	ers, med	ium, j	perlb					15
							0	14
Pickled fish-							-	
No. 1 Labra	lor herr	ing, p	er bbl					50
No. 1 N.S. h	orring 1	per	half bb		••••			25 00
110. I M.B. L	halt	bhla			• • • • •			00
No. 1 Macke	rel ner	nail						75
No. 1 Lake 7 No 1 Sea tro No. 1 Sea tro	Frout, 10	0 lb. 1	cegs				5	00
No 1 Sea tro	out, bbl.						10	50
No. 1 Sea tr	out, half	bb1					5	75
Labrabor salmo	<u>a</u> -						10	0.2
			·····				12	
	in	bhla						50
Large green cod	, bb's.	200 Ibs						50
No. 1 green cod, Small. "	in bb's.	of 2)	0 lbs			6 50	7	50
Small. "		•.					5	50 75
Small. " No. 1 Haddock.	bi 14. '((	lbs .					7	00
New turbot. bbl	s 200 lbs							00
Pickled sardines		bbl						50
	and the second	nı	bbl				3	50

#### TORONTO.

FRUIT—There is a large range of navel oranges this week. Tangerines are higher. Mexicans are quoted at \$2.25 to \$2.45, but a special shipment is offered at as low as \$2. Marmalade oranges are listed this week. Canadian chestnuts are no longer quoted, although they are still selling in some The Ca

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Oranges,

Grape fru Lemons,

Red bar

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Potatoes,

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Cabbage

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#### The Canadian Grocer.

localities at about 20e per quart, retail. Cranberries are slightly lower.

Oranges, Jamaicas, per bbl	4 50
" per box	2 50
FIORICH, 1205-2105	3 10
Mexican, 1208 2003 2 20	2 45
" Tangerines, half box	3 00
" Valencias, 420's and 714's 4 E0	5 75
" navels, 95's, 250's 2 75	3 50
" marmalade, 160,s 200s, 240s, per box	2 50
marmalade, 100,8 2008, 2108, per Dox	
Grape fruit, 46's 80's, 275	3 75
Lemons, Californias, boxes 3 5)	4 00
" Messinas, 300's-360's	3 00
Pineapples, Florida and Cuban, 30s and 24s 4 2,	4 50
Apples, snows 2 00	3 00
Spies	3 50
" Baldwins 2 00	2 50
	2 50
" Greenings 2 00	
" Kings 2 00	3 00
Bananas. per bunch, 1 50	2 00
Red bananas per bunch	3 50
Grapes, Almeria, per barrel 6 50	7 00
	10 50
	3 75
" " crate 3 50	5 15

VEGETABLES—California eelery is coming in well and is in good demand. Cuban tomatoes, in six-basket crates, are quoted at \$6.00. Sweet potatoes are somewhat cheaper, while onions are dearer. Other lines are practically unchanged.

Onions, Spanish, per large case 2 50	2 75
" " small case 0.90	1 00
" Yel'ow Danvers, bags	1 25
" Canadian, per bag 1 10	1 25
Cabbage, new Canadian, per bbl 1 25	2 0
Beets, new, per bushel 0 40	0 50
Carrots, Canadian, per bushel 0 40	0 50
Lettuce, per doz. bunches 0 35	0 40
Lettuce, Boston, large, per doz. heads 1 00	1 25
Green onions, per doz	0 20
Radishes, Canadian round, per doz 0 50	0 60
Oucumbers. hot house, per doz	2 50
Mushrooms, imported, 1-lb. boxes, per lb	1 00
Beans, white, prime, bush 1 50	1 60
" " hand-picked, bush 1 65	1 75
" Lima, per lb 0 06	0 06
Watercress, per doz bunches	0 25
Tomatoes California, per crate	2 75
Peppers, per basket Parsley, per doz	
Paraley, per doz 0 20	0 2
Turnips, per bag	0 3
Mint, per doz 0 15	0 20
Celery, 0 40	0 50
" California, per case, 5 to 8 doz	5 50
Squash per doz 1 00	1 2
Vegetable marrow, per doz 0 35	0 50
Leeks, per doz	0 2
Pumpkins. per doz 0 75	1 00
Parsnips, per bush	0 50
Sage, savory, thyme, etc, per doz bunches	0 10
Oyster plant, per doz bunches	0 40
Artichokes, per bag 1 00	1 50
Rhubarb, per doz. bunches 1 50	2 00
and the second	
FISH Trodo is freshening up	witl

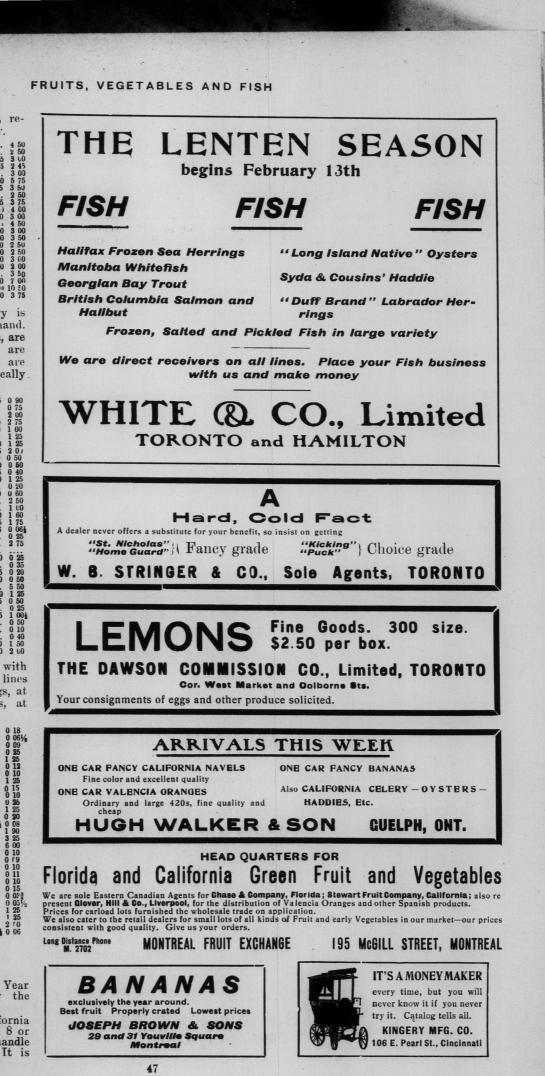
FISH—Trade is freshening up with the approach of Lent. Two new lines are added this week, in sea herrings, at \$2.50 per hundred, and goldeyes, at  $5\frac{1}{2}$ e to 6c per pound.

