

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 31, 1908.

NO. 5.



People Are Asking for It

Robinson's Patent Barley

is such a healthy food for young and old that those grocers who have stocked it consider it a paying staple. If you haven't sold it write for sample and particulars.

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



"Crown Brand"
Table Syrup.

Canada's Leading Table Syrup

Made, as it is, from the finest selected white corn, under perfect hygienic conditions and most modern scientific methods,

"Crown Brand" Table Syrup

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do now. If you do not, place order through your jobber.

PUT UP AS FOLLOWS:

PUT UP IN TINS		
2-lb. tins—cases	2 doz.	Also in Bris., 1/2 Bris
5 " " " "	1 " "	Kegs and Pails
10 " " " "	1/2 " "	
20 " " " "	1/4 " "	

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

EDWARDSBURG STARCH CO., LIMITED

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

164 St. James St., MONTREAL

THE CANADIAN GROCER

LEA'S

The Pickle with the
Home-Made
Flavor

PACKED BY

The Lea Pickling & Preserving Co.

WAGON

ARTHUR P. TIPPET & CO.

Agents

**“Thistle”
Brand
Haddies**

Full weight in 16-ounce lined tins, containing no skins, no bones, no waste, no dirt or slime—nothing but the freshly caught, carefully cleaned and cured genuine Haddock.

We predict that the **“Thistle”** brand will increase confidence in any grocer's general stock. It is a “builder” of confidence.

**“Thistle”
Tunny
Fish**

Heretofore called a luxury, but now put up in one-pound Seamless Oval Tins in this Country—superior in the delicacy of its flavor and containing no waste.

For a while Spain furnished it in limited volume, but the popular demand compelled the ways and means adopted by the Thistle Company. The Tunny Fish are ready.

FOR SALE BY ALL BEST DEALERS

8 PLACE ROYALE,
MONTREAL.

84 VICTORIA STREET,
TORONTO.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

HALIFAX, N.S.

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

HAMILTON.

A. R. McFarlane Wm. Field
McFARLANE & FIELD
HAMILTON, ONT.
Wholesale Grocery Brokers and
Commission Merchants.
TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

MONTREAL

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Agencies: "Royal Crown" Skinless Codfish.
Canned Salmon—"Lifebuoy," "Otter" and "Salad."
Brands. Morris & Co., Pork, Chicago.

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

Phone Bell Main 3938.

CHAUSSE & CIE.

Wholesale Manufacturers of

OILS AND ESSENCES

Write for prices and particulars

MONTREAL QUE OTTAWA, ONT.
822 Notre Dame St E 49 Anlgesea Square

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW

(The largest city in Saskatchewan)
General Forwarding and Storage Agents.
Large track warehouse accommodation.
Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

ELSON & WHITLOCK
MOOSE JAW, SASK.

Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.

J. J. McLean - - - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

NEWFOUNDLAND

T. A. MACNAB & CO.

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

REGINA.

G. C. WARREN

Box 1036, - REGINA

Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

TORONTO.

ON SPOT

**BEANS
RAISINS
SALMON**

W. H. MILLMAN & SONS

Grocery Brokers
TORONTO

TAPIOCAS

Medium and Seed Pearl.

Patna Rice 224 lb bags.

All on Spot.

Anderson, Powis & Co.
Agents

15 Wellington Street East, Toronto

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

MacLAREN IMPERIAL CHEESE CO.

Limited

AGENCY DEPARTMENT.

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

W. G. Patrick & Co.

Manufacturers' Agents

and

Importers

29 Melinda St., Toronto

Many Good Lines Lie Dormant

On Grocers' Shelves

Keep Yours on the Move

by appointing a

Working Resident Salesman and Advertiser

JNO. J. WATT

Manufacturers' Agent

Good References TORONTO, ONT.
Special Attention to Advertising

(Continued on page 4.)

**Two
Trade
Winners**

We have a car of
SINGAPORE PINEAPPLE

**WHOLE
SLICED
CUBES**

To Retail at
10c. Tin

A New Line in Preserved Fruits in Glass—

PRESERVED FIGS and FIG & LEMON TO SELL AT 10c.

APRICOT, PEACH, PLUM,
to retail at **15c.**

You Will
Find These
Quick Sellers

GUARANTEED ABSOLUTELY PURE

EBY-BLAIN, LIMITED

WHOLESALE
GROCERS

TORONTO

WAIT

for our Salesmen before placing
your **Tea Orders**, we think,
rather we know, it will pay you
to do so.

THE BLUE RIBBON TEA CO.

Toronto and Montreal



AS
d Pearl.
bags.
is & Co.
ast, Toronto

& CO.
d Agents.

CHEESE CO.
Limited
MENT.
and Wholesale
ROIT, Mich.

& Co.
Agents
Toronto

Lie Dormant
helves
the Move
alesman and
ATT
urers' Agent
RONTO, ONT.
Advertising

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

THOS. B. GREENING & CO.
TORONTO

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

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY WE CAN handle your account to our MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years
George Adam & Co.
Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

GROCERY BROKERS

WINNIPEG, MAN.

CARMAN-ESCOTT CO., Est. 1887

Office and Warehouse: 141 Bannatyne Ave.
Correspondence Solicited.

S. C. RICHARDS

Wholesale Commission Merchant and Broker

354 Main St., WINNIPEG, Man.
Correspondence Solicited

STRANG BROTHERS

Commission Brokers and Manufacturers' Agents

233 Fort Street, Winnipeg

Correspondence Solicited

M. B. STEELE

Wholesale Commission Merchant and Broker

WINNIPEG, MAN.

Correspondence Solicited Highest References

STUART WATSON & CO.

Wholesale Commission Brokers and Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

Do You Want to Buy

A BOILER, ENGINE OR MACHINERY?

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

CANADIAN MACHINERY

TORONTO MONTREAL

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.

St. George's House
EASTCHEAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

TOOTH'S EXTRACT OF MEAT CO.,
12 Duke Street, London Bridge, S.E.

We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

DAVID SCOTT & CO.

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

JAMES MARSHALL
ABERDEEN, SCOTLAND,

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

Offices Throughout the Civilized World

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

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

—OFFICES IN CANADA—

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

HAMILTON, ONT.
QUEBEC, QUE.
VANCOUVER, B.C.

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

MONTREAL, QUE.
TORONTO, ONT.

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

You can make money as well as oblige your customers if you handle our

BASKETS

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

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

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

TEA;

Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

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

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of

Price \$2.00 Postpaid

12mo.

Bound in Cloth.

TECHNICAL BOOK DEPARTMENT

The Maclean Publishing Co.,
10 Front St. East, - TORONTO, CAN.

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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

as well as
you handle

ETS

**kets,
kets,
Baskets
wboard**

your basket
satisfaction
the goods.
attention.

**sket Co.,
NT.**

Mystery

ALSH
pert

exhaustive
information
in the hands
cer and Tea

ution.
istics and

paration.
escription
tection.
d Preparing.
and Dietetic

and Con-

able Ameri-

on receipt of

stpaid

und in Cloth.

PARTMENT

ishing Co.,

TORONTO, CAN.

ENGLAND

shes to trade
Old Country

elligence "

heet St.,
nd)

ek. (Annual sub-
4.50).

ers are allowed to
ie paper. See the



SIMCOE CHICKEN SOUP

*Extract from "The Lancet" London, England.
(The great medical authority.)*

CONCENTRATED CHICKEN SOUP

"This Soup is prepared in Ontario and is preserved in tins. We know for transport purposes that tins are most convenient, but we should regard it with satisfaction if this excellent Soup could be preserved just as effectively in glass jars. However a very careful examination of the liquor did not show the slightest signs of metallic contamination. **The Soup is of excellent flavor, possessing that glutinous Property characteristic of freshly prepared Chicken Soup.** The Soup **contains entire cooked portions of the Chicken.** It should make an excellent emergency ration and portable food."

This Soup should be in every home, and in every hospital.

For sale by all leading Grocers.

Quality guaranteed by

CANADIAN CANNERS, Limited



Making Money in the West

We are quoting herewith a letter—unsolicited—showing what
WAGSTAFFE'S Goods have done for one Firm
in the West.

**\$20,000 of Business without a Single
Note Against the Goods.**

Messrs. Wagstaffe, Ltd.,
Hamilton,
Calgary, Alta.,
December 9th, 1907

Gentlemen,—In looking over our books to-day, as we are closing same for the year, we find we have bought since the spring, \$20,000.00 of your Jams and Preserves, and we cannot see that we have put through a single Debit Note against the goods.

Of course this is the first season we have handled your stuff, but seeing the volume of our business, and there being no reclaimants against the goods, we feel it speaks volumes for your quality, bearing in mind that they are a high price line, and it only shows that if every manufacturer would put in the quality as you do, the public would stand every time for good stuff.

A year ago if we had been told we could handle pure Jam made only from Sugar and the Fruit, we would not have credited same, as we always imagined that such goods wanted a little glucose and fillers to make them shipable, but we now see that Jams, made the same as our mothers made them, will stand shipping and give infinite satisfaction to everybody eating the same.

It is needless to say we wish your worthy Company continued prosperity, and next year we believe we can double this business. As you are aware in introducing new goods, buyers are always skeptical, but now the quality has turned out much better than we made it to be when selling, we look to doubling the out turn next year.

We are, dear sirs,

Yours very truly,

(Signed) L. T. MEWBURN & CO., Limited,

Per L. T. MEWBURN, President.

We are sending these Goods—"the same as our mothers made"—all over Canada, and other grocers are having just as satisfactory results with them as Mewburn & Co. Are you making money on these same goods?

WAGSTAFFE LIMITED

HAMILTON,

CANADA

PURE FRUIT PRESERVERS

THE CANADIAN GROCER

DID YOU EVER WONDER WHY?

Did you ever wonder why the public forget to ask for the "new ones," or in fact nearly all the package teas that have been placed on the market during the past sixteen years? You can sell a great many of these once, but the tea that makes the customer come back for more is the one that it pays you to handle. Our

22 PER CENT.

increase in Canada alone in 1907 over 1906 proves that the public are finding out in increasing numbers every day that they are best served when they buy "SALADA" Tea. It shows that "SALADA" possesses the qualities that make the public come back after it again and again. Its delicious flavor, its quality, its ready sale and its "money-back-if-it-doesn't-sell" guarantee make "SALADA" the most profitable tea for you to push.

We will be pleased to hear from you.

"SALADA"

Toronto or Montreal

*Come-again
Customers.*

These are the people you want to please — the good sound steady folk that are the backbone of your business. Don't disappoint them when they ask for —

"CAMP" COFFEE

Give every customer the opportunity of learning how really excellent is this — the best of bottled Coffees. Remember there are others eager to sell "Camp" — keep even with them.

R. PATERSON & SONS,
COFFEE SPECIALISTS, GLASGOW.

Agents:
ROSE & LAFLAMME,
MONTREAL.



KENTUCKY REFINING CO.,

INCORPORATED

LOUISVILLE, KY., U.S.A.

PURE FOOD GUARANTEE

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

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

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

We are also producers of the very highest quality STEARINE.

STOCK CARRIED IN MONTREAL.

Prices furnished on application to

J. M. BRAYLEY,

MANAGER MONTREAL BRANCH

55 ST. PAUL ST., MONTREAL

Phone Main 6785



National Licorice Co.
Brooklyn, N.Y.

Toronto Depot, 120 Church Street.
R. S. McINDOE, Agent.
Montreal Depot, 55 St. Paul St.
J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

Molasses Molasses

Extra Choice Porto Rico Lion Fancy Trinidad Fancy Barbados Open Kettle Circle 6 Open Kettle Circle 7 No. 5 Special Extra Choice Porto Rico Beaver	Extra Fancy Trinidad Choice Barbados No. 7 Choice West India Molasses No. 4 Strong Bakers No. 1 Golden Cane Syrup No. 2 Golden Cane Syrup
---	---

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

Gingerbread Brand Molasses—

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

Golden Sling Syrup—

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

Agents

C. E. Paradis.	Quebec.	William Forbes.	Ottawa.
C. DeCarteret.	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Green ng.	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary
Teas & Pearse,	Edmonton.	Wilson & McIntosh,	Vancouver,

Dominion Molasses Co.,
LIMITED
Halifax, - Nova Scotia

There is a Big Demand
for Seeded Raisins

The Up-To-Date Grocer who Insists on having Seeded Raisins Packed by:—

Jose Segalerva
Malaga, Spain

will be Ahead of his Competitors Because the MALAGA SEEDED RAISIN is

Superior in Richness and Flavor, and can be sold at Popular Prices

Look at your Stock and ask your Wholesaler for one of the Various Brands of Fancy or Choice

Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion

ROSE and LAFLAMME Montreal and Toronto

Quality

is the Key-note of the success of these goods, which are in demand everywhere.

"Goodwillie's"

is a name that stands for THE BEST in canned FRUITS in GLASS.



ROSE & LAFLAMME
AGENTS

Montreal Toronto

CAN WE HELP YOU ?

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

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

To-day the up-to-date dealer

Creates His Opportunities

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

Every Grocer in Canada

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

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

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

Rates:

1c. per word per insertion.

Box Number, 5c. additional each insertion.



The Canadian Grocer

MONTREAL

TORONTO

WINNIPEG

We Believe

we have the finest values in

COFFEES

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

**Are Your Goods Sold
in British Columbia?**

Business was never better in this Province than at the present time. We have three first-class salesmen who are personally acquainted with every merchant throughout British Columbia, and can get the business.

If you want your goods SOLD, write us. Don't put it off.

Standard Brokerage Co., Limited

144 Water Street,

-

-

-

Vancouver

Box 1057

T. E. JOHNSON, Manager

Goods
that
Sell
and
Satisfy

Greig's White Swan Blend Coffee
 Greig's White Swan Jelly Powders
 Greig's White Swan Spices
 Greig's White Swan Baking Powder
 Greig's White Swan Flavoring Extracts
 Greig's White Swan Coconut
 Greig's White Swan Cream of Tartar
 Greig's White Swan Flaked Wheat
 Greig's White Swan Rolled Oats
 Greig's White Swan Buckwheat Flour
 Greig's White Swan Wheat Kernels
 Greig's White Swan Graham Flour
 Greig's White Swan Whole Wheat Flour
 Greig's White Swan Gluten Flour

THE ROBERT GREIG CO., LIMITED
 White Swan Mills, - Toronto

PURITY and PROFIT

go hand in hand in the grocery business. Give the people pure goods and you will get the pick of the trade. That's why you'd find it profitable to handle our

**Pure
Cider Vinegar**

and Pure Tomato Catsup. We make a specialty of purity in all our goods. And if you want real, customer-satisfying purity, at prices which bring you a good profit, write to us to-day.

**The Belleville Fruit and
Vinegar Co., Limited**

BELLEVILLE, - ONTARIO

"Pride of Canada"



In our high class Maple Specialties we have built up a reputation for **superiority** which makes our lines a **safe proposition** for the retail grocer.

Absolute purity and general excellence in the products enables you to guarantee our Maple Syrup and Maple Sugar without any fear as to the customer's verdict after using.

IT PAYS

**The Maple Tree Producers'
Association**

Waterloo, - Quebec

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

JAPAN TEA IMPORT BUSINESS

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

SHAW T. NISHIMURA, Sole Agent.

55 St. Francois Xavier Street, **Montreal**

Japan Consolidated Tea Co.

Japan Tea Firing Co.

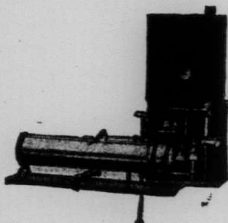
Ito's Tea Firing Dept.

Nakamura's Tea Firing Dept.

Fuji Company

MAKE YOUR OWN LIGHT IT'S CHEAPER AND BETTER. "S.S." GAS LIGHTING MACHINES

A Few Points of Superiority based on Comparisons let US tell YOU about the others.



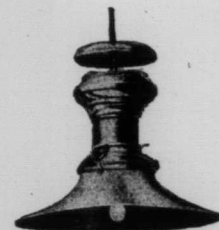
MODEL E MACHINE



OUR No. 1 SINGLE ARC
500 Candle Power



OUR No. 3 SINGLE ARC
500 Candle Power



OUR No. 2 SINGLE ARC
500 Candle Power

THE "S.S." GAS LIGHTING MACHINE—The only gas machine that runs without pumping under a uniform pressure. The only gas machine that will successfully operate on a gas fixture if desired. The only gas machine that can be generated in thirty seconds and without the use of alcohol or liquid gasoline. The only gas machine with a safety vent and escape pipe. The only gas machine with an automatic governor. The only gas machine with a seamless generator and the only one with an entirely seamless copper tank.

THE "SYLVESTER" LIGHT—Increases the brilliancy 100 per cent. Decreases the operating cost 50 per cent. No globes to break or clean. No mantles dependent on wire or magnesium supports. Less heat than an electric arc and gives more light. No odor from unburned gas or the products of combustion. No sound from the light, absolutely noiseless. No shadows cast all light thrown down. No flickering, the only steady light upon the market. A gas fixture more ornamental and unique, has never been invented.

Not one drop of oil passes through a hollow wire. We can give you cheapest insurance.

THE "SYLVESTER" NEW PROCESS MANTLE. Shipped in an envelope. Upon removing from envelope, can be crumpled up without danger of breaking. When straightened out, it's just as good as new.

WRITE US FOR PRICES—DO IT NOW.

Mfd. by **The Sylvester Manufacturing Co., Limited**
LINDSAY, ONTARIO, CANADA.

New Seville Orange Marmalade

is a line that you will find very profitable. It is an absolutely pure marmalade, made from the finest grade of Seville oranges. It is so delicious in flavor, that every first sale means continued repeat orders.

Write Us To-day For Prices!

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



“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Geo. Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

Telephone. Main 6285

GEO. MASON & CO., LTD.,

LONDON, Eng.

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

THE CANADIAN GROCER

TAPIOCA

SEED AND PEARL.

NEW GOODS.

PRICE RIGHT.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

Stock "the Best." **KIT** **COFFEE**

IS

BEST in Quality
SMALLEST in Finish
KEEPEST in Price

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

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

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St. Ontario, A. E. Bowron, 18 King William St., Hamilton Winnipeg, Mason & Hickey 108 Princess Street.




We have just issued

Our Catalogue for 1908

showing a most complete range of Brushes, Brooms and Whisks for the Grocery Trade. We have given special attention to the illustration of each and every line. Please examine this catalogue carefully, and we think you will agree that we have the goods you want. If you have not yet received a copy, drop us a card.

Stevens-Hepner Co., Ltd.

Port Elgin, Ont., Can.

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

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

Our First Thought—Purity

Also our last thought and our thought all the time. The fact that purity is our constant care is vouched for by the Government official analyst. He declares that

E.D.S. Brand Jams and Jellies



are the purest in Canada. We will furnish you with a copy of this declaration if you request it.

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

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



White Moss

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

The Canadian Coconut Co. 613-619 LaGauchetiere Street West, **Montreal**
J. ALBERT MacLEAN, Proprietor
VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN
KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.



SURPRISINGLY SUSTAINING

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



The better known the better liked is what is to be said of

STERLING BRAND PICKLES

Grocers selling these famed Canadian-made pickles and relishes cultivate a trade that stays with them.

Order from your jobber or direct from manufacturer.

The T. A. LYTTLE CO.
Limited

124-128 Richmond St. West, Toronto.

THE CANADIAN GROCER

E. NICHOLSON
 CODES, ABC. 4th & 5th EDITION
 WESTERN UNION
 ARMSBYS 1901

D.H. BAIN
 CABLE ADDRESS
 NICHOLSON WINNIPEG
 CALGARY
 EDMONTON

BANNATYNE AVE EAST
 TRANSFER TRACK
 EDMONTON BRANCH: NICHOLSON & BAIN
 CALGARY BRANCH: NICHOLSON & BAIN

Winnipeg, Man.

Rolled Oats and Oat Feed

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

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

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

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

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

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

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

THE CANADIAN GROCER

TAPIOCA **FINEST**
SINGAPORE PEARL

5 $\frac{1}{2}$
Cts.

CANADA BROKERAGE CO., Limited
9 FRONT STREET EAST, - TORONTO

HOLBROOK'S
Genuine
Worcestershire **SAUCE**

at 25c. and 35c. per bottle is a good selling line at a good profit. Made and bottled in England only. Breweries Stourport, Worcestershire.

Holbrooks Limited, Canadian Branch, 25 Front St. E., Toronto.
Manager, H. Gilbert Nobbs.

If you have anything for sale which a Grocer or General Merchant will be interested in advertise it in our "Condensed Ad." column. It will bring you good results.

STOVE POLISH

The best and cleanest form of Stove Polish is Black Lead, easier handled, gives better results.

James Dome Black Lead

is the best Stove Polish that can be used. Contains no dirt nor makes dust. Gives a lasting brilliant shine.

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

Diamond Blend Coffee

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

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

S. H. EWING & SONS, MONTREAL

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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


\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

**MACLEAN PUBLISHING
COMPANY**

Technical Book Department
10 Front St. East, - TORONTO

**AN INFLAMED TENDON
NEEDS COOLING.**



ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. \$2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

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

QUAKER CANNED GOODS

Packed by
The Bloomfield Packing Co.
at Bloomfield, Ont.

HE RUT
FEE TRADE

user-
but
our
not
con-
into

EAL

History,
n and
on
alsh

ustive, inter-
ok ever pub-
tively written
d should be
use Coffee.

ation.
ion and Des-
ation.
ring, etc.

y one of the
e world upon
office, will be
receipt of

ID AT ONCE.

LISHING
Y

artment
TORONTO

D TENDON
OLING.
RBINE

the circulation,
r strained, rup-
successfully than
o hair gone, and
\$2.00 per bottle,
free.
r mankind, \$1.00
Torn Ligaments,
Hydrocele, en-
ays pain quickly

Springfield, Mass
CO., Montreal.

The Quality Does It!

- ¶ There is only one sure way of insuring repeat orders for canned goods or anything else, and that is, to give quality.
- ¶ If you sell a customer inferior canned vegetables, your salesmanship may enable you to sell her the same brand once or twice more—then she will leave you, and trade at the store 'round the corner.
- ¶ The reason that we hold our old customers while continually adding new ones is because of quality. The quality of

OLD HOMESTEAD BRAND

is always the same, the **ACME OF EXCELLENCE.**

- ¶ It acts the same way between you and your customers. When you sell a can of **OLD HOMESTEAD** the customer may be depended upon to ask for the same brand next time.
- ¶ Don't you think it is worth your while to try this excellent brand—**OLD HOMESTEAD**? You are a business man; and it is the act of a wise business man to prove or disprove a manufacturer's statements. We are not afraid. We ask you to give **OLD HOMESTEAD** a test, because we know that a test will make you a regular **OLD HOMESTEAD** customer. Do it now!

The Old Homestead Canning Co.
Picton, Ontario



"Essex" Shipments

The rush of orders this season has given us all we could do to make shipments on time, and the out-go of goods all this month has been the biggest on record. It is easy to see that we're doing the business and that the better class of trade is with us. If you want any portion of the "Essex" line, you'll have to speak quick.

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

Factory at Essex, Ont.

28 Wellington St. E., TORONTO, Can.

The Importance of Purity

in Canned Goods cannot be over estimated. Nothing is more annoying to your customer than to discover that part of the contents of a can of vegetables she has bought from you, are unfit to eat. Every such occurrence is a knock at your reputation as a dealer in pure groceries. Consequently every grocer should stock the very purest brand of canned goods. Hundreds of grocers in Canada who stock

Burlington Brand

declare that it is the brand of perfect purity which never disappoints their customers. A trial order would convince **you** that such is not an exaggerated opinion.

The Burlington Canning Co., Limited Burlington, Ont.

THE CANADIAN GROCER

SILVER PRUNES

Fancy 25-lb. Boxes.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

MANY A THOUSAND PEOPLE

are regular users of 2 in 1 shoe polish. In fact, the popularity of 2 in 1 has reached the stage when other polishes are judged by the standard of 2 in 1—and none of them come up to the standard.

2 in 1

Shoe Polish



is the profitable polish for you to handle, because you know you can recommend it to your customers as the best shoe polish on earth.

The F. F. Dalley Co. Limited

HAMILTON, Canada

BUFFALO, U.S.A.

WE WANT YOUR ORDERS
FOR

“Balmoral” Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. “Balmoral”
sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR MONTREAL

Don't Experiment

with other foodssaid to be the same as or better than

Molassine Meal

No other food can prove that its use keeps
HORSES, CATTLE, PIGS and POULTRY in perfect health all the year round.

Ask your Feedman for sample 100 lb. bag.

ANDREW WATSON

Telephone Main 4409 91 Place d'Youville, MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in ¼ gross cases.

Bulk in 7-lb. Pails,

½ dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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

BARGAINS IN WINES

Right now is an exceptional chance for wise buyers to get at very favorable figures wines of the best brands and from the most important firms or producers of Wines, Sherries, Port, Madeira, Malaga, Claret, Sauternes, Vermouths, Tonic Wines and Wines for Mass. We have notably reduced our prices for the purpose of disposing of our stock before moving, and in order to avoid the cartage and storage expenses always so burdensome. More than this

WE PAY THE FREIGHT on wines in cases or in original casks, shipped by express or in heated cars.

PORT WINE

Real Companhia Vinicola, Portugal.
G. Oliva et Cie, Tarragone.
"P," "P.P.P."
Motta Verez & Co., Oporto and Lisbon.

SHERRY

Diez Hermanos, Jerez de la Frontera
"C," "HS," "VO," "Solera," "Amontilado."

MADEIRA

Blandy Bros. Isle of Madeira.
(M.) No. 2, (M. No. 7.)

MALAGA

Garret & Co., Malaga.
Pale or Dark, two years and four years.

MASS WINE

Colli, Vatican.
All those Wines are put up in 1/2 Oct., Oct., Brl., Pipe and Drums.

CLARET

Cheateau Berges, Palus, Exportation.

SAUTERNES

Petite Graves, Virelades.
All these Wines are put up in 1/2 Hogsheads and Hogsheads.

SHERRY WINES IN BOTTLES

Diez Harmanos, Jerez de la Frontera.
Cordon Blue, Cordon Red.
Cordon Green, Favorito.
Jose Gomez.
P. Juanito.
Sanchez Hermanos.
Verdi & Co.

PORT WINE IN BOTTLES

Invalid's Special, Good Fruity.
Garcia Hijos, Manuel Tosca.
Ventura & Co., Verdi & Co., Rizat & Co.

MALAGA WINE IN BOTTLES

Pale Sweet White Label.
Pale Sweet Blue Label.

MADEIRA WINE IN BOTTLES

Blandy Bros., Isle of Madeira.
London Particular.
Specially Selected, Very Superior.

