

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 13, 1907.

NO. 50.



Seasonable and Profitable

Keep it to the front, and see that
your customers try it

Robinson's Patent Barley

Healthful, nourishing, and just
what is needed at this season
of the year.

Your jobber sells it.

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



It is positively the most nourishing and healthful table
food for general family use—

“Crown” Brand Table Syrup

| 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.

the most perfect corn syrup possible to be made—
Clear, pure, rich, golden,
nourishing and delicious flavor.

Put up in most saleable shape for family use.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St. MONTREAL



It is such poor policy to say you have not got Crosse & Blackwell's goods. It means you don't keep standard lines. Your order for the regular lines as well as our Specialties, will be shipped direct to you in original packages, if placed with a wholesale house.

Crosse & Blackwell,
LTD.

"Purveyors to the King"

AGENTS:

C. E. COLSON & SON

MONTREAL

Codou's ¶ The faultless product of a faultless factory—a factory whose seventh time enlargement is due entirely to

The Satisfaction of Unvarying Quality

It's the old story of the success that comes to those who live up to an ideal standard—the highest.

Macaroni

Taylor's

¶ Candied and Drained Peels, produced by specialists in this one thing from year's end to year's end. Their

Unvarying Quality

has won an enviable reputation among the elect. The entire time of the makers is devoted to maintaining the standard

Peels

"Thistle"

¶ The brand that sells solely on its recognized merit, which was gained by conscientious effort to maintain

Unvarying Quality

Clean, wholesome Haddie that win confidence and hold permanent trade. The brand that sells—the "Thistle"

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal



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. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

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.

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.

TORONTO.

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

THOS. B. GREENING & CO.
TORONTO
Consignees direct from primary markets, and
distributors of
GREEN COFFEE
Our samples will invariably indicate current
market value.

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

ON SPOT
RAISINS
EVAPORATED APPLES.
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

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

TORONTO.

PRUNES
"Carnation Brand"
40s to 120s.
NEW GOODS.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

VANCOUVER

RAY & WINDLE
Manufacturers' Agents and Commission Brokers
330 Homer Street,
VANCOUVER, B. C.
Agencies Solicited

WINNIPEG.

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

M. B. STEELE
Wholesale Commission Merchant
and Broker
WINNIPEG, MAN.
Correspondence Solicited Highest References

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

ELSON & WHITLOCK
MOOSE JAW, SASK.
Manufacturers' Agents and Commission
Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

(Continued on page 4.)

If you have overlooked—

any of the following lines or find your stock running short you will do well to send us your orders for

RAISINS—

MALAGA—SEEDED—SULTANA—VALENCIA

Our Stocks are complete. You cannot beat our quotations.

NUTS—

ALMONDS—BRAZILS—FILBERTS—
PEANUTS—WALNUTS—

Our quotations are down to rock bottom.

FIGS—Eleme

We have just received another shipment of 30 skeleton cases which were delayed in transit. So as not to carry these over we have decided to clear our entire stock at slaughter prices regardless of cost.

| | | | |
|------------------------------|----------------------|-------------------------|---------|
| 10-lb. boxes—3 Crown | 4 Crown | 5 Crown | 6 Crown |
| 20-lb. “ 6 Crown | 35-lb. boxes 6 Crown | 50-lb. boxes 7 Crown. | |
| Fancy Pulled Locoums, 2 1-2. | | Fancy Baskets, 22. | |
| Glove boxes, 16 oz. | | Umbrella boxes, 10-lbs. | |

For Christmas baking—we have just passed into stock 3 car loads.

JAMACIA CRYSTALS— A bright free sugar of exceptionally desirable quality. Put up in sacks of about 250 lbs.

We are showing an exceptionally fine line of

FRENCH FRUITS and VEGETABLES— in glass bottles.

| | | |
|------------------------------|------------------------------|------------------------------|
| Cherries in Marischino— | Cherries in Creme de Menthe— | Macedoines— |
| Hf. pints, pints and quarts. | pints in glass | Mixed Fruits and |
| Peas—Extra fine. | Beans—Extra fine. | Artichokes. Mixed Vegetables |

You will find all these lines good sellers for Xmas trade.

QUICK SHIPMENT GUARANTEED
LOWEST PRICES ON ALL LINES

EBY-BLAIN, LIMITED

The House for
Fancy Groceries.

TORONTO

THE CANADIAN GROCER

Manufacturers' Agents—Continued.

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

STRANG BROTHERS
Commission Brokers and Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

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.

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

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

S. C. RICHARDS
Wholesale Commission Merchant and Broker
354 Main St., WINNIPEG, Man.
Correspondence Solicited

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL, QUE. OTTAWA, ONT.
322 Notre Dame St. E. 49 Anglesea Square

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.

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

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 8357, Toronto.

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.

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.

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.

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

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

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OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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



QUEEN QUALITY PICKLES
Sweet—Mixed and Chow
Bulk Pickles
Tomato Catsup
Worcester Sauce

Buy and use the best Pickles.

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

**EDUCATE YOUR CUSTOMERS
TO LOOK FOR THIS
SEAL**



It's our guarantee of Quality

CANADIAN CANNERS, LIMITED

QUAKER CANNED GOODS

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



Not
equall
Coffee
will b
in its
yourse
easily
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C 'C
sells e
Made by
RO



Purity Guaranteed by the Government

The Grocer who sells

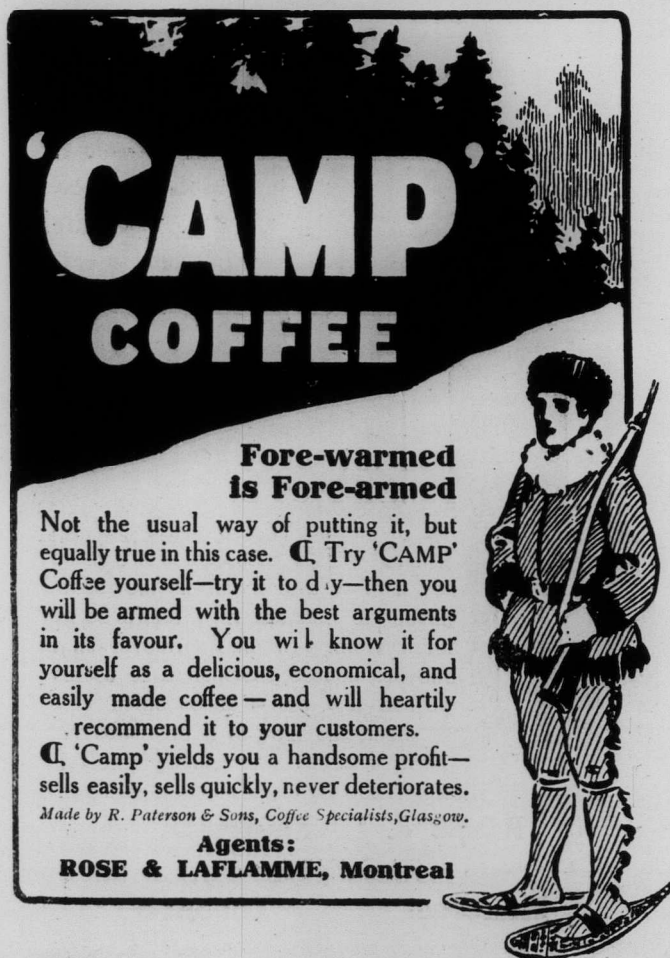
E. D. S. Brand JAMS and JELLIES

may truthfully declare them to be the purest on the market. We have government documents which will back him up. Our goods have been declared "Absolutely Pure" by the government analyst. And apart from the government declaration we KNOW that our home grown material and our processes combine to produce Jams and Jellies of the highest order.

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, - ONTARIO



'CAMP' COFFEE

Fore-warmed is Fore-armed

Not the usual way of putting it, but equally true in this case. ☞ Try 'CAMP' Coffee yourself—try it to day—then you will be armed with the best arguments in its favour. You will know it for yourself as a delicious, economical, and easily made coffee—and will heartily recommend it to your customers.

☞ 'Camp' yields you a handsome profit—sells easily, sells quickly, never deteriorates.

Made by R. Paterson & Sons, Coffee Specialists, Glasgow.

Agents:
ROSE & LAFLAMME, Montreal

Mince Meat for Christmas

One of the articles in large demand for the holiday season is mince meat. Few people today make their own mince meat. None need to do it when they know of Lytle's famous mince meat—always good, pure, appetizing.

Put up in suitable sized parcels for the trade. Order from your jobber or direct from the manufacturer.

The T. A. LYTLE CO.
Limited

124-128 Richmond St. West, Toronto.