Fresh halibut				18
Haddock, fresh caught, per lb				06
Fresh cod, per lb.	0	08		09
Fresh lobsters, boiled, per lb Shrimps per gal	U	20	1	
Whitefish, per lb	ö	in		12
Salmon trout, per lb	ŏ	18	ŏ	
Ciscoes. per basket	1	00		25
Striped bass, per lb				15
Blue fish, per lb				10
Fresh mackerel	0	20	01	
Home cured bloaters, per basket Eastern salmon, per lb	•••	•••	ō	
Finnan haddie, per lb	0	073	ŏ	
Oysters, per gal	ĩ	70		<b>90</b>
Oysters, per gal Labrador herring, per half bbl bbl	3	00	3	
" bbl ,	5	50		00
Frozen Halibut, rer lb			0	
Pink Salmon, per lb			00	10
Red Fancy Manitoba white fish, per b			ŏ	
Smelts, No. 1, per lb				10
" extra, per lb			0	15
Lake Superior herrings, per lb				0:
Pike, per lb.				05
Yellow pickerel	•			25
Kippered herrings Sea herrings, per 100 count	•			50
Goldeyes, per lb.	Ö	051		00

#### NOTES.

An artistic calendar for the New Year is that which has been issued by the Standard Trading Co., Montreal.

White & Co. are pushing California celery this season. They have had 8 or 10 cars already, and expect to handle 40 cars before the season ends. It is



a line which shows a nice profit and gives splendid satisfaction to the cus-tomer, and the trade are taking hold well.

F. T. James has been confined to his house for the last three weeks through illness. It is expected that he will be

about again in another two weeks. Shaw T. Nishimura, importer of Japan teas, has been supplied with a number of very attractive Japanese made calendars for 1907. Needless to made calendars for 1907. Needless to say they are quickly being distributed. In one of their cars of frozen sea her-rings last week, White & Co., Toronto, received a young shark caught off New-foundland. It is a two-year-old, with

two rows of extremely formidable teeth, as sharp as needles and razors combin-ed. The two rows of teeth indicate its age, as the shark acquires an extra row of teeth each year. The fish was on exhibition in front of White & Co.'s warehouse, and attracted considerable attention.

#### TORONTO RETAIL GROCERS.

Election of Officers and Final Arrangements Made for Annual At-Home.

The Toronto Retail Grocers' Association held its first meeting for 1907 in the Temple Building on Monday evening, Jan. 21. A letter from the secretary, D. G. Beaton, asking to be relieved of his office, was discussed, and finally handed over to the executive committee to be dealt with. Various matters in connection with the annual at home, to to be held in the Temple on February 6, were considered, and reports of committees were heard. Mr. Bell moved that article 7, section 1, of the association by-laws, be amended so that the nomina-tion of officers shall take place in November, and the election in December, which would make it possible for all new officers to take their place at the beginning of the New Year. The motion was seconded by Mr. Thorne, and carried.

Discussion of other articles in the constitution followed, and Mr. Bell then gave notice of motion that a general

revision of the by-laws take place. An appropriation was voted for the decoration committee of the at home, and after the transaction of other business the elections were proceeded with. R. B. Snow was elected by acclamation to the office of president. The other of-ficers chosen were: C. F. Thorne, vice-president; D. McLean, treasurer; Messrs. Coutts, Bell and Johnston, trus-tees Ord an executive committee of L S. Bond, H. D. Kelly, B. Panter, J. C. Beaumont, T. Clarke and R. H. Stewin addition to the president, lpastart. president (R. VanLoan), treasurer and secretary.

The installation of officers then took place, and short addresses were given by some of the successful candidates. D. Bell was elected temporary treasurer for the at home. It was decided not to provide cigars gratuitously for those who did not care to trip the light fantastic. Tickets were then distributed to those present and the meeting adjourned.

White & Barber, of Alton, have sold their general store business to R. L. MacKenzie, from Stouffville.

#### The Canadian Grocer

#### MERCHANT APPRECIATED.

The prominent members of the Methodist church, Inverary, assembled on Dec. 21st, and presented A. Ritchie and wife with two beautiful upholstered chairs. Mr. Ritchie has sold ms general store and moved to 335 Brock St., Kingston, until spring, when he intends going west. Another presentation was made at the 1.O.F. lodge, on Dec. 31st, when Mr. Ritchie, financial secretary, was present-ed with a handsome gold-headed cane. The family has always resided in Inverary, and will be greatly missed there.

F. W. Massington, of Orillia, has sold his grocery business to Johnston Bros., of the same place.

MOST GROCERS KNOW

THAT OUR

Jams and Jellies

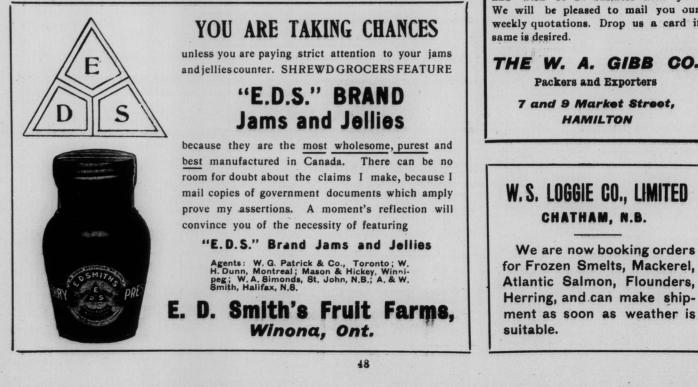
ARE TRADE BUILDERS. People Pure Apple Juice WILL HAVE NO OTHER. A post-card will bring you some interesting facts. The Belleville Fruit and Vinegar Co., Ltd. Belleville, Ont. SHIP TO US We pay highest market prices for DRIED APPLES and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired. THE W. A. GIBB CO. **Packers and Exporters** 7 and 9 Market Street, HAMILTON W.S. LOGGIE CO., LIMITED CHATHAM, N.B. We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make ship-

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Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the lagest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHNIPPER, No. 38 Front Street, NEW YORK.