CLARET IN BOTTLES

Vigneau and Cambours, Bordeaux.
St. Esthephe, Qrts. and Pts.
St. Julien, Qrts. and Pts.
Pontet Canet, Qrts. and Pts.
Chateau Maucamps, Qrts. and Pts.
Mouton Rotschilds, Qrts. and Pts.
P. Vernot & Co., St. Julien, Qrts. and Pts.
V. Pradel & Co. Medoc, Qrts and Pts.
Chateau Berges, Qrts. and Pts.

SAUTERNES

Vigneau and Cambours, Bordeaux.
Sauternes, Qrts. and Pts.: Barsac, Qrts. and Pts.
Graves, Qrts. and Pts. Haut Sauternes, Qrts. and Pts.
Chateau Yquem, Qrts. and Pts.
Lecompte and Morel, Sauternes, Qrts and Pts.

VERMOUTHS

Cazalis & Pratt, 'Soleil,' Marseille, France.
Dollin & Co., Chambrey, France.
F. Ricardo & Co., Turin, Italy.

CHAMPAGNES

Piper-Heidsieck (Extra Quality).
Reims, Dry, Extra Dry, Brut.
Duc d'Origny, Dry and Extra Dry.
Cardinal et Cie. Dry and Extra Dry.
These Wines are put up in Qrts., Pts., and Splits.

TONIC WINES

Bacchus Quinquina Tonic, Adrien.
Sarazin, Dijon, Imp. Qrts.

We have a complete assortment in JAPAN TEAS and BLACK TEAS. We offer the best values at low prices, because we want to reduce our stock before moving. We specially recommend our Brands of Teas, "Victoria" and "Princess Louise"; they are incomparable both in price and quality. Do not miss this really profitable bargain.

Green and Black Teas

We pay the freight on every lot of Teas of 200 lbs. or more, whether of one or more brands, until we move.

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

Laporte, Martin & Co., Ltd.

WHOLESALE GROCERIES, WINES AND LIQUORS

MONTREAL

Two Trade Winners That Are Unexcelled

BON AMI

"THE KING OF
CLEANSERS"

Once Bon Ami is used in a Household it becomes a necessity there. For that reason you are always sure of ready, steady sales and profits.

Its cleansing and polishing properties are indisputably 50 per cent. greater than those of other soaps. That's why it lasts longer, gives the householder more value and greater satisfaction.

The Housekeeper's pleasure is your profit. Here is your opportunity.

Send in your order

Alex. Cairns & Sons

"Goods of the Day"

Jams, Jellies and Marmalades

direct from the most modern factory in Scotland, at Paisley, where they are manufactured from choicest, purest raw material by highly paid skilled help.

The name Cairns is a guarantee in itself, but when we also back the goods you are sure of the finest line produced.

Delay in ordering means needless loss of opportunity for you.

Orders Filled Promptly

You have our guarantee for both these lines

Hudon, Hebert & Co. Ltd.

WHOLESALE GROCERS AND WINE MERCHANTS

Montreal

The most liberally managed firm in Canada

“CANADA’S PRIDE” BRAND

Represents the highest standard of Canned Fruits and Vegetables possible to obtain

A TRIAL WILL CONVINC



Great care is exercised in the picking and packing of every line, and our factory is a model of cleanliness and sanitary perfection.

Wholesale Agents:

Messrs. Wm. Calbraith & Son,
Montreal, Que.

Messrs. Medland Bros.
Toronto, Ont.

HOME OF “CANADA’S PRIDE” CANNED GOODS

The NAPANEE CANNING COMPANY, Limited

W. A. CARSON, Manager

IT IS EASY TO SELL

canned goods when you can absolutely guarantee their purity and excellence. You can certainly do so with every can of

Farmer Brand

Canned Fruits and Vegetables

There is only **one quality** of Farmer Brand, and that is **the best**. Only fruits and vegetables of flawless quality, canned scientifically so as to preserve every speck of nourishment and flavor, are ever used in the Farmer Brand. Do you handle the best?

Farmers’ Canning Co. Limited, Bloomfield, Ont.

We could talk to you for hours about the
merits of

Chase & Sanborn's COFFEES

but a trial will convince you that their brands
have the qualities that will increase your trade.

CHASE & SANBORN, THE IMPORTERS
MONTREAL

Your Last Opportunity

Our annual stock-taking being
over we are now offering to
the trade special bargains in

**Currants, Dates,
Raisins, Prunes,
Canned Salmon**

Also several attractive lines of
Tea, Black and Green.

We have been selling, though,
and these bargains will not last
more than a few days more.

It's up to you to send in your
order at once while the prices
are so low.

HUDON & ORSALI
WHOLESALE GROCERS. - MONTREAL

DRIED FRUITS

—AND—

FILBERTS

Thos. Bell, Sons & Co.
MONTREAL

Representing

D. S. Parthenopulo,
PATRAS

"Somerset" Brand Currants

Thos. Bell, Sons & Co.
MONTREAL

Tartan BRAND

SIGN OF PURITY

New Pack

Wagstaffe's Marmalade

1-lb., 20-oz. and 28-oz. glass ; and 5-lb. and 7-lb. gold lacquered tins.

Canned Fruit TARTAN Brand Full Assortment

RASPBERRIES, STRAWBERRIES, PEACHES, PEARS, PLUMS, Etc, Etc.
You will make money by anticipating your future wants in above lines.
Our TEA SALE a great success. Lots of bargains left. Write for samples if you are open, or Phone 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

QUAKER SALMON

TRADE MARK



SONS

ESTABLISHED 1834.

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

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

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

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

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

ESTABLISHED 1834

We make our matches from the best selected materials.

Our workmen are experienced and life-long match makers.

Our machinery and equipment are the most modern and best.

Therefore

Our Matches

are bound to be

The Best

Besides all the above facts we save you money on freight.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL,

Factory:
DRUMMONDVILLE,
P.Q.

Special in Canned Fruits

Blueberries—2s and Gallons.

Pineapples—Slices, Whole, Cubes, Chunks,

Plums—Green Gage, Blue, Lombard.

See our Travellers for Prices.

Warren Bros. & Co., Limited, - Toronto

THE BEST SELLING BRAND

of Canned Fruits and Vegetables on the market is undoubtedly the

Riverdale Brand

There are the soundest reasons to account for it. The material used is only the highest grade of fruit and vegetables from Canada's garden district. The factory is a marvel of scientific sanitation and up-to-the-minute mechanical perfection. And the employees are highly skilled people, of great personal cleanliness.

Is it any wonder that Riverdale Brand is the best?

The **Lakeside Canning Co., Ltd.**

Wellington, - Ontario.

YOUR SYRUP TRADE



To develop it;
To make the most of it;
To make it pay.
To make it a profitable part of your business—handle

"GOLDENETTE"
Table Syrup

It sells all the year round and gives universal satisfaction and its exquisite flavor remains in the mind and heart of its users.

Freight paid on 5 case lots up to 40c. per cwt.

IMPERIAL SYRUP CO.
MONTREAL

Celery Relish { 16 oz. Round or
Red Cabbage { 12 oz. Flat
Red Beets { Bottles
Worcestershire Sauce
Tomato Catsup
Molasses
in Tins

Write To-day For Prices.

These goods are made by **ENGLISH** Firm located in Toronto. Get busy and try them, they sell like hot cakes.

JOHN CASSON CO.,
57 Front Street East, Toronto

RELIABILITY

is an important point for you to consider. We are reliable. You may guarantee to your customers that the

PALACE CAR BRAND

Canned Fruits and Vegetables are of the highest quality even though they are moderate in price. Perfect Fruits and Vegetables, perfectly packed, is our business motto.

St. Thomas Canning Co., Limited
St. Thomas, - Ontario



Sugar Bush Maple Syrup

We are offering a special bargain in

Sugar Bush Maple Syrup

See our travellers, write or wire at our expense.

JAMES TURNER & CO.

LIMITED

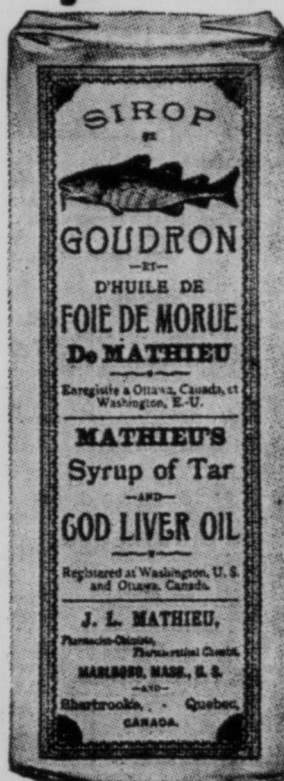
Hamilton, Ont.

The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the **Best Pay.**

It doesn't cost you 4 cents a week to have your own paper.

**CAN YOU SPARE 4c. A WEEK
TO IMPROVE YOURSELF?**



WHY YOU SHOULD SELL

Mathieu's Syrup

of Tar and Cod Liver Oil

Reason No. 5

It is well advertised throughout Canada. Its curative qualities have been proven in many cases. It has become a household remedy so that wherever people do congregate Mathieu's Syrup is in frequent demand. You cannot do better than send us your order to-day.

Mathieu's Nervine
Powders is another
household remedy.

J. L. MATHIEU CO., Props. SHERBROOKE, P.Q.

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

Christmas Advertisement Contest

The Prize Won by R. J. Donaghy, With T. A. Rowat & Co., London—The Why and Wherefore of the Award, With Reproductions of the Three Best Entries—Something About Some of the Other Advertisements.

The Grocer's Christmas advertisement contest was a new departure. Such a thing had never been tried before. It was rather doubtful as to how the matter would be received by the grocers of Canada. But the result has been very gratifying.

For some years this paper has carried on a regular page devoted to advertising, urging grocers to advertise in their local papers, showing them how to write their ads., what form to put them in, and what kind of matter was most effective. This has been done because we are firmly convinced, and examples seem to bear out our conviction, that advertising that is real good advertising, intelligently planned and put together, is one of the surest avenues to success in the grocery business.

We were anxious to find out what effect this campaign was having, whether it was helping our subscribers, whether they appreciated it, and so arranged this competition. Considering that it was a new departure and that it was inaugurated, seemingly necessarily, at the busiest time of the year, the response was very encouraging and shows that the members of the trade are waking up to a realization of the importance of this department of their business.

To pick out the best ad. from a large number of advertisements of different size, form, typographical arrangement and style of wording was no easy task. Advertising is a matter which one can

scarcely judge in the definite way a crowd of stockmen will sum up the points of a heifer at a country fair. While there are a number of rules and principles which govern the writing and arranging of good advertising, the matter of its excellence must depend, to a greater or less extent, on individual opinion. With this in view, the advertisements submitted were turned over for decision to R. W. Ralph, advertising specialist with the MacLean Publishing Company, whose writing ads., studying ads., and talking advertising eight hours every day. After careful consideration, the prize was awarded, as was announced in The Grocer two weeks ago, to an advertisement submitted by Rowat & Co., 234 Dundas Street, London, which appeared in the London Advertiser's issue of December 20, 1907. This ad. was written by R. J. Donaghy, the firm's advertising manager, and is reproduced herewith.

While the original ad. was somewhat larger than the reproduction shown here being 12 x 4½ inches, to be exact, this gives a very good idea of it. In several points this ad. follows the ideas which have been extended in our advertising department regularly. It is an ad. which would attract people, would make them come into the store and examine the things talked about. First, the brief introduction emphasizes four points, namely, large Christmas stock, reliable goods, clean stores and assurance of attention to customers. And

these are well brought out. Look next at the "talk" which goes along with most of the items quoted. For instance: "the sweetest, juiciest oranges," "choice, ripe bananas," "pink tinted malaga grapes, (large and sweet)," "holly with plenty of red berries," "crisp, tender celery," "nicely fattened and properly dressed birds." Wouldn't some of those little descriptive items bring up pictures which would make a customer's mouth water involuntarily? This is the kind of talk we believe that interests people and makes them go down in their pockets.

Look, too, at the way the ad. is balanced. Those single columns of prices were marked out to be just long enough to even up nicely and the double column lines in between take away the stretchy effect.

Mr. Donaghy has a lot to thank the printer for in this ad., for, as far as was possible with the multitude of items crowded in the space, and this is the one criticism we would offer—too much in it—the compositor has done mighty good work.

It will be noticed that only two styles—two series, to be technical—of display, or black faced type was used, a point which adds wonderfully to the general effect, and again, the fact that the prices quoted are put in a black face is also helpful. The light face border surrounding the ad. throws the matter out well, just as a frame adds to a picture. Altogether, this ad. of

CHRISTMAS GROCERIES—GET THEM AT BRADLEY'S

This Store is well supplied with Christmas Groceries. Never before have we been able to offer better value, either in quality or price, than we have this year. We want you to visit this store—see our Groceries and compare prices. Our store and delivery service are quite in keeping with our values—the best in the city. In seasons past Bradley's has proven to be the foremost Grocery in this district. This season we surpass our past successes. Come—visit this store—time spent here will prove interesting as well as profitable.

Regular Groceries Much in Demand at Xmas

Long Sugar, 7c per lb., 3 lbs. for	20c
Shredded Coconut, per lb.	20c
Golden Yellow Sugar, 22 lbs. for	\$1.00
Molasses, excellent flavor, per quart jar	15c
Nutmeg, per ounce	5c
Fanny Spice, 2 ounces for	5c
Bradley's Special Baking Powder, in 1 lb. tin each	15c
Pure Lard, per lb.	14c
Walter Baker's Premium Chocolate, per ½ lb. cake	15c
per ¼ lb. cake	25c
Unsweetened Chocolate, per cake	10c

Fancy Groceries at Bradley Prices

Queen Olives, per bottle	40c and 45c
Fancy Stuffed Olives, per bottle	30c and 60c
London Olives, per bottle	25c
C and B. Browning, per bottle	35c
Harvey's Sauce, per bottle	35c
Halfbrock's Sauce, per bottle	25c
C and B. Ginger Chips, per box	25c
French Cherries, per bottle	25c and 45c
Hain's Sweet Pickles, in bulk, per quart	25c
Cream Cheese, per package	15c
Canned Peas, 3 lbs. for	25c

Christmas Fruits

The finest qualities procurable, priced as fair as large buying and selling will permit. To thoroughly appreciate these prices you should see the goods themselves. We will be pleased to show you them and you need not feel under any obligation to buy unless the values appeal to you.

Finest Select Valencia Raisins	25c	
One large fruit, 9c per lb., 3 lbs. for	25c	
Fine Cleaned Currants	Well cleaned, splendid value, 8c per lb., 3 lbs. for	25c
Vastizza Currants	Extra fine Blue Fruit, extra fine flavor, 12½c per lb., 2 lbs. for	25c
Natural Figs	Large Fig, splendid quality, per pound 7c, 4 lbs. for	25c
New Dates	Good flavor, at an extra small price, 7c per lb., 4 lbs. for	25c

Christmas Nuts

Mixed Nuts	All Almonds, Walnuts, Filberts, a splendid mixture, per lb.	15c
Brazil Nuts	Good quality, very popular, per lb.	17c
Almonds, soft shelled, per lb.		17c

Fancy Biscuits

We have a good assortment of Jacobs' Famous Fancy Biscuits. Very suitable for Christmas. We have two varieties in fancy boxes suitable for Christmas Gifts. See these.

Christmas Oranges, Etc.

The Oranges are certainly the finest in quality we ever had to offer at Christmas. No disappointment in Oranges if you get them at Bradley's. Naval Oranges—no seeds—delicious flavor. Mexican Oranges—the most popular of Oranges, both in good variety as to size and price.

Naval Oranges	30c, 30c, 35c and 45c per doz.	
Mexican Oranges	30c, 35c and 30c per doz.	
Malaga Grapes	Extra large, full flavored fruit, per lb.	15c
Table Raisins	Choice clusters, per lb.	20c
Table Raisins	Extra fine large fruit, per lb.	30c
Table Raisins	Extra large Table Figs, 1½c per lb., 2 lbs. for	30c
Table Raisins	Fancy Table Figs, 1½c per lb., 2 lbs. for	35c
Table Raisins	Fancy Puffed Figs, in boxes of about 3 pounds each, per box	55c
Table Raisins	Table Figs, in small wooden boxes, each	10c

Christmas Candies

Take of it, in fact. You won't see a better assortment of fairly priced Candies anywhere. We make a specialty of Candies every Christmas. When we tell you that our order for Christmas Candies was the largest received by the D. S. Parin & Co., Limited, of London, Ont., from any retail firm, you can readily understand that our Candy Business is of no small proportion. Every variety we have to offer is fairly priced—and the quality reliable.

NOTE THESE FEW PRICES AS EXAMPLES:

Special Mixed, per lb.	8c	Humbags, per lb.	15c
Royal Mixed, 8c per lb., 3 lbs. for	25c	Gum Drops, 8c per lb., 3 lbs. for	25c
Canadian Creams, per lb.	10c	Butter Scotch Tablets, per lb.	17c
Chocolates, per lb.	15c	Boston Chocolates, assorted, per lb.	20c
Conversation Lozenges, 1½c per lb., 2 lbs. for	35c	Toasted Marshmallows, per lb.	25c
Cooked Ham, per lb.	15c		
Choice Celery, per head	8c		
Fancy Cresset, per lb.	15c		

Our Delivery Service

Covers the district thoroughly. Four deliveries daily to all parts of the city, leaving the store at 9:30 and 11 A.M., 2 and 5 p.m. Special delivery Saturday night leaves at 8:30 p.m. Christmas delivery to Port Dalhousie, Monday afternoon, December 23rd. Christmas delivery to Merriton and Thorold, Tuesday, December 24th. Christmas delivery to Niagara Falls South, Tuesday, December 24th.

3 STORES

Niagara Falls Branch:
Cor. Market Square and Huron Street.

BRADLEY & SON,

3 STORES

PHONE 233
ST. PAUL STREET

Chatham Branch:
Cor. King and Third Streets

One of the Best Ads.—Submitted by Bradley & Son, St. Catharines.

Mr. Do
ing an
as one
ments
Brad
with,
was a
of the
eight
across
cellent
can a
degree
would
The
Grocer
mas"
the w
an ad
it had
the tv
balanc
feet a
and th
much
many
ad. T
might
white
of cou
not th
Fors
seems
for he
nearly
heard,
aching
day f
fair o
way i
menti
is sho
water
plump
puddi
fine,"
laga
the p
such
to m
matte
good
attra
space
lines.
with
small
looked
"Spee
botto
as an
ingly
out n
to-do
tainly
busin
Bra
ads. w
"The
Bradl
price
script
For
which
It is
face
this
morni
small
office
five d
good
ers w
would

Mr. Donaghy's, both in regard to writing and the composition, appeal to us as one of the best grocery advertisements we have seen in some time.

Bradley & Son's ad., reproduced here with, which was well up in the running, was a monster, covering fully a third of the St. Catharines papers. It was eight columns wide, running clear across the bottom of the page. The excellent points applied to the winning ad. can also be applied here, but to less degree. The chief point of criticism would be in regard to the arrangement. The single column headed "Regular Groceries Much in Demand at Christmas" on the right-hand side, throws the whole picture—and that's just what an ad. ought to be—out of balance. If it had been put in the middle, between the two under columns of quotations the balance would have been perhaps as perfect as possible with such arrangement and the whole picture would have been much more attractive. There are too many rules, too, in the centre of the ad. Those separating the price items might better have been omitted and white space left in their place. This, of course, is the compositor's fault and not the ad. writer's.

Forsyth, Jr., of Dartmouth, N. S., seems to be something of a humorist, for he lets a bit of this escape him in nearly every ad. he writes. Whoever heard, for instance, of groceries "fairly aching," even "to take part in the holiday festivities." The idea is a pretty fair one, however, and should go a long way toward helping to sell the goods mentioned below. This ad., too, which is shown here, has some of that "mouth-watering talk," as, for instance, "large, plump Valentias;" "all ready for the pudding;" "eating figs, extra large and fine;" "dates, fresh and sticky;" "Malaga grapes, plump and luscious," but the printer has put the price figures in such large type and again has omitted to make them "line" with the other matter, and this has taken away a good deal from the general effect and attractiveness of the ad. Too much space is taken up in the lengthy headlines. Something brief and suggestive with the same matter following in smaller and lighter type would have looked better and saved space. The "Special Christmas Suggestion" at the bottom of the ad., with "Our Share" as an extra attraction, was an exceedingly good idea and should have brought out many an extra dollar from the well-to-do customers. Mr. Forsyth is certainly original in his advertising and business methods.

Bradley & Son submitted two other ads. of smaller, two-column space, filled with suggestive items, one headed, "The Saturday before Christmas," the other, "Last Day Suggestions from Bradley's," both including columns of price quotations with well-worded descriptive matter.

Forsyth, Jr., also sent in another ad. which for novelty deserves a few points. It is headed, in a large condensed black face type, "If your minister will read this from the pulpit at to-morrow morning's service," and following, in a small light face, "he may call at my office on Monday and get a cheque for five dollars." It is safe to say that a good percentage of the paper's subscribers would read this far. Whether they would read through the rest of the ad-

Let Us Supply Your Xmas Grocery Order For Good Things to Eat

Never before have our stores had such a complete assortment of the good things that help so much to make the festive Christmas season such a happy time for old and young.

Every particular housekeeper likes to buy her Christmas order where she can depend on getting reliable goods and where she has the best selection to choose from.

Both our stores are clean and bright and we have every facility to aid us in giving you the best service.

Telephone and mail orders receive the same careful attention as if personally given in our store.

SOUTH LONDON 'PHONE 969. DUNDAS ST. 'PHONE 1866 and 317

ORANGES

We recommend the Mexican Oranges as the sweetest, juiciest, and by far the best value. Three sizes. Per dozen ... 25c, 30c, 40c

Navel, a dozen ... 40c and 50c
Florida, a dozen ... 40c
Jamaica Grape Fruit, each 10c
Florida Grape Fruit (extra large), 3 for ... 50c
Choice Ripe Bananas, a dozen ... 20c and 25c
Pink-Tinted Malaga Grapes (large and sweet), a pound ... 25c

LAYER RAISINS

We make a specialty of choice Fruit. Per pound ... 25c and 30c
Whole Layers ... \$1 25

NUTS

The best grades obtainable.
Grenoble Walnuts, 20c
Tarragona Almonds, 20c
Sicily Filberts (large), Pound
Pecans, 25c lb
Brazil, pound ... 12c
Hickory Nuts, quart ... 12c
Mixed Nuts, pound, 15c and 20c

Decorations for the Home and Christmas Tree.

Holly with plenty of red berries, 20c pound. Holly Wreaths, 25c.
Christmas Bells, 5c, 10c, 15c. Christmas Tree Candles (all colors), 2 and 3 dozens in box, 20c.

FIGS and DATES

The largest assortment to choose from.

STUFFED FIGS.

Select Figs, with shelled nuts, 1-pound boxes ... 30c
Select Figs, in glass jars, per glass ... 35c
Choice Figs, with select centers, glass ... 35c
Choice Figs, in baskets, per pound basket ... 25c
Seven Crown, the largest layer figs packed, pound ... 25c
Five Crown, smaller size, two pounds for ... 25c
Locum Figs, very select, 3 pound boxes ... 60c

STUFFED DATES.

The finest fard dates, with pit taken out and replaced with shelled nuts, 1-pound box, 30c
Fard Dates, two pounds for 25c
Hallowe Dates, pound ... 8c

CANDY

Every home must have candy and our display will satisfy every purse.

10c BOXES—Assorted chocolates, milk chocolate, coffee cream, chocolate drops, chocolate dragées.

25c BOXES—Assorted chocolates, chocolate creams, creams and chocolates.

At 40c, 50c and 75c, handsome packages of the finest Bon-Bons.

CHOICE CREAMS, 2 pounds for 25c, and 20c pound.

CHOICE CHOCOLATES, 20c pound.

IMPORTED TURKISH DELIGHT, 25c pound.

CRYSTALLIZED CHERRIES, Pound Boxes ... 50c

CRYSTALLIZED FRUITS, Pound Boxes ... 50c

YOUR CHRISTMAS TURKEY

If we fill your order you'll get a choice bird. Our buyer selects only nicely-fatted and properly-dressed birds.

Hens ranging from 9 to 12 pounds.
Gobblers ranging from 12 to 18 pounds. } At Market Prices

FINEST CAPE COD CRANBERRIES, a quart ... 15c

CRISP, TENDER CELERY, HOTHOUSE LETTUCE, RIPE TOMATOES, SPINACH, BRUSSELS SPROUTS, ARTICHOKE.

Largest Assortment of CHRISTMAS CRACKERS and SANTA CLAUS STOCKINGS in the city.

CHRISTMAS CRACKERS.

Every year our sales for these funmakers grows bigger. Young and old alike enjoy pulling them to find out what they contain. Some have funny hats, caps, bonnets, aprons, others musical instruments, Japanese curios and toys, jewelry, besides amusing conundrums and answers. Each box has one dozen Crackers. Prices, from 15c up to \$1 a box. See our west window.

SANTA CLAUS STOCKINGS.

Filled with toys, suitable for boys and girls. The best thing you could get for a boy or girl. Last year we sold more than ever before, and have a larger assortment for this Christmas. Prices 10c, 15c, 25c, 50c, 75c, \$1 00, \$2 00.

T. A. ROWAT & CO.

234 Dundas St. and Cor. Wortley Road and Craig St.

THE PRIZE WINNER

Written by R. J. Donaghy, with Mowat & Co., London
—An Excellent Example of Good Grocery Advertising Both From the Advertiser's and Printer's Point of View.

Our large stock of Christmas Groceries is fairly aching to take part in the Holiday Festivities,

and if quality, price, and prompt service cut any figure, large quantities of them will change ownership before New Year's day.

Large Plump Valentia Raisins, 3 lbs. 25c

Seeded Raisins, all ready for the pudding, 1 lb. pgs. 2 for 25c

Sultana Raisins 1 lb. pgs 15c

Table Raisins per lb 20c

Mixed Nuts per lb 17c

Eating Figs, extra large and fine, 1 lb 15c

Figs in lb baskets 18c

Figs Cooking, 3 lbs 25c

Currants, clean, 1 lb pgs 10c

Dates, new, 1 lb pgs 10c

Dates, bulk, fresh and sticky, 3 lbs 25c

Citron and Lemon Peel, Lipton's Best, per lb 25c

Confectionery

Clear Toys per lb 15c

Stocking Mixture, 3 lbs 25c

and a large assortment of Box Confections from 10c. a box upwards.