**Y. & S.
SCUDDER
M. & R.** } **STICK LICORICE**

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.,

and a complete line of

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

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

Montreal Depot, 322 Notre Dame St. East.
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

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

Molasses

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

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

Gingerbread Brand Molasses—

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

Golden Slng Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

| | | | |
|-------------------------|-----------|-------------------------|------------|
| C. E. Paradis. | Quebec. | William Forbes. | Ottawa. |
| C. DeCarteret. | Kingston. | Geo. Musson & Co., | Toronto. |
| J. W. Bickle & Green'g. | Hamilton. | G. H. Gillespie, | London |
| Carman Escott Co., | Winnipeg. | R. G. Bedlington & Co., | Calgary |
| Tees & Peers, | Edmonton. | Wilson & McIntosh, | Vancouver, |

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas

Coffees

Raisins

Currants

Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

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

THE CANADIAN GROCER

PEELS

CITRON

ORANGE

LEMON

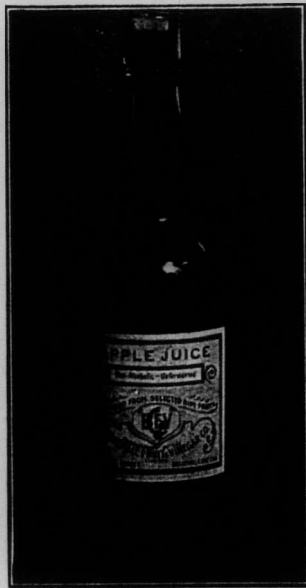
Just received a large consignment of the above lines and will be pleased to quote you very close prices on same for immediate delivery.

THOMAS J. LIPTON

Canadian Office: 75 Front St. East.

Toronto

The Christmas Festivities



all over Canada will use up a lot of our

Pure Apple Juice

for drinking purposes. It is the premier "soft drink" of the age. Non-intoxicating, healthy, delicious, invigorating—merely the pure juice of beautiful ripe apples. Mr. Grocer, you really ought to stock some of it! It is a genuine money-maker.

WRITE FOR OUR PRICE LIST!

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE . . . ONTARIO

"Pride of Canada"



This brand on a line of Maple Syrup or Maple Sugar signifies highest quality.

Years of study have made it possible for us to state that there is no brand of Maple goods on the market superior to **Pride of Canada**.

To fully realize the truth of our statement it is necessary that you should place a trial order.

Your customers will be quite as much pleased as yourself.

IT PAYS

Maple Tree Producers Association

WATERLOO, . . . P.Q.

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

Manufacturers!

Do you want your goods

Sold in British Columbia?

If so, write the up-to-date Brokers,

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

Bonded and other Warehouse Facilities.

Old Homestead Brand Canned Fruits and Vegetables

is the brand of absolute purity. We might tell you this till we are blue in the face, but you would be justified in disbelieving us if you had ever heard a customer complain about the brand. Customers never complain about Old Homestead Brand because there's nothing to complain about. Herein lies the secret of Old Homestead's success—and the success of the grocers who handle it. It satisfies the customers. So much so that they come back and want more of the brand.

**Are you handling this popular brand? It's
the most profitable as well as the most
popular brand on the
market.**

No wonder! Nothing is used in Old Homestead Brand but the soundest of perfectly grown, ripe, delicious fruits and vegetables, which are canned under conditions of unexcelled cleanliness.

The Old Homestead Canning Co.
Picton, Ontario

E. NICHOLSON
D. H. BAIN

CODES,
A.B.C. 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901

GABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

NICHOLSON & BAIN
WHOLESALE
COMMISSION MERCHANTS
AND BROKERS.

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

Winnipeg, Man.

Rolled Oats and Oat Feed

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

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

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

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

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

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

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

BUSY MAN'S IS A NECESSITY, NOT A LUXURY.

If you were to offer your customers, free of charge, an everyday household commodity, and they did not take advantage of your offer, what would you think of them?

This is exactly what you do when you refuse to send for a free sample copy of the Busy Man's Magazine. The magazine is a necessity, not a luxury. It shows how men in your line have succeeded. It will keep you posted on all topics of the times, furnish you with new ideas and inspirations.

The man in business, or the young man with a business life stretched out before him, reaches the goal of success by checking up his methods with methods of men who have succeeded. He cannot help but profit by their experience. Two heads are always better than one.

The December number of the Busy Man's contains a thrilling and inspiring story of a young man who started life at \$12 a week, and was drawing a salary of \$40,000 a year at the age of 30. A true story, though it may appear impossible. His grit, tact, and perseverance overcame the insurmountable difficulties which most of us fall down on. Wouldn't you like to read it?

The January number tells the story of a young farm boy who entered business life under many handicaps. He was wide-awake and earnest. To-day his name ranks first in the commercial world; his annual income is well up in the million mark. He tells in the Busy Man's Magazine how he overcame such difficulties as we are stumbling against every day. Can you afford to miss this story?

The life stories of successful men is just one of the many features of Busy Man's, which gives the Cream, the choicest, and the Best articles in the world's current magazines and periodicals. Nothing gets into the Busy Man's except the instructive, timely and entertaining. No turning over of a dozen pages to get one interesting one.

Our special offer gives you the December and January numbers free, 14 issues for \$2, the price of 12. But the offer only holds good as long as the Christmas number lasts. Send your order in to-day.

THE BUSY MAN'S MAGAZINE

TORONTO

Montreal

Winnipeg

London, Eng.

THE CANADIAN GROCER

TABLE RAISINS

All Grades

Prices Right

Thomas Kinnear & Co.

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

Windsor Salt

There wasn't a cent's worth of Windsor Salt found in the stock of John Smith, the grocer, who failed last week. Way up on the shelves, though, were no less than six different kinds of salt under various names—every package, box and bag of it was dirty and fly-specked.

Seems as if *every successful* retail grocer in Canada sold Windsor Salt—grocers who are not tempted to buy "just as good" kinds for the saving in price. Poor John Smith was tempted too far! No Windsor Salt for him—rather have dirty salt, salt that cakes, salt that's not all salt, salt sold for its attractive name—than the pure white, dry salt crystals of Windsor Salt.

THE CANADIAN SALT CO., LIMITED
Windsor, - Ontario

For the Toilet and Bath

You will find our Soap unexcelled
in Purity, Quality, etc.

We are offering liberal terms to the trade

SAVONS FRANCAIS, C. Pagnuelo, Manager. Factory : 1653 Notre Dame St. E. **Montreal**

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449

THERE IS NOTHING EQUAL TO FIGURES TO PROVE CLAIMS
and the figures following irrefutably prove that the sales of

"SALADA"

ARE GROWING FASTER EVERY DAY
IN CANADA ALONE during the Past 10 WEEKS, OUR INCREASE over
the corresponding period of 1906 was
171,554 pounds

As this is ONE TWENTY-FIFTH of the entire tea consumption in
Canada during that period, it means that in this increase alone
we have ADDED TO OUR BUSINESS ANOTHER TWENTY-FIFTH PART of
the ENTIRE TEA TRADE OF CANADA.

Stock "SALADA" the QUICK and SURE SELLER and put NEW LIFE,
NEW GROWTH Into your tea trade. THINK IT OVER!

"SALADA" Toronto or Montreal

Success Does Succeed!

We have seen this exemplified in the
famous Jelly Powders BEE BRAND.
Those grocers handling BEE BRAND
will agree with us that the above
words are true. Are you one of
those who can agree with us?

These flavors sell chiefly:

**Strawberry, Nutto, Raspberry,
Pineapple, Cherry, Lemon.**

Others are made by us

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - MONTREAL



PURE FOOD IS ESSENTIAL TO
GOOD HEALTH

WAGSTAFFE'S Fine Old English Mince Meat

WAGSTAFFE'S Fine Old English Xmas Plum-Puddings
in 2 and 3lb. Porcelain Bowls.