# GROCERS, CONSIDER YOUR CUSTOMERS' HEALTH BY BUYING



# WAGSTAFFE'S Fine Old English Pure Orange Marmalade

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

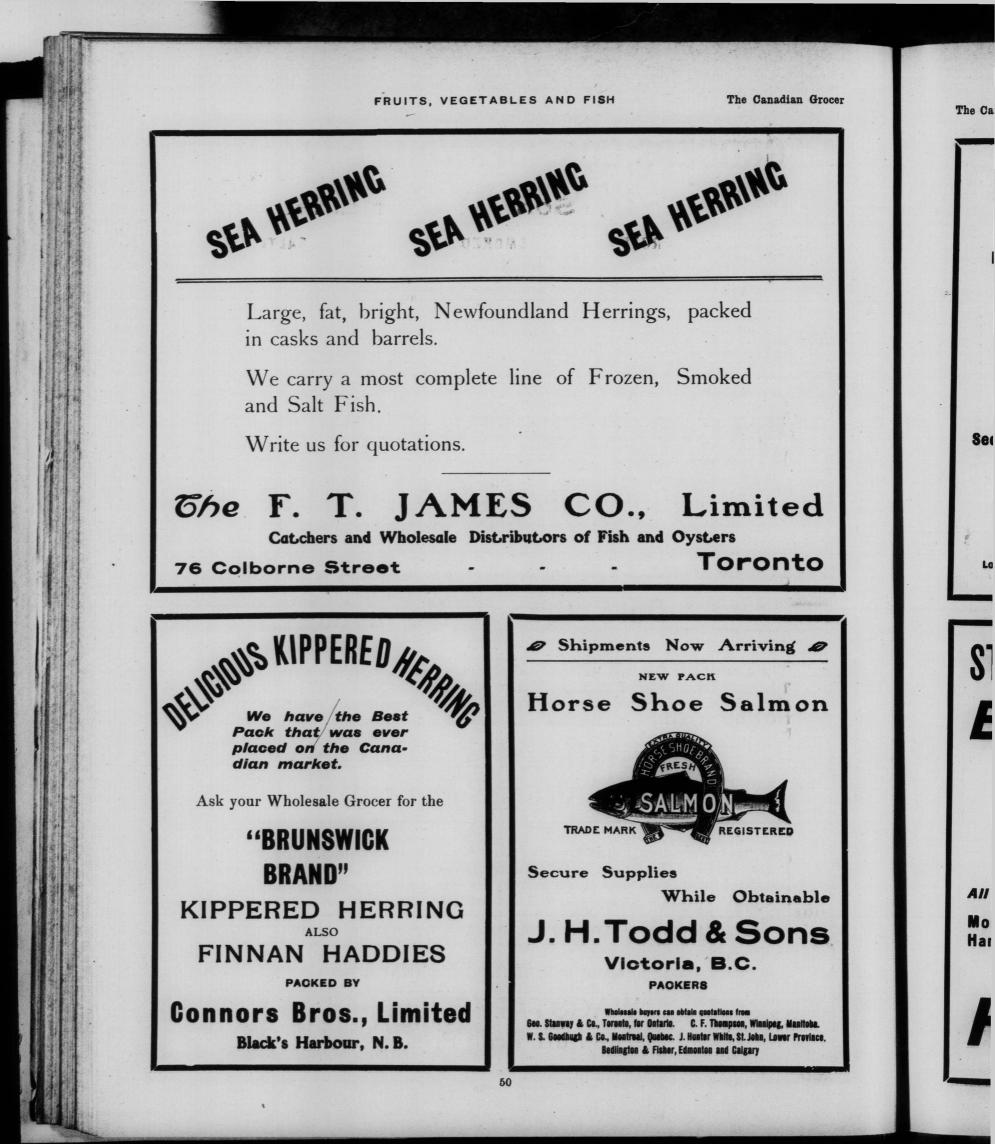
## Pure Orange Marmalade

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

## Wagstaffe's Fine Old English Pure Orange Marmalade

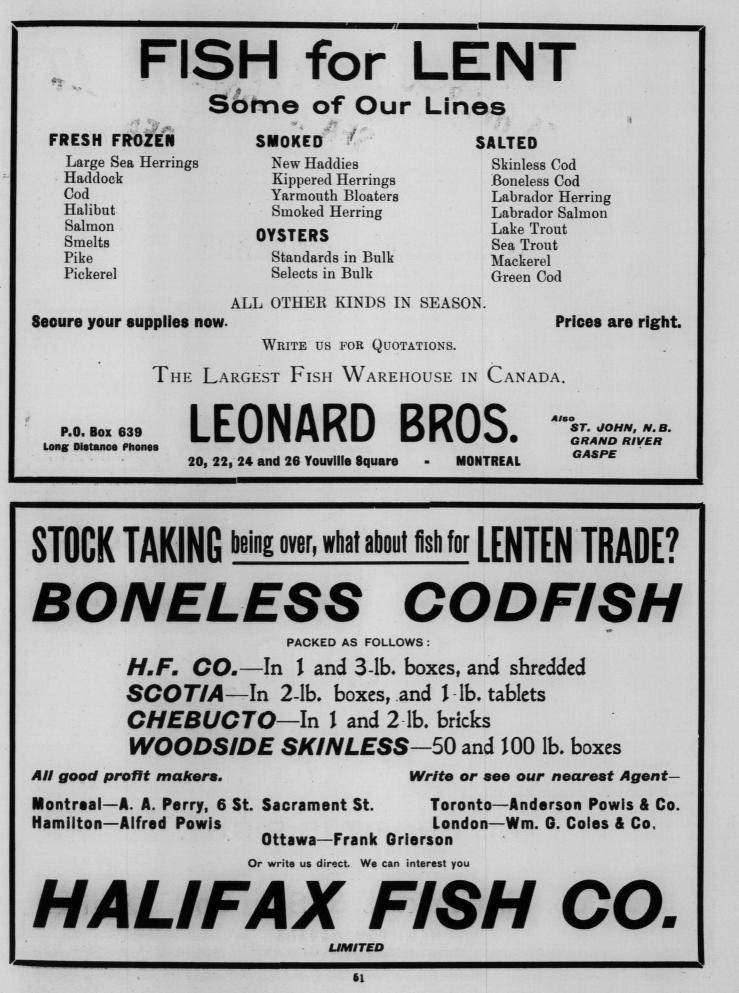
Our first consideration is to safeguard our customers' health by making our marmalade of the finest Seville Bitter Oranges and the Purest Cane Sugar obtainable, put up in a clean factory by the most up-to-date machinery and the best experts. Every pound guaranteed pure.

WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE MADE IN HAMILTON, CANADA, BY WAGSTAFFE, Limited The Pure Fruit Preservers.



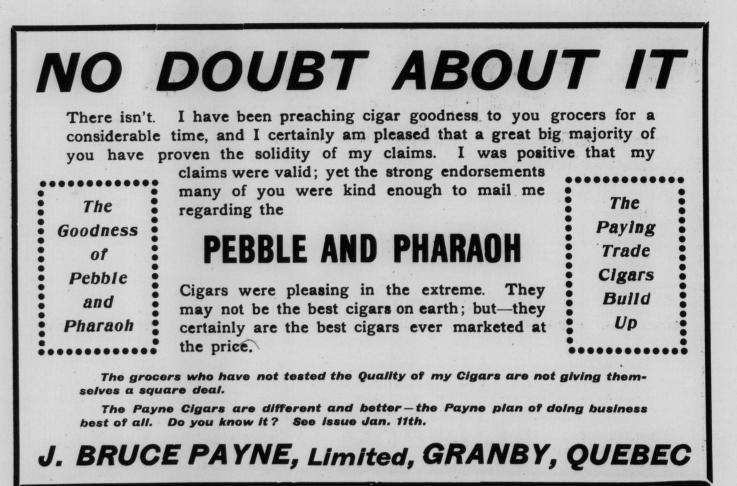
The Canadian Grocer.

FRUITS, VEGETABLES AND FISH



TOBACCOS AND CIGARS

The Canadian Grocer



# THE KING OF ALL TOBACCOS

That verdict has gone forth never to be recalled. The smokers of Canada have discovered a tobacco just strong enough to soothe and satisfy and fragrant enough to please women.

T & B

is that tobacco. There isn't a nip in a ton of it. So delightfully fragrant is **T. & B.** that a man can smoke it all over the house with impunity.

Shrewd grocers, realizing these facts, feature **T. & B.** all the time. They have another reason for talking **T. & B.** 

## THE PROFIT IS RIGHT.

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

## TOR

Editor ( Dear 18th you Mr. Bec Grocers Takin the repo know he the aud the inte to Mr. "ininety know would in by an a tail groc -but pe The s definition between article i what sch distinctic and net No on charges count as but in th put the c hypothesi Expenses or can b over is a to fluctua To any retail me -given expense ( possible age of p ing into are facto tion, sale eral busi ence to fective a Suppos ducted, a at an an ing all Beckett : \$12,000 i earning a capital. proprieto of course per cent. If Mr. over five business i sibility t than inab ing busin 05 per c this count ant of th No sirkeeping in business cery busir the restric the whole ance. Mr