GRAPES

Malaga Grapes, luscious and plump, a lb 15c

Syrup, Pickles, Sauces, and all Xmas requirements at equally low prices.

Special Xmas Suggestion

Almost everybody has one or more friends whose heart would be gladdened by a little "bunch" of Christmas gifts at this time, and we suggest that you leave the names of one or one dozen of such persons with us and a dollar or two for cash and we will send the goods to them with your compliments.

OUR SHARE

To each one dollar order we will add free 1 pag Raisins. To each two dollar order 1 pag each Raisins and one of Currants.

Forsyth Jr

The Man Who Makes Good His Ads.

AN ORIGINAL AD. From Dartmouth, N.S.

advertisement, which is also pretty well arranged, is another question. C. E. Choat & Co., 65 Gottinger St.,

Halifax, sent in a series of Christmas ads., written by their bookkeeper, Tom Farmer. These, while well arranged,

show the usual tendency to crowd the space used. One especially attractive ad. is in the form of an "At Home" invitation, inviting the people to the store "any evening during December." The idea, evidently, was to get the public into the store and then to convince them of the excellence of the goods.

E. A. Reed, clerk, with W. Dowling & Co., Brandon, Man., who, by the way, won one of the prizes in the window dressing contest, sent in a well-arranged two-column ad, in a border, with an interior rule border, inclosing three brief paragraphs of convincing talk and a list of quoted prices. The matter stands out remarkably well as a result of the border arrangement, but the wording of the heading, "Santa's Headquarters for Christmas Candies," is rather weak.

Up in the right hand corner at the very top of the front page of the Carleton Place Herald, the week before Christmas, appeared a good-sized advertisement ostensibly "A Message of Cheer from Santa Claus," with an attractive list of prices of candies, fruits and specials following. The idea was fairly good, but the ad. was weak from the fact that the advertiser's name was hidden away in a single light-faced line at the bottom of the matter. One had to look hard for a moment before he saw who was paying for the space. The ad. was written by R. R. Powell, T. Stevens' clerk.

A series of very attractive ads., half of them in French, which must have brought in a good deal of business, was sent in by Elzear Turcotte, of Quebec. These were brief, but to the point, and were all different enough in arrangement to satisfy anyone. They stated general policy and business points well, but perhaps lacked in not describing goods a little more fully where prices are quoted.

J. R. Van Norman, 211 Rupert St., Winnipeg, sent in a bright little ad., incorporating a novel idea. It was headed, "A Dollar Well Spent," and underneath is a list of goods ranging from 25 to 5 cents, which, in all, amount to \$1. Below this is another head, "Another Dollar Well Spent," with a similar list of different lines of goods. The name and phone number in a bold-faced type below would be seen by every eye which passes over the page.

And here's a lady. Miss Maude Alexander, with Prentice & Sproule, Collingwood, sent in a two-column Christmas ad., including a cut of the firm's clean-looking store. This entry suffers from bad composition, more than anything else, the general effect and attractiveness being spoiled by the fact that almost every line is in capital letters. The argument used was good.

A large three-column advertisement from the Picton Times, speaks very comprehensively of Gilbert's confectionery store in that town. The ad., which includes a cut of the very attractive store interior, is divided off in panels, each of which describes one department of the business. The matter is attractively written and no doubt would be very interesting to the Picton people if given one or two insertions. As a matter of fact, however, there is too much matter in the ad. to bring the best results.

The above are mentioned as some of the best ads. among those that were sent us. We should have been glad to mention all of them did space permit.

Speaking generally, the contest showed that grocers are beginning to understand the principles of good advertising and are finding out how to get best results. A general criticism is that there seems to be an unavoidable desire to get too much matter into the space used, thus detracting from the attractive effect, which is the main point sought after. The editor thanks those who were interested enough to send in ads. for competition, and hopes that

the number will be greater when a similar contest is arranged again.

The articles on advertising will be continued regularly during the year and in connection with these we should be glad to receive grocery ads. for comment and criticism. This department has been arranged with a view to keeping the retailer with his advertising and such comments by the specialist in charge should be of considerable benefit to those who take part.

THE SITUATION IN THE WEST

Freight Cars Are Exceedingly Plentiful for Various Reasons — Merchants Awaiting Finding of Commission Regarding Freight Tariffs—Amendments to Grain Exchange Charter.

By our Special Winnipeg Correspondent.

With all the employes of the C. P. R. car shops laid off for another week and considerable curtailment of employes in other large industries, more or less directly connected with railway transport—the fact is forced home that conditions in the West have materially changed since this time last year, when freight cars were hardly to be obtained for love or money. In January, 1907, if any railway in the Canadian West got hold of a few foreign cars they hung on to them for dear life, and only sent them home when absolutely obliged to do so. In January, 1908, foreign cars are being rushed home to their respective roads as if a pestilence possessed them. The Canadian Northern Railway is supposed to have 2,000 empties standing idle at the present time, and it is quite probable the Canadian Pacific has double that number of empties; 1,500 are credited to Fort William alone, and every gravel pit siding between the lakes and Winnipeg has its contingent, and Winnipeg yards also have a number. There are several factors in bringing about this condition of affairs, chief among them being the short crop in the West, even the large amount of wheat being shipped all rail to St. John, not sufficing to make up the difference between this year and last in this one line alone. Another factor is the exceptionally large amount of coal hauled during the summer months in anticipation of a possible repetition of last year's shortage of fuel. Again the financial stringency has curtailed the movement of merchandise to a very considerable degree, merchants cutting things as fine as possible, and, lastly, there is the tendency to hold back freight as long as possible in the hope of a more satisfactory freight tariff after the commission has taken evidence in Ottawa next week. The Winnipeg Board of Trade is sending a very strong delegation, and it is understood an energetic fight will be put up against the proposed tariff, more especially those sections which have heretofore been known as commodity goods to the Kootenay and other Western points. Railway men state that there is not much likelihood of improvement in the movement of cars before next spring,

but that when spring opens they anticipate a very busy season. In the meantime the laying off of large bodies of men even for a week has its appreciable effect in retail trade, which is rather quieter even than usual this January.

Wholesale houses continue to report conditions fairly satisfactory. In the matter of collections, some of this is no doubt due to the more emphatic effort that has been made to get money in.

The wheat situation has shown little change, beyond a slackening of demand for cash wheat of the higher grades, due, no doubt, to unexpectedly large shipments from Australia to Great Britain and the larger movement of the Argentine crop which is now coming forward very freely. Receipts of cars at Winnipeg have been well sustained, but in spite of fine weather receipts at country elevators have decreased during the week.

The most important matter in grain circles during the week has been the hearing before the Agricultural Committee of the arguments pro and con on the proposed amendments to the charter of the Winnipeg Grain and Produce Exchange. The case is rested now, and it is not known whether or not the bill will be returned to the House for final reading in its present form. If it should pass, it will go on record as absolutely the most vicious piece of legislation in its interference with private rights and private property that has been placed on any statute book in Canada in the last twenty years.

H.

TRADE NOTES.

F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Montreal, has been re-elected a director of the Royal Bank.

Chausse & Cie., Montreal, are sending out to the trade some very neat and useful calendars. On each is an up-to-date map of the Dominion, while the population of the chief cities, towns and villages is given on the back. As they have still some left they will be likely to forward one to bona fide grocers who show they are such by mentioning The Canadian Grocer when asking for one.

THE WEST'S DAIRY PROBLEM

Discussion of the Situation by the Grocer's Special Winnipeg Correspondent—
The Dairy Product Must Be Increased—\$242,000 of This Trade
From the East Last Year.

The month of February and the first weeks of March are, by custom regarded as the period of the year when men interested in dairying, poultry-raising, and the breeding of pure bred cattle and horses, congregate and talk over the best ways and means of promoting the various industries in which they are interested. It is a fact worthy of note that although the year 1907, and more particularly the last three months of it, was noted for the foolish and wasteful rushing on the market of cattle and hogs wholly unfit for the market, and the consequent slumping of the price to a ruinously low figure; on the other hand breeders of pure bred stock of all kinds report an exceptionally good year, with ready sales and good prices, and all available for sale well cleaned up. Further, the bulk of sales show that the western men have been the principal buyers, and that in many cases the animals purchased have been foundation stock for new herds. These sales apply, however, almost entirely to beef cattle and hogs, there being very little movement in the direction of new dairy herds. The Agricultural College of Manitoba seems to be the only agency that is making any direct effort to increase the interest in dairying in this province. This institution during February has arranged for a dairy convention, nominally under the auspices of the old Manitoba Dairy Association, but really under the direction of the dairy school of the province. It is questionable however, whether these efforts will meet with much success, as they seem to be proceeding along the old line of special dairy herds, and experience goes to show that it does not pay the farmer, who is going in for diversified agriculture, to keep cows that are good for milk only. What is really needed is the cow that will produce a profitable quantity of milk and will also produce a calf of beef type. The Canadian west, more especially Manitoba and Saskatchewan, has declared emphatically in favor of Shorthorns as a beef breed, and it is pure bred Shorthorns that have found sale for the foundations of new herds in the west in the past few months. There are in Great Britain some very noted herds of milking Shorthorns, and as has already been suggested in these columns, it would be an excellent work for the Live Stock Commissioners' department to devote time and money to finding out all that is to be learned about these herds and working the information into pamphlet form and seeing that it is thoroughly distributed throughout the country, not only in that way, but in the columns of the press. This is a work in which the Dominion and Provincial Governments should work together, and the Manitoba dairy school, with the agricultural farm for demonstration purposes, are surely in a position to put any knowledge acquired regarding milking Shorthorns into immediate practice, and in this way give object lessons that would be worth their weight in gold to the farmers' sons and daughters attending the col-

lege, and would in this way be readily disseminated throughout the country.

The importance of increasing the dairy output of the west can hardly be over-estimated at the present time. The year 1907 is notorious for the fact that instead of supplying her own needs for butter, she brought in from the east at least one million pounds of butter, and paid an average of 23c per pound for the butter, and \$12,000 for freight, or \$242,000 sent east, that ought to have been spent at home. It means that even the farming population did not always make enough for themselves. It is not only that the west has lost the actual money paid out for this butter, but it has lost what is even worse, the valuable by-products that should have been available from this amount of butter, for use on the farm, for the fattening of hogs and the rearing of thrifty calves. The country merchant occasionally declares that he is glad the farmers of his district do not make butter, as he does not want to be bothered handling dairy butter. That may be quite true, but the fact that butter must be brought in from outside to supply the local demand is bad for his business in every way. The mentioning of a departmental store is worse than a red rag to a bull, in the ears of the average country merchant. And they are hardly to blame for that, as they have often to feel the injustice of seeing cash sent to these companies, while their account of long standing goes unapid. Is it not possible to fight some of these monopolies with some of their own weapons? In very many places country merchants have fought, instead of fostering, local creameries, by giving higher prices for butter than was paid for butter fat at the creamery, and in not a few instances the creameries have gone to the wall through this very opposition. It would pay the merchants of any town with a district suitable for dairying to combine and own a creamery, or if they did not do that, to hold stock in and foster in every way possible any creamery that may be started. To interest themselves actively in finding good markets for its products, to see that it is well advertised among the wholesale houses where they deal, and in a score of ways foster its success. In this way the farmers of the

departmental stores. Of course, these companies, buying in such enormous quantities and also manufacturing themselves, are at times able to give very low prices, but when the quality of the goods is considered and the convenience of being able to get just what he wants just when he wants it would very soon outweigh any trifling difference in price. If the country merchants, being able to buy for cash and take advantage of the market and of all discounts, would speedily be able to give much lower prices to their customers and at the same time make reasonable profits, while the more frequent turning over of their stocks would enable them to keep goods that are strictly fresh and up-to-date.

Just now when dairy conventions and live stock gatherings are going on is the time for the country merchants to try, at least, to get in touch with the farmers along this line and see what can be done to remedy a condition of affairs that is bad, very bad, for all classes of the community.

LARGE INCREASE IN EXPORTS.

Shipments From St. John to United States Growing Materially.

A statement of the exports to the United States from the port of St. John for the year ending Dec. 31, 07, shows an increase over 1906 of nearly a half million dollars. The total for 1907 was \$2,967,924.70, as against \$2,527,465.41, showing a gain for 1907 of \$440,459.29.

THE INDIAN TEA INDUSTRY.

Crop and Prices of Seasons 1906-7, 1905-6 Compared.

The following paragraphs from a recent issue of the Home and Colonial Mail, of London, should be of interest to the trade generally:

"Some indications of the fortunes of the Indian tea planting industry as a whole during the past season may be gathered from the batch of interim reports, says the Financial Times. The four companies concerned are under practically identical management, but the group is a very important one, representing altogether a paid-up capital of nearly £4,000,000, exclusive of loans and debentures, and may, therefore, be taken as fairly representative. In the following table we show the principal comparative figures:

Company—	1906-7		1905-6.	
	Crop	Price per lb.	Crop.	Price per lb.
Amalgamated Tea Estates	3,852	9.10	3,682	9.63
Consolidated Tea and Lands	15,510	7.62	16,105	6.63
Anglo-American Direct Tea Trading	5,150	7.61	5,192	6.44
Kanan Devan Hills Produce	7,007	7.75	6,279	7.02
	000's omitted.			

district would have cash all the year round for current expenses, and it would then be an easy matter for the merchants to put their businesses on a strictly cash basis, and in that way they would soon lessen the orders to the de-

The selling and distributing of teas for the companies mentioned in the table for Canada and the United States is in the hands of the Anglo-American Direct Tea Trading Co., whose head office is in Toronto.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES

CANADA—

MONTREAL 232 McGill Street
Telephone Main 1255

TORONTO 10 Front Street East
Telephone Main 2701

WINNIPEG 511 Union Bank Bldg
Telephone 3728

VANCOUVER F. R. Munro

ST. JOHN, N.B. Geo. S. B. Perry
W. E. Hopper

UNITED STATES—

CHICAGO, ILL 1001 Teutonic Bldg
J. Roland Kay

NEW YORK 544 West 145th St.
R. B. Huestis

GREAT BRITAIN—

LONDON 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, \$2.00
Great Britain, 8s. 6d. Elsewhere . . . 12s.

Published every Friday.

THE POTATO OUTLOOK.

Should present conditions prevail for a much greater length of time it is quite probable that potatoes will be very high by March. Reports from New Brunswick are of a bullish nature. Many are holding potatoes for \$1.50 a barrel (\$1.30 is obtainable now), while others are waiting for better prices, though their ambition is not so great. The United States is now importing a considerable quantity of Green Mountains, despite the duty, which is rather stiff, and this, together with the limited stocks held in the east, as evidenced by an advance of 20c to 25c a barrel, would indicate strong future markets, with every likelihood of advanced prices. One Montreal dealer has estimated the price for March at \$1.25 to \$1.35 per 90-lb. bag. Cold weather has interfered more or less in the shipping of potatoes. At present \$1 a bag is asked in Montreal.

SECURE WORTHY REPRESENTATION.

The fact that seven Montreal grocers, wholesalers and retailers were elected as aldermen and by acclamation, too, at the recent municipal elections, is a worthy example to members of the trade in all parts of Canada. This is one of the matters The Grocer has advocated for some years, and we feel that we can justly claim some credit for the happy result.

Montreal grocers take an active interest in municipal politics. As a result,

they are always well represented in the municipal government and are thus able to secure privileges, justly theirs, which would not come to them otherwise.

This fact ought to be more widely appreciated than it is. There are probably more grocers in any city in Canada than men representing any other class of business. If the grocers in any city or large town, such as Toronto, London, Winnipeg, Vancouver or Halifax, would agree, through organization, to support a number of candidates for municipal office, they could undoubtedly elect them and secure worthy representation, something for which the need is frequently felt. The grocers, as a whole, do not seem to be alive to their opportunities.

A WISE WARNING.

A despatch from Ottawa states that the Fruit Division of the Department of Agriculture has issued a circular warning fruit inspectors to be on the lookout for false marks on re-packed apple packages. This action on the part of the Government is a wise precautionary measure in accordance with the letter and the meaning of the Fruit Marks Act. The order was sent out in anticipation of a condition which might materialize as a result of the state of the apple market last fall. It will be recalled that apples were high, and many, thinking that there would be a better price obtainable later on began to store all the fruit they could secure. Whole orchards were bought up, good, bad and indifferent fruit being purchased and stored. It was thought by the Government that much of this might be sold as first-class fruit being anything but such, and the note of warning sent out will put inspectors on their guard against unscrupulous dealers who might falsely brand their apples. It is quite permissible to sell inferior fruit, but it must be sold on its merits, and not under false marks.

SMOOTH OUT THE COMPLAINTS.

One of the surest ways of keeping business, and that, after all, is the way to make money, is to smooth out the complaints. Someone says, there shouldn't be any complaints. These will arise, however, in spite of everything, no matter how well regulated the store or how complete the system. The proprietor and the clerk should aim to have every customer go away perfectly satisfied, both with the goods and the treatment accorded her.

If Mrs. Brown complains that there were two bad eggs in the dozen you sent her, or that the butter was a little off in flavor, it will pay you to take a good

deal of trouble to satisfy her, either by showing her that her claims cannot be substantiated or by offering to make good the loss. If she is honest you will only be doing the right thing, and, in the other case, in nine cases out of ten you will shame her out of her dishonesty. If she persists in complaining you will soon find it out, and such a customer is not worth having.

Do the right thing and stick to it is as good a rule to follow in selling groceries as in any other business.

CARE OF GLASS CASES.

Most up-to-date grocery stores have installed at least one glass show case or silent salesman during the past few years, which have been made to pay for the investment from the time they were installed. In the handling of metal goods the cases soon became scratched, however, unless care is taken.

A subscriber recently asked how to remove scratches from the show cases in his store, and, as this question should interest every retail merchant, the following is suggested as a practical method of removing scratches:

"Dissolve one ounce of white wax in a pint of pure turpentine. To dissolve the wax place the vessel containing the turpentine over a burner and warm, and apply with a soft cloth. This will in every case greatly improve the surface."

For cleaning glass, a good method is as follows. Mix one ounce of whiting, one ounce of alcohol and one ounce of water of ammonia in a pint of water. Apply with a soft cloth, allow to dry and then wipe off.

Numbers of glass cases are ruined yearly from lack of proper attention. Small cracks appear, caused by heat or contact with hard, heavy bodies, and if these cracks are not at once attended to they soon spread. An excellent method to prevent a crack from spreading is to draw a short scratch at right angles with a diamond or a glass cutter, this will prevent a crack from spreading in every case.

Cases should be set perfectly level on the floor, especially the new all glass variety, which, if this is not done, are certain to warp. The legs of the case should be propped to the required height from the floor to ensure their sitting true. If these methods on the care of show cases are followed out they will likely repay owners for the care taken by retaining a better appearance for a considerable time.

Grocery News from Coast to Coast

Sent in by Correspondents in Towns and Cities in All Parts of Canada—Some New Ideas and Hints on Business—
Items From the Canadian Markets.

CALGARY

There is no particularly startling grocery news in Calgary this week, but the merchants all agree that trade is improving, and the slight dullness which invariably follows Christmas has disappeared.

Tenders for the buildings which will be erected in Victoria Park for the big Dominion Exhibition, to be held here this year, have been opened. Nine tenders were before the committee, and that of the Western Planing Company was accepted.

The Independent Meat and Packing Company, Limited, has turned the first sod, and their immense abattoir and packing plant will soon be added to the list of wholesale businesses of Calgary. Otto Hough, who is well known in the packing business, in which he has had thirty years' experience, is the managing director and will be in charge.

Eggs and butter are still scarce and prices in these commodities run high, in spite of the warm weather. Calgary is enjoying, and has continued through the past few months to enjoy, the most beautiful sunny days and warm nights. There is not a sign of snow or ice to be seen in the district, and occasional dust is the only trouble. The managers of the curling bonspiel, which commences this week, are doing everything possible to get good ice on the rinks, but a slight change of temperature is required to make their attempts a success.

EDMONTON, ALTA.

In spite of the quiet season which usually follows the Christmas rush of business, grocers in Edmonton report a fairly good trade. This has been aided by the fine weather which prevails throughout the west. Everyone is looking forward optimistically to a good year in Edmonton. The money stringency is still felt, but business men in Edmonton seem to think that it will have no permanent effect on the growth and development of this city.

The price of all groceries continues to be fairly high. It is hoped that the price on many lines may be reduced on account of the reduction in the freight tariff. Butter and eggs are rather scarce and are consequently high in price.

Grocers in Edmonton are endeavoring as much as possible to reduce their

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

business to a cash basis, as they find it the most satisfactory in the long run both to their customers and to themselves. Collections are rather difficult just now.

John O. Lewis, who conducted a confectioner's store here for several months, made an assignment last week and his stock will be disposed of at public auction.

Thanks to the careful supervision of the city authorities, Edmonton is now supplied with milk of very good quality. The tests each month show a good amount of butter fat in the milk.

A movement is now on foot to establish a Twin Cities Club in Edmonton and Strathcona, the purpose of which will be to work for the advancement of both cities. It will be composed of business and professional men of both cities and should be a great advantage to both.

Speaking of the proposal to form such

PAPER A NECESSITY.

Parkhill, Jan. 22.

MacLean Publishing Co.:

Dear Sirs,—Yours of the 10th inst. received and would say that the postmaster has made a mistake in notifying you to discontinue sending me *The Grocer*.

I regard your paper as a necessity to every grocer, and trust I shall continue to receive your paper as usual.

Yours truly,

J. H. LAUGHTON.

a club, Secretary Harrison of the Edmonton Board of Trade, said:

"There is every indication that within the next eighteen months the joint population of Edmonton and Strathcona, which is now 22,500, will increase to 30,000. I would strongly advocate that the leading citizens of the two cities get together and form a Twin Cities Club. The time is ripe for such an action to be taken. Our general interests are identical; both cities contain men who have large interests in each. To-day the Twin Cities of Central Alberta contain a larger civic population than any other city west of Winnipeg and east of Vancouver."

"The outlook for an active and progressive year in the building line is good. The provincial university and C.P.R. shops in Strathcona, the capital buildings, courthouse and C.N.R. shops in Edmonton, the advent of the Grand Trunk Pacific and Canadian Pacific, the building of the C.P.R. high level bridge etc. By August, 1908, harvest time

will have again arrived. British capital is flowing west and the future contains such promise that even the greatest pessimist will have to sit up and take notice."

"The passage of the new homestead and pre-emption act will stimulate immigration to an extent unprecedented in the history of the west. The large number of letters received daily at the board of trade and the predictions of the United States immigration agents indicate this. The Peace River country, of which Edmonton and Strathcona are the gateway, is like a strong magnet, drawing continuously and irresistibly the pioneer settler."

"If there ever was a period of history of these two progressive cities that their advance will be rapid and substantial, it will be during the next eighteen months. Those who are disappointed and handicapped elsewhere are looking for locations in this vicinity. The trade is already advancing. Some have stated that Edmonton and Strathcona have passed through a period of prosperity, but the future holds forth greater opportunities than ever to those who are wise enough to grasp the present and forge ahead with all confidence in the ultimate destiny of these twin cities of Canada."

GUELPH.

The Armour Company, of Toronto, have had recently a lady demonstrator at G. B. Ryan & Co.'s dry goods store demonstrating their extract beef, beans, etc. It has helped the sale of these goods during the week in the grocery stores, but as a rule the orders taken by outside agents that way do not turn out satisfactory. We have too much of this sort of thing among new brands of cereals. A man comes to town and goes from house to house and gets the people's names and where they deal and then makes out an order for a package of his cereal and goes to the grocer and says: "I have here a number of orders from your customers for a certain number of packages and if you don't want them I will turn them in to So and So, generally your opposition and you don't seem to remember the other fellow who did the same thing a few weeks ago and you buy five cases, and when you come to fill those orders seven out of ten will refuse to take the package. There are too many kinds of schemes to induce a grocer to load up his stock and too many kinds of cereals on the market to carry them all. A grocer has not room in his store for all and he must be careful in his judgment."

Most of the factories have all gotten started here after the holidays and the hard times scare is over.

There are quite a few complaints of apples not keeping around here this year. Those people who have been depending on spies keeping in some instances are quite disappointed. There are also complaints of a well-known brand of canned goods not being up to the standard. In some instances tins of peas taken out of the same cases are altogether different. One can will be fine and sweet and a uniform size while another out of the same case will be large peas, sour and not fit to eat.

The first smelts of the season were offered last week and sold well retail at 2 lb. for 25c. There is quite a demand for good ciscoes but most of those coming are far too rough.

Orange and oyster benefits are all the rage just now for Saturday specials.

We have often heard of Dan McLeod, port manager of the Dominion Fish Co. at Southampton but last week he visited Guelph on business and what he doesn't know about lake fish isn't worth knowing. It would pay other wholesale men to get out among the trade occasionally and get acquainted. There are lots of grocers doing business with wholesale houses through their travelers who have never seen the wholesale house or its proprietors and a personal acquaintance that may sometimes help the traveler to get better orders.

A large number of people here, and I suppose elsewhere also, ought to be ashamed to ask a grocery driver to take his groceries to the back door at this time of the year. I have had some experience the past week in snow and after the heavy fall of snow last Sunday most people just shovelled a neat path to and from their front door. But from the street to their back door is a pile of snow from two to five feet deep and they expect a driver to put a bag of potatoes or a hundred of flour on his back and wade around to the back door through snow to his waist in some cases. I heard a baker get off a good one on one of those people this week. He went to the front door. The lady referred him to the back door and after wading through the deep snow to the back door, he said: "Well, Madam, I am sorry your husband is so sick." "My husband is not sick at all," she replied. "Oh, I thought he was as he had such a nice neat path up to the front door shovelled and none to the back door and I wondered if he was not sick how that was. I have a wife and family to support, Madam, and wading through the wet snow all day I am liable to get cold and sick as well as anyone else." Needless to say, next day the path to the back door was shovelled. Did you ever think of that when you are shovelling your snow or are you like a man in Guelph who says shovelling snow gives him chills? If he would use the

shovel long enough the chills will disappear.

The new city directory for Guelph is being delayed at present because the man in charge is trying to get the new city council to change the names of some of the streets. The idea is all right as we have several streets named the same, but why was this not done when the new mail delivery was started and before the houses were numbered. We hear a great many complaints about long-delayed letters and letters being lost not so much from the local office as from Toronto and larger centres. One lady got a letter this week posted in Toronto on Dec. 3rd and another got one posted on Nov. 27th and still another holds a receipt for a letter posted in December that has not arrived yet. This is not the fault of our streets being named alike or the house numbering either, although both are blamed. The cause is in the inside mail departments and ought to be investigated.

Who can give us some facts about running a meat table or counter in a grocery successfully; that is, not beef, but fresh pork and sausage, hams, bacon,

ONE OF THE WAYS IT HELPS.