One dozen per case.
Ask your jobber for them.
Guaranteed absolutely Pure.
The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS
HAMILTON, CANADA

There is a Big Demand for Seeded Raisins

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

José 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

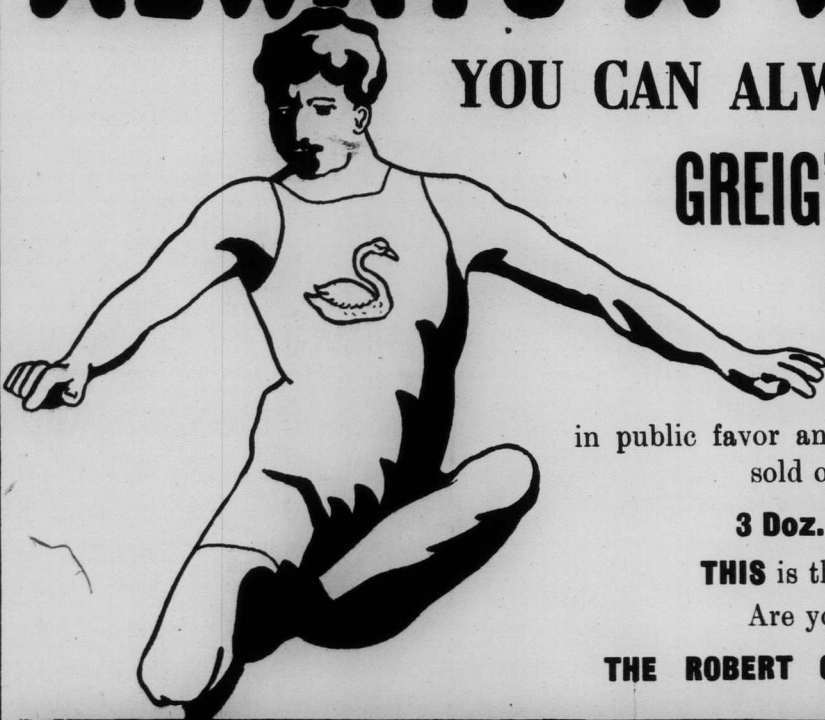
Malaga Seeded Raisins

You will make a Good Profit.

Agents for the Dominion

Rose and Laflamme
Montreal and Toronto.

ALWAYS A WINNER



YOU CAN ALWAYS DEPEND ON

GREIG'S ^{WHITE SWAN} BUCKWHEAT

Self-Raising FLOUR
IT LEADS

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

3 Doz. Packages in a Case.

THIS is the time the people want it.
Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S **White Swan** BRAND 

BRANSON'S

Concentrated Coffee



Unquestionably the most popular and the best coffee extract on the market. Made from highest quality coffees with right proportion of chicory.



Good cup results assured.



Unvarying quality.



Large bottles.



Concentrated Coffee



A quick-selling article that always gives satisfaction. Price is right, and good margin of profit. Be sure you have it during picnic season.



Thirty years' reputation



Deserving its title—"the best."



Large bottles.

Branson & Co., Ltd., Chase Works, Clapham, London, S.W., Eng.

SHELLED WALNUTS!

We are now delivering DE FORNEL & CO'S famous shelled walnuts. Order at once for late requirements for holiday trade.

SHELLED ALMONDS

Cachew Nuts (from Ceylon) also for Christmas trade. Your order is? It is not yet too late for you to write us regarding Crystallized Rose Leaves, Lilacs, Violets, etc., for decorative purposes. Address us

W. P. DOWNEY, 26 St. Peter Street, 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

Allison Coupon Books

Eliminate the Non-essentials

Many a business man is so loaded down with details that his really important problems can receive only secondary consideration.

This condition is overcome in any mercantile house by the adoption of the Allison Coupon system. With it, accounts are kept better and more accurately, at about one-tenth the usual cost.



THE PLAN

If a man wants credit for \$10 and you think he is good for it, give him a \$10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 - no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the \$10 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. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY, BLAIN CO., TORONTO**

Canadian Agents

THICK, SWOLLEN GLANDS

that make a horse Wheeze, have Thick Wind, or Choke, down, can be removed with

ABSORBINE

or any Bunch or Swelling caused by strain or inflammation. No blister, no hair gone, and horse kept at work. \$2.00 per bottle, delivered. Book 3-C free.

ABSORBINE, JR., for mankind, \$1.00, delivered. Cures Gout, Tumors, Varicose Veins, Hydrocele, Varicocele. Book free. Made only by



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

**Buy
Herbs
Now**

Do not leave the buying of your herbs until the last minute. See our traveller and his samples.

Sage, Savory, Mint, Thyme, Majoram, etc.

In ¼-lb. air-tight tins, and in bulk. All guaranteed superior herbs.

S. H. EWING & SONS

96-104 King St., Montreal
Phones Bell Main 65 and 155

20½ Front St. E., Toronto
Phone Main 3171

St. George's

The Best Advertised Baking Powder in Canada

A demand for this new Baking Powder is being created throughout the length and breadth of Canada, by good advertising.

Your customers will be asking you for it.

And once they use it, they will continue using it—for they will find it better than any other they ever used.

Test St. George's—compare it—and you will not wonder that we are able to guarantee it to be the best Baking Powder on the market to-day.



Only the finest, purest Cream of Tartar -- 99.90% pure -- is used in St. George's. It contains not one atom of adulteration—its formula cannot be bettered.

Can you afford to be without a Baking Powder everybody is becoming interested in?

**National Drug and
Chemical Co. of
Canada, Limited,
Montreal**

A PAYING INVESTMENT

for the grocer who is looking for the best trade is a shipment of

Palace Car Brand

Canned Fruits and Vegetables. All the lusciousness of perfectly sound fruits and vegetables, perfectly packed under scientific sanitary conditions. PALACE CAR BRAND make and keep the best class of customers.

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



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.

May Queen Canned Goods Are Guaranteed

We can supply the trade with a quantity of Corn, Tomatoes, Pumpkin, Beans and Apples; also Tomato and Apple Pulp.

The Newbury Canning and Preserving Co., Limited
Newbury, Ontario

I Offer French Shelled Walnuts

Perfect halves and broken. Shipment from December, 1907, to June, 1908.

600 Bags, Specially Fine

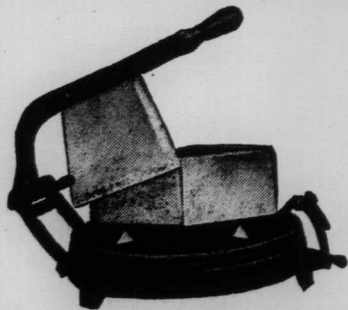
Spanish Peanuts

for Prompt Shipment

ANDREW WATSON

Telephone Main 4409 81 Place d'Youville, MONTREAL

THE PERFECTION CHEESE CUTTER



It cuts by moneys worth; it cuts by pounds and fractions.

You have no figuring to do: the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., 18 and 20 Mary St.,
OF CANADA HAMILTON, Ont.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBER

3/4-lb. tins—8 doz. in case.

"Non-Pareil Oil"

Highly Recommended by

**Leading Bakers and
Confectioners**

**The most Economical
and Satisfactory Oil**

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

J. M. BRAYLEY, Manager Montreal Branch,
322 East Notre Dame Street,
MONTREAL

Samples and prices on application.

Phone Main 3938.



The Grocers of Canada

KNOW A GOOD THING

When they see it.

That is why the sales of

KEYSTONE BRAND BROOMS AND BRUSHES

have increased so rapidly

MANUFACTURED BY

Stevens-Hepner Company Limited

Port Elgin, Ontario

Always Be Safe

If you want to be sure of satisfaction in canned goods, ask for the "Essex brand" which are guaranteed superior to anything on the Canadian market. We put up

- "Essex" Pork and Beans
- "Essex" Apple Butter
- "Essex" Tomato Ketchup
- "Essex" Apple Jellies
- "Essex" High-grade Jams

in addition to the regular range of vegetables in their season. The trouble is to keep pace with the demand, and the entire season's output is usually sold before we finish packing.

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

28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT.



"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

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

"Balmoral"

Reg'd.

Scotch Marmalade

Send in your orders now for

Balmoral New Season's

Scotch Marmalade

QUALITY THE BEST.

J. W. WINDSOR

Montreal

THE CANADIAN GROCER

IN STOCK

New Crop Shelled Walnuts

Unbroken Halves. Extra Bright

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S Finest Selected Valencia Raisins

Count the number of RAISINS in a pound of other brands, then count ROWLEY'S and you will find they run the above number of RAISINS in a pound less than other packers best grades. You might as well purchase S. BODI BRAND Selected Valencias at less money and get the same fruit as other packers use for their finest brands.

Rowley's Valencia Shelled Almonds are the same. We Pack Both
Rowley's Seedless Valencias are Seedless.

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denla, Spain

Agents: Wm. G. Christmas, 22 St. Francois Xavier St., Montreal
Eugene Moore, 402 Spadina Avenue, Toronto
Grant, Oxley & Co., Halifax, N.S.
E. T. Sturdee, St. John, N.B.



FOR STOVES

SHINO

FOR SHOES

SIMPLEX

UNEQUALLED AND PAYS
YOU A GOOD PROFIT.

Write for Sample and Prices.

Order through your jobber, or direct
if he does not handle it.

Edward Hawes & Co.
109 Front Street East
TORONTO



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

You Have No Cause for Anxiety

as to the disposal of your stock of Canned Goods, if you are wise enough to stock the

Burlington Brand

It is a brand of canned fruits and vegetables which never spoils on the shelves waiting for customers. It has a reputation for genuine excellence which makes it one of the most profitable lines for any grocer to handle. If you have not yet tried handling Burlington Brand, just order a small stock through your jobber, and see how it pleases your customers.