#### TORONTO RETAILER REPLIES TO H. C. BECKETT

Toronto, Jan. 21, 1907. Editor Canadian Grocer:

Dear Sir, In your issue of January 18th you report an address given by Mr. Beckett to the Hamilton Retail Grocers' Association.

Taking for granted the accuracy of the report one is naturally curious to know how the address was received by the audience. The implied insult to the intelligence of those who listened to Mr. Beckett in the words, that ''ninety per cent. of the retailers don't know the cost of doing business'' would in almost any city, be received by an average audience of modern retail grocers with feelings of resentment —but perhaps not so in Hamilton.

-but perhaps not so in Hamilton. The statement that "the old school definition that profit is the difference between cost and selling price of an article is wrong" makes you wonder what school Mr. Beckett attended if no distinction was made between gross and net profits.

No one can take exception to the charges included in the expense account as itemized by Mr. Beckett but in the example he gives does he not put the cart before thee horse? Does his hypothesis start from the right point? Expenses can be controlled—they are or can be made a fixed amount—turnover is an uncertain quantity, subject to fluctuations.

To anyone conversant with modern retail methods the question would be --given a capital of \$3,000, an anual expense of \$2,230, what is the greatest possible turnover and at what percentage of profit can it be made ? Entering into the solution of this question are factors such as locality, competition, salesmanship, buying ability, general business acumen—and in deference to The Canadian Grocer—effective advertising.

fective advertising. Suppose that a business can be conducted, and there are such businesses, at an annual expense of \$2,230, including all the charges given by Mr. Beckett and the turnover instead of \$12,000 is \$15,000, then in addition to earning 3 1-2 per cent. interest on capital, \$800 per year salary, the proprietor shows a surplus of \$770of course provided the profits are 20 per cent.--not a bad showing.