The following item from the Guelph correspondent's budget of news this week shows a very good example of one way in which this paper benefits its readers:

"It did not take long after the arrival of The Grocer last Friday for some of the grocers to start selling oranges by the peck. Such a thing was not thought of till after reading the Toronto correspondent's account of the merchant there doing so."

bologna, etc. I know of lots running them but have not yet seen where there is much money in it and it is a branch of the business there ought to be money in. Don't all speak at once. But tell us how to cut up a cooked ham in small lots, cut thin, etc., at the small margin allowed and get out on it.

KINGSTON.

The man behind the counter has a lot to think about these days, for every time the door opens that unexpected sight draft come in, causing a financial chill which is sometimes hard to check, for people won't pay. It is always Pa is out of work or we had to pay back taxes or we had to pay somebody who made us. They never tell you about having a \$1 seat at the theatre or going six times a week to the five cent show.

The supposed to be solid Sovereign Bank is in a liquid state. Two of our grocers, I am sorry to say, are share-

holders. I am sorry because grocers work mighty hard for the little balance they have in the bank.

As I am writing, a big snowstorm is raging and already a foot of snow covers Mother Earth. The lake is frozen over and now the islanders can cross in safety. After being prisoners for about two weeks now we will get good yellow butter and big brown eggs for the islanders make and keep the best and they get the best prices.

Amherst Island is practically owned by Lord Somebody in Ireland. It would be a good place to try Home Rule. His agent, Mr. Moutrey, is a fine man and popular with the tenants. Two grocers do a thriving trade. Mr. Neilson and Mr. Instant are the men behind the counter. They ship most of their produce to the city.

Wolfe Island five hundred years ago was a wild place, but it is quiet now. Your scalp is quite safe unless you play hockey there, then look out. The grocers on this island are Messrs. Cummings and Baker. Then we have Garden Island, owned by the Calvin Co., large boat owners and builders. They have their own stores.

Mr. Leach, manager for Jas. Hendry, broker, met with a serious accident last week, falling down the elevator shaft and lighting on his head. Hopes are entertained for his recovery as he is a valuable and well liked employe.

Marshall Reid, who bought out Mr. Hodson, is making much needed improvements. He is putting a door on the corner and placing a plate glass window on each side.

Mr. Neill, traveling for the National Drug Co., is pushing trade for St. George's Baking Powder. They have a limerick so you may as well buy a little for the people have the craze. These limericks, which favor one, and discourage a thousand poets and deep thinkers, will keep on until like trading stamps, they are stopped by legislation.

Saturday's market was a large one and so were the prices paid for fowl, flesh and vegetables. Apples are very poor sample this year and are only fit for feed.

Canners are offering canned goods at reduced prices. I guess a slump is coming. Eh, what?

Say, if the canners don't stop using cheap tin, the canned goods business will swell up and burst. Nearly every can we open the tin inside is streaked and mottled and dark, giving one the impression that the fruit or vegetable has a lot of foreign matter from the tin that may necessitate your calling up the doctor and ambulance in a hurry.

Some factories are aware of the

ESTABLISHED 1841

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

The picture below shows our storage warehouse at Hutchinson, Kas., where we store the corn for

"PANSY" BROOMS

THE MAKING OF "PANSY" BROOMS.



Our Storage Warehouse at Hutchinson, Kas.

Each fall our foreman spends several weeks during harvest time in the broom corn fields selecting corn for "PANSY" BROOMS

Only those who are on the spot during the actual harvest ever get any of the real choice lots, they are all picked up before the commission man gets a show.

MADE ONLY IN ONE SIZE AND WEIGHT.

H. W. Nelson & Co., Limited

Office and Warehouse :
92 Adelaide St. W.

Toronto, Ont.

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

Markets and Market Notes

Business Continues Encouraging in Nearly All Lines—Small Advances in Staple Lines, but Prices Generally Pretty Steady—News From the Local Markets.

QUEBEC MARKETS

POINTERS—

Rolled Oats—Advanced
Canned Goods—Advance likely.
Beans—Declined.

Montreal, January 30, 1908.

During the week just closing there has been considerable activity in general grocery lines, but there have not been any new developments to speak of. The real feature of interest is the talk of an advance in canned goods. It is likely that the canners will put up their prices all along the line on Saturday, the first day of the new month. The reason given is that stocks this season are very low compared to previous years, because of short packs in the principal lines. More inquiry is reported for teas, though early in the week business was not particularly brisk. Rolled oats advanced Tuesday, and is worth, for 90-lb. bags \$3.05 to \$3.10 to-day. Some jobbers having a stock are still quoting at lower figures. Syrups and molasses are moving out fairly well. Sugar is in demand in certain quarters, but large lots are not being sold. Valencia raisins are reported firmer in Spain, but the Spanish market is not reflected here. California raisins are slightly easier in the primary market. Figs are stiffer in New York. Evaporated apples are dull. Beans have slumped considerably. Maple syrup is easier, but there is no demand for it. Smoked meats are quiet, but lard is moving out well. Butter is about the same, a little easier, if anything.

SUGAR—There is a good consumptive demand for sugar at unchanged prices. Grocers appear to be buying simply for immediate requirement. The New York markets have not been reflected locally to any extent of late.

Granulated, bbls	\$4 40
" 1-bbls	4 55
" bags	4 35
Paris lump, boxes, 100 lbs	5 25
" 50 lbs	5 35
" 25 lbs	5 55
Extra ground, bbls	4 80
" 50-lb. boxes	5 00
" 25-lb. boxes	5 20
Powdered, bbls	4 80
" 50-lb. boxes	4 60
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 " bbls	4 01
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Syrups are moving out satisfactorily at the old prices. There is nothing new to report in the molasses situation.

Barbadoes, in puncheons	0 27	0 32
" in barrels	0 31	0 33
" in half-barrels	0 34	
" fancy	0 32	0 33
" extra fancy	0 35	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	

Corn syrups, bbls	0 03	
" 1-bbls	0 03	
" 2-bbls	0 03	
" 3 1/2 lb pails	1 75	
" 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" 5-lb. " 1 doz	2 75	
" 10-lb. " 1 doz	2 65	
" 20-lb. " 1 doz	2 60	

MAPLE PRODUCTS—The situation is practically the same as last week. There is an easier feeling in pure maple syrup in bulk, as will be noticed in the quotations.

Pure maple syrup, bulk, per lb.	0 06	0 08
Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 08	0 09

TEA—More inquiry is reported for all teas, though during the early part of the week there was not much activity. Japanese houses are already booking firm orders for new crop teas.

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

COFFEES—Fair trade is being done in most lines, but the market is featureless.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio No. 7	0 08	0 09
Santos	0 11	0 15
Maracaibo	0 11	0 13
Roasted and ground 20 per cent. additional.		

DRIED FRUITS—Valencia raisins continue rather firm in Spain, but locally there is not much doing in them. There appears to be a good stock for the requirements of the trade held here, and this is gradually being moved out. California raisins are reported slightly easier. Figs are firmer, being up 1/4c to 1/2c in New York. Nuts are unchanged.

Currants—		
Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 07
" cleaned	0 06	0 07
" in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 08	0 09
Amalias	0 08	0 08
1 lb. packages	0 08	0 08

Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 13
1-lb cartons	0 10	0 15

Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " box	0 25	0 30

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.	0 06	0 06
Layers	0 06	0 07

Dates—		
Halloweas, per lb	0 05	0 05
Sairs, per lb.	0 04	0 04
Packages	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches, "	0 18	
Pears, "	0 18	

Malaga Raisins—		
-----------------	--	--

London layers	2 25
"Connoisseur Clusters"	2 40
" " 1-box	1 00
"Royal Buckingham Clusters," 1-boxes	1 87
" " boxes	4 50
"Excelsior Window Clusters" 1/2's	5 50
" " 1/2's	1 50

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 12	
Choice seeded, 1-lb. pkgs	0 11	0 11
Loose muscatels 3 crown	0 10	0 10
" " 4 crown	0 11	0 11

SPICES—Trade in spices is rather limited these days. Prices are unchanged.

Peppers, black	Per lb.	0 16	0 20
white	0 22	0 27	
Ginger, whole	0 16	0 20	
Cochin	0 17	0 20	
Cloves, whole	0 17	0 30	
Cloves, ground	0 25	0 25	
Cream of tartar	0 25	0 32	
Allspice	0 12	0 15	
Nutmegs	0 25	0 60	

RICE AND TAPIOCA—Rice is unchanged. Tapioca is reported firmer in the primary market, but is a little easier locally. Several grocers are complaining of the quality of some tapioca they have received. They say it is "off" in quality. There is considerable imitation tapioca from Germany offering, which looks very good, and compared to this it is probable that the genuine article, which has not recently been quite as good as might be desired, may look very poor.

B rice in 10 bag lots	3 10	
B rice, less than 10 bags	3 20	
C C rice, in 10 bag lots	3 00	
C C rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 6 1/2	0 07

BEANS—The market is easier. Demand is fair, local prices ranging from \$1.65 to \$1.70.

Choice prime beans	1 65	1 70
--------------------	------	------

EVAPORATED APPLES—The market is very dull, there being but little demand at present. Quotations are the same as last week.

Evaporated apples	0 08	0 10
-------------------	------	------

RAW FURS—Several fur dealers are in receipt of cables from London, announcing the results of recent sales there. Muskrat, otter, bear, racoon, red fox and skunk are among the lines for which higher prices were obtained, while fisher and marten sold for less money. Local prices are unchanged, except for mink, which are worth a little more.

Mink	5 00	6 00
Marten, pale	4 00	6 60
" dark	8 00	20 00
Fox, red	2 50	3 50
Other	5 00	7 00
Lynx	15 00	25 00
Fisher	5 00	7 00
Weasel	0 25	0 35
Muskrat	0 15	0 25
Canadian coon	0 75	1 25
Skunk	0 40	1 00
Bear, large	8 00	10 00
" small	3 00	5 00

ONTARIO MARKETS.

POINTERS—
Potatoes—Firmer.
Butter—Strong.
Dried Fruits—Firmer.
Collections—Fair.

Toronto, Jan. 30.

Wholesalers generally report a continuance of fairly good business and they are unanimous in saying that the volume of trade transacted is larger than at the same time last year. Some what different reports come in from retailers, particularly in the north of the province, where matters are certainly very quiet and in some districts really depressing. Everything seems to point however to the steady opening out of a good spring's business.

TEA—Locally business is quiet, under the prevailing high prices. Advices from foreign markets continue to bear out the assertion that high prices will continue.

COFFEE—Business is encouraging this week at staple prices.

SUGAR—The market is steady at prices quoted below.

Paris lump, in 50-lb. boxes	5 45
" " in 100-lb. "	5 35
St. Lawrence granulated, barrels	4 50
Redpath's granulated	4 35
Acadia granulated	4 40
Berlin granulated	4 45
Flourist	4 40
Bright coffee	4 30
No. 3 yellow	4 20
No. 2 "	4 10
No. 1 "	4 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

DRIED FRUITS—The tone of the market is somewhat firmer, with an advance noted locally in dates. Valencia raisins also are firmer, but local stocks seem large enough to supply present demands and prices have not been advanced. As a matter of fact, prices in the primary markets have advanced so that these goods could scarcely be laid down here at the prices they are being sold at to-day. A gentleman from the middle of the prune district, who called on the trade this week, is responsible for the statement that conditions there are such that present prices are the lowest we shall have for some time.

Prunes, Santa Clara—	Per lb	Per l.
100-120s	0 06	
90-100s, 50-lb boxes	0 36	70-80s " 0 07
80-90s	0 06	60-70s, 50-lb boxes 0 08
Note—25 lb. boxes 1c. higher than 50 lb.		
Candied and Drained Peels—		
Lemon	0 11 0 11	Citron 0 21 0 22
Orange	0 11 0 12	
Peaches		0 18 0 20
Figs—		
Elmes, per lb.	0 08	0 15

Tappets, "	0 06 0 06	
Bag Figs	0 04 0 06	
Currants—		
Fine Filletas	0 07 0 07	Vostizas 0 09 0 09
Patras	0 08 0 08	
Uncleaned, 1c. less.		
Raisins		
Sultans	0 10 0 11	
" Fancy	0 11 0 12	
" Extra fancy	0 14 0 15	
Valencias, new	0 06 0 07	
Seeded, 1-lb packets, fancy	0 11	
" 16 oz. packets, choice	0 11	
" 12 oz. "	0 09	
Dates—		
Hallowees	0 05 0 05	Fards choicest 0 08 0 09
Sais	0 04	choice 0 08

RICE AND TAPIOCA—Late advices from India, referring to Rangoon rice, report that the rice crop there is in such poor condition that importations will have to be made from Burmah for home consumption. This condition will not be remedied till the Bombay crop is available in the fall of the present year, and seems to point to a higher basis for rice.

A steady staple business is being done locally at prices quoted below :

	Per lb.
Rice, stand. B.	0 03 0 03
Rangoon	0 03 0 03
Patna	0 36 0 36
Japan	0 05 0 06
Java	0 06 0 07
Sago	0 05 0 06
Seed tapio a	0 07
Carolina rice	0 10
Tapioca, medium pearl	0 16

SPICES—Business is a little brighter this week, with reports of a slightly firmer tone in some lines. Coffees are going well and cocoas and chocolates seem to be on the verge of a decline, which seems certain to come shortly. Prices continue on the same basis.

Peppers, blk	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 36
Cinnamon	0 33
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 50
Cream of tartar	0 22 0 25
Allspice	0 16
" whole	0 17 0 85
Mace	0 15 0 20
Mixed pickling spices, whole	0 20 0 20
Cassia, whole	0 20 0 60
" ground	0 25 0 50

BEANS—The market is about on the same basis as at last reports, with local prices a little firmer.

Beans, hand picked, per bush	1 7 1 95
" prime No. 1	1 5 1 8
" Lima, per lb	0 07

EVAPORATED APPLES—Business is more active this week under fair demand. Some rather heavy shipments are being made by local firms to European markets. There is some demand also from United States points, and unless this is continued present prices can scarcely hold.

Evaporated apples	0 09 0 09
-------------------	-----------

HIDES AND WOOL—The markets are very quiet, with very light receipts.

Hides, inspected, cows and steers, No. 1	0 05
" No. 2	0 04
Country hides, flat, per lb.	0 04 0 04
Calf skins	0 07 0 18
Kips	0 06
Lamb skins	0 65 0 75
Horse hides, No. 1	1 25
" 2	1 35
Rendered tallow, per lb.	0 05 0 06
Horse hair, per lb.	0 25

GUILD CASE AGAIN POSTPONED.

Hearing Changed From February 10th to June 3rd.

The case against the Wholesale Grocers' Guild, technically "The King vs. Beckett," which was slated for February 10, has been again postponed.

The case had been set down for January 20, but Chief Justice Falconbridge being unable to take it on at that date it was adjourned to February 10. As it is likely to be a long drawn out case it has been the expressed desire of the bench not to let it interfere with regular court business and yet, since it was a matter of great public interest, that it should be taken up as soon as possible. It appears, however, that a witness whose evidence is considered exceedingly important, cannot be secured for the date set and after consultation between the chief justice, G. T. Blackstock, K.C., and R. B. McKay, defendant's counsel, the date of hearing has been fixed for June 3 to 15.

CANNERS AT CINCINNATI.

Canadian Companies Will Be Well Represented at Next Week's Convention.

A large number of Canadian packers have signified their intention of being present at the annual convention of the National Packers' and Machinery and Supplies Association, which is to be held in Cincinnati, O., from Feb 3rd to 8th. The great majority of the members of the newly organized Independent Association are going down in a body, and arrangements are being made to have them stay at the same hotel during the convention.

Special arrangements are being made for incidental attractions, and visitors are assured a pleasant as well as profitable time.

SANITARY CANS

Grocers selling Canned Goods should see that the Fruits, Vegetables, Etc., are packed in Sanitary cans—there is absolute safety in recommending Canned Goods packed in Sanitary cans.

Ask your Jobber for goods packed in Sanitary Cans.

Sanitary Can Company, Niagara Falls, Ont.

General Offices: Fairport, N.Y.

U.S. Factories: Fairport, N.Y., Indianapolis, Ind., Bridgeton, N.J.

NOTICE!

The manufacturers of

JELL-O and JELL-O ICE CREAM POWDER

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

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

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

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

LUMSDEN BROS., Hamilton, Ont.

It pays to have proper connections in

The West

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

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

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom" Washing Powder

which is "for PURIFYING and
CLEANSING UNEXCELLED."

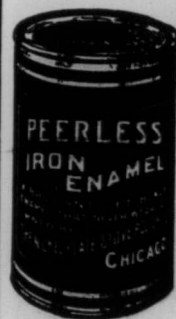
We make the Best High-Grade
Toilet and Tar Soaps.

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

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

REGINA, CANADA

We Make It!



8-oz. Can,

The BEST Air Drying Iron
Enamel Made. Try a 1-dozen
Cases from Your Jobber.

Nickel Plate Stove Polish Co.

CHICAGO

Choicest Cured Meats AT RIGHT PRICES

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

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

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

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

Potted Meats

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

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

F. W. Fearman Co.
Limited
Hamilton, Ont.



Cheese

Advancing markets make it wise for you to buy your cheese at once.

We have in store a supply of finest colored and white, which we are offering at most attractive figures.

Our own buyers bought this cheese in the best cheese-producing districts, and we can guarantee the quality.

Being very closely in touch with the markets on both sides of the water, we can buy at bottom prices. It will pay you to buy from us.

Wire or write at our expense for prioes.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P.Q.
We have no retail stores.

Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Provisions

They prove so delicious in their purity that your customers want them continually. And, remember, the government food inspector has declared Ryan Brand to be absolutely pure.

GET OUR PRICES NOW!

The WM. RYAN CO., Limited
70-72 Front Street East
TORONTO, - ONT.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

During the past week there was more or less expectation of a display of interest in the Canadian situation on the part of English houses, but the dullness which has characterized the market, despite its steadiness, was not disturbed.

Entire interest appears to centre on the cheese coming from New Zealand. Their season, while nearing its close, is not yet finished, and their export figures are something to be reckoned with in calculating Canada's chances at the moment. The New Zealand article, being a cheaper product than the Canadian, finds a more ready market in the Old Country.

Holders locally continue to view the situation with a calm unconcern. Knowing stocks to be small, they are not anxious to dispose of what they have at anything but their own quotations. There has been some business transacted, but the amounts involved have not been large by any means. It is quite safe to say that sales have been most moderate.

There is a good range offered in quotations again this week. The better grades are still quoted about the same as at last writing, in the neighborhood of 13½ to 13¾ cents, the latter price being a bit firmer. Poorer quality is obtainable at a price somewhere about 12½c. Holders, however, are not strenuously pushing the sale of even this stock.

Receipts of cheese last week amounted to 65 boxes, against 388 boxes previous week, and 22 boxes same week one year ago. Total receipts for the season amount to 2,053,472 boxes, against 2,318,749 boxes same period 1907.

Cold weather has resulted in an even more brisk demand for butter, which is selling this week again at 28½c to 29c for fancy creamery. Single packages are being disposed of at 30c.

Trade has been more largely local within the past week or so than for some time past. There has been a little nibbling from outside points, particularly from Ontario, in the Toronto district. A few cars have been sent out during the past two weeks. The west, which has been quiet for about a month, has again become interested in eastern markets. It is quite likely that they will be forced to buy from Montreal until May, at least, as supplies held by western people are very light, and quite too small to take care of the demand.

Local butter trade has grown to be so important that dealers are taking a very independent stand. They care not a great deal for outside orders, and fill them only when their own price is obtainable. The past season was a good illustration of the comparatively slight interest displayed in outside markets. In former seasons those who trade in butter have given considerable attention to England. Last season they hardly followed the markets. Demand for Canadian butter in Canada was wonderfully well sustained, and prices obtainable at home were quite satisfactory, and there

was not such trouble to reckon with as there is when export trade is done. This demand continued after the close of navigation, and, though the make was good for the season, it rapidly dwindled under the steady calls made upon it, until now it is so small that fear is entertained as to whether or not it will last out the season.

Conservatism is very noticeable among holders of creamery and dairy. The latter is scarce as ever, and selling from 24c to 25c for fair to good stock, to 25½c to 26c for fancy rolls.

A late opening of the new season is anticipated owing to the retarded win-

ter. When butter making does start it is thought by some that there will not be a great deal of encouragement for factorymen, owing to the fact that cows will be in poor condition after a winter spent in the stables where hay and feed were none too plentiful because of the high markets which have all along ruled for these lines.

However, that is looking ahead somewhat, and conditions may be considerably better than expected.

Receipts of butter last week amounted to 791 packages, against 1,033 packages previous week, and 628 packages same week, 1907. Total receipts for the season amount to 409,343 packages, against 603,675 packages for same period last year.

THE PROVISION SITUATION

The continued depressed condition of the British market keeps matters quiet among Canadian packers. And the fact that this is so is not surprising, when the comparatively small part Canadian goods play in this world's provision market is considered, along with the fact that packers in the other countries which provide the major part of the supplies are continuing to do an enormous amount of business under conditions which, to local men, would seem to be anything but advantageous, the reason for the miserable condition of the Canadian markets is at once apparent. Even at the low prices prevailing in England last week—Danish offerings were heavier than in any other week, we can remember. Deliveries totalled 45,000, a most extraordinary aggregate. American packers, too, seem to be willing to do business on small margins, and their shipments last week were, also extraordinarily heavy, totalling 35,000. And this, in spite of the low prices prevailing in the home markets. It looks as if the American farmers were anxious to get rid of their hogs.

Even under these conditions prices locally are slightly better this week. Last week f.o.b. price was markedly low at \$5. This week an advance of 15 cents is noted. Fed and watered stock this week bring \$5.40, as against about \$5.20 a week ago and for hogs off cars at factory \$5.60 to \$5.70 is now being offered.

A review of conditions in the American market is given in the following paragraph from the New York Journal of Commerce's weekly summary:

"The past week has witnessed record receipts for this season of the year next to the previous week, both of which were enormous and far ahead of any recent years. But the packers have been such free and general buyers that prices have not gone off very much, it being the belief that the heavy run of hogs will be over by the middle of February; some of the packers have been willing to stock up at these prices, having accumulated little stock previously this season except of meats. Hence we have had no big break in prices, although cash de-

mand has remained as stagnant as it has since the panic, the trade not believing that present prices can hold in face of such receipts much longer, or at least that they can go no higher. Consumption has also fallen off since hard times, and, together with the tight money market, has prevented any speculation on the part of the distributing trade, who have not even bought hams ahead this year as usual from the first of January. Some of the packers refuse to sell green meats, as well as future products, at late decline and are accumulating stocks. But there are enough of them still in the market to prevent any recovery in prices, although shorts, led by the Cudahy Packing Company, have been covering."

PROVISION MARKETS

MONTREAL.

PROVISION—Smoked meats generally are very quiet, little trade being reported by the packers. There is considerable activity in lard, which is firm. Pork and heavy lines are dull. Purchasers appear to be waiting for Easter before buying very heavily.

Lard, pure, tierces.....	0 11½	0 12
56-lb. tubs.....	0 11½	0 12½
30-lb. pails, wood.....	0 12	0 12½
cases, 10-lb. tins, 60 lbs. in case.....	0 12	0 12½
5-lb. ".....	0 12½	0 13
3-lb. ".....	0 12½	0 12½
Lard, compound, tierces, per lb.....	0 05½	0 10
tubs.....	0 05½	0 11
30-lb. pails, wood.....	0 06	0 10
30-lb. pails, tin.....	0 08½	0 09½
cases, 10-lb. tins, 60 lbs. in case.....	0 09	0 11
5-lb. ".....	0 09½	0 11½
3-lb. ".....	0 09½	0 11½
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork.....	21 00	22 80
Canadian short cut clear.....	20 50	22 00
American fat back.....		23 00
Breakfast bacon, per lb.....	0 13	0 15
Hams.....	0 12½	0 14½
Extra plate beef, per bbl.....	13 00	14 50

BUTTER—The market is very firm, especially for fancy fresh made. The quantity manufactured is light. Storage stocks are being reduced very quickly, and local dealers are anticipating higher prices for the next month or

six weeks. Receipts of fresh roll butter are larger and the demand continues to be good.

Creamery, fall make, boxes	0 28	0 29
Creamery, winter make, boxes	0 23	0 25
Dairy, tubs	0 24	0 24½
Fresh large rolls	0 24	0 24½

EGGS—The demand for storage eggs is good. Stocks of storage are rapidly declining. Only limited quantity of pickled are on the market. Stocks of new laid eggs are small. Market is very

WE BUY FEATHERS
 All kinds at highest cash prices. Secure them for us. It will pay you. We sell every description of Down and Feathers at correct prices. Free from all impurities and microbes.
P. POULIN & CO.
 36-39 BOUSEGOURS MARKET, MONTREAL

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

BUTTER, CHEESE, EGGS
 If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.
B. H. POWER
 218 ARGYLE STREET, HALIFAX, N.S.

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

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

firm, and, if cold weather continues, it is likely to remain so.

New laid	0 33	0 36
No. 1 candled	0 25	0 26
Selected cold storage	0 25	0 26
Pickled	0 21	0 22

CHEESE—Local demand continues good with prices firm. Quantity for export is much below stocks of previous seasons at this period. Local dealers are confident that high prices will rule. Cable quotations this week are 64s to 64s 6d.

Cheese, old	0 15½	0 16½
" new, large	0 14	0 14½
" twins	0 14½	0 14½

HONEY—Trade is normal. There is practically no white clover comb honey on the market. Quotations are nominal.

White clover comb honey	0 14	0 15
Buckwheat, ext acted	0 08	0 08½
Clover, strained, bulk	0 10	0 11

POULTRY—Dealers report receipts of fresh killed poultry light. Demand is good and a slight advance in prices is noticeable, turkeys being up one cent and chickens and fowls a cent and a half.

Turkey, per lb.	0 14	0 16
Chickens and fowls, lb.	0 07	0 11
Geese	0 08½	0 13½
Ducks	0 10	0 11

TORONTO.

PROVISIONS—The market is a shade quieter this week. Prices rule about the same for all lines. Smoked meats have been selling fairly well. Backs are short and scarce. No material change is noticed in lard. Fresh meats are picking up in demand.