THE BURLINGTON CANNING CO., LTD.
BURLINGTON, ONT.



In every walk of life there are men who stand out prominent among their fellows. They possess something which distinguishes them from all the rest.

It is so in things that men produce, as for instance, Laundry Soap; the public are quick to recognize the best from the second best or lower grades.

NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

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

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS



THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS, SELECTED SPECIALLY FOR THEIR DRINKING MERIT. WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE.

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS TORONTO

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

2 in 1
SHOE POLISH



is indisputably the best selling shoe polish ever put on the market. Its outstanding success is not due to accident. Publicity is entitled to some credit, but, back of our publicity campaigns, is the genuine merit of 2 in 1 as a shoe polish and leather preservative. Better see that your stock of it is continually replenished.

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

STOCK THE BEST.

"KIT"

COFFEE

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

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

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

Agents in the Dominion—Montreal City, Fairbenson's Sons, 292 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hokey, 108 Princess St.

ASK FOR

KIT COFFEE

A HIGHLY CONCENTRATED ESSENCE
THE FINEST
COFFEE AND CHICORY
READY FOR INSTANT USE

MADE WITH HEATED MILK (NOT BOILED) IT'S DELICIOUS

THE BEST

Tartan BRAND

SIGN OF PURITY

You are in a Hurry

Nuts, Table Raisins, Icing Sugar,
Honey, Figs, Etc.

We have the largest assortment of above lines ever shown.

PHONE 596. Free to Buyers.

We will do the rest.

BALFOUR, SMYE & CO.
Wholesale Grocers, - - HAMILTON

QUAKER SALMON

We found there was a call for an even better Salmon than our famous VICEROY for the highest class trade. To meet this demand we spared no pains nor expense to secure what was wanted.

QUAKER SALMON resulted. Highest quality Canadian fish. Highest art Canadian labels. Greatest care in packing. Every tin wrapped in tissue paper. First class cases. Prices very reasonable quality considered.

QUAKER is not alone equal to, but is better than, any Salmon that has ever been offered Canadians. This we guarantee.

Quaker Salmon, Flats, \$2.05 doz.
Quaker Salmon, Talls, 1.90 doz.
Viceroy Salmon 1.75 doz.
Empress Salmon 1.50 doz.



Mathewson's Sons

202 MCGILL STREET, - MONTREAL
ESTABLISHED 1834

Burning as Matches Should Burn

Our
"Laurier" and "Togo"
brands of

MATCHES

are satisfactory in their lighting and burning qualities.

They pay you better than any other makes.

Write for particulars

The Improved Match Co.,
Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

THE CANADIAN GROCER'S Christmas Competitions

Window Dressing Contest

Almost every grocer devotes a little extra attention to Window Dressing at the Christmas holiday season. And this is a form of advertising which is certain to bring good results. With a view to improving the windows of our subscribers and to show what may be done along this line, THE CANADIAN GROCER has arranged this contest.

This year, however, as a new departure, contestants will be divided into two classes :

- I. Grocers and Grocery Clerks in city stores ;
- II. Grocers and Grocery Clerks in stores in the country districts.

Prizes of \$7 and \$3

For each class first and second prizes of \$7 and \$3 are offered, \$20 in all.

To enter the contest, send a fair sized photograph of one or more of your Christmas windows, with a description of it and the name of the person who dressed it, to us. The contest will close on December 31st.

A competent judge will make the awards, and the results will be announced, together with reproductions of the best windows, early in the new year.

Address photograph to Editor CANADIAN GROCER ; mark, "Window Dressing Contest."

Best Advertisement Contest

For some years this paper has been publishing articles telling its readers how best to advertise, and emphasizing the fact that their own home newspapers are the most effective medium. We want to find out how much good you have received from these hints and criticisms and to that end have arranged this contest.

Most up-to-date grocers, even those who use newspaper space at no other time in the year, advertise to a greater or less extent at the Christmas season. Every one of our subscribers who does should enter this contest. A prize of \$5 is offered for the best advertisement from a Canadian newspaper.

Prize of \$5

The advertisement should be about groceries, confectionery, etc., for the holiday season. All that is necessary is to forward clipping from local paper to us, with the name of the advertisement-writer. The award will be made by our advertising specialists and will be announced, with a reproduction of the prize advertisement, early in January. Contest closes December 31st.

If you have not yet arranged for your Christmas advertising, do so at once, and send in one of the best advertisements to us for entry in this contest.

Address advertisement to Editor CANADIAN GROCER ; mark, "Advertisement Contest."

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Profits Result from Freights Saved!

You are in business for the money there is in it. We can help you Eastern Township Merchants. Buy your groceries from us. You save big freight bills, and your profits are therefore larger.

T. A. Bourque & Co., Reg.,

Wholesale Grocers
and Importers

Sherbrooke, Que.

SPECIAL CHRISTMAS OFFER

5% EXTRA CASH REBATE

Below you will find a coupon which entitles every Retail Merchant in Canada to an extra 5 per cent. Cash Discount off usual prices. Cut out Coupon (which is good only till December 31st, 1907) and order **not less than one dozen Zam-Buk** but as much more as you like, and mail Coupon to the Zam-Buk Co., 58 Colborne St., Toronto. Your order will be passed on to your wholesale house by the Zam-Buk Co., who will send you by return a Cash Rebate of 5 per cent. on the net value of Zam-Buk ordered.

Order as much as you can and **Order Now** for this offer will not be repeated.

COUPON

December 1907

To the Zam-Buk Co.,
58 Colborne Street,
Toronto, Ont.

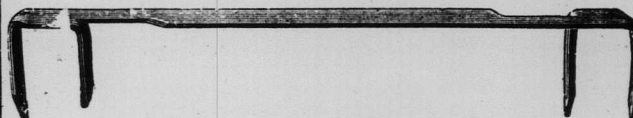
Gentlemen,—

Please forward me through my Wholesale House Messrs..... in accordance with special offer made in Canadian Grocer, (State Quantity).....Zam-Buk at \$4.25 less 5 per cent., 30 days. Please remit me by Express order \$..... being 5 per cent. SPECIAL DISCOUNT on net cost of above order.

Signed.....

Date..... Address.....

WARMINTON'S PAIL HOOKS



for

Candy, Lard, Cheese, Butter
and Small Packages generally

Samples on request.

J. N. WARMINTON

43 Scott St.,
Toronto.

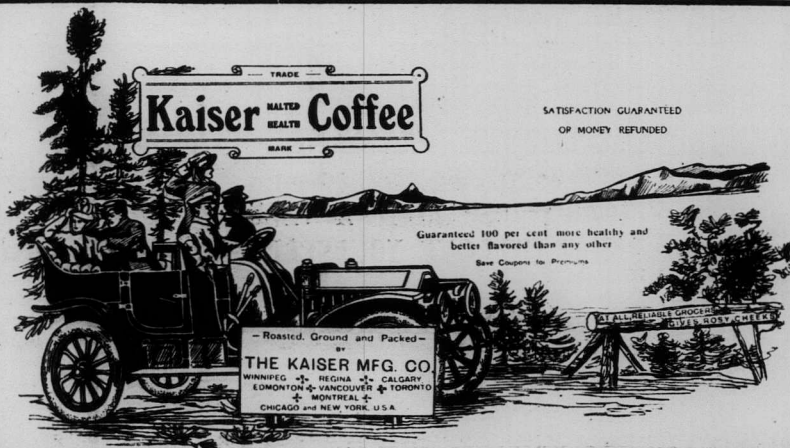
207 St. James St.,
Montreal.

Mr. Grocer—

Your aim is big profit and satisfied customers. You get both in handling our coffee. Guaranteed 100 per cent. more healthful and better flavor than any other. In 1 and 2-lb. cans, and 48 and 60 lbs. in box.

Order from your jobber.

The Kaiser Mfg. Co.



Removal Notice

I would like to inform my numerous customers that I have secured new and larger premises at

5 Place Royale

where in future I will be found. My growing business has made necessary this move. I have purchased the property and am remodelling it to suit the needs of my trade.

The new premises will enable me to carry an even larger stock than before, and I will be better able to look after your wants.

Do not forget the address.

P. ADELSTEIN,

5 Place Royale, - - - - - Montreal

Wholesale Grocer and Importer of Black Olives in barrels, Scotch and Holland Herrings in barrels, half barrels and kegs; California Lima Beans.