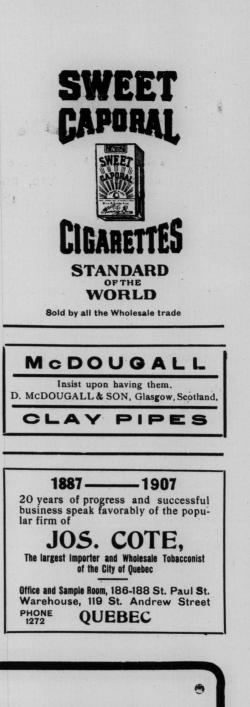
If Mr. Beckett's contention that not over five per cent. succeed in the grocery business is correct, is there not a possibility that there are other reasons than inability to figure the cost of doing business ? Are we to believe that 105 per cent. of the retail grocers of this country are incompetent and ignoraut of the first principles of business ? No sir—a simple method of bookkeeping is, it is true, essential in any business—but failure in the retail grocery business can be attributed more to the restrictions put on the business by the wholesale grocers than to ignorance. Mr. Beckett, no doubt, is probably a gentleman of fixed principles has fixed ideas in regard to the relationship of the wholesale to the retail trade—and with generosity worthy of a better cause, devotes some of his spare time to the education of the benighted retailer, and tells him the whole trouble originates in his, the retailer's, inability to deal with figures.

One of Mr. Becckett's fixed principles is that of fixed prices from wholesale to retail, an idea which he has foisted upon the trade, with what measure of success his brethren of the guild are best able to decide. It is upon this fixed price principle that the man who buys one barrel of sugar pays the same price as the man who buys fifty barrels, one hundred barrels can be bought as low as five thousand. The same rule is applied to tobacco, "association" canned goods, and other staple groceries. Under such conditions brains and capital are very isecondary attributes.

Mr. Beckett, in conclusion, places the cost of doing a retail business at 22 per cent. of the total turnover. For the guidance of his Hamilton audience who have perhaps had time to digest all the facts and figures he loaded them up with, and readers of The Canadian Grocer, will he tell us on what margin of profit the wholesale houses sell to hotels and boarding-house keepers, so that we retailers may have a chance to compete ?

The curse of business is said by Mr. Beckett to be price-cutting. This, however, is a much mooted question. Judicious and well advertised price-cutting has been responsible for many a merchant's success. The department stores are not in business for their health—

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<text>

but the sprat to catch a whale idea pervades their advertisements. Even and conservative wholesale staid grocers are not above holding out inducements such as free clocks, tea canisters, etc., as an inducement to buyers-a sure but indirect method of cutting prices.

Failure in Canada in the wholesale grocery trade is of rare occurrence, simz ply because years ago a combination was formed for so-called defensive purposes-one of the cows to be milked has unfortunately been the retailer.

The tide is turning-slowly perhaps, and the retailers are now getting together and may in the future be able to formulate some plan for the protection of that particular cow's udder.

## Yours, etc.,

#### TORONTO RETAILER.

#### A DEPARTMENT TO DEVELOP.

#### Grocers Should Study the Possibilities of a Good Tobacco Business.

As with everything else, you must hustle if you are going to sell tobacco You're not likely to make a tobacco department a profit-bringing institution if you do not get right down to hard work and make it pay. Perhaps you have carried a line ever since you began business, and you cannot understand how it is that you have a good profitable trade in all other lines, while your stock of tobacco seems to stick to the shelves. There must be some reason for this, because tobacco is made to sell, not to ornament the store.

If you go right to the bottom of the matter, you will find, nine times out of ten, that you have almost totally neglected the tobacco section of the store. While devoting your time and energy to other branches of the business, you have allowed the tobacco department to run itself as best it might.

This is a mistake. You cannot af-ford to neglect goods which, when properly handled, will bring you returns larger than are obtainable from many staple grocery lines. Just figure it out. You will find that there is more actual profit and less labor in the selling of a quantity of good eigars than there is in disposing of, say, sugar of equal value.

Knowing this, don't you think you had better sit down and give the to-bacco department a little thought? You can make it go if you will. It will require a lot of work and much thought, but it can be made to pay in proportion.

It's worth while starting over again. Obtain a stock of tobacco-cigars, cigaretes and other lines. See that the goods are the best value obtainable for the money. Then get to work. Keep your stock in good condition. Let the people know you have the goods and are after the business. Above all things hustle, and then after a fair trial, do some figuring and see how it pays.

## THIS GROCER SAYS "ORGANIZE"

#### Not to Fix Prices But to Remedy Evils -A Call for Action-Opening for a Grocery Moses.

A leading Hamilton grocer is the author of the following letter to The Grocer, and it's in the right line: Hamilton, Jan. 21, 1907.

Editor The Canadian Grocer:

Talking about grocers organizing, if they could only be made to realize the many advantages that would accrue to a real live grocers' association, they would wonder why they had been so slow. The average retail man can't see anything in it, but an arranged price for some or all commodities. Now in my opinion that is the poorest inducement of all, and no well managed association would listen to any such a measure. There are a hundred and one evils to combat, some large and some small, but in the main, if corrected, would lead to much more pleasant relations all the way from the producer to the consumer.

The individual grocer who now lays his complaints before the wholesaler or manufacturer is called a crank, but if one hundred cranks made the same complaint and made it as an organized body, they would be very quickly attended to.

Most jobbers are not satisfied with the legitimate trade, but sell to hotels, laundries, restaurants, etc. Wonder how many Hamilton grocers know that the department stores get special prices, rebates and rake-offs that even a few of the jobbers don't know of.

Organization is what we want; not local only, but provincial or, even better, national. Why, the retail merchants of Canada are the highest taxed people in the community-no legislation crops up for their benefit--but just watch the bills brought before both houses for the advantage of the farmer and the labor union men. Nov, Mr. Canadian Grocer, allow me to congratulate you for your worthy remarks along this line in last week's issue. There is a move now on by the Retail Merchants' Association to hold a convention in Hamilton in March next. Why can't all the grocers get together and send some of their best men and get this big association going ? The time is ripe; we just want a leader. What town will produce this Moses who will get all joined together and lead us up to a higher level ? The Hamilton, association has the leading grocers in it—but only has about 75 members out of a possible 250.