Long clear bacon, per lb.	0 10½	0 11
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 10½	0 11
Small hams, per lb.	0 14	0 15
Medium hams, per lb.	0 13½	0 14
Large hams, per lb.	0 13	0 13½
Shoulder hams, per lb.	0 10	0 11
Backs, plain, per lb.	0 16	0 17
" pea meal	0 17	0 17
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11	0 11½
" tubs	0 12	0 12
" pails	0 12	0 12½
" compounds, per lb.	0 09	0 09½
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcasses	7 50	8 00
" common	4 50	5 50
Mutton	0 07	0 08½
Lamb	0 08	0 09½
Hogs, street lots	6 50	7 25
Veal	0 08	0 09

BUTTER—A firmer tone is noticeable. Indeed, the market is more healthy than it has been for some time. Prices, while no quotably higher, have a stiffening appearance. Stocks of creamery are being quickly reduced. The demand has improved wonderfully, and some firms are beginning to find real difficulty in filling orders. Dairy receipts are good.

Creamery prints	0 29	0 32
Creamery solids	0 26	0 28
Dairy prints, choice	0 26	0 27
" ordinary	0 22	0 24
" tubs, choice	0 22	0 24
" tubs, ordinary	0 20	0 22
Baker's butter	0 20	0 21

EGGS—No material change is noticeable. While the market has an exceedingly firm tone, there have been no advances in prices. Stocks of storage eggs are getting low. New laid are arriving fairly well.

Eggs, candled	0 22	0 23
" selects	0 27	0 28
" lined	0 21	0 21
" new laid	0 30	0 33

CHEESE—Prices rule firm. Local demand is slower, but this fact has had no effect on the market.

Cheese, large	0 13	0 13½
" twins	0 13½	0 13½

HONEY—The market is still sick and will probably remain so. There is practically no demand.

Honey, strained, 60 lb tins	0 12	0 13
" 10 lb tins	0 12½	0 13½
" 5 lb tins	0 13	0 13
" in the comb, per dos.	2 50	3 00
Buckwheat honey, per lb.	0 10	0 10
" in comb, per dos	1 25	1 50

POULTRY—Prices are slightly easier. Turkeys are being quoted a few cents lower. Supplies are fairly plentiful, but sales are slow, the public having a tame demand.

Live Weight.

Spring chickens, per lb.	0 10	0 10
Old fowl	0 07	0 07
Ducks	0 10	0 11
Geese	0 10	0 08
Turkeys	0 10	0 12

Dressed weight.

Spring chickens, per lb.	0 10	0 12
Old fowl	0 07	0 08
Ducks	0 10	0 11
Geese	0 10	0 11
Turkeys	0 13	0 15
Squabs, per doz.	2 50	2 50

A WIN FOR KINNEAR & CO.

The T. Kinnear & Co. team sprung rather a surprise on followers of the Toronto Wholesale Grocery Hockey League, at Varsity rink on Friday night, when they defeated the James Lumbers Co. by a score of 10 to 2.

The Kinnear team presented the strongest line-up of the season, while Lumbers were weakened by the absence of Tom Kerr from point. Bilton put up a good defence game, although it was his first appearance on skates this season, but he was scarcely able to hold the pace set by the Kinnear bunch.

Those who knew figured the Kinnears to have no chance to beat their opponents, as Lumbers had already beaten the Brokers, and the latter had beaten Kinnears in the opening game of the season. The Kinnear team did not keep their rooters long in suspense, for five minutes after play began they had banged four goals past Wes. Lumbers. Then Lumbers scored one, but the combination of the Kinnear forwards and the fast rushes of Humphrey and Minett were responsible for three more, and at half time the score was 7 to 2.

The second half was quite as fast as the first, with the Lumbers team struggling hard to even the score, while there was no let-up to the attacks on the Lumbers goal. During this half "Wes." Lumbers gave a great exhibition of goal-keeping, stopping innumerable shots that looked sure.

The line-up was as follows:
 The James Lumbers Co.—Goal, Wes. Lumbers; point, Bilton; cover-point, Dilworth; forwards, Wylie, Ford and Carradus.

T. Kinnear & Co.—Goal, Campbell; point, Minett; cover-point, Humphrey; forwards, Kinnear, Marks and Rennie.

The next game will be played this evening at Varsity rink, at 9 o'clock, between T. Kinnear & Co. and the Brokers. A rousing game is expected.

The three teams in the league are still on even terms, being tied in the standing, each having won and lost a game.

THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than Clark's.

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

Wm. Clark, Montreal
Manufacturer

O'MARA'S BACON

No order Too Large
for our capacity.

No order Too Small
for our attention.

Government Inspection

NOW

is the time for Grocers to contract for their year's supply.

WRITE

I can supply the Right Goods at the Right Price. Write now.

JOSEPH O'MARA
PALMERSTON, - ONTARIO



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

HORSESHOE BRAND HAM AND BACON

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

WRITE NOW FOR QUOTATIONS

JOHN DUFF & SON
Hamilton, Canada



By
Royal Warrant
Purveyors

To
H. M. King
Edward VII

There is only one

BOVRIL

Look to your stocks. This is the best season for trade. Do not miss it.

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	306 Ross Avenue	WINNIPEG
A. G. URQUHART & CO.	338 Hastings Street West	VANCOUVER

and from all wholesale houses throughout Canada

OPTIMISTIC REPORTS FROM ARGENTINA.

Crops Promise Splendidly—Oats Arousing More Interest.

Late advices from the Argentine say that the optimistic reports regarding the Argentine harvest are fully confirmed. The wheat crop is splendid. There probably will remain about three million and a half tons available for export.

Linseed suffered considerably, but as the acreage is bigger than last year there will be no decrease in export.

Oats are rather a novelty there, but the crop is steadily increasing and probably half a million tons will be exported.

It is too early to estimate the maize crop, but there is no reason to fear a failure.

The total value of the export grain for the current year is estimated at \$600,000,000.

Hardy Bros., grocers, of Toronto, have been succeeded by E. R. Gifford.

J. C. Laberge, grocer, of Beauharnois, Que., has made an assignment.

THE TIME TO BUY.

If you want to take benefit of profitable prices, buy your black or green teas now from Laporte, Martin & Co., Montreal, who want to get rid of their stock before moving, and who have an attractive price list for all immediate buyers. Freight paid on 200-lb. lots, whether one or more brands in the lot. —Advt.

Free Watches!

KEEP YOUR LABELS and exchange them for
A SOLID GOLD WATCH

Guaranteed and fully jewelled, and warranted a perfect timekeeper.
SOLID SILVER AND GUN METAL WATCHES ALSO
are offered for a smaller number of Labels.

FUSSELL'S
(BUTTERFLY BRAND)
CREAM AND MILKS

5,000 MARKS WIN A SOLID GOLD WATCH.
2,500 MARKS WIN A SOLID SILVER WATCH.
1,000 MARKS WIN A PRETTY GUNMETAL WATCH.

Full particulars are wrapped round each tin, but BEGIN AT ONCE TO COLLECT.
Every Label fixed on a tin of Fussell's Cream and Milks has value in this competition.

Contractors to the British Government.
Ten Gold Medals Awarded.

Address all communications relating to this offer to **FUSSELL & Co., Ltd.,**
(Competition Dept) **4, Monument Street, London, England.**

Keep your Labels to get a GOLD WATCH FREE

Insist on Fussell's

Prices and Particulars of the Agents

John W. Bickle & Greening,	Hamilton, Ont.
Carman Escott & Co.,	Winnipeg, Man.
J. S. Creed,	Halifax, N.S.
C. Fairall Fisher,	Montreal.

Western Canada Flour Mills Co., LIMITED

PURITY FLOUR

Mills at
WINNIPEG
GODERICH
BRANDON



Offices:
St. John, N.B.
Montreal, Que.
Toronto (Head Office)
Goderich
Winnipeg
Brandon

It pays you to pay for quality.

BRANDS: 1st Patent—Purity and Five Stars
2nd Patent—Three Stars

PURITY

A! Car Lot of BUDA

"The Flour of Quality"

will convince you that we put it mildly when we say that Buda flour is the best value in Canada. Many leading dealers are making money out of this brand. Are you? I will give the leading dealer in each town control of Buda for his town, if his order is in first. Get busy! Write to-day for prices.

J. B. HARTY
PICTOU, N.S.

CEREAL MARKETS STEADY

Large Export Demand Gives Firmer Tone—Oats Seem to Be Slightly Firmer—Winnipeg Inspections and Present Visible Supply.

Business seems to have opened up rather more encouragingly for Canadian millers during the week. Export demand is exceedingly good, indeed, some Ontario millers report that it has not been better for years. Large shipments are being made to British markets via London and Glasgow, and everything seems to point to a good year of export business in Canadian flour.

Oats seem to be a little stiffer this week, consequent on light local supplies, but business in oat products and cereals is somewhat quiet.

Saturday's inspections of wheat at Winnipeg included the first car of "hard" wheat received in over a month. The total inspection was 178 cars, compared with 65 cars a year ago. Grading returns showed: No. 1 hard, 1 car; No. 1 northern, 7 cars; No. 2 northern, 13 cars; No. 3 northern, 25 cars; No. 4 14 cars; No. 5, 26 cars; No. 6, 10 cars; inferior, 69 cars; winter wheat, 13 cars. Other inspections were 35 cars of oats, 7 cars of barley and 4 of flax.

The visible supply of wheat in Canada and the United States decreased 9,000 bushels during the past week. This compares with a decrease of 729,000 last year. Corn increased 461,000 bushels, and oats decreased 71,000 bushels.

Later estimates place the Australian wheat exportable surplus at 16,000,000 bushels, of which not over one-half will go to Europe; the remainder will be taken by South Africa, etc. This year's crop is estimated at 34,000,000 bushels. In 1906 the crop amounted to 66,000,000 bushels, of which 34,000,000 were exported.

The English visible supply of wheat last week showed a decrease of about 100,000 bushels; English imports of wheat were 2,744,000 bushels; flour, 217,000 barrels; corn, 1,317,000 bushels.

MONTREAL.

FLOUR—Firm prices rule again this week, but an advance is not anticipated at the moment. A slight export trade is being done with England and South Africa. Local business is normal.

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

ROLLED OATS—There has been no material change in the situation since last week, though the firmness of the Ontario markets recently noticeable seems to be reflected to a certain extent locally.

Fine oatmeal, bags.....	3 90
Standard oatmeal, bags.....	3 25
Granulated.....	3 90
Gold dust cornmeal, 90-lb bags.....	2 25
White cornmeal.....	1 85 1 75
Rolled oats, 90-lb. bags.....	2 90 2 85
" 90-lb. bags.....	2 75 2 80
" bbls.....	6 10 6 30

FEED—Demand for feed is still strong. Manitoba bran has been advanced.

Ontario bran.....	22 00 23 10
Ontario shorts.....	24 00 25 00
Manitoba shorts.....	33 00 34 00
" bran.....	22 00 23 00
Moullie, milled.....	26 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 50 1 70

TORONTO.

FLOUR—Business is brisker this week and large shipments are being made by local millers to Glasgow and London. The market's firmer tone seems to be due to an increased export demand, but prices have not advanced.

Manitoba Wheat.

60 per cent. patents.....	5 40 5 60
85.....	5 15 5 20
Strong bakers.....	5 10 5 15

Winter Wheat.

Straight roller.....	4 90 5 10
Patents.....	5 20 5 40
Blended.....	5 25 5 30

CEREALS—The markets are on about the same basis as at last reports, though oats are slightly stiffer. Prices are even with following quotations:

Rolled wheat in barrels, 100 lbs.....	3 00 3 15
Rolled oats, in wood, per bbl.....	6 65
" in bags, per bag 90 lbs.....	3 00 3 25
Oatmeal, standard and granulated, per bbl.....	6 60
" in bags, 90 lbs.....	3 40

CANADIAN FLOUR FOR EGYPT.

Toronto Milling Co. Finding Ready Market in Alexandria.

And now it's Egypt that is reaching out after Canada's products. We will soon be pretty well represented in the world's markets.

In a chat with Douglas A. Campbell, of the Campbell Milling Co., on Tuesday, the Grocer asked whether the firm was doing any extensive shipping to outside points.

"Well," said Mr. Campbell, "beside our British shipments, we sent rather a large order of our Monarch brand pastry flour off to Alexandria, Egypt, this week, and it looks as if that market would open up well for Canadian flour."

"This was the second shipment," continued Mr. Campbell. "We sent a sample shipment down there some time ago, which seemed to please our customers immensely, and resulted in the large order which has just been sent out. The flour was sent direct to private parties in Alexandria. It seems that the Egyptian wheat has gradually come to be too poor in quality to satisfy the demand there for a first-class brand of flour, and in turning elsewhere for supplies the importers were attracted to the flour made from grain grown on Canada's comparatively new wheat fields."

"The market down there seems to be opening up well," Mr. Campbell continued, "and I think we may look for a steady and increasing trade in that corner of the world."

Elphege Lacasse, grocer, of Montreal, has made an assignment.

The "Wanted" Biscuits

are

Mooney's Perfection Cream Sodas

Why? Simply because they really are perfection. There is a perpetual freshness and crispness about Mooney's which you will search for in vain in any other brand of soda biscuits. Your customers know this—that's why they want Mooney's. And they know that the last cracker in a Perfection package is every bit as fresh and crisp as the top layer.

It's up to you

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

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

WHO READS TRADE NEWS-PAPERS?

How to Keep in Touch With Progress in Various Departments of Business.

If you were to be appointed to a responsible position in railroad administration or in a manufacturing industry, where would you go for information about the latest equipment and methods? You would turn immediately to the trade press publications dealing with the transportation or manufacturing industry concerned. In this great country of invention and development nothing is fixed. Equipments and materials of to-day are constantly being replaced by those of more efficiency and economy. In one of the great steel plants in Pittsburg new installation and machinery costing hundreds of thousands of dollars was replaced in less than two years by even more expensive equipment, but which produced a better product at less expense. Whatever one may know of the mechanics of any business or industry of one year ago, he could not be depended upon to undertake any important enterprise on such a knowledge.

In business life to-day we find two methods of keeping in touch with progress. There are business and trade organizations, local and national, which deal with many of the general problems for advancement. The other factor is the trade press. This class of publications has grown in recent years from meagre trade reports to the largest periodicals of the world, giving the latest scientific and trade news and amounting to practically complete showing of equipment for the industries concerned through advertising pages.

After a tour through the United States, Sir Alfred Harmsworth said of the American newspapers: "Apparently sin is news, but what of the great industries and enterprises of your coun-

try?" He could find his answer in the trade press publications which now ably represent every commercial and industrial interest.

The second annual convention of the National Federation of Trade Press Associations has just taken place. There are in all over two hundred and fifty publications which deal with the professional, transportation, manufacturing, commercial and financial interests of the United States, and about fifty in Canada. These constitute the textbooks from the first grade to the universities of the great business life of this country.

Who reads these trade press publications? Those who are foremost in the management of the railroads, the cotton and woolen mills, iron and steel industries, electrical and mechanical shops the mammoth wholesale and retail food products and dry goods establishments, and all banking institutions. They must have the latest news of, they must know what is being done and what the world affords. The heads of all departments will fail to meet the responsibilities placed upon them if they, too, are not well posted and aggressive in their methods. The ambitious workman of to-day will be the proprietor of tomorrow. He, too, must look to his text books—the trade press publications—for the broad knowledge of conditions outside of his own environment.

Among the questions which are frequently asked applicants for positions as teachers are these: Are you taking any educational journals? If so, how many? In some instances a certain number of points are given for favorable answers to these questions. Similar questions apply equally well as an indication of the enterprise and efficiency of workmen, foremen, superintendents, executive officers, and the heads of firms, in printing as in all other lines.

The United States could not have reached the high degree of development in medicine, architecture, music, business, manufacturing and transportation without the leadership of the trade press. With the certainty of still further specialization in all lines, the trade press will be of correspondingly greater importance. Whatever the developments in any line, there is a similar evolution in printing. More than any other artisan, the printer must keep in touch with progress through his trade publications because printing is the dynamic radiating force of the social, educational and business life of to-day.

FROZEN HERRING SCARCE.

Rough Weather Causes Lighter Catch Than Last Season.

Advices received show that the catch of herring in Newfoundland this year was lighter than last, so that the supply of frozen herring will this season be less than a year ago. This season American vessels took 57 cargoes, amounting to \$251,653, while Canadian vessels took 30 cargoes, totalling \$134,442. Last year 65 American vessels and 41 British took cargoes to the value of \$453,144, so that there is a consequent decrease in value of \$66,049. Rough weather early in the season prevented the fishermen getting out as usual, while a spell of mildness prevented freezing operations to the usual extent after the catch, such as it was, was in the hands of the fishermen.

W. C. Carthy, grocer, of Toronto, has made an assignment.

The Maple Leaf Flour Mills, Kenora, Ont., which were recently destroyed by fire, are to be rebuilt immediately.

Keep Posted on Sugar

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 argest concerns are subscribers, and we should like to place our proposition before you. For further information write

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

48 Highest Awards in Europe and America

WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

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

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

NAP G. KIROUAC & CO.,

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St., QUEBEC.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, Quebec

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY

WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD



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

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

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

You are never out of favor with your customers if you stick to

Mott's "Diamond" and "Elite" brands of Chocolate

The superior quality of our brands has made them the unquestionable favorites of the Canadian housekeeper—

For Sale by all Jobbers.

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

SELLING AGENTS:

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

COWAN'S Cocoa and Chocolate

leads every other brand in purity and flavor. There's reason behind the popularity of Cowan's.



The name "Cowan's" is a guarantee from you to your customer that you sell the purest and finest flavored Cocoa on the market.

The Cowan Co., Ltd.

INDEPENDENT CANNERS ORGANIZE

New Association, Including About Forty Companies, Formed at Toronto on Monday—Will Co-operate for Mutual Benefit, Advantage and Protection.

The independent canners of Ontario were pretty well represented at a meeting in the King Edward hotel, Toronto, on Monday, Jan. 27th, and the result of the meeting was the formation of a brand new organization, to be known as the Independent Canners' Association.

For some time it has been felt among the canners who remained out of the combine when the Canadian Canners' Company was formed some few years ago, that they might with advantage be united to some extent at least for mutual benefit and protection, but no definite steps were taken until recently, when R. W. Ball, of the Essex Canning Co., took a forward step in inviting these gentlemen to a meeting in Toronto to talk matters over. The result of the meeting was the formation of the association.

The objects of the new body are not, as is held in some quarters, particular-

as follows: F. M. Smith, of the Oshawa Canning Co.; W. A. Carson, of the Napanee Canning Co., and H. T. Reason, of the St. Thomas Canning Co.

Considerable discussion took place during the progress of the meeting regarding the seeming injustice of the report from the Government inspector last July regarding the alleged questionable conditions in some of the factories in the Niagara district. The opinion seemed to be that the names of the delinquent firms should have been given, instead of making public a report which reflected on all the factories of the district. The members of the association present placed themselves on record as not objecting to inspection, and as strongly urging that in cases where unsatisfactory conditions were found by a duly appointed and qualified officer that the delinquents should be brought directly before the proper authorities.

Several of the members present referred strongly to the seeming attempts of the Canadian Canners to control the trade of the province, but no action was taken. The association, as a whole, seemed to feel that there is enough business in the field for all and that each company will get its legitimate share.

The convention of the National Packers' and Machinery Supplies Association at Cincinnati next week was referred to and it is highly probable that a large number, the majority of those present, will visit this convention. Arrangements are being made whereby the members of the association will travel together and stop at the same hotel while in Cincinnati, and a pleasant and very profitable outing is assured.

The next meeting of the association will probably be held a short time after the convention, when matters of interest which cropped up during its sessions will be discussed, and the work of organization of the new association completed.

Among those present at Monday's meeting, beside the gentlemen mentioned above, were; Wm. Fertz, of the Family Canned Goods Co., and C. M. Hunsburger, of Jordan; C. L. Black, and G. E. Russell, of the Sever Lake Canning Co., St. Davids; Arthur Allan, of the Lakeside Canning Co., Wellington; S. E. Bolter, of the Niagara Falls Canning Co.; D. C. Munroe, of the Alviston Canning Co.; H. G. Lorimer, of the Belleville Canning Co.; J. Breault, of the Tecumseh Canning Co.; R. C. Eckert, of Gorman, Eckert & Co., London; Geo. Bolter, of Niagara Falls; S. H. Bolter, of Niagara-on-the-Lake; R. Church, of the South Bay Canning Co., Port Melfort; Geo. H. Davey, of the Meaford Canning Co.; Geo. E. Coleman, of the St. Thomas Canning Co.; H. E. Robinson, of the Ingersoll Canning Co.; W. G. Trethewey, of the Sanitary Canning Co., Weston; C. A. Armstrong, of the Beamsville Preserving Co.; R. B. Morden, of the Belleville Canning Co.; T. Owens, of the Bloomfield Packing Co., and A. K. Fraser, of the Fraser Canning Co., Wellington.



E. D. SMITH, M.P.,

Of Winona, President of the Independent Canners' Association.

ly to oppose the Canadian Canners, but, as was stated in a resolution passed by the meeting, "To hold meetings from time to time to discuss matters relative to the interests of canners for their mutual benefit, advantage and protection."

The following officers were elected:—President, E. D. Smith, M.P., Winona; vice-president, A. Baker, of the Old Homestead Canning Co., Picton; secretary-treasurer, R. W. Ball, of the Essex Canning Co., Toronto; and F. J. Lowe, of the J. H. Wethey Preserving Co., St. Catharines; W. Echert, of Gorman, Echert & Co., London; S. E. Martin, of the Farmers' Canning Co., Bloomfield, and Geo. E. Fisher, of the Burlington Canning Co., Burlington, who, with the officers, will form the executive.

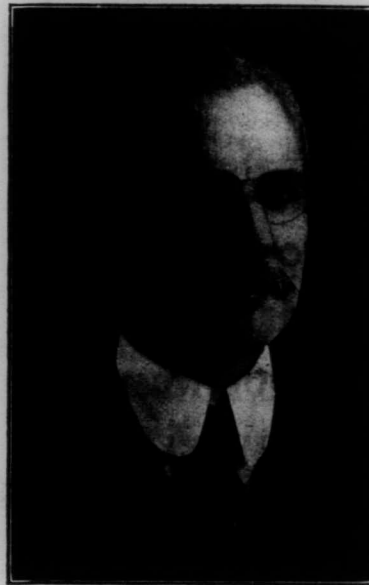
A legislative committee was appointed to look after a branch of the organization's business, which, in time, may grow to be important, and is composed

AN EARLY EYE FOR BUSINESS.

Good Story of Incident in Boyhood of New President Montreal Board of Trade.

Thomas J. Drummond, the new president of the Montreal Board of Trade, is one of a family of successful manufacturers and merchants. Not only have they been unusually successful and attained an influential and prominent position in Montreal, but their success has also not lost them any of their old friends.

The new president even as a boy had an eye to business. There was a cat show in Montreal and a handsome prize was to be awarded to the best collection of felines. Mr. Drummond read the announcement and with his brother George, the former president of the Manufacturers' Association, and one or two other boys, they secured a big packing case from Greenshields' Dry Goods Store and nailed rough wooden slats on the front. Each contributed his own family cat and then stealthily visited the homes of all their neighbors



ALD. S. J. CARTER,

Of S. J. Carter & Co., Montreal, Recently Elected to a Seat in the Municipal Council.

and secured about forty representatives of all kinds, all of them mongrels. They had the largest collection at the show, but it was a motley group and it kept the boys busy separating the fighting cats. Much to their disgust, the judges refused to award them a prize. The boys made such an aggressive row about it that to keep them quiet the committee gave them \$2 and ordered them to remove their cats. The packing case was taken up the lane behind Victoria Rink and the cats liberated—the most of them the worse for wear, and many of them their owners could not recognize. The two dollars was spent on ice cream.

A. Cawthorne, representing the Ozo Company, Montreal, has just left on a trip to Ottawa, Peterboro and western centres.

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

BUSINESS.
Boyhood of
Board of

he new pre-
rd of Trade,
ssful manu-
ot only have
ful and at-
ominent po-
r success has
f their old

s a boy had
was a cat
dsome prize
best collec-
nd read the
his brother
lent of the
and one or
cured a big
shields' Dry
ugh wooden
ntributed his
ealthily vis-
ir neighbors



ER,
ontreal, Re-
at in the
il.

representatives
ongrels. They
at the show,
and it kept
the fighting
st, the judges
prize. The
gressive row
m quiet the
and ordered
The packing
e behind Vic-
liberated—the
or wear, and
rs could not
was spent on

ing the Ozo
ust left on a
and western

Do Not Forget

that the Golden Flower and Rose Brands of Extra Fancy California Oranges command the best prices in most American markets; we have full supply. Order a sample Box or two it will mean further orders. Offered this week:

2 Cars Extra Choice Navel Oranges.

1 Car Fancy Messina Lemons.

1 Car Danish Cabbage.

Pine Apples, Sweet Potatoes, Lettuce, Celery, etc.

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St., TORONTO

WHY?

is

"Golden Flower"

the most extensively specialized brand of Navel Oranges on the continent of America to-day?

WHY?

The reliability of the contents of every box is the

"WHY"

Try 'em
McWilliam & Everist
have 'em

The Redlands Golden Orange Association

Redlands - California

FRUITS, VEGETABLES AND FISH

Fruit Market Remains Steady—Potatoes Have Made Another Advance and Are Firm—Good Business in Fish.

The fruit market has been featureless during the past week. Oranges are holding their own. Prices have a firmer tone. The first shipment of Bitter oranges has arrived. The quality is said to be highly satisfactory. Lemons are selling fairly well. Cranberries are moving very slowly. Almerias have a firmer tone.

The feature of the week has been a further advance in potatoes of 10c. Supplies are scarce and the bad weather will prevent their moving freely. A further advance is highly probable. Domestic vegetables are in good demand. Parsnips are scarce. Fancy imported lines are moving slowly.

The fish business is brisk. Good sales are reported especially from country points. This is due to the wave of cold weather which has facilitated shipments by freight. Prices are unchanged.

MONTREAL.

GREEN FRUITS—There are several changes noticeable in prices this week. Florida oranges are up considerably, while pineapples are \$1 lower. Strawberries are easier, too, being more plentiful. Jamaica and Mexican oranges are about done. Demand is for Californias and Valencias. Lemons are selling fairly well.