Last Minute Goods

There may be some lines of Dried Fruits and Nuts that you are short in. Are they any of these:—

New Grenoble Walnuts

New Shelled Almonds

New Crop Raisins

Newly Received Currants

We have them all. Do not be short in your Xmas goods.

PROMPT SHIPMENTS.

C. A. CHOUILLOU & CO.

14 Place Royale, - - - - - MONTREAL

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?**

WE MAKE CANS

Good Ones

We are prepared to book orders now from manufacturers of Baking Powders, Syrups, Spices, Coffees and other canned goods.

Particular attention will be given also to meat packers requiring first-class cans. Our key-opening cans are largely used by the best packers.

Send for a few of our samples if you are not yet acquainted with our cans.

Address us:

ACME CAN WORKS

Montreal

THE CANADIAN GROCER

LEA'S

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

PACKED BY

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

Dried Fruits and Nuts

Have you a complete and assorted stock of **Nuts** and **Dried Fruits**, so that you will be able to supply the requirements of your customers for the Holidays? We carry the best known brands in these lines:

Cleaned Currants, loose, in 50-lb. boxes; also in 50, 1-lb. packages.

Valencia Raisins, Fine Off Stalks, Selected, 4 Crown Layers.

Loose Muscatel Raisins, in 22-lb. boxes.

Prunes, in 30/40 to 90/100.

Table Raisins, in 22-lb. and 5½-lb. boxes.

Nuts, of all varieties, from the new crop, shelled and not shelled.

We carry a line of Wines and Liquors that we can recommend as to quality and prices because we only accept agencies from firms whose reputation as producers is a guarantee of the best and most select goods.

Piper Heidseick Champagne is a brand known for more than a century, which is found on the most aristocratic tables.

Mitchell's Scotch. The real favorite of the Scotch; a really fine liqueur, exquisite. In casks and cases.

Mitchell's Irish Whisky. An old brand whose reputation has been long built up in Canada and which is appreciated by the most refined. In casks and cases.

Diez Harmanos Sherry. These Wines are made by the most celebrated firm in Spain. They carry with them the fullest guarantee as to quality and preservation. In casks or cases.

Port Wines from the Real Companhia Vinicola, the best Portugal Wines for the delicacy of their bouquet and their delicious flavor. They are sold in casks and cases.

Richard's Brandy. The cream of pure Cognac, from pure wine, from the Charente District. The Cognac selected first amongst all in Canada, because it is pure and because it is as much a tonic as a nutritive beverage. Is sold in casks or cases.

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

Laporte, Martin & Co., Limited

Wholesale Wines, Liquors and Groceries

Montreal



PRUNES

There is a hard push being made to clean up 1906 Prunes. Buyers should bear this in mind when considering quotations.

We have interesting prices on

1906 Genuine Santa Clara Prunes,
making them more attractive to the buyers than old goods.

Ask our travellers, or write or phone us.

JAMES TURNER & CO., Limited

Hamilton, Ont.

Goldenette

PURE CANE SYRUP

Every tin sold makes a customer.

A high grade syrup for particular trade.

BIG PROFITS

Clear and Golden.

Sold by all up-to-date jobbers

Imperial Syrup Co.

MONTREAL.



Build for
Future Sales

If an article is not really good no amount of advertising will sell it. That

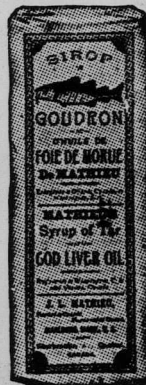
Mathieu's Nervine Powders

do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.,
Proprietors, **SHERBROOKE, P.Q.**

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



Comment on Freight Rates

Varied Opinions Regarding New Western Schedule—Moose Jaw and Portage la Prairie Pleased, Regina Strenuously Objects.

A fortnight ago this paper published a schedule of the new freight tariff for the West. The article included comment on the matter from the Winnipeg standpoint and also a petition forwarded to the Board of Railway Commissioners from the Winnipeg Board of Trade. The paragraphs following show how the new tariff is regarded in the larger towns further west.

Regina Opposes New Rates.

In response to a letter inquiring the effect of the new freight rates on the shippers in Regina, H. C. Lawson, commissioner and secretary of the Board of Trade, writes as follows.

"In further reply to your letter of November 20th, I now beg to say that we have gained a little more information as to freight rates. For some reason the C.P.R. have held back the rates from the East to Winnipeg, and though we telegraphed for the rates on the 19th we were unable to secure them, and even now all information we have on hand is what was obtained verbally from Mr. Lanigan. This seems an extraordinary state of affairs in view of the fact that the new tariff comes into force to-day.

"However, Mr. Lanigan was in Regina on Friday night last and in a conversation with some of our principal shippers gave them an outline of these rates from the East to Winnipeg. From these it would appear that Regina is at a hopeless disadvantage as compared with Winnipeg in shipping car load freight, and the present tariff would practically mean that the implement men here, who are our largest shippers, would have to go out of business. When this was pointed out to Mr. Lanigan he expressed much surprise and said that there must be some mistake somewhere and promised to look into the matter on his return to Winnipeg and if necessary have it adjusted at once. The Council of the Board of Trade, however, though it advisable to take some steps in the matter and called an emergency meeting on Saturday morning to deal with the matter, as a result of this meeting the following telegram was dispatched: 'Board of Railway Commissioners, Ottawa,—Regina Board of Trade protest against ratification of proposed freight tariff on grounds of gross discrimination against Regina inward and outward car load rates, proposed tariff threatens Regina's commercial interests. Inwards tariff just received last night, therefore, could not express opinion before.'"

Moose Jaw is Well Pleased.

The Moose Jaw Board of Trade favors the new freight rates, as may be seen from a perusal of the statement

below which was sent this paper by Hugh McKellar, the secretary of the board. The new schedule, Mr. McKellar explains, is the result of action taken by the Portage la Prairie Board of Trade some months ago, and the statement made by the chairman of the Railway Commission that the special commodity tariff schedules were, in his opinion, illegal because of their discrimination in favor of Winnipeg and against the small wholesale centres of the West. Mr. McKellar claims that the new tariff places all on an equitable footing and gives all an equal chance so far as freight rates are concerned. He sums up the situation as follows:

When the Moose Jaw Board of Trade protested against existing freight rates, the following were a few of the conditions prevailing:

1. Flour ground in Moose Jaw from wheat raised in the district, shipped East or down the Soo line, was called a "backward" shipment and was rated higher than flour ground in Winnipeg from wheat raised in Saskatchewan, and shipped West (forward shipment).

2. Dried fruits shipped from B.C. or California even in carload lots to Moose Jaw was charged Winnipeg rate plus local rate from Winnipeg to Moose Jaw, Winnipeg being the centre from which all rates were based.

3. When carloads of stoves, furnaces, nails, agricultural implements, groceries, etc., came through from Eastern factories or firms, it was almost prohibitive to ship any part of same back to any points east of Moose Jaw, for Winnipeg middlemen had a special rate—balance of through rate—which gave them a monopoly.

Moose Jaw claimed the privilege of through rates and a fair rate for distributing in territory adjacent to Moose Jaw.

When Portage la Prairie Board of Trade submitted its case to the Railway Commission, Moose Jaw recognized the struggle was identical with Moose Jaw's claim, and was delighted with the opinion expressed by the chairman of the Railway Commission, who "doubted the legality of existing rates." C.P.R. officials realized that their position was untenable and at once offered to prepare a new tariff upon an equitable basis—per mileage rate—with no favors to any city, corporation, firm, or individual. The rates now submitted are in fulfilment of such promise and will be endorsed and approved by all western trade centres. The consternation prevailing in Winnipeg over the new rates indicates most clearly the favors which Winnipeg middlemen have been enjoying at the expense of western trade centres and consumers generally as well as the strongest argument possible for a re-

vision of the rates upon a legal and equitable basis.

If the new rates are equitable, and no doubt they are, the only point for argument is: "Are they too high?" If they are too high any reduction made will have to apply to the whole territory covered, and western trade centres will profit in the same ratio as Winnipeg. The day is past when all goods coming from eastern provinces must stop at Winnipeg, merely to give Winnipeg middlemen a chance to profit at the expense of the west.

The members of the Moose Jaw Board of Trade have noticed the frantic efforts being made by various organizations in Winnipeg to prevent the new rates going into effect, thereby continuing the present illegal rates, and at a special meeting this afternoon passed a resolution to wire the following message:

Moose Jaw, Nov. 22, 1907. Hon. A. C. Killam, Chairman Board of Railway Commissioners, Ottawa, Ont. "Moose Jaw Board of Trade strongly protests against cancellation of new tariff taking effect 25th inst. If these rates are found inequitable, Winnipeg Board of Trade with others will have opportunity at future date of asking for adjustment of same."