Owing to a changing around of the traveling staff of Jas. Turner & Co., Hamilton, H. E. Toms who was looking after the firm's interests in Saskatchewan, is taking up a portion of

Alberta on the Canadian Northern Railway.

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#### FOR THE TILLSON TROPHY.

#### Games to Date in the Wholesale Grocers' Hockey League.

The first game in the Toronto Wholesale Grocers' Hockey League was played Friday night, Jan. 11, at Varsity Rink, when Kinnear & Co. defeated Jas. Lumbers & Co. by the smallest possible score of 2 to 1. The score at half-time was 1 to 0 in favor of Lumber & Co., but T. Kinnear & Co. were in better condition and pulled themselves together in the last half, scoring two goals. The teams were as follows :-

T. Kinnear & Co.-Goal, A. Legge; point, Minett; cover point, B. Brown; rover, R. Hocken; right forward, W. Ford; centre, C. Rennie; left forward, T. H. Kinnear.

Jas. Lumbers & Co.—Goal, Wess Lumbers; point, T. Kerr; cover point, S. Oliver; rover, D. Waites; right for-ward, R. Marshall; centre F. Lumbers; left forward, W. Corrigan. Referee—T. C. Webber.

A very exciting and rough game was played Monday night, Jan. 14, at Var-sity Rink, when Jas. Lumbers & Co. defeated the Brokers, last year's cham-pions, by a score of 3 to 1; at half time the score being 3 to 0 in favor of Lumbers, but in the second half they were unable to add to this score, the Brokers having the best of the play during the second half. Lumbers' have a very strong defence in Wess Lumbers, Tom Kerr and Capt. Stewart Oliver. Had it not been for the phenomenal work of Wess Lumbers in goal the Brokers would have had many more goals to their credit as they had at least 20 shots on the goal nets. The Brokers had the same team as last year with the exception of their old captain, S. Bank's and Fred Donaldson, who made up the defence. Their forward line was the same as last year but could not get their combination go-ing. They were, A. R. Millman, W. W. May, T. C. Webber and H. Thompson.

The teams lined up as follows:---Jas Lumbers & Co.-Goal, Wess Lumbers; point, Tom Kerr; cover point, S. Oliver; rover, D. Waites; right forward, R. Marshall; centre, F. Lumbers; left forward, W. Corrigan. Brokers-Goal, H. Ferguson; point, Percey Millman; cover point for Percy Millman; cover point, Geo. Hor-top; rover, T. C. Webber; right for-ward, W. W. May; centre, A. R. Mill-man; left forward, H. Thompson. Referee-C. Rennie.

Goal empires-Walter Lumbers, M. Warwick.



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STORE EQUIPMENT AND SUPPLIES

The Canadian Grocer



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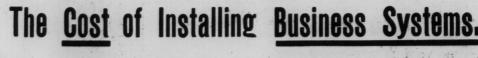
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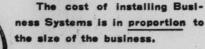
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A small business requires a more or less simple system of accounting - the expense is almost

nothing compared to a big business whose arrangements are more complex.

. . . . . .

Our Monthly Account System is especially adapted to the retail business.

Our Monthly Account System does it all in one operation – makes the entries in your books and prepares your bills at the same time.

Our Monthly Account System stops the work from piling up at the end of the month

and enables you to have each customer's bill ready at a moment's notice.

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Let us tell you how Business Systems can be adapted to your business.

It costs you one cent to know.

A post card will bring you the information.





The Canadian Grocer.

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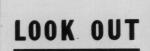
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STORE EQUIPMENT AND SUPPLIES





for <u>quality</u> and <u>full quantity</u> in soaps you buy.



# SOAP and its PRICE

Quotati The fo responsible f Grocer, at o

All soap-making materials have been for some time and are now very high in price : Tallow, Cotton Seed Oil, Cocoanut Oil, and many other articles.

Good quality Soap cannot be made except at a serious loss if sold at the price which has been ruling and unchanged for a good many years.

"SURPRISE" Soap has been advanced in price to meet conditions as they are and have been for some months past. High-grade quality soap, such as "SURPRISE," must be made of high-grade materials.

There are a great many adulterations for soap. Low-grade soap can be made and sold without a loss at the high-grade soap price if buyers can be found. A cut-weight soap, two or three ounces less than the usual weight of cake or bar, can be sold at the full-weight price with a profit, but "SURPRISE" Soap, the same quality for over twenty years, and the size and weight of cake not changed, can only be made and sold at an advance in price to meet the cost of production.

This is the "SURPRISE" Soap point of view. We insist on quality for "SURPRISE" Soap. It pays to give what is paid for. Your customers when they buy "SURPRISE" know they are getting real "SURPRISE": Not changed in quality or quantity,

We think it pays to tell the truth ; to be honest with customer and consumer. Don't you "SURPRISE" will cost you \$4.20 per box, freight paid in 5-box lots.

## THE ST. CROIX SOAP MFG. CO. ST. STEPHEN, N.B.

"SURPRISE" is owned by an independent company. It does not belong to the English or Canadian Soap Trust.

## **OUOTATIONS 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.



Agents, C. E. Colson & Son, Montreal. In t, and 1-lb: tins, 14-lb. boxes, per lb. Smaller quantities ..... 0 35

10

3c.

100 to 1.000 books ......

Sło.



## GUARANTEE

We guarantee the SUN PASTE Stove Polish to the trade. We print our guarantee and put it in every case of SUN PASTE. We are very anxious that none but perfect goods shall be sold under our well known and long established

trade mark. We will fully and cheerfully protect our guarantee in every way if any of these goods are found defective.