Bananas, fine stalk.....	2 00
" jumbos.....	2 25
Cocoanuts, new, per bag.....	4 50
Lemons.....	2 25 2 50
Navel oranges.....	2 75 3 25
Florida oranges, box.....	4 01 5 00
Porto Rico oranges, box.....	2 50
Jamaica oranges, bbl.....	4 00
Valencia oranges.....	2 75 3 25
Tangerines, half-box.....	3 00
Pineapples, case.....	4 50
Grape fruit, box.....	3 00 7 00
Almeria Grapes, keg.....	4 00 5 01
Cape Cod cranberries, bbl.....	10 00 11 00
Nova Scotia cranberries, bbl.....	6 00 7 01
Kumquat qt.....	0 25
Strawberries qt.....	0 60
Apples Jamaica, bbl.....	4 00 5 00
other fall varieties, bbl.....	2 00 5 01

VEGETABLES—Despite cold weather, vegetable dealers report a very good demand for most all lines. Prices in the majority of cases continue high and firm, and there are some advances noticeable. Potatoes are much firmer, being worth \$1 a bag for the best. Cold weather has hindered shipping. An advance is reported in New Brunswick, where most of the stock is coming from now. This amounts to about 25c a barrel. Beets, which are scarce, have gone up. There has been a strong advance in wax and green beans also, while Canadian onions are easier in feeling.

Parsley, per doz. bunches.....	0 35
American parsley, large bunches, doz.....	0 75
Sage, per doz.....	0 60
Savory, per doz.....	0 60
Cabbage.....	0 20 0 35
Turnips, bag.....	0 65 0 75
Celery, doz.....	0 25 1 00
California celery, crate.....	5 00
Water cress, large bunches, per doz.....	0 75
Spinach, bbl.....	3 50
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	2 01
Potatoes, per bag.....	1 60
Sweet Potatoes, basket.....	3 25
Beets bag.....	0 75 0 80
Carrots, bag.....	0 60 0 65
Tomatoes, Florida, crate.....	4 50 5 00
Tomatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	0 75 1 00
" large crates.....	2 25
Canadian onions, lb.....	0 01 0 02
Boston lettuce, hot house, per doz.....	0 90

New Orleans shallots, doz.....	0 60
Radishes, doz.....	0 60
Bermuda parsley, crate.....	3 00
Mushrooms, per lb.....	0 75
Horse radish, per lb.....	0 12
Peas, green, basket.....	6 50
Beans, wax basket.....	7 10
Egg plant, doz.....	2 00
Green peas, basket.....	5 00 5 50
California cauliflowers per crate.....	4 00

FISH—Although Lent is still a month off, fish dealers are doing a good business. Demand for all varieties is reported active. Frozen lines are selling particularly well, satisfactory orders being received from all parts of the country. There is a good movement of oysters at old prices.

Fresh and Frozen Fish.	
Haddock, express, per lb.....	0 04 0 15
Halibut, express, per lb.....	0 05 0 09
Mackerel, ".....	0 07 0 09
Dore, ".....	0 07 0 08
Pike, lb.....	0 04 0 15
Cod fish, l.....	0 04 0 10
Steak cod, lb.....	0 05 0 10
Whitefish, lb.....	0 06 0 10
B. C. salmon, lb.....	0 08 0 09
Qualla Salmon, lb.....	0 07 0 08
No. 1 Smelt, lb.....	0 08
New tomcods, bbl.....	2 25 2 00
Sea herring, bbl.....	1 85 2 00
smoked and salted—	
Haddies, box a, per lb.....	0 07
Kipperd Herring, 50 in box.....	1 10
Smoked herring, per small box.....	0 16
Yarmouth Bloaters, per box.....	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases.....	5 25
Boneless cod, 20 lb. boxes.....	0 06 0 09
Boneless fish, 20 lb. boxes, block.....	0 05 0 05 1/2
Boneless fish, 25 lb., boxes, per lb.....	0 05
Oysters and Lobsters	
Standards, bulk, per imp. gal.....	1 50
Selects, bulk, gal.....	1 70
Paper pails, 100, pint size.....	1 10
" 100, quart size.....	1 80
Boiled lobsters, lb.....	0 18
Live lobsters, lb.....	0 15
Pickled fish—	
No. 1 Labrador herring, per bbl.....	5 50
" per half bbl.....	3 00
No. 1 Nova Scotia per bbl.....	5 25
" per half bbl.....	2 90
No. 1 Haddock, bbl.....	6 50
No. 1 Pollock bbl.....	6 00
No. 1 Mackerel, 20-lb. kits.....	1 75
No. 1 sea trout, 100 lb. kegs.....	6 50 7 00
Green cod, per bbl.....	6 00
Medium " ".....	7 50
Large " ".....	8 00
Labrador Salmon, 1-bbls.....	6 51
No. 1 salt eels, lb.....	0 07 0 03

TORONTO.

GREEN FRUITS—No material changes are noticeable in the market. Oranges remain firm, though there has been no advance. Business is better. The first bitter oranges of the season have arrived. Lemons are not very brisk. Big local sales of apples are reported. Bananas are moving better. Almerias have a much firmer tone. The stocks are getting lower and a steady market is assured. Cranberries are very slow.

Oranges, Florida's new.....	2 00 2 25
Oranges, Mexican, new.....	2 00 2 10
" navel, new.....	2 75 3 25
" Valencias.....	2 50 5 00
" Murrias.....	1 75
" Bahamas.....	1 75 2 00
Oranges, bitter.....	2 50 2 75
Lemons, California, 240, 300, 360, 420.....	3 00 3 00
" Messina, new crop.....	3 25 2 50
Grape fruit, 54's 80's, 95's.....	4 40 5 50
Apples, No. 1 winter fruit.....	2 50 3 50
" No. 2.....	3 00 2 50
Bananas, Jamaica firsts, per bunch.....	1 65 1 75
Bananas, jumbo bunches.....	3 00 2 25
Bananas, 8 hands, green.....	1 25 1 35
Bananas, Firsts.....	1 65 1 75
Quinces, per basket.....	0 50 0 60
Cranberries per bbl.....	7 00 10 00
Almeria grapes, per keg.....	5 40 5 00
Tangerines.....	3 00 4 00

VEGETABLES—The big feature of the week is the sharp advance in potatoes. An advance of 10c is quoted for

SH

and Are

..... 0 60
 0 60
 3 00
 0 75
 0 12
 4 50
 7 10
 2 00
 5 00 5 50
 4 00

ll a month
 good busi-
 nes is re-
 are sell-
 orders be-
 the coun-
 vement of

... 0 04 0 15
 ... 0 05 0 09
 ... 0 07 0 08
 ... 0 04 0 15
 ... 0 04
 ... 0 05
 ... 0 06 0 10
 ... 0 08 0 09
 ... 0 07 0 08
 ... 0 08
 ... 2 25 2 40
 ... 1 85 2 0

..... 0 07
 1 10
 0 16
 1 10
 5 25
 0 05 0 05
 0 05

..... 5 50
 3 00
 2 25
 2 90
 6 50
 6 00
 1 75
 6 50 7 00
 6 00
 7 50
 8 00
 8 51
 0 07 0 03

material
 in market.
 there has
 is better.
 the season
 not very
 les are re-
 ing better.
 tone. The
 l a steady
 es are very

..... 2 09 2 25
 2 00 2 10
 2 75 3 25
 2 50 5 00
 1 75
 250 2 75
 3 00 3 00
 2 25 2 50
 4 50 5 50
 2 50 3 50
 3 00 2 50
 1 65 1 75
 2 00 2 25
 1 25 1 35
 1 65 1 75
 0 60 0 60
 7 00 10 00
 5 40 6 00
 3 00 4 00

ature of
 ice in po-
 quoted for

The Canadian Grocer

FRUIT, VEGETABLES AND FISH

both Canadians and Delawares. The rough weather has made supplies precarious, and as the demand is active a further advance is probable. Domestic vegetables are in good demand. Parsnips are very scarce and are being quoted at an advance of 10c. Fancy imported stuff is slow.

New Brunswick Delawares, per bag	1 05	1 10
New potatoes, Canadian, per bbl.	1 05	1 10
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
per bag	1 00	1 20
Green onions, per doz.	0 75	
Beets, per bag	0 90	0 95
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches	1 00	
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 85	0 95
Quailflower, per doz.	0 60	1 50
Parsley, per doz.	0 10	
Celery, Canadian, per doz.	0 35	0 40
california, per doz.	0 75	
Lettuce, imported	1 00	
Cucumbers imported, per doz.	2 50	
Tomatoes, imported, per crate	5 00	
Strawberries, per box	0 65	
Mushrooms, per lb.	0 65	

FISH—The cold wave has resulted in a sharp demand for all varieties of frozen fish. Good sales are reported, especially to outside points. Prices continue unchanged. There is a scarcity of good ciscoes. Other supplies are well up to the mark. Oysters are meeting with a strong demand.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	
Whitefish, winter caught, per lb.	0 10	
Haddock, frozen, per lb.	0 07	0 08
Holland herring, per lb.	0 90	0 95
Herring, medium, per lb.	0 07 1/2	0 08
jumbo, per lb.	0 10	
British Columbia salmon, per lb.	0 12	
Qualla, per lb.	0 09	
Trout, fresh, per lb.	0 09	
Ciscoes, per basket	1 00	
Labrador herring, fresh, per lb.	2 40	
Halibut, fresh caught	0 60	
Shredded cod, per lb.	0 08	
Shredded cod, per doz.	0 90	
Halifax fish cakes, case	2 40	
Acadia tablets, per case	4 80	
Live lobsters	0 30	0 35
Bluefish, small white, per lb.	0 07	
Mackerel mediums, each	0 12	
large	0 25	
Finnan Haddock, per lb.	0 08	

FISH COMPANY AT PRINCE RUPERT.

New Organization With \$1,500,000 Capital to Develop Pacific Fisheries.

The building of the Grand Trunk Pacific and the opening up of fishing areas adjacent to Prince Rupert has already borne fruit in the organization of new enterprises. A company known as the Canadian Fish & Cold Storage Company has been formed, with a capital of \$1,500,000, for the purpose of dealing in all kinds of fish existing in the waters near Prince Rupert. An excellent site within the harbor has been secured from the Grand Trunk Pacific Railway. The building is to have an initial storage of 6,000,000 pounds of fish and provision has been made for doubling this capacity. At a later date a fish fertilizer plant, capable of treating 100 tons of non-edible fish daily, will be erected. It is proposed to operate on the fishing banks with ten large motor boats, each with a capacity of from 50,000 to 60,000 pounds of fish, and the construction of these craft will be undertaken next spring, in ample time to permit of the company engaging in actual business early next fall.

Andrew Kelly, head of the Western Canada Flour Mills, is president, and James Carruthers vice-president of the new company.

Assaly & Co., general merchants, of Iroquois, Ont., have assigned.

Frozen Sea Herrings,

Lake Trout, Whitefish,

Sea Salmon, Halibut,

Smelts, Bloaters, Haddies,

Oysters, Flounders, Cod, Haddock.

Herrings and Whitefish in 1/2 bbls., Shredded Cod, etc.

Everything to be had in a first-class fish house.

Prices right, quality finest.

WHITE & CO., Limited

Hamilton and Toronto

Orders Solicited.

"They're As Good As St. Nicholas"

is a phrase that the far-sighted Dealer, with his customers' (hence his own) interests at heart, will never use—because Franc Tracuzzi's brands stand alone as the STANDARD of honest packing.

ST. NICHOLAS }
HOME GUARD } Extra Fancy.KICKING }
PUCK } Extra Choice.

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

"GOLDEN ORANGE" Brand
NAVEL ORANGES

Grown and Packed at

Arlington Heights, California

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

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

HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

To Buyers of

**HIGH-CLASS
NAVEL ORANGES**

The
"BRONCO"
Brand

California Navels handled by White & Co., Toronto, is the most perfect Orange in quality, flavor and texture coming to Canada. Your trade will be back for more if you once give them "BRONCOS."

White & Co.
Limited
Toronto

Phone or mail orders promptly attended to.

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR



TRADE WINNERS.

Pop Corn Poppers,
Peanut Roasters and
Combination Machines.

MANY STYLES.
Satisfaction Guaranteed.
Send for Catalog.

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

Sunflower Brand of Navels
are the best. We have them.

THE DAWSON COMMISSION CO., - TORONTO

Your Consignments of Poultry, Butter and Eggs Solicited.

J.V. DE YBARRONDO & CO.
Successors to James Violett & Co.
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS
R^o ROSE CHOICE
SUPERIOR EXTRA
EXCELSIOR
EXCELSIOR FLOR

WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &
BORDEAUX FRANCE

THE TEA AND COFFEE SITUATION

Manager of Vancouver House Gives Ideas to Grocer Representative.

W. J. Heddle, tea buyer for the W. H. Malkin Co., of Vancouver, B.C., in discussing the situation in teas and coffees with the Grocer's local representative recently, said:

"Coffees have been gradually stiffening in price for some time. This is especially true of finer grades, such as Costa Ricas and Bogotas, which are now from 3s. to 3s. 6d. per English hundredweight dearer than four months ago. Teas have done nothing but climb in the past six months or more, this more with reference to the common grades. Recently we received in advices from an old and most reliable tea house at Colombo, Ceylon, the following: 'We really believe the old prices for old and medium types of tea have gone, never to return, and it would appear that at last demand for tea has reached the supply. There is plenty of tea coming in and still the cry is for more. As usual, when common teas are high in price, there is very little difference between cost of that class and good mediums, which show far better values today than common grades.'

"Common teas," concluded Mr. Heddle, "have advanced 100 per cent. in twelve months. Mediums have but slightly advanced till the past few months, while fine teas can be bought for practically the same price as last year."

DIED IN MONTREAL HOSPITAL.

F. W. Barrett, Toronto, Passes Away Suddenly While on Business Trip.

Word was received in Toronto on Sunday of the death at the General Hospital in Montreal of Frederick W. Barrett, secretary of the Luxfer Prism Co. and the Expanded Metal and Fireproofing Co. Mr. Barrett, whose home was at 49 Madison Avenue, was taken ill about three weeks ago with typhoid fever, but was thought to have recovered, and two weeks ago left for Montreal on a business trip with T. W. Horn and was seized with a chill and taken to the General Hospital, where he died.

The late Mr. Barrett was about 53 years of age. He was born in Port Hope and was the son of the late William Barrett of that place. He graduated at Victoria University and was a member of the Upper Canada Law Society. After practising law in London he became connected with the Polson Company when they started shipbuilding works at Owen Sound. Afterwards he practised law with T. W. Horn and with the latter became interested in the Luxfer Prism & Expanded Metal Companies. He married the daughter of Mr. White-man, druggist, of Owen Sound, who survives him.

HINTS TO BUYERS.

The firm of Laporte, Martin & Co., Montreal, have decided to reduce their considerable stock of wines before moving. They represent most important firms in the line of sherries, port, Malaga, clarets, sauternes, champagnes, etc. Their wines are of the best in quality, and the prices are materially reduced, so as to make rapid sale. Give your orders early. Freight paid by express or heated cars on all wines, whether in cases or in original casks.—Advt.

The grandest novelty of the season—Meurisse's orange chocolate cream bars. Give your orders to the travelers of Messrs. Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec, and W. C. Scott, 76 Queen St., Ottawa. They all carry a full stock of these delicious goods.—Advt.

SHIP TO US

We pay the highest market price for
DRIED APPLES

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

THE W. A. GIBB CO.
Packers and Exporters.
7 and 9 Market Street
HAMILTON

JUST RECEIVED

Special consignment of

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

Extra Choice Fish. Quality Guaranteed.
Attractive Prices.

J. & R. McLEA
THE IMPORTERS
23 COMMON ST., - MONTREAL

Shippers Also of
**All Canned
Vegetables,
Pure White Wine
Vinegar,
Clarets, Brandies
and Champagnes.**

Your Business First



You are more interested in your business than in ours; but the more interest you take in our **FISH** the better for your business.

You'll get in this line a combination of high quality and reasonable price that cannot be duplicated. You will find that the reputation of the goods will draw trade; and the quality keep it.

Your business interests are best protected by the **ATLANTIC FISH CO.** line—the best and most complete line of **FISH** sold in Canada.

"Halifax," "Acadia" and "Atlantic" are our brands.

Atlantic Fish Companies, Limited Lunenburg, N.S.

A. H. BRITTAIN & CO., Agents for Quebec and Ontario, Montreal



Better Late than Never!

Start in the New Year by asking your wholesale grocer for Brunswick Brand of Canned Goods. All the leading wholesale grocers sell Brunswick Brand.

Wishing you the compliments of the season, we are,

Yours Respectfully,

Connors Bros., Limited

Black's Harbor, N.B.

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

The best are now caught off Norway and the leading brand packed is

"King Oscar" Sardines

If you want the finest fish, absolutely pure Government Standard olive oil, demand "King Oscar" brand from your jobber.

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON

Fresh
Frozen
Smoked
Salted

FISH

Pickled
Dried
Prepared
Boneless

All kinds now in stock. The largest assortment and best variety of fish in Canada. Give us a trial order that we may convince you.

Prompt Shipment. Low Prices. Quality Guaranteed.

Prices mailed on request any time. Get them.

P. O. Box 639.
FIVE
LONG
DISTANCE
TELEPHONES

LEONARD BROS.

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

MONTREAL

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

IF

you want anything in

FISH and OYSTERS

Let us know your wants, we promise satisfaction on each and every order.

THE F. T. JAMES CO., LTD.

76-78 Colborne Street,

TORONTO

F. T. JAMES,

Manager

21

H. C. ROWE & CO'S.
"Long Island Native"
CHOICE
OYSTERS

40 years' experience has demonstrated this firm's superiority in growing and shipping oysters.

Declared by health and food experts in the United States to be the most sanitary and healthful oysters grown. **TRY THEM.**

Sold by Imperial measure, solid meats.

White & Co., Ltd.
 Toronto and Hamilton

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, i.e. a word each insertion.
 Contractions count as one word, but five figures (as \$1,000) are allowed as one word.
 Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
 Where replies come to our care to be forwarded five cents must be added to cost to cover postage, etc.

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

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

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

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

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

WANTED.

WANTED—Experienced process man for tomato canning factory; references required. Address all communications to **Fraser Bros. & Whitehead, Kelowna, B.C.** (5)

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

TRAVELERS WANTED.

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

SITUATIONS WANTED.

YOUNG man, 25 years of age; seven years' experience as practical grocery and confectionery salesman; desires position on the road for responsible house; territory east of Toronto; knows and can sell goods. **Box 177, CANADIAN GROCER, Toronto.**

AGENTS WANTED.

WANTED—Domestic and foreign agencies; we have working salesmen and advertisers; good references. **R. F. Westhaver & Co., manufacturers agents, Halifax, N.S.** (5)

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

SITUATION VACANT.

WANTED—Position as traveler, to represent first-class firm of wholesale grocers, in **Edmonton and Alberta.** Apply **R. R., care of CANADIAN GROCER, Toronto.** (6)

Apples Wanted

Spies selling No. 1 at **\$4.00**
 " " No. 2 at **\$3.00**

Mixed cars also selling well.

DON'T DELAY SHIPMENTS

We also want

**Potatoes, Fresh Eggs,
 Butter and Poultry**

Auction sales

Monday, Wednesday and Friday

G. A. BOOTH

51 Nicholas St. Fruit Exchange Bldg.

OTTAWA, ONT.

REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

NEW BRUNSWICK BUSINESS GOOD

Fishermen Shipping Lobsters to Maine—Change in Steamer Calls Discussed—
Some Crop and Dairy Statistics.

St. John, N.B., Jan. 27, 1908.

There has been practically no change in local grocery circles during the past week. Business continues fairly good and collections are reported satisfactory.

Local fishermen report that several consignments of lobsters have been sent to Portland, Maine, recently, owing to a scarcity of lobsters along the Maine coast.

After being in business as a baker for fifty years, David Mitchell, of Castle Street, 79 years of age, has gone back to work at T. Rankine & Sons, where he learned his trade. Despite his years, Mr. Mitchell is still remarkably active.

The provincial dairy school will open at Sussex this year on Monday, March 9. Three courses will be conducted, a creamery course, commencing March 9; a farm dairy course on the same day, and a cheese course commencing March 25. The superintendent, C. W. McDougal, will be assisted by T. C. Daigle, Moncton, F. Y. Morrow, Charlottetown, and J. H. Grisdale, Ottawa, or R. Robertson, Nappan, one of whom will lecture on field and animal husbandry and competent lecturers on the subjects of "Cow testing a fundamental in building a dairy herd," "Dairy vet-

erinary," and "The need of sanitary milk in the Maritime Provinces." Students from Prince Edward Island will attend the school as usual. The curriculum this year has been extended and the session promises to be the most comprehensive in the history of the school.

The proposal of the Montreal Board of Trade that the West India steamers should proceed to that port in the summer season has aroused much interest in St. John and Halifax. J. C. Stewart, of Halifax, who was in the city last week, stated his views in the matter. Mr. Stewart has a large acquaintance with West India trade relations, having made several visits of some duration at the different West India islands, with a view of ascertaining what Canada's prospects may be for a further development of business. He does not think that the general export trade of this country will be benefited by sending the boats to Montreal.

"The only advantage of such a change, in my opinion," said Mr. Stewart, "would be the fact that at Montreal one finds a larger stock of cereal products than is carried at any maritime province port.

"I think it must be evident therefore, that it is not cheaper freights that are wanted to increase the Ontario exports to the West Indies, because we are now

getting them quite as low as we could hope to do if the ships sailed from Montreal instead of St. John or Halifax. The export rate on flour from an Ontario point to Halifax or St. John is very little more per hundred pounds than to Montreal.

"What would help Canada's West India trade in cereal products most," said Mr. Stewart, "is a small tariff preference in the markets of our sister colonies. One need only to take into account the old established connection of New York with all the British West Indies and also to look at the map to see that the process of increasing our exports of western products to the West Indies by direct steamer is one of making water run up hill. To do this we must have artificial assistance, and the tariff preference is the one that seems most natural in view of what we have done in the same way for British West India sugar.

"Please observe," said Mr. Stewart, "that I have specified western products. I do this to distinguish between the local trade in fish and lumber, which are natural exports of the Maritime Provinces. We need no further help for the latter, because in these lines we are the fountain head of supply on this continent."

Mr. Stewart holds that whether viewed from the local or Dominion standpoint St. John and Halifax are the best ports for the British West India steamship line, and he says that to maintain the twelve day service and go to Montreal would mean greater expense without the hope of adequate or sufficient compensation.

THE MAN WHO SMOKES

is worth going after, Mr. Grocer. He has money to spend, and wants to spend it—good combination for trade! Go after him with

T. & B.

"THE PERFECT PIPE TOBACCO"

Give him a pipeful, and you will sell him a regular supply. It is delicious—mild and fragrant and cool, never "bites the tongue" or clogs a pipe.

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

The annual meeting of New Brunswick Farmers' and Dairymen's Association was held in Fredericton Jan. 22. Hon. W. P. Farris, commissioner of agriculture, presented some statistics on crops in the province last year, as follows:

"The province produced last year of the six crops of which my department collects statistics:

	Average per acre
410,714 bushel wheat	19.9
5,748,134 bushels oats	29.5
96,558 bushels barley	23.5
1,451,911 bushels buckwheat	24.9
5,182,503 bushels potatoes	115.0
2,836,394 bushels turnips	493.6

This is an increase over 1906 of all crops except barley and potatoes.

There was a largely increased acreage of potatoes planted in 1907, but on account of blight, which caused the tubers to rot, and the frost before spoken of, the yield per acre was only 115 bushels against 135.1 for 1906.

Prices for all first-class products have ruled high during the season.

Canadian dairy statistics for 1907 are rather disappointing. In New Brunswick the dry season of 1906 left the farmers laboring under a shortage of feed for their cows during the winter of 1906-7. This shortage of feed and consequent poor condition of some of the herds, made a discouraging outlook for the season of 1907. We have experienced in New Brunswick only a small percentage of the decrease anticipated by reason of these conditions.

The total cheese made in New Brunswick factories in 1907 was 1,255,541 pounds. The total butter was 937,576 pounds. The price secured for cheese was 11.85 cents, as compared with 11.7 in 1906. The price secured for butter was 23.97 cents in 1897 as compared with 22.50 cents in 1906. The total value of cheese and butter produced in factories in 1907 was \$373,585.49."

SATISFIED WITH NEW TREATY.

Letter From Parisian President Discusses Attitude in France Toward Franco-Canadian Agreement.

A letter to this journal from a Canadian resident in Paris, France, who is in a position to be thoroughly in touch with the business situation in that country, includes some interesting points in regard to the new Franco-Canadian treaty. He says:

Referring now to the new treaty, I may state that it is received with much interest by business circles engaged in export and some in importing here, and with satisfaction in the manufacturing districts concerned in the Schedule C rates. Some objections are made, especially to the clause granting Canada nearly all the minimum tariff rates on agricultural produce. The slight difference existing in many cases between the Canadian intermediate and general tariff are criticized when compared with the large differences between the preferential and the intermediate tariffs. Your friends across the line and also the Germans seem to be pouring oil or something else on this fire. Considering this it is possible that a warm discussion may follow before the French parliament, but sincerely hope that the treaty may be finally approved and ratified.

"One point which does not seem to have been very strongly emphasized in Canada is that as soon as the treaty is ratified Canada will be the only country, outside of Europe, which will enjoy a substantial part of the reductions of the French minimum tariff on manufactures and agricultural products.

"The treaty arrangements seem to have been to some extent the result of efforts made by Canadian business men during the visit of the Manufacturers' Association in 1905. You will remember that at that time W. K. George, president of your association, addressed our chamber of commerce and the procedure recently made seems to be along lines suggested at that time. We remember here very pleasantly the occasion of the visit of the Canadian association."

PEOPLE CHEW MORE GUM.

Gum Trust Made Million and a Half Profit Last Year.

W. J. White, one of the founders and owners of the Chewing Gum Trust, as the American Chicle Company is popularly known, has retired from the company, and at a meeting of the stockholders yesterday, James Nicholl, his successor on the board, was elected. A year ago George H. Worthington succeeded Mr. White as president of the company.

According to the annual report of the company, the chewing gum element in America continues to chew more gum each year. The company made a net profit of \$1,658,000 last year, out of which \$1,260,000 was paid in dividends.

It takes nearly 3,000,000 acres of land in Mexico to produce the chicle from which the chewing gum is made.

R. B. McGill, representing the Excelsior Fruit Cleaner Mfg. Co., Peterboro, called upon the Montreal trade last week.

Handle

OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

20 years of progress of the firm of

JOS. COTE

Importers of Pipes and Smokers' Supplies, Biscuits and Confectionery.

Merchants from the city and the country who will be kind enough to call at our offices, will be convinced that our firm is the best equipped of the Province, in our lines, to give satisfaction. Our assortment, prices and terms will suit all patrons.

We have 6 travellers who are continually on the road at the disposal of our customers.

Branch: 179 St. Joseph St. Phone 1272, 2907

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER

246 Spadina Ave. Telephone Main 6357, Toronto

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



NEW VANCOUVER WAREHOUSE

One of the Finest Wholesale Buildings on the Coast Recently Erected and Equipped for the W. H. Malkin Co.—A Well Arranged Floor System and a Record Moving.