Will Benefit Portage la Prairie

In response to a letter of inquiry regarding the effect on Portage la Prairie shippers, of the new freight rates announced by the C.P.R., H. W. Baker, secretary of the Board of Trade in that city, wrote the Winnipeg office of this paper as follows:

"Referring to recent interchange of communications in regard to readjustment of freight rates, the writer regrets his inability to visit you while in your city last week, but found it practically impossible to do so, and in view of the strenuous objections to the new tariffs manifested and filed by Calgary and Winnipeg interests, we were not altogether certain that the Railway Commission would sanction their effectiveness. However, it seems the new tariffs have been put in force, or will be, according to schedule, and it will mean so very much to Portage la Prairie and every town and city in Western Canada that the writer is somewhat abashed at the task of interpretation.

"Heretofore we were unable to compete with Winnipeg on any commodity because of their discriminatory freight rates and in order that you may fully comprehend the extent of the discrimination we will state that it cost our agricultural implement dealers 73c. per 100 lbs. to ship an engine and separator outfit to Calgary, while Winnipeg could make the identical same shipment on a rate of 61c. per 100 lbs., although 56 miles farther away, and the shipment to go over the same ground, except the 56 miles. Numerous other incidents concerning various ship-

ments cited disadvantage but the doubt erstwhile guard t

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ments to various destinations could be cited that would show even greater disadvantage to shippers from this point but the one incident mentioned will no doubt suffice to make clear to you our erstwhile unenviable position with regard to trade.

Briefly, the revision of the freight tariffs becoming effective November 25 and December 1, as applying to Winnipeg, Portage la Prairie and all other points throughout Western Canada, displaces all discrimination in favor of Winnipeg or other points, places our present industries in a favorable position to compete successfully with Winnipeg, eastern and western houses, on whatever we have to ship and paves the way for the profitable operation of industries that are seeking location in our city, of which there are several that could not possibly be secured hitherto, on account of unfavorable rates.

In addition to this, by bringing about the readjustment of freight rates, it not only gives us a prominent position in the competitive west, but places every town and city west of Winnipeg on an equal footing so far as rates go and leaves the development of these towns and cities but to their natural advantages only.

"While there is one feature about the new tariffs which does not appeal to us very strongly, i.e., the high base of rates substituted, still we have accomplished a long stride in the right direction and undoubtedly sufficient pressure will eventually be brought to bear upon the railroads that will ultimately result in a more reasonable basis of rates.

"We were not, nor are we now in a position to dictate just what the basis of rates should have been, or what should be substituted and were compelled to trust to the railroads to place reasonable rates in effect. In any event we have been successful in bringing about the elimination of discriminatory freight rates and no doubt will finally with persistent efforts hereafter as heretofore, obtain rates on a lower level of base.

"For your information we beg to advise you just how we have been benefited by the change in rates, without going into too many figures, but we feel at the present that we will now have more time to supply you with any specific information desired. Very truly yours, Herbert W. Baker, Secretary."

Edmonton Will Be Benefited.

The new freight tariff which came into effect recently has been of interest to Edmonton wholesalers and retailers alike and the general feeling is that the tariff is a beneficial one to Edmonton. Full details have not yet been received regarding the new tariff from eastern Canada to Winnipeg, but the tariff between Winnipeg and Edmonton has been considerably reduced. On the Canadian Northern, for example, this reduction on west-bound freight ranges between 13c per hundred pounds on freight in class 1, to 4c per hundred pounds on freight in class 10. There is a corresponding reduction in the other classes of freight and for all the towns between Edmonton and Winnipeg. On east-bound freight from Edmonton on the C.N.R. there is a similar reduction. The larger portion of goods shipped east from Edmonton

goes to the small points between this city and Winnipeg, while most of the goods coming into Edmonton on this line come through from Winnipeg.

Taking freight in class 5, which is the class of groceries and other similar articles, the old rate was 79c per hundred pounds from Winnipeg to Edmonton, while by the new tariff now in force the price is now 73c per hundred pounds. On large shipments this reduction is considerable. On east-bound freight from Edmonton in class 5, the old rate to Fort Saskatchewan was 9 cents, and the new rate 8 cents. To Vegreville the old

rate was 18 cents, and the new rate 17 cents. To Vermilion the old rate was 24 cents, and the new rate 23 cents. To Lloydminster the old rate was 28 cents and the new rate 26 cents. To North and South Battleford the old rate was 39 cents, and the new rate 33 cents. To Warman the old rate was 46 cents, and the new rate 38 cents. To Saskatoon the old rate was 47 cents, and the new rate 39 cents. There is a corresponding reduction for intervening points.

The chief effect of this reduction in the tariff should be to make goods cheaper in Edmonton.

TRADE BRISK IN NOVA SCOTIA

Business Generally Active—Potato Prices Lower—Fish Catch Above the Average—Large Apple Shipments to British Markets.

Halifax, December 9.

All branches of the grocery trade are very active, and business is good generally, with prices firm. Large shipments of goods are being made to coastal points before the close of navigation. Business is also reported good in the country districts. The roads are now in better condition, for traveling and this adds quite a stimulus to trade. The butter and egg markets show very little change, and the receipts of both are very small. The price of these articles is steady and both are in very good demand as the holiday season approaches. The market is well supplied with poultry, and the price is a little lower than at the same season last year. Hogs are coming in quite plentifully now, and the price has eased off some, large hogs selling for eight cents, and the smaller ones for 8½ cents.

The commission men are handling large quantities of produce, both for home and foreign consumption. As forecasted in this correspondence last week, the prices of potatoes have dropped, and they are now selling from the vessels at the wharves for 38c per bushel. The demand for Prince Edward Island potatoes is not as brisk as usual at this season of the year.

The catch of the Lunenburg fishing fleet this season has been the best for years. The number of vessels engaged was much smaller than usual, but the high prices ruling made up for any deficiency in that respect. The catch of the Lunenburg fleet of forty-six vessels totalled 12,820,000 pounds, about 875,000 pounds more than last season. The LaHave fleet of thirty-nine vessels landed 8,285,000 pounds, nearly a million pounds short of last season. The catch of the Mahone Bay fleet of ten vessels was 2,530,000 pounds, being 160,000 pounds more than last season. The combined catch of the three fleets for the season of 1907, was 23,635,000 pounds, an increase of 53,000 pounds over the season of 1906. There was a scarcity of men to man the vessels, but the fishing on all the banks was good, and the catch for those engaged was the best for a number of years. Haddock fishing was good throughout the season, and the total catch is above the average. The herring catch was also good, but lobsters and macherel show a falling off. Most of the live lobsters taken were shipped alive to the American

markets, while smaller ones were sold to the canners.

Charles Marsden, who was for many years a clerk in the retail grocery establishment of Dillion Bros., has resigned his position with the firm, and opened up a first-class grocery on his own account on Spring Garden road. He is a smart, enterprising young man, thoroughly familiar with every branch of the grocery business, and he should make a success of his undertaking.

Freight trains over the Dominion Atlantic Railway are rushing to the city day and night with apples for the British markets. The Furness liner Shenadoah sailed the other week with 32,000 barrels, then followed the Evangeline with another big cargo, and then the St. John City took a large shipment. Notwithstanding the fact that there were forwarded 17,000 more barrels to Liverpool and 38,000 more barrels to London from all parts during the last week of November, than in the corresponding week a year ago, the price netted the fruit grower in many instances as high as four dollars per barrel. This is very encouraging to the fruit industry, coming so close on the trail of the tightness of the money market, which shows that the demand in the European markets is keeping pace with the enormous increase in the production on this side of the water. Of all the fruit which has been exhibited on either side of the Atlantic, none has equalled or excelled that which the far-famed Annapolis Valley has produced. Nova Scotia is fast becoming the banner apple producing country of the world. Not so much in acreage only, but in the quality and quantity stands better than the best. Ten times the quantity of apples are being sent weekly to Europe now than the whole season's crop of fourteen years ago, which in 1893-4 amounted to only 3,758 barrels. It is stated by reliable authority that this season's crop will exceed three-quarters of a million barrels, for which the fruit growers will probably receive \$2,250,000.

The big fire last week which destroyed the warehouse of the Rat Portage Lumber Co., in Winnipeg, also gave the Dyson Co. a severe scorching, but there will be no interruption of shipments of Red Cross pickles and other lines.

Grocery News from Coast to Coast

Trade Items of Interest From Every Part of Canada—Better Feeling Pervades the Country Generally With Good Outlook for Business in the New Year.

BARRIE.

Local option is one of the much-talked topics of the street just now. Both the hotel men and brewers here are working very hard for their cause, while the local option committees are doing all in their power to carry their by-law, which will be voted on at the general elections on Jan. 6th.