## MORSE BROS., Props. - Canton, Mass., U.S.A.



### LOWEST INSURANCE RATES

Allison's O

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SOUTH

LAPORTE, M Vita" Pasteurized Bottles 1-oz., cas 2 \*\* 4 \*\* \*\* 20 \*\*

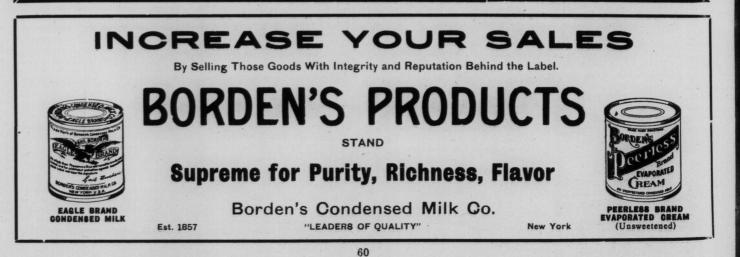
**PERISHABLE GOODS** receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. Goods Prompt-

ly Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL





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Customers Satisfactior.



SYMPHONY LIKE A

Purity and excellence.

All the latent virtues brought out.

Every individual quality developed and perfected.

The full powers of the berry harmonized by unerring scientific treatment. These constitute the leading characteristics of

## WOOD'S COFFEES

They possess a distinctive charm ; for in them full strength is harmonized with the most delicious aroma and taste.

#### **CANADIAN FACTORY and SALESROOM:** MONTREAL. No. 428 St. Paul Street

#### Stareh

Starch EDWARDSBURG STARCH OO., LIMITED. aundry Starches — per <sup>11</sup> No. 1 White or blue, 4-lb. carton. © 0 C6 No. 1 " S-lb. " 0 C6 Silver gloss, 6-lb. draw-lid boxes. 0 07 Silver gloss, 6-lb. draw-lid boxes. 0 07 Edward's silver gloss, 1-lb. pkg. 0 07 Edward's silver gloss, 1-lb. pkg. 0 07 Edward's silver gloss, 1-lb. pkg. 0 07 Edward's sain, 1-lb. cartons... 0 07 Bonson's satin, 1-lb. cartons... 0 07 Do. 1 white, bliss. and kegs... 0 06 Benson's snamel... per box 1 25 to 2 50 ulinary Starch-

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inary Starch-Benson & Oo.'s Prepared Corn.... 0 07 Canada Pure Corn ..... 0 052 e Starch-Edwardsburg No. 1 white, 1-lb. car. 0 10 Ric

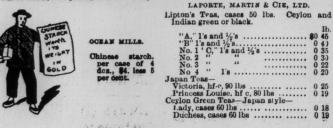
Boxes of 45 cartons, per case.... 5 00 Oulinary Starches-Challenge Propared Corn-1-lb. packages, boxes 40 lb..... 0 05 4 0.1 Brantford Prepared Corn-1-lb. packages, boxes 40 lb..... 0 07 Orystal Maise Corn Starch-1-lb. packages, boxes 40 lb..... 0 07 San YOY STARCH.

piges, cases 5 doz., per case.. 4 75 eT. LAWRENCE STABOH CO., LIMITED. Ontario and Quebeo.

Oulin Inary Starches— St. Lawrence corn starch, 40 lb . 0 07 Durham corn starch, 40 lb . . . 0 05 Staroh

Starches-White, 4-lb. cartons, 48 lb.. 3-lb. cartons, 85 lb.. 300-lb. bbl...... (Bloss, 8-f family pigs., 48 lb 1-lb. fanoy, 30 lb.... large lumps, 10-lb regs starch, 1-lb. fanoy, 38 lb... m Gloss, 1-lb. paokages. 40-lb

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131-9135

TUTT

J. & J. COLMAN'S, LIMITED. Rice Starch-Packed in cases of 56 lbs. each (cases free) No. 1, London-E. D. MARCEAU, Montreal. MOTHER'S TUAGANA C Per lb. FAVORITE MELAGAMA TEA. put up in 30, 60 and 100 lb. boxes. Wholesale Wholesale # 1bs....0 19 1 1bs. & 5...0 20 1 1bs. & 5...0 21 1 1bs. & 5...0 25 2 1 1 nived 1 lb Stove Polish. TRISING SUND S p.c. off 30 days on FOUR BOLISHS for durability and for cheapness this prepa-ration is truly unrivalled. KOLONA PURE CEYLON TEA Black Label, 1-lb., retail at 250. 50-lb. cases ......retail White Label, is, is and is, 50-lb. cases .....retail un, 6-os. cakes, 1-gross boxes 450 un, 8-os. cakes. gross boxes 450 te, 10c. size, 1-gross boxes.... 10 00 te, 5c. size, 1-gross boxes.... 500 Black Teas-"Old Crow" blend-Syrup. WN" BRAND PERFECTION SYRUP. Per case Head Office, St. John, N.B. Toronto Office, 3 Wellington E. REDROSE Tobacco. 100 TEA noking SMALL'S BRAND-Standard. 0 20 0 22 0 25 0 30 0 36 0 44 4 40 4 90 5 45 5 70 gal. tins, per can...... per case..... Chewing ..... DA Tess. Tot Cor Rear Baylon BED SALADA CEYLON. BLUE RIBBON TEA CO., TOBONTO Wholesale, Retail. 
 1 Label, 1's.
 0 30 0 60 25

 2 a bel, 1's.
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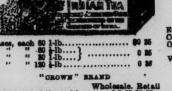
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 RAN LAL'S DIAS TO LAPORTE, MARTIN & CIE, LTD.



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I I X 8 50-lb. cases ......retail 0.40 at 0 30 Red Label, is, is and is, 50-lb. cases .....retail 0 50 at 0 34 at 0 40 
 OR 1584
 Old Crow Diend

 Bronzed Lins of 10, 25, 50 and 80-lb.
 No. 1

 No. 1
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 0 35 0 30 0 25 0 20 0 17 THE EMPIRE TOBACCO CO., LIMITED 0 45 0 45 0 53 0 46 0 47 0 56 Universal, 13s..... Dixie, 7s.... JOS. COTE, QUEBEC. 
 Cigars, per thousand.