Into a warehouse with floor space of over an acre and a half, the W. H. Malkin Co., Ltd., moved their immense wholesale grocery business on Monday, Jan. 15, and in the change did not disturb their routine enough to delay shipment of a single order half an hour. That is a record "moving" when it is taken into consideration that a stock of over a thousand tons had to be shifted and a large staff of clerks and shippers had to leave their desks at the old premises and take up their work at the new location.

A splendid warehouse, massively built in mill construction style, now accommodates the growing business of the W. H. Malkin Co., Ltd., one of the largest wholesale grocery firms in Canada. The building was erected especially for the firm. In its construction no detail making for solidity, convenience and quick handling of goods was overlooked. The walls are of brick and concrete. Every one of the six floors is made of 2x8 fir planking on edge and spiked together, while each floor is supported by massive pillars and girders. The basement is solid cement concrete and gives a seventh floor for warehousing. It is arranged for butter, cheese, eggs and other produce, having butter packing and egg candling rooms.

On the ground floor nothing is to be warehoused, the receiving and shipping of goods being done here exclusively. For this work the arrangement is perfect. A railway siding at the rear is at such a grade that the floors of the cars are at the same level as the warehouse floor. Wide doorways allow of several cars being unloaded at once. To the ground floor are brought all orders of goods to be prepared for shipment. Two freight elevators, electrically operated, one for receiving, one for shipping, reach all floors. Platform trucks have taken the place of the old two-wheeled truck, and these are loaded on each floor in assembling an order for shipment, and run on the elevator for delivery to the shipping floor. A feature of this ground floor is its driveway entirely round, so that teams come in one side and go out the other, after making the circle of the floor. All loading for local delivery is thus under cover.

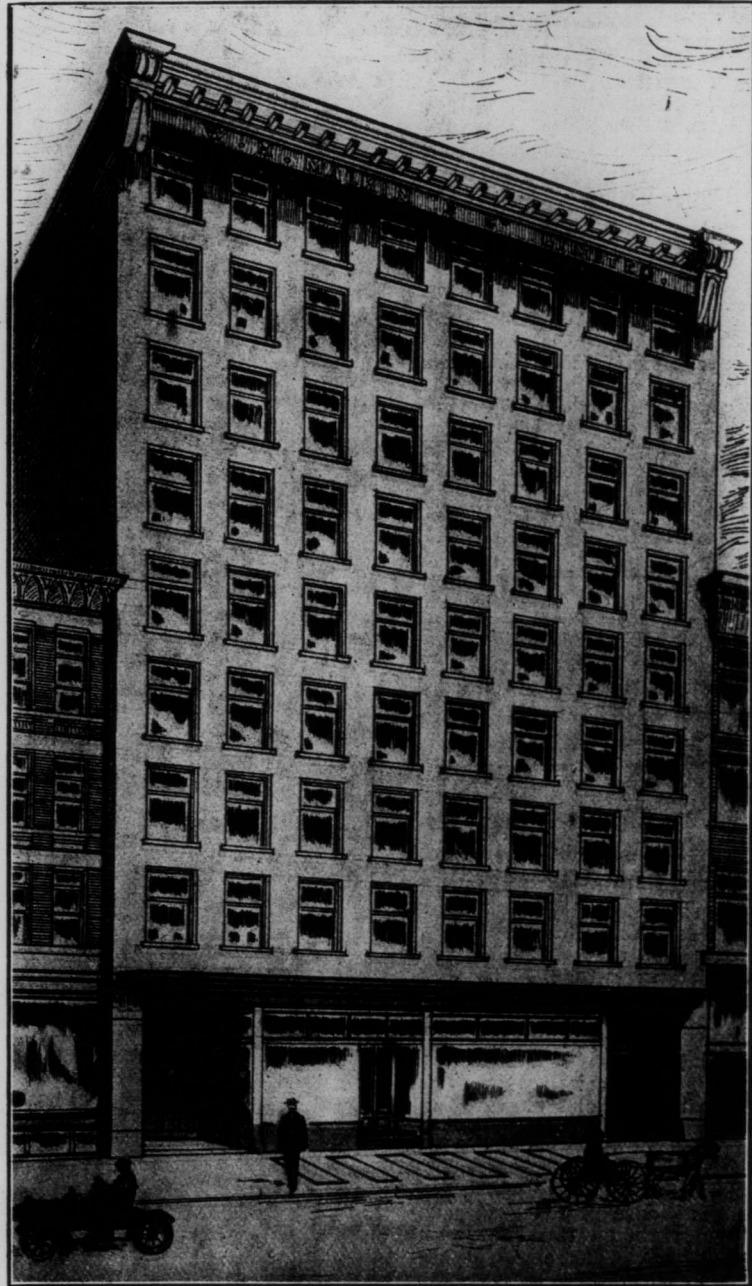
On the second floor is a large packing room, also a closed room for broken packages of small goods, such as candies, grocers' sundries, etc. Another room encloses the cigar and tobacco stock, while there are certain lines, such as biscuits, candies, brushes, etc., warehoused here. The front of this floor is devoted to the accounting offices and the president's private office. The sales offices are in front on the ground floor, in close touch with the offices of the shipping clerks.

The third floor is stocked with such staples as salt, flour, cereals, condensed milk, etc. On the fourth floor are carloads of canned goods, starch, soap, syrup and other cased goods. The fifth floor warehouses canned salmon, oils, pickles, cocoa, English imported goods, brooms, tubs and hollow ware, paper, etc.

The sixth floor is devoted entirely to teas and coffees, and to the packing room for these goods. This latter is extremely convenient in arrangement. On one side of the room is a double row of bins or shelves to contain opened

each floor. When an order comes in to the shipping office, each floor manager gets a slip covering the goods wanted from his floor, and no confusion can arise as a different colored slip is used for each floor. A desk and phone on each floor gives full facility to the manager of each to get out his orders quickly. In the main office is not only a diagram of each floor, showing the location of each variety of stock, but stock lists show the quantities in hand.

The business offices are most conveniently laid out, an open stairway connecting the sales offices on the ground



W. H. Malkin & Co.'s New Warehouse, Vancouver, B.C.

chests and half chests ready to be put through the blending process.

The handling of the large shipping business, in which orders are received from over a thousand customers, is done entirely on the "floor system." Each floor has its own head, who is responsible for the receipt and care of stock and only certain stocks are placed on

floor with the accounting department and general manager's office. A pair of private offices at each side of the main entrance are occupied respectively by the assistant manager and buyer, J. P. Malkin and the tea buyer, W. T. Heddle. In Mr. Heddle's office is a complete set of fixtures for tea testing and coffee testing, his specialties.

ARE YOU A PACKER

OF

**Baking Powder,
Meats, Coffee, Lard,
Spices, Syrups**

?

If you put up any of these lines you must have heard of us and our cans. If not, we want you to know us.

We are makers of the finest, most reliable, and sanitary cans on the continent. To satisfy our customers has always been our aim, and we have succeeded in point of quality and in the matter of delivery and treatment.

Secure Samples and Quotations

ACME CAN WORKS

Montreal

HIGH GRADE EMBOSSED

CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

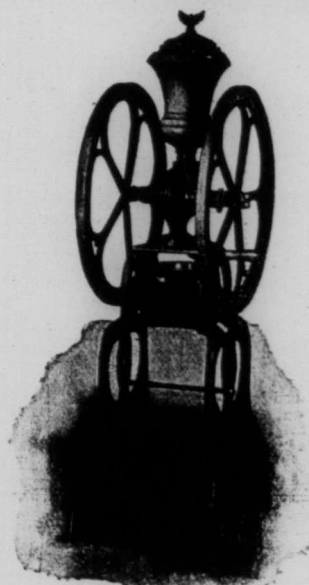
STECHEER LITHO. CO.

ROCHESTER, N.Y.

COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . .
Excellence



Price \$25.00

- 1—Ease in running.
- 2—Rapidity in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:
Todhunter Mitchell & Co., Toronto. Forbes Bros., Montreal.
Dearborn & Co., St. John, N.B. Gorman Eckert & Co., London, Ont.

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Would You Know

**DRY
GOODS
REVIEW**

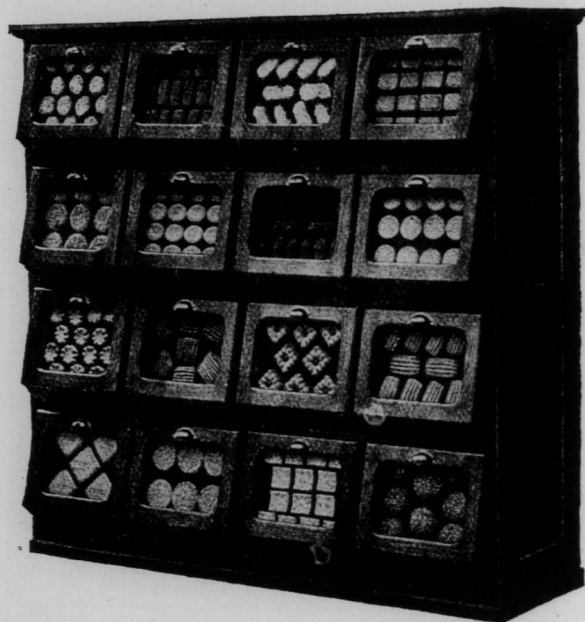
10 Front St. East
TORONTO

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, \$2.00 a year.
Sample copies, 25c.

"WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.



To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

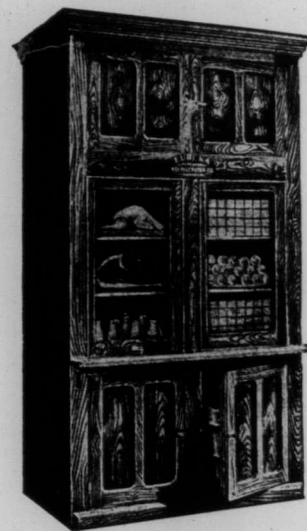
The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of
Modern Store Fixtures

Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."



REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

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

J. HOWELL JAMES
333 Lippincott Street, TORONTO

Store Fittings, Counters, Showcases,
Etc. Made to fit any store.
Write or phone me before fitting up
your store or making alterations.
PHONE COLLEGE 2880

DON'T WHINE!

When Collections
are Slow

Send them to

The Beardwood Agency
313 New York Life Bldg.
MONTREAL

**AND WE WILL GET THE
MONEY FOR YOU**

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFETIME

The Perfection Computing
Cheese Cutter

Does this. Ask one of the many
thousand grocers who use it

**SIMPLE ACCURATE
ATTRACTIVE**

Sold by all up-to-date jobbers
or shipped direct from factory.

Shipped f.o.b. Hamilton
Ont. Send all orders to

THE AMERICAN COMPUTING CO.,
OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

The Need Supplied

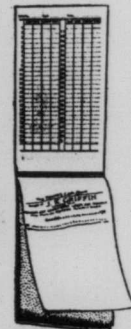
Many grocers have felt the need for a
check book that had a white paper and
a colored paper—one for originals,
the other for duplicates. The

"Duplex" Counter Check Book

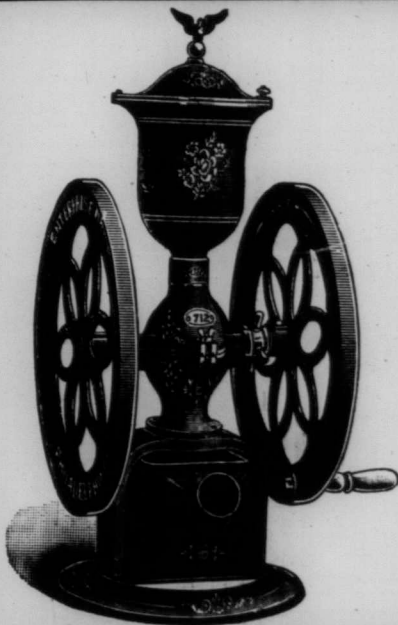
Is just that kind of book. It is made
in various sizes too. You will find the
book of much service to you.

Write and secure sample, free.

The Carter-Crume Company, Limited
Toronto and Montreal

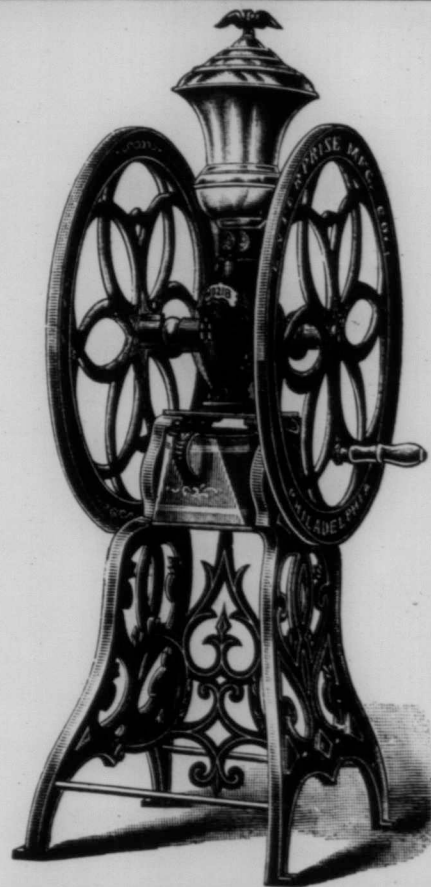


MARKED
"ENTERPRISE"

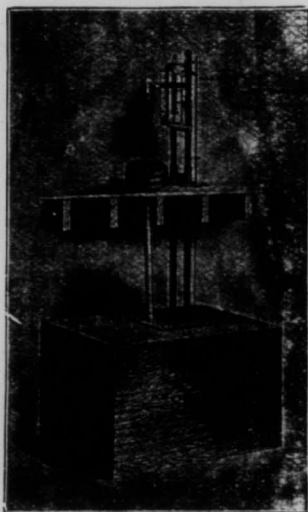


Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

The Enterprise Mfg. Co. of Pa.
PHILADELPHIA, U.S.A.



Saves Money at Every Point



Cut 1
Cellar Outfit

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog B. It is free.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write for our liberal exchange offer."

Simplified
Account
Keeping

The cost of recording a multitude of small sales eats up a big slice of the profit on such transactions.

Such accounts can be kept better, more accurately and at a cost absolutely insignificant by the use of



Allison Coupon Books

HERE IS HOW THEY WORK :

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

REFRIGERATORS
FOR BUTCHERS AND GROCERS.
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.

Y CO.,
A.

AMES
TORONTO

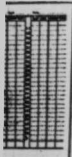
showcases,
fitting up
ns.
80

INE!

ons

Agency
Bldg.

ET THE
YOU



imited

To the Wholesale Trade

We offer for immediate delivery subject to being unsold:

Bordeaux Shelled Walnuts
6 Crown Shelled Almonds
Fine Selected Valencia Raisins
Superior Quality Malaga Raisins
Fine Filiatra Currants
Santa Clara Prunes
Oregon Prunes
Eleme Figs

The quality of these goods is acknowledged to be excellent, and we are offering them at prices which will interest every buyer. Now is the time to buy. Send for quotations and samples.

MacLaren Imperial Cheese Co. Ltd.

HEAD OFFICE, - - TORONTO.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 31, 1908.

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1 lb. tins, 2 doz. in case		\$2 00
1 lb. tins, 3 " "		1 25
1 lb. tins, 4 " "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	3lb.	10 50
1-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
8 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	16 " "	1 45
2 " "	16 " "	1 70
1 " "	3 1/2 lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	\$0 95
1 lb.	1 40
8 oz.	1 95
1 lb.	3 55
1 lb.	3 35
1 lb.	4 90
3 lb.	13 60
5 lb.	23 35

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	\$0 93
1 lb.	1 33
8 oz.	1 90
1 lb.	3 45
1 lb.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

T. KINNEAR & CO

Crown Brand—		
1 lb. tins, 2 doz. in case		\$1 20
1 lb. " 2 " "		0 80
1 lb. " 4 " "		0 45

ST. GEORGE'S BAKING POWDER.

	Per doz.
Trial size, 6 doz. in case	\$0 90
4-oz. " 4 " "	1 35
6-oz. " 3 " "	1 85
8-oz. " 3 " "	2 35
12-oz. " 2 " "	3 55
16-oz. " 2 " "	4 55
32-oz. " 1 " "	8 50

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 15
Gillett's Mammoth, 1/2 gross box	2 00

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 7-lb. cotton bags, per bag.	

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour	
doz. 1 00	
" Pancake Flour, " 1 00	
" Pastry Flour, " 1 00	

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoas—		
Perfection 1-lb. tins per doz.		\$4 50
Perfection, 1-lb., per doz.		2 60
" 1 lb.		1 40
" 10c. size "		0 90
" 5-lb. tins per lb.		0 40
Condensed cocoas, cream and sugar, doz		2 35
Soluble, bulk, per lb.		0 22
" London Pearl per lb.		0 24
pecial quotations for Cocoas in bbls., kegs, etc		



Chocolate—
Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb. \$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$9 41
Vanilla, 1-lb., 12-lb. boxes per lb. \$1 35
Parisian ss. lb. \$0 30
The following sweetened for household purposes:

Royal Navy, 1/2, 1/4, 12-lb. boxes per lb. 0 33
Diamond, 1/2, 7's, boxes, per lb. 0 28
Perfection, 2c. size, 2 doz. in case per doz. \$1 80
Perfection, 10c. size, 2 and 4 doz. in case, per doz. 0 90

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz. 1 75

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 31
Vanilla wafers, " 0 35
" nonpareils, 5-lb. box 0 35
" 2's, 5-lb. boxes, lb. 0 28
" 2's, nonpareils " 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box. 1 35
Milk cakes, 5c. size, box. 1 35

FRY'S

Chocolate—	per lb.
Caracas, 1/2, 5-lb. boxes	\$0 42
Vanilla, 1/2	0 42
"Gold Medal," sweet, 1/2, 5-lb. boxes	0 29
Pure, unsweetened, 1/2, 5-lb. boxes	0 42
Fry's "Diamond," 1/2, 14-lb. boxes	0 24
Fry's "Monogram," 1/2, 14-lb. boxes	0 24

Cocoas—

Concentrated, 1/2, 1 doz. in box	2 40
" 1-lb. " "	4 50
" 1-lb. " "	3 25
Homeopathic, 1/2, 14-lb. boxes	
" 1/2, 12 lb. boxes	

EPF'S.

Agents, C. E. Colson & Son, Montreal.
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
Smaller quantities 0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
" 4 " " "	2 40
" 3 " " "	4 75
" 1 " " "	9 60

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

Elite, 1/2 (for cooking), doz 0 95
Prepared cocoas, 1/2 0 34
Prepared 1/2 0 32

Mott's breakfast cocoa, 1/2 0 42
" No. 1 chocolate, 1/2 0 42
" Navy " 0 35
" Vanilla sticks, per gross. 1 10
" Diamond chocolate, 1/2 0 27
" Confectioner's chocolate, 0 34
" Sweet Chocolate liquors. 0 38

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	per lb.	\$0 43
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins		0 43
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes		0 30
Caracas Sweet chocolate, 1-lb. cakes 6-lb. boxes		0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 6 lb. boxes		0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins		0 47

Soluble cocoa (hot or cold soda)
1-lb. tins. 0 45
Cracked cocoas, 1-lb. pkgs., 6-lbs. bags 0 38
Caracas tablets, 100 bundles, tied 5s, per box. 3 00
The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.

Packages—
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.
1 lb. packages. 0 25
lb. " 0 27
1 lb. " 0 28
1 and 1/2 lb. packages assorted 0 25
1/2 and 1 lb. " 0 27
1/2 lb. " in 5 lb. boxes. 0 28
1 lb. " " 0 29
1 lb. " in 5, 10, 15 lb. cases 0 31

Bulk—
In 15 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.
White Moss, fine strip. 0 19 0 21 0 17
Best Shredded. 0 18 0 15 0 16
Special Shred. 0 17 0 15 0 15
Ribbon. 0 19 0 17 0 17
Macaroon. 0 17 0 15 0 15
Desiccated. 0 16 0 14 0 14
White Moss in 5 and 10 lb. square tins, 21c.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED

"Jersey" brand evaporated cream per case (4 doz.) \$4 65
"Reindeer" brand per case (4 doz.) 5 60



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.
Roasted whole or ground. Packed in damp proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" ground.	0 17 1/2
Golden Rio	0 14

Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground.	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. pure coffee, 48 tins per case.	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole.	0 40 0 30

JAMES TURNER & CO. Per lb

Mocha	\$0 23
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java	\$0 25
" Mocha	0 27 1/2
" Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandelling Java and hand-picked Mocha.	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.	2 51
Madam Huot's coffee, 1-lb. tins. 48 tins per case.	0 32
" 2-lb. tins.	62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.	0 15

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Lafamme, Montreal and Toronto.
5 oz. bottles, 4 doz. per doz. 1 75
" 10 " " " 3 00

Rep. quarts, 1 " " 6 50
Imp. " 1 " " 9 00



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins. \$0 33
"Gilt Edge" in 2 lb. tins. 0 32
Canadian Souvenir 1 lb. fancy lithographed canisters 0 3

Cheese.

Imperial—
Large size jars, per doz. \$3 25
Medium size jars, " 4 50
Small size jars, " 2 40
Individual size jars, per doz. 1 00

Imperial holder—
Large size, doz. 13 00
Med. size " 17 00
Small size " 12 00

Roquefort—
Large size, doz. 1 40
Small size, " 2 40



Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.
Allison's Coupon Pass Book		
00 to \$3 00 books	3 cents each	
00 books	4 " "	
10 00 " "	5 " "	
15 00 " "	6 " "	
20 00 " "	7 " "	
25 00 " "	8 " "	
30 00 " "	9 " "	
35 00 " "	10 " "	

Cleaner.

4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent, The Davidson & Hay, Limited, Toronto.

Extract of Beef.
LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.

Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.
Robinson's patent barley 1-lb. tins \$1 25
" " 1-lb. tins 2 25
" " groats 1-lb. tins 1 25
" " 1-lb. tins 2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " " "	1 75
2 1/2 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
16 " " " "	10 00
32 " " " "	18 00

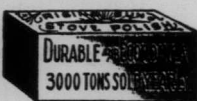
Discounts on application.



Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz \$2 90
THOMAS J. LIPTON
Prices on application.

Last Year We Sold More

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
& PASTE
STOVE POLISH
IN TINS**

than we sold in 1906, notwithstanding the 1907 business depression. You know what that means. It means that **THIS YEAR** we will sell a great deal more Stove Polish than ever. If our business increased under adverse conditions of 1907, what will it do in 1908? You want to push the Stove Polish that is selling. You make no mistake when you push **RISING SUN** and **SUN PASTE**.

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

The
Terminal Warehouse

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded and Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

Terminal Warehouse and Cartage Co.
14-38 Gray Nun Street, MONTREAL **LIMITED**

Any Boy who has One Cent can Turn it Into Ten Dollars

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

THE A1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

BRAND & CO., LONDON, - ENG.

LIMITED



T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 0 07 1/2
7 and 14-lb. wood pails, per lb. 0 07 1/2
30-lb. wood pails, per lb. 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 07 1/2
50-lb. wood pails, per lb. 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 3 doz. in
case, per doz. \$1 80 2 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12



Jelly Powders
List price
"Shirriff's" (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces, 50 09
4-bbls. 0 09 1/2
Tubs, 60 lbs. 0 09 1/2
20-lb. Pails, 1 90
20-lb. tins, 1 80
Cases 3-lb. 0 10
" 5-lb. 0 09 1/2
" 10-lb. 0 09 1/2



Licorice

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (25 or 50 sticks), per box 1 25
" Ringed " 5-lb. boxes, per lb. 0 40
" Acme " pellets, 5-lb. cans, per can 2 00
" (fancy boxes 40) per box 1 50
Tar Licorice and Tolu wafers, 5-lb.
cans, per can 2 00

Licorice lozenges, 5-lb. glass jars, 1 75
" " 30 5-lb. cans, 1 50
" " Purity " licorice 10 sticks, 1 45
" " 100 sticks, 0 75
Dulce large cent sticks, 100 in box, 0 00

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and
Toronto
Quart bottles, 2 doz., per doz. 2 90
Pint " 2 " " 1 85
BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and
Toronto.
Quart bottles, 2 doz., per doz. 2 90
Pint " 2 " " 1 85
THOMAS J. LIPTON
Prices on application.

Lye (Concentrated).

GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 50
3 cases of 4 doz. \$3 50
5 cases or more \$4 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars;
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars; 1, 4, 5 and 7 lb. tins.
Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

Mince Meat.

Wethley's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.
D.S.F., 1-lb. tins, per doz. \$1 40
" 1-lb. tins " " 2 50
" 1-lb. tins " " 5 00
Durham 4-lb. jar, per jar. 0 75
" 1-lb. jar, per jar. 0 25
F. D. 1-lb. tins, per doz. 0 85
" 1-lb. tins " " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" 1-pa. 24's 25

Orange Marmalade.

T. UPTON & CO.
12-oz. glass jars, 3 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. " " 2 80
4-lb. tins, " 4 65
7-lb. " " 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25



THOMAS J. LIPTON
Prices on application.

Sauces.

PATERSON'S WORCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and
Toronto.
1-pint bottles, 3 & 6 doz., per doz. 0 90
" 3 doz. 1 75
THOMAS J. LIPTON
Prices on application.

Soda.

COW BRAND.



Case of 1-lb. contain-
ing 60 packages pe-
r box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 50
1-lb. and 50 1-lb.
pkgs.) per box, \$3 00.

Case of 50. pkgs. containing 96 pkgs., per
box, \$3
MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages, \$2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
No. 3, " 60 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 75
5 cases 2 75

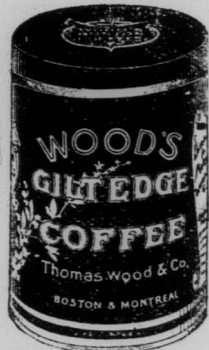
Soap and Washing Powders.