Some other instances of this local option war are making startling surprises on some of the merchants in the town. One man, a leading grocer who signed and is working in favor of local option, has been boycotted by all the hotels. One where he previously got a large trade. Two butchers, large dealers, have also suffered the same.

W. J. Carr has entered partnership with H. Brolley, butcher, of Thornton.

Saturday's market was a very large one, considering that all the snow had disappeared the day before and left the roads in a very bad condition. Fowl in particular, was very plentiful. Turkeys sold from 12 to 13 cents; ducks, 8 to 10 cents; geese sold at 8 to 9 cents; chickens were a little firmer in price and were in demand at 8 to 11 cents. Old fowl was plentiful and brought from 5 to 6 cents. Eggs have been coming in slowly, that is, for new laid stock, while limed and held eggs have been offering only fair. A shipment or two of imported eggs to town this week has caused a break in price and limed eggs are now retailing at 23 to 24 cents, while fresh held eggs are selling at 26 cents and strictly new laid selling at 28 cents. Butter also took a downward flight and sold as low as 25 cents up to 27 cents. The highest price paid for wheat here Saturday was 90 cents.

J. J. Jamieson finished placing his car of "Quaker" canned goods last week. This makes the third car of these goods that John has sold in this town for H. P. Eckhardt & Co.

Price-cutting still continues here. Just imagine a man paying rent and hiring his clerks and putting up raisins at 7 cents a pound, tobacco 8 cents a plug and currants at 8 cents a pound and other articles of the grocery trade, at about the same rate. Yet such things are going on and by the little fellow around the corner, well he might just as well get his share of the profits that are going. He will sell as much goods and his business will last much longer. Cutting in Xmas fruits, such as nuts

raisins, oranges, etc., we also see has been commenced by a few of the large dealers. How foolish. Most of these dealers are old established firms. Perhaps they will see their mistake before the Christmas rush comes on and regulate their prices so as to make a fair profit.

H. Bazin, of the Bazin Manufacturing Co., Quebec, was in Montreal during the week.

GALT.

The Christmas trade is beginning to make itself prominent, and the stores are already presenting a holiday appearance. The trade, while brisk, will probably not equal that of former years.

ISN'T IT PRETTY TRUE.

Our Guelph correspondent seems to have summed up in a nutshell the secret of the alleged trade depression, as follows:

Money is tight; yes, and it will continue to be tighter if a lot of us fellows don't stop hollering about it. Why, the very people that are not touched are doing the most kicking about it, and a lot of them are behind the grocery counters at the present time!

The less a salesman in a grocery store has to say about hard times the better, and, in fact, we have so many varieties of goods to talk about there is no need nor time to be anticipating trouble ahead for your customers. We are living in the beautiful present and right in the most glorious month of the year for the grocery business, and we ought to feel and show it by saying and doing bright things for our customers, and make them feel cheerful and bright also, and you will find it much easier to get good fat Christmas orders.

The annual meeting of the Galt Retail Merchants' Association was held on Tuesday evening in the Council Chamber, and many questions of much importance to the trade were discussed and dealt with. There was a large attendance and all present entered into the beneficial discussions. President G. A. Rutherford was in the chair, and in opening the meeting he referred to the excellent work accomplished by the local association during the past year. The transient traders by-law which had been introduced by the association had resulted in much benefit to the local trade, the membership had largely increased, and everything pointed to a very successful future.

The first question to be discussed was the Co-operative Store Bill. The president pointed out that co-operative societies had killed competition in many cities in England, and that the same effect would assuredly follow here. As competition is the real safeguard of the buying public, one could easily imagine the effect if it were abolished. The societies were of no real advantage to the public as they must take what they were offered, and at the price demanded. Owing to the prompt action of the Provincial Association the Bill had been deferred indefinitely, and all the association expressed its appreciation of the work of Mr. Geo. A. Clare, M.P., in this connection.

The Association's system of collection of bad debts and delinquent list was discussed and will be very generally used by the local merchants. It is expected that the proposed system will greatly aid in the collection of bad debts and the prevention of their repetition.

A bill at present before the local legislature to amend the Division Court Act, was heartily approved by the local association. The measure provides that the cost of collection of a debt in Division Court shall be considerably reduced. At present it frequently costs a merchant \$6 to collect a \$5 debt. The bill also gives local magistrates the authority to dispose of such cases. The creditor outlays an information and the case is dealt with as soon as possible by the magistrate, the costs thus being greatly reduced.

The associations throughout Canada disapprove of the present system of inspection of weights and measures. The inspector collects a fee at each inspection, even if the scales and other appliances are in perfect condition. The local association will join with other associations in bringing pressure to bear on the Government for the enactment of a measure whereby the inspectors will be paid by the Government.

The efforts of the president, secretary and treasurer on behalf of the association are greatly appreciated and the gentlemen occupying these offices were unanimously elected for another year.

W. Linder, representing the McLaren Co., was in Galt last week, introducing several lines of new goods. A large number of orders were received and the demand promises a large sale.

It is quite probable that one or more of the Galt Grocers will enter The Grocer's contest.

A well attended meeting of the Preston Retail Merchants' Association was held on Monday night.

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

THE CANADIAN GROCER

Among the questions discussed was that of early closing. It was pointed out by those present that the trade in the evening did not begin to pay expenses, to say nothing of any profit. Many nights there was not enough taken in to pay for the light and heat when the merchants and clerks were being deprived of all recreation and the required amount of rest. All present were enthusiastic over the scheme, and the discussion resulted in a committee being appointed to interview all the merchants in town and endeavor to get them to agree to close their stores at seven o'clock every evening except Saturday, and nights before a holiday.

In connection with the above an extract from a sermon preached by Rev. J. B. Stafford, of the Preston Methodist Church is interesting: "The merchants of this town, and every other town," said the reverend gentleman, "are making a great mistake by keeping their stores open from 8 o'clock in the morning until 9 or 10 o'clock in the evening." He would rejoice when the Ontario Government put a law on the Statute compelling all merchants to close their places of business at seven o'clock in the evening. He pointed out that the night trade did not amount to anything and the merchants could get along just as well without it. They would do all the business early instead of late.

KINGSTON.

Did you take stock? Have you it written up? Do you know where you stand? Should a fire occur, is it easier to take an inventory before or after? Don't look for any mercy from insurance inspectors. Your local agent is a nice man, but he has to stand to one side when a fire occurs. The inspector demands your stock books. If you have it taken and your merchandise account written up you are O.K. If not you are out a few dollars and in a lot of trouble. Well, scratch your head and think it over. Big job, taking stock! No, just look on it as two days' work that will make you happy and contented for a year. Some run chances and put aside say \$100 a year, and if no fire occurs, you soon have a nice bank account in savings. If you sell for cash and work on a small stock you can do this, but if you give credit you have to keep two or three stocks and run more risk. Yes, cash is better in most cases, even in Penbrooke.

Christmas presents have had their day in Kingston. Calendars are used and save a lot of expense and trouble, for if you give Mrs. Jones, who leaves you \$5 a week, a nice present, and her sister the same, who only leaves \$2, you offend the former, and so it goes. Some merchants think the way one has to stoop and bow and serve people that the present should come from the people.

Horses are cheap around here on account of the high price of feed. Hay is 1c a pound, straw 3c. You can buy horses at a discount of \$50, \$10 and \$5 off original price. A country dealer from Verone told me to-day he had ten horse hides in to sell, and got \$2.50 for

each of them. Big room for a canning factory. At auction sales cows only bring \$5 to \$10 each.

The Willow cheese factory, near Brockville, made \$1,500 out of whey butter. It took first prize at the creameries exhibit fair, beating all the creamery butter on show. Professor Publow was judge, and was ignorant of the fact of its being made from whey. Mr. Russell, owner of the factory, claims that the farmers are pleased, as the whey is improved by the separator process, and the cans are easier to clean, as the butter fat which floats on the whey vats becomes decomposed. The percentage of butter obtained equalled 5 lbs. per ton of milk.

One of Kingston's young grocers is sick of the credit system and is going to sell for cash only. He is a thorough grocer, competent, and understands his business and feels that the worry and hard work in connection with a credit business is too severe on mind and body for results obtained. Cash means less stock, no bad debts, no division court cases, no worry, less business and more money. I hope he will succeed and may others follow. People should pay promptly for what they eat and not expect the grocer to wait 30, 60 and 90 days. Profits on groceries will not allow any such time and again sometimes a bad debt eats up the profit on ten good paying customers. Of course, there is argument for the credit system. You have telephone orders from good people who pay promptly each month but shaking all in a bag, I think cash is king. The departmental stores, 5c and 10c stores, shoe dealers and others who adopt it, are all flourishing and piling up their bank accounts.

MONTREAL.

Anybody who has dealings with the retail grocer can, if he is observant, more easily pick out the hustlers, the men who are succeeding, during the Christmas season than at almost any other time of the year. Those who are wide-awake are so busy these days that they sometimes forget to eat when dinner time comes around, and when the inner man is forgotten the physical and mental strain under which a man is working must be great indeed.

From what I saw in retail circles during the week, there must be a good many grocers forgetting their dinner. They all seemed busy, and judging from the appearance of the stores there was more than seeming.

Most all the stores look good, so that it is difficult to pick out one as being better arranged and the proprietor more progressive than the rest.

J. A. Labonte has a nice store on Dorchester St. just east of St. Denis. He has a good business, but like many another grocer, he is not blessed with any surplus floor space, nor has he any warehouse room that he cannot use. Mr. Labonte is full of good ideas, though, and can accomplish wonders in the arrangement of his stock. When The Grocer dropped in he was superintend-

ing the transformation of a summer vegetable display stand into a candy bin.

During the spring and summer months he sells considerable quantities of vegetables and green fruits, and for display purposes he had constructed a few years ago two or three box-like affairs with glass tops. They are about five feet long, two feet wide and three feet deep at the back by two feet to two feet and a half in front. This difference in the back and front heights permits of a slanting cover, which is of glass. Displays are made inside these boxes, and as there are ventilation holes in the sides the vegetables are not likely to wilt when they are properly iced, while the glass tops make the contents visible, yet free from danger of contamination by dust or other causes. Mr. Labonte has had compartments made inside these bins and will have several kinds of candy placed therein.

J. B. Berthiaume, the Park Avenue grocer, has, among other things, a first-class meat-cutter. Other grocers possessing such a machine might profitably emulate his plan. Each morning one of the clerks cuts by the machine a quantity of bacon deemed sufficient for the day. This is wrapped in parchment paper in pound and half-pound parcels. As a consequence, when a customer asks for bacon all that it is necessary for the clerk to do is to wrap up the bacon already cut. The purchaser is not kept waiting, and the time of the employes, very valuable at this time of the year, is not lost.

Several Grocer correspondents have been talking lately of the accommodation it is advisable to have for waiting customers. Some have suggested chairs being placed in convenient places for the women to rest while waiting their turn. Others recommend placing chairs and tables, with magazines lying around. Why not carry the idea further and do a little advertising? Why not place one or two samples of fancy groceries on each table. If a woman takes up a sample of some fancy line which she does not buy steadily chances are her curiosity will be aroused and there is no doubt but what some sales would result. Even staples might be placed on the table and increased sales would result. But do not crowd the table. Better have one sample or two at most. Then the lines are noticed. If the table is crowded it loses its real value. In the case of city grocers it would be a good idea to have the directory on the table for the convenience of patrons.

A progressive retailer is well advised to buy the best show cases and counters—if he can spare the money. I was in a store the other day, a very attractive place, and comparing it with others could not help but remark upon the real economy of buying a good counter in preference to something cheap, and perhaps showy. One of the best coun-

ters I have seen has a plate glass front permitting of a good display underneath the counter. Of course, if the grocer desires to use this space for sugar, bean, flour or other bins that is his lookout. But if he has sufficient room for these lines elsewhere or if he uses the space under the counter for a garbage receptacle, he had better make good use of it for advertising purposes.

Somebody has been selling retailers around the city some plain cards with red borders bearing catchy phrases. Several grocers have hung these cards up in their store. Some of the inscriptions are: "No Trouble to Show Goods," "We Keep Pure Spices," "Our Ambition is to Give the Best Values," while near the door are placed signs which say: "We Keep the Best of Everything," and "Call Again." The cards are very neat and one cannot help but read them. Any grocer can, with little trouble, prepare a set for himself. They are worth the slight trouble.

Two very attractive north end stores I was in lately are those owned by L. O. D'Argencourt and Mr. Foster. The former is located at the corner of St. Denis and Ontario Sts., and the latter corner of Pine and Laval Avenues. Mr. D'Argencourt does a French business chiefly, having some of the best French trade in the city. Mr. Foster has a large, bright store, and there is an air of bustle about the clerks that betokens many good customers.

A. Begin, who for the past thirty-four years has been purser on one of the Quebec and Levis ferry boats, has bought the grocery business of Ls. Raymond on Dorchester St. Mr. Raymond has not decided what he will do now.

Samuel Smith, the Westmount grocer, has a not bad idea in the way of a private office. He has built up for himself by arranging at the end of one of his counters a couple of walls of cereal breakfast foods. The unique partitions serve the purpose of display, as well as they secure privacy for Mr. Smith.

VANCOUVER.

When the announcement was made a couple of weeks ago that the new freight tariffs of the C.P.R. covering western lines, and with special reference to wholesale shipments from Vancouver and Winnipeg, were to be published, there was yet the executive power of the Railway Commission to be reckoned with. To the surprise of all, the chairman of the Commission, Judge Killam, has instructed that these tariffs shall not go into effect at present. The Boards of Trade of Vancouver and Victoria have already taken action to make strong representations to the Commission against any further delay in putting the rates as agreed, in force.

Another large shipping concern, the Chargeur Reunis, a French company, is to enter the freight service to B.C. ports coming at once into direct competition with the Blue Funnel line operated by Alfred Holt & Co., which has been the main service in carrying freight direct from European ports to this coast. The Chargeur Reunis has for twelve months past been sending its steamers to Puget Sound and San Francisco, and the agents of the company have been in Vancouver this week to make final arrangements to include B.C. ports in the service.

The vessels of this line are very large steel freighters and their sailings from Europe to the Pacific are via Suez. One important difference from the Blue Funnel service is that the steamers of the French company make round-the-world trips, leaving north Pacific ports for Mexican and South American ports and thence by Cape Horn and the Atlantic to Europe. This is an important feature, providing as it does, a direct service for freight from our ports to South America, and a second line direct from here to Mexican ports.

An additional announcement regarding shipping facilities is made this week by the operators of the Canadian-Mexican line, now operating steamers under a joint subsidy from the Canadian and Mexican Governments. They state that a line of steamers from the east coast of Mexico is to be put on running in conjunction with the Canadian-Mexican line, the new railway from Salina Cruz on the west coast to Coatzacoatzas on the east coast of Mexico. This new line of steamers will run direct to Europe.

The possibilities of trade with Mexico are prominently in the minds of shippers here this week, in more ways than one. Mr. A. W. Donly, Canadian trade commissioner to Mexico, has been visiting the coast cities this week. Many wholesale and other tradesmen called on him during his visit in Victoria and Vancouver, to discuss openings in the republic for trade. Mr. Donly has been resident in Mexico for many years though a native Canadian. He has filled his present official position for three years, and largely through his efforts trade with Canada has increased in that time from \$174,000 to \$1,050,000, and this year's returns will show a still greater percentage of increase.

Mr. Donly is arranging for trial shipments of B.C. apples to be sent to Mexico, and he is also of the opinion that a profitable trade in salmon and other products of B.C. could be worked up. In return the tropical fruit products, such as bananas, oranges and coconuts may be shipped here direct from Mexico. His opinion is that the Mexican oranges are much better quality than those of California and besides they ripen in September, which is three months ahead of the California fruit. He thinks also that potatoes could be shipped profitably.

General trade conditions continue very satisfactory in British Columbia. True the smelters have closed down in the Boundary district, entailing also the shutting down of the copper camps, but the prospects are that with a little better market for copper and a small readjustment of the wage scale, the mine and smelter owners may be able to see a profit in opening up the smelters again. Locally, business is very bright in anticipation of the Christmas trade which is now beginning to shape up.

Stocks are fairly adequate in all lines for present needs. In produce butter shows no signs of relenting, in fact, is the other way and the prospects are of a short supply later on. Present local quotations for local fresh dairy are 30c, local fresh creamery, 40c; eastern creamery, 32c. Fresh local eggs are scarce at 55c; the eastern case stock of best quality, 30c. Cheese is quoted at 16 and 16½c. Hams are in smaller supply at the present moment than bacon, and are quoted at 16 and 18c; bacon, 18½c.

Grocery stocks are well up to trade demands few changes showing. Flour remains firm at last quotations, \$7 and \$7.20 per barrel for standard brands, highest grades. Rolled oats are now quoted in 90 pounds, \$4; in 2 45's, \$4.10; in 10 7's, \$3.50. Oatmeal, \$4.10 in gunnies. Sugar quotations are: Granulated, \$4.85; extra C, \$4.65; fancy yellow, \$4.50; yellow, \$4.40; dark yellow, \$4.30.

The first Jap oranges of the season arrived this week and are quoted at