 Cote's Fine Cheroots, 1-10
 25 00

 St. Louis (Union), 1-20
 33 00

 Champlain. 1-20.
 35 00

 El Sergeant Premium, 1-30-1-40
 55 0'

 J. O. Ol, Havana P. Finos. 1-20.
 75 00
 Cut tobaccos. Vinegars. White Wine, proof..... white Wine, proof..... extra strength pickling XXX XX.... XX....

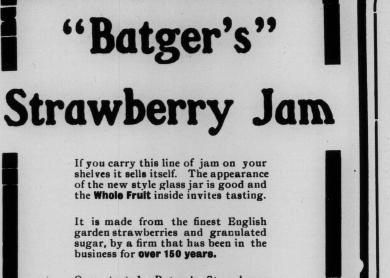
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Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

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## Rose & Laslamme

**Montreal and Toronto** 

## All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, START NOW. Get your share of the trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents : ROSE & LAFLAMME Montreal and Toronto

## They never fail to satisfy the user.

Nothing annoys a person more than a poor match, one that won't go off when it should, or if it does go off, breaks and flies in all directions.

# **Our Matches**

do the right thing at the right time and in the right way.

> Factory: DRUMMONDVILLE,

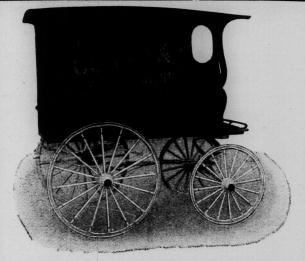
> > P. Q.

Write for our price list.

A post card will bring reply.



Head Office : BOARD OF TRADE, MONTREAL.



The next best thing to a big advertising appropriation is a

Waggon

We are quite airy about the waggons we turn out and we've good reasons for being so.

limax

The materials are the best available. Work solid and artistic. Prices—just what you expect to pay Prompt shipment.

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

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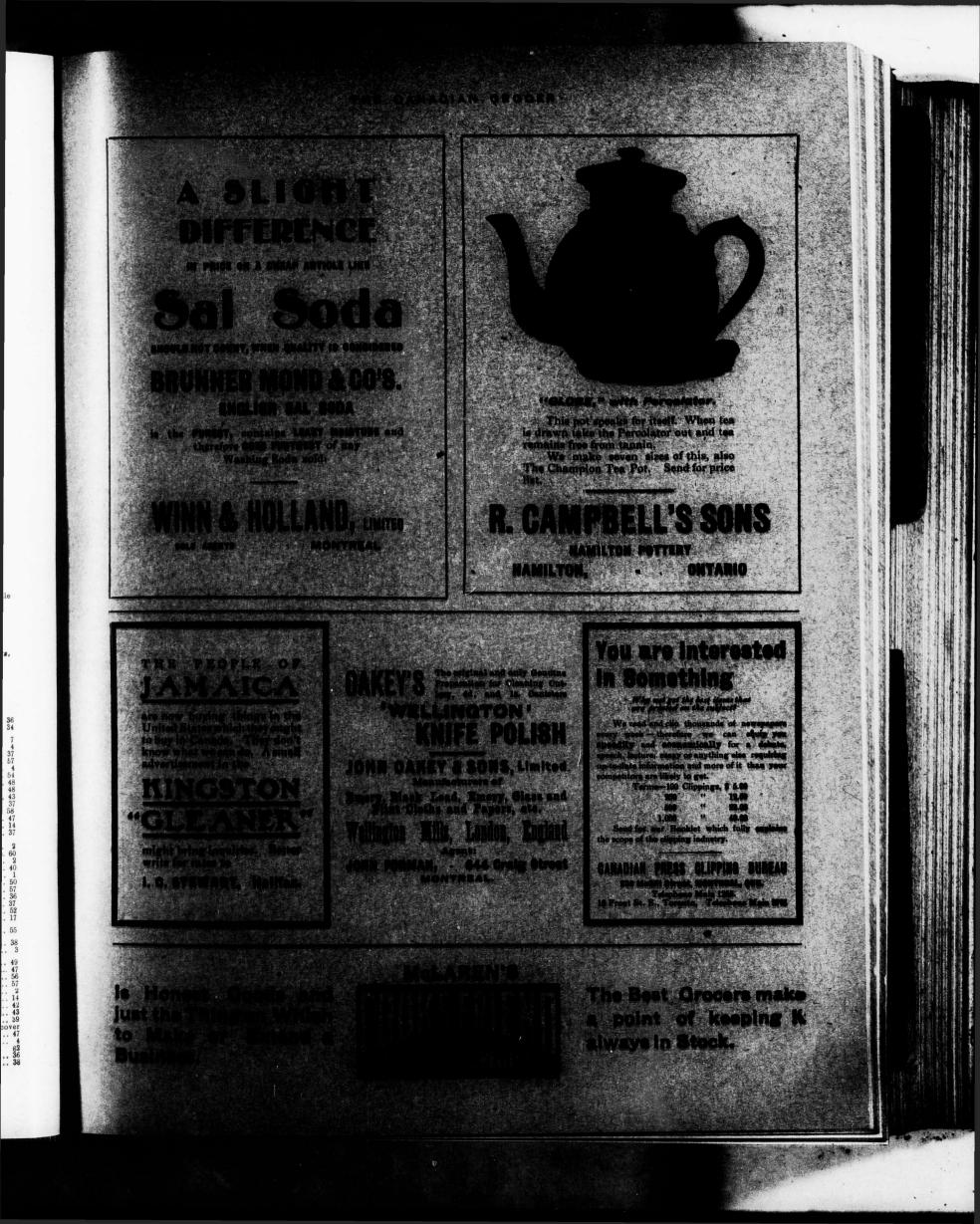
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