A. P. TIPPET & CO., Agents.
Maypole soap, colors, per gross \$10 90
" black, " 15 90
Oriole soap, " 12 00
Gloria soap, " 12 00
Straw hat polish, " 12 90

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starch— per lb.
No. 1 White or blue, 4-lb. carton, \$0 07
No. 1 " 5-lb. " 0 07
Canada laundry, " 0 06
Silver gloss, 5-lb. draw-lid boxes, 0 08
Silver gloss, 5-lb. tin canisters, 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kegs silver gloss, large crystal, 0 08
Benson's satin, 1-lb. cartons, 0 08
No. 1 white, bbis. and rega., 0 06 1/2
Canada White Gloss, 1-lb. pkg., 0 06 1/2
Benson's enamel, per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corn, 0 07 1/2
Canada Pure Corn, 0 06 1/2
Rice Starch—
Edwardsbury No. 1 white, 1-lb. car. 0 10
" 1 " or blue,
4 lb. lumps, 0 08
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starch—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb., 0 07
Finest Quality White Laundry—
5-lb. Canisters, cases of 48 lb., 0 07
Barrels, 500 lb., 0 06 1/2
Kegs, 100 lb., 0 06 1/2

WITHIN YOUR GRASP



ESTABLISHED 1879

To make business grow requires as much art and attention as it does in other fields to raise a tender plant.

You must study its wants, jealously guard it, feed it, nurture it.

Wavering, uncertain, experimental treatment as often ruins as benefits.

"In grasping at uncertainties we lose that which is certain," the moral of which is, you have in

WOOD'S COFFEES

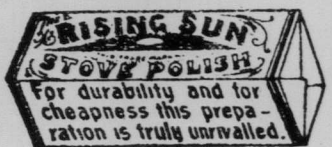
the unfailing material to revivify, stimulate and build up trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

Lily White Gloss—	
1-lb. fancy cartons, cases 50 lb.	0 18
5-lb. toy trucks, 8 in case	0 18
5-lb. enameled tin containers, 8 in case	0 18
Kegs, ex crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 50 lb.	0 08
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Cartons of 20 each	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 64
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 74
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 74
SAN TOY STARCH.	
pkgs., cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence orrn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06
Laundry Starches	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" " 2-lb. cartons, 36 lb.	0 07
" " 200-lb. bbl.	0 06
" " 100-lb. kegs.	0 06
Canada Laundry, 40 to 46 lb.	0 08
Ivory Gloss, 8-6 family pkgs., 48 lb	0 07
1-lb. fancy, 30 lb.	0 08
large lumps, 100-lb. kegs	0 07
Patent starch, 1-lb. fancy, 36 lb.	0 08
Arrow Glass 1-lb. packages 40 lb	0 06
Coldwater Ivoryine Starch, per box, 40 pkgs.	3 00
Steve Polish.	
Per gross.	
Rising Sun, 6-oz. cakes, 4-gross boxes	5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes	10 00
Sun Paste 5c. size, 4-gross boxes	5 00



JAMES' DOME BLACK LEAD	
Per gross	
6a size	\$2 40
2a "	2 50
NICKLE PLATE STOVE POLISH.	
Pints	2 90
Quarts	5 40
1/2 gallons	5 10
Gall ns.	4 80
gallons	4 50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs.	0 03 "
2-gal. pails 25 lbs.	1 25 each
3 " " 38 1/2 lbs.	1 75 "
Plain tins, with label—	
Per case.	
5 lb. tins, 2 doz. in case	2 40
10 " " " "	2 75
20 " " " "	2 65
30 " " " "	2 60
(5, 10 and 30 lb. tins have wire handles.)	

ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03 "
Kegs, 150 lbs.	0 03 "
2-gal. pails 25 lb.	1 25 each
3 " " 38 1/2 lbs.	1 75 "
2-lb. tins, 24 in case, per case	2 40
5-lb. " 12 " " "	2 75
10-lb. " 6 " " "	2 65
20-lb. " 3 " " "	2 60

Tea.



SALADA CEYLON.	
Wholesale. Retail.	
Brown Label, 1's	\$0 30 \$0 25
" " 1/2's	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's, 1/2's and 1's	0 30 0 40
Red Label, 1's and 1/2's	0 36 0 50
Gold Label, 1's	0 44 0 60

LIPTON'S TEA



Thomas J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.	
wholesale retail	
Green label, 1's only	0 20 0 25
Blue " " 1/2's and 1's	0 24 0 30
Orange " " 1/2's and 1's	0 30 0 40
Pink " " 1/2's and 1's, tins	0 35 0 50
Red " " Dominion blend,	
1/2's and 1's	0 44 0 60
Gold " " Afternoon blend,	
1/2's and 1's	0 50 0 70



Blue Label, 1's	\$0 19 \$0 25
Blue Label, 1/2's	0 19 1/2 0 25
Orange Label, 1's and 1/2's	0 22 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1's	0 40 0 60

LAPORTE, MARTIN & CIE, LTD.
Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19

"CROWN" BRAND	
Wholesale. Retail.	
Red Label, 1-lb. and 1/2's	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's	0 22 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's	0 20 0 25
apan. 1's	0 19 0 25



BLUE RIBBON TEA CO., TORONTO	
Wholesale Retail	
Yellow Label, 1's	0 23 0 25
" " 1/2's	0 21 0 25
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label 1's, 1/2's and 1's.	0 30 0 40
White Label, 1's, 1/2's and 1's.	0 35 0 50
Gold Label 1's and 1/2's	0 42 0 60
Purple Label, 1's and 1/2's	0 55 0 80
Embossed, 1's and 1/2's	0 70 1 00



Cases, each 50 1-lb.	\$0 35
" " 100 1-lb.	0 35
" " 20 1-lb.	0 35
" " 120 1-lb.	0 35

MELAGAMA TEA.



put up in 60 and 100 lb. boxes.

Wholesale Retail.	
Black, green, mixed, 1/2's	0 70 1 00
" " 1's	0 55 0 80
" " 1 1/2 lbs. & 1/2's	0 42 0 60
" " 1 lbs. & 1/2's	0 35 0 50
" " 1 1/2 lbs. & 1/2's	0 30 0 40
" " 1 lbs. & 1/2's	0 22 0 30
" " 1/2 lbs. & 1/2's	0 21 0 26
" " 1 lb.	0 20 0 25

We pack Japans in all grades at same prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 25c.	\$0 20
" " 1/2-lb.	0 21
Blue Label, retail at 20c.	0 22
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55



THOMAS WOOD & CO.
Montreal and Boston

Wholesale retail	
Wood's Primrose, per lb.	0 40 0 60
" Golden Rod	0 35 0 50
" Fleur-de-Lis	0 30 0 40

Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.	
THE EMPIRE TOBACCO CO., LIMITED	
Smoking—Empire, 4s, 6s, and 12s.	\$0 46
" Amber, 8s and 3s	0 60
" Ivy, 7s.	0 50
" Rosebud, 7s.	0 51

Chewing—Currency, 12s. and 6 1/2s.	0 46
" Old Fox, 12s.	0 48
" Snowshoe, 6 1/2s.	0 51
" Pay Roll, 7 1/2s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6 1/2s.	0 45
" Fair Play, 6s. and 12s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 12s.	0 47
" Dixie, 7s.	0 58

JOS. COTE, QUEBEC.

Cigars, per thousand.	
Cote's Fine Cheroots, 1-10	\$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	35 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20—1-40	55 00
J. C. OI, Havana P. Finos, 1-20	75 00

Cut tobacco.	
Petit Havana, 1/2 1-12—1-6	0 40
Queenel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, 1-lb tins.	0 75
" " 1-lb	0 76
" " 1-lb	0 65

Veterinary Remedies.	
W. F. YOUNG	
Absorbine, per doz.	\$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.	
BOECKH'S BAMBO CARPET BROOMS.	
Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.	
Per doz.	
A—4 string, plush finish	\$4 70
B—4 " fancy "	4 00
C—4 " plush "	4 10
D—4 " fancy "	3 95
F—3 " wire "	3 40
G—3 " " "	3 40
I—3 " " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.	
No. 0, per doz.	\$11 00
No. 1, per doz.	9 00
No. 2, " "	7 50
No. 3, " "	6 70

CANE'S WIRE HOOP WOODEN PAILS.	
No. 1, 2-hp. pails	\$1 50
No. 1, 3-hp. pails	2 08

CANE'S WASHBOARDS.	
Pony per doz.	\$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 05
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINs.	
5 gross loose, per case	5 cases. single
4 " packages, per case	0 55 0 57
6 " " "	0 62 0 67
" " "	0 83 0 87

Yeast.	
Royal yeast, 3 doz. 5 cent. pkgs.	\$1 00
Gillet's cream yeast, 3 doz. in case	1 00

BATGER'S

Machine-cut Mixed Peel In 1/2-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME
Agents
MONTREAL AND TORONTO

When Ordering VALENCIA RAISINS

Ask for these Marks—

"M.D. & Co. Beaver"

Special Fancy Quality

"W. Abel" Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

MAHIQUES, DOMENECH & CO.

Agents: Rose & Laflamme

Montreal and Toronto

INDEX TO ADVERTISERS.

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

A	Acme Can Works..... 63	Adam, Geo. & Co..... 2	Adamson, J. T., & Co..... 64	Allan, Robt., Co..... 65	Allison Coupon Co..... 64	American Computing Co..... 61	American Tobacco Co..... 2	Anderson, Powis & Co..... 57	Atlantic Fish Companies..... 57
B	Baker, Walter, & Co..... 51	Balfour, Smye & Co..... 25	Barnard, Frank H..... 64	Belleville Fruit and Vinegar Co..... 11	Benedict, F. L..... 50	Blue Ribbon Tea Co..... 21	Bloomfield Packing Co..... 3	Blue Gum Co..... 50	Booth, Geo. A..... 59
C	Bovril, Ltd..... 47	Bowser, S. F., & Co..... 65	Bradstreet's..... 4	Brand & Co..... 69	Brayley & Co..... 7	Bunnell & Lindsay..... 2	Campbell's, R. Sons..... inside back cover	Canada Sugar Refining Co..... 10	Canada Brokerage Co..... 17
D	Canadian Cannery..... 5	Canadian Coconut Co..... 15	Canadian Manufacturing Co..... 22	Carman, Escott Co..... 4	Carter, Crumie Co..... 64	Chaput, Fils & Co..... 24	Chausse & Co..... 2	Clark, W..... 47	Colles Manufacturing Co..... 63
E	Conners Bros..... 57	Constant, H..... 50	Cote, Joseph..... 61	Cowan Co..... 51	Cox, J. & G..... 49	Dalley, The F. F., Co., Limited..... 22	Davidson & Hay..... 22	Dawson Commission Co..... 56	DeYarrando & Co..... 56
F	Dominion Molasses Co..... 58	Douglas, J. M. & Co..... 51	Duff, John, & Son..... 47	Eby-Blain, Limited..... 3	Eckardt, H. P., & Co..... 2	Edwardsburg Starch..... outside front cover	Elsom & Whitlock..... 2	Empire Tobacco Co..... 61	Enterprise Mfg. Co..... 65
G	Essex Canning Co..... 17	Estabrook's..... 4	Eureka Refrigerator Co..... 64	Evans, Geo. F..... 4	Ewing, S. H., & Sons..... 18	Fearman, F. W. Co..... 44	Foley, F. J., & Co..... 2	Fontanel, Leon..... 26	Fussell & Co..... 48
H	Gibb, W. A. & Co..... 56	Gillard, W. H., & Co..... 10	Gillett, E. W., Co., Ltd. outside back cover	Goodwillie & Son..... 8	Gorham, J. W., & Co..... 2	Greig, Robt., & Co..... 11	Greening, Thos. B..... 4	Hamilton Cotton Co..... 63	Harty, J. B..... 48
I	Hudson, Hebert & Cie..... 25	Imperial Extract Co..... 12	Imperial Syrup Co..... 27	Improved Match Co..... 25	James Dome Black Lead..... 26	James, F. T., & Co..... 58	James, J., Howell..... 64	Kingery Mfg. Co..... 56	Kinnear, Thos., & Co..... 14
J	Kirouac, Nap. G., & Co..... 50	Kit Coffee Co..... 14	Lambe, W. G. A..... 2	Laporte, Martin & Co..... 23	Lea Pickling & Preserving Co..... inside front cover	Leonard Bros..... 58	Lytile, T. A. Co..... 15	McDonald, D., & Co..... 61	McFarlane & Field..... 2
K	MacLaren's Imperial Cheese Co..... 2, 63	McLean, J. J..... 2	McWilliam & Everist..... 52	MacNab, T. A., & Co..... 4	Magor, Frank..... outside front cover	Mahiques, Domenech & Co..... 71	Maple Tree Producers' Association..... 11	Marshall, James..... 4	Mason, Geo., & Co..... 13
L	Mathewson's Sons..... 25	Mathieu, J. L., Co..... 27	Mathven, J., Sons & Co..... 4	Millman, W. H., & Sons..... 2	Minto Bros..... 2	Mitchell, H. W..... 4	Montreal Packing Co..... 44	Mooney Biscuit and Candy Co..... 49	Moore Jaw Fruit & Produce Co..... 4
M	Morse Bros..... 68	Mott, John P., & Co..... 51	National Licorice Co..... 8	Nelson, H. W., & Co..... 19	Nestle's Chocolate..... 15	Nicholson & Bain..... 16	Nishimura, Shaw T..... 12	Oakville Basket Co..... 11	Oakey, John, & Sons..... inside back cover
N	Old Homestead Canning Co..... 29	O'Mara, Joseph..... 47	Ozo Co..... 18	Paradis, C. A..... 50	Park, Blackwell Co..... 44	Paterson, R., & Sons..... 7	Patrick, W. G., & Co..... 2	Poulin, P., & Co..... 46	Power, B. H..... 46
O	Redland's Golden Orange Ass'n..... 51	Richards, S. C..... 4	Robinson, O. E. & Co..... 56	Rose & Laflamme..... 8, 71	Royal Baking Powder Co..... 53	Rutherford, Marshall & Co..... 25	Ryan, Wm., Co..... 44	"Salada" Tea Co..... 7	Sanitary Can Co..... 59
P	Scott, David, & Co..... 4	Segalery, Jos..... 8	Smith, E. D..... 15	Smith & Schipper..... 50	Sprague Canning Machinery Co..... 64	Standard Brokerage Co..... 18	Steecher Litho. Co..... 63	Steele, M. B..... 4	Stevens-Hepner..... 14
Q	Stringer, W. B., & Co..... 55	Strang Bros..... 1	Sugar & Cannery Ltd..... 72	Sylvestre Mfg. Co..... 12	Symington, T., & Co..... 14	Terminal Warehouse and Cartage Co..... 68	Thorne, A. M. & Co..... 62	Tippet, Arthur P., & Co..... 1	Tooth Extract Meat Co..... 2
R	Toronto Salt Works..... 46	Truro Condensed Milk Co., Limited..... 17	Tuckett, Geo. E., & Son Co..... 50	Turner, James, & Co..... 27	Verret, Stewart Co..... outside back cover	Wagstaffe Limited..... 6	Walker Bin & Store Fixture Co..... 64	Walker, Hugh, & Son..... 56	Warren Bros..... 26
S	Warren, G. O..... 2	Watson, Andrew..... 24	Watson, Stuart..... 4	Watt, John J..... 2	Western Canada Flour Mills Co..... 48	Wetley, J. H..... outside back cover	White & Co..... 54, 58, 59	Windsor, J. W..... 22	Wiseman, R. B., Co..... 41
T	Wood, Thomas, & Co..... 70	Woods, Walter, & Co..... 46	Young, Thomas, Soap Co..... 41	Young, W. F..... 18					

other fields
al of which is,
S
NTREAL
m. and 6 1/2..... 0 46
1..... 0 48
5 1/2..... 0 51
1/2..... 0 56
1/2..... 0 45
1/2..... 0 45
1/2..... 0 45
1/2..... 0 53
1/2..... 0 46
1/2..... 0 47
1/2..... 0 58
t, QUEBEC.
r thousand.
1-10 \$15
..... 25 00
..... 33 00
..... 35 00
1, 1-20-1-40 55 00
Finos. 1-20 75 00
baccos.
-1-6 0 40
..... 0 65
..... 0 68
e, 1-lb tins..... 0 75
1-lb "..... 0 76
1-lb "..... 0 85
y Remedies.
YOUNG
..... \$18 00
..... 6 00
ozen..... 9 00
enware.
O CARPET BROOMS.
ected fine carpet brush.
andles, very light and
Per doz.
ish..... \$4 70
"..... 4 00
"..... 4 10
"..... 3 95
"..... 3 65
"..... 3 40
"..... 2 90
OOP WOODEN TUBS.
00 No. 1, per doz. 9 10
50 No. 3, " 6 70
OOP WOODEN PAILS.
..... \$1 50
..... 2 68
WASHBOARDS.
..... \$1 10
..... 1 75
..... 1 95
..... 2 05
..... 2 35
..... 2 50
..... 2 70
..... 2 75
..... 3 35
CLOTHESPINS.
5 cases. single
se..... 0 55 0 57
P case..... 0 62 0 67
"..... 0 62 0 67
Yeast.
5 cent. pkgs \$1 00
st, 3 doz. in case .. 1 00

THE CANADIAN GROCER
CLASSIFIED LIST OF ADVERTISEMENTS.

- Baking Powder.**
Gillett, E. W., Co., Toronto.
National Drug Co., Montreal.
- Biscuits, Confectionery, Gum, Etc.**
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingsley Mfg. Co., Cincinnati.
Money Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
- Brooms, Brushes and Woodenware.**
Nelson, H. N., & Co., Ltd., Toronto.
Stevens-Hepner Co., Port Elgin, Ont.
Woods, Walter, & Co., Hamilton.
- Canned Goods.**
Balfour, Smye & Co., Hamilton.
Bloomfield Packing Co., Bloomfield, Ont.
Burlington Canning Co., Burlington, Ont.
Canadian Cannery, Hamilton.
Lea Pickling & Preserving Co., Simcoe.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.
- Cans.**
Acme Can Works, Montreal.
- Cash Sales Books.**
Carter-Crume Co., Toronto.
- Cheese Cutters.**
American Computing Co., Indianapolis.
- Cigars, Tobaccos, Etc.**
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Tuckett, Geo. E. & Son Co., Hamilton.
- Clutch Nails, Nail Hooks, Strapping, Etc.**
Warrington, J. N., Montreal.
- Cocoa and Chocolates.**
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.
- Cocoanut.**
Canadian Cocoanut Co., Montreal.
- Computing Scales.**
Computing Scale Co., Toronto.
- Concentrated Lye.**
Gillett, E. W., Co., Toronto.
- Condensed Milk and Cream.**
Fussell & Co., London, Eng.
Truro Condensed Milk Co., Truro, N.S.
- Cotton Seed Products.**
Brayley, J. M., Montreal.
- Counter Check Books.**
Carter-Crume Co., Toronto.
- Crockery, Glassware and Pottery.**
Campbell's, R. Sons, Hamilton.
- Dairy Produce and Provisions.**
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Son, Hamilton, Ont.
Fearman, F. W., Co., Hamilton.
Ingersoll Packing Co., Ingersoll, Ont.
MacLaren Imperial Cheese Co., Toronto.
O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. F., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
- Decorations, Table.**
Hovell, A. J., & Co., London, W.C.
- Egg Cases.**
Star Egg Carrier Co., Rochester, N.Y.
- Feathers.**
Poulin, P., & Co., Montreal.
- Financial Institutions & Insurance.**
Bradstreet Co.
- Fish.**
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
James, F. T., & Co., Toronto.
Leonard Bros., Montreal.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.
- Flavoring Extracts.**
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.
- Fluid Beef.**
Bovril Limited, Montreal.
- Foreign Importers.**
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Toth's Extract of Meat Co., London, Eng.
- Fruit—Dried, Green, and Nuts.**
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
De Ybarrodo, J. V., & Co., Bordeaux, France.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Nickerson & Hart, Halifax.
Ratray, D., & Sons, Ltd., Quebec.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Montreal.
Tippet, A. F., & Co., Hamilton.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
- Gas Lighting Machines.**
Sylvester Mfg. Co., Lindsay, Ont.
- Glassine.**
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brook, Toronto.
- Grain, Flours and Cereals, Seeds.**
Greig, Robert, Co., Toronto.
Harty, J. B., Pictou, N.S.
Kinnear, Thos., & Co., Quebec.
Nicholson & Bain, Winnipeg.
Paradis, C. A., Quebec.
Western Canada Flour Mills Co., Toronto.
- Grocery—Wholesale.**
Aldstein, P., Montreal.
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Carter, S. J. & Co., Montreal.
Chaput, Fils & Cie, Montreal.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. F., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie, Montreal.
Kinnear, T., & Co., Toronto.
Kerrigan, Lind, & Co., London, Ont.
Laporte, Martin & Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Podhunter, Mitchell & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
- Grocery Grinding and Packing Machinery.**
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
- Sprague Canning Machinery Co., Chicago.**
- Infants' Foods.**
Keen, Robinson & Co., London, Eng.
- James, Jellies, Etc.**
Balgors—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Lipton, Thomas J.
Ozo Co., Montreal.
Smith, E. D., Winona, Ont.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Windsor, J. W., Montreal.
- Labels.**
Stecher Litho. Co., Rochester, N.Y.
- Manufacturers' Agents, Brokers and Commission Merchants.**
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Anderson, Fowis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Burnell & Lindsay, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Chausse & Cie, Montreal.
Dunn, Wm. H., Montreal and Toronto.
Elson & Whitlock, Moose Jaw, Sask.
Evans, F. G., & Co., Vancouver, B.C.
Foley F. J., & Co., Edmonton, Alta.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Holmes, W. G., & Co., Calgary, Alta.
Lambe, W. G. A., & Co., Toronto.
MacFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto.
McLean, J. J., Moose Jaw, Sask.
MacNab, T. A., & Co., St. John, Nfd.
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Richardson, S. C., Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Standard Brokerage Co., Vancouver.
Steele, M. B., Winnipeg, Man.
Strang Bros., Winnipeg, Man.
Thompson, G. B., Winnipeg, Man.
Tippet, A. F., & Co., Montreal.
Watson, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Watt, John J., Toronto.
- Matches.**
Improved Match Co., Montreal.
- Mince Meat.**
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Wagstaffe, Limited, Hamilton.
Wetley J. H., St. Catharines.
- Office Supplies.**
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
- Oil.**
Queen City Oil Co., Toronto.
- Oyster Carriers.**
National Oyster Carrier Co., Kenosha, Wis.
- Patent Medicines.**
Mathieu, J. L., Co., Sherbrooke, Que.
- Pass Books, Etc.**
Allison Coupon Co., Indianapolis, Ind.
- Pickles, Sauces, Relishes, Etc.**
Brand & Co., London, Eng.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Lea Pickling & Preserving Co., Simcoe.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal.
Paterson's—Rose & Lafamme, Montreal.
Taylor & Pringle, Owen Sound, Ont.
- Polishes—Metal.**
Oakley, John, & Sons, London, Eng.
- Polishes—Shoes.**
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Hawes, Ed., & Co., Toronto.
- Polishes—Shoes.**
Hawes, Ed., & Co., Toronto.
James, Edward, & Sons, Plymouth, Eng.
Morse Bros., Canton, Mass.
- Poultry and Game.**
Poulin, P. & Co., Montreal.
- Printing.**
Barnard Frank H., Toronto.
- Refrigerators.**
Eureka Refrigerator Co., Toronto.
Hillock, John, & Co., Ltd., Toronto.
- Salt.**
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Gray, Young & Sparling, Wingham.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
- Soap.**
La Cie Des Savon Francais, Montreal.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Welcome Soap Co., St. John, N.B.
Young-Thomson Soap Co., Regina.
- Soda—Baking.**
Church & Dwight, Montreal.
- Starch.**
Edwardsburg Starch Co., Cardinal, Ont.
- Storage and Warehouses.**
Terminal Warehouse & Cartage Co., Montreal.
- Store Fittings, Show Cases, Etc.**
Howell, James J., Toronto.
Walker Bin & Store Fixture Co., Berlin.
- Sugars, Syrups and Molasses.**
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Imperial Syrup Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. F., & Co., Montreal.
- Tacks.**
Bazin Mfg. Co., Quebec, P.Q.
- Teas, Coffees, and Spices.**
Balfour, Smye & Co., Hamilton.
Braunson & Co., London S.W., Eng.
Brayley & Co., Montreal.
Ceylon Tea Association, New York.
Chase & Sanborn, Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Kaiser Mfg. Co., Winnipeg.
Kit Coffee Co., Glasgow, Scotland.
Lipton, Thomas J., Toronto.
Minto Bros., Toronto.
Paterson, E., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.
- Veterinary Remedies.**
Young, W. F., Montreal.
- Vinegar and Cider.**
Belleville Fruit and Vinegar Co., Belleville.
- Washing Compound.**
Chouillou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Winn & Holland, Montreal.
- Woodenware.**
Stevens-Hepner Co., Port Elgin.
- Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.**
Thorne, A. M. & Co., Toronto.
- Yeast.**
Gillett, E. W., Co., Toronto.

OUR FAMOUS
TWIN BLOCK
PURE MAPLE SUGAR

Has stood the test of Government analysis. Out of the many samples collected not one is reported adulterated.

SUGARS and CANNERS Ltd., MONTREAL



"GLEANER" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY
HAMILTON, ONTARIO

When your customers appeal for your advice and judgment, or, in other words, "leave it to you"—it is always safe to tell them that



"COW BRAND"
BAKING SODA

is undoubtedly the purest, strongest, best and most economical baking soda put up. Our reputation is behind every package.

Every jobber sells it.

CHURCH & DWIGHT

MANUFACTURERS
MONTREAL

THE PEOPLE OF
JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON
"GLENER"

might bring inquiries. Please write for rates to

I. G. STEWART, Halifax.

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, etc. and is. Contains
'WELLINGTON'
KNIFE POLISH

JOHN OAKLEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Wire Cloths and Papers, etc.

Wellington Works, London, England

Agents:
JOHN FORMAN, 844 Craig Street
MONTREAL.

INFORMATION

about every conceivable subject finds its way into the newspapers. The function of THE CANADIAN PRESS CLIPPING BUREAU is to collect all the items of information appearing in Canadian newspapers about any subject you are interested in. Our service is thorough. We don't miss an item. If you want all the correct information about a particular subject, we can supply it at the lowest cost. By using our service you can keep posted on any subject.

Write for our free booklet.

THE CANADIAN
PRESS CLIPPING BUREAU

222 Market Street,
MONTREAL.

18 Front St. East,
TORONTO.

ONE CENT PER WORD

You can talk across the continent for one cent per word in a Canadian Grocer Want Ad.

ROCK SALT

Lump and Crushed.

VERRET, STEWART & CO.
LIMITED
MONTREAL

The Quality of
LAUREL
CANNED FRUITS
and
VEGETABLES

Speak for themselves.

Their motto is

**"The Standard of
Excellence"**

Write us for prices.

J. H. WETHEY, LIMITED
ST. CATHARINES



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is
visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of
people use it every day. Why experiment with substitutes?

Handle the brand with the established demand!
Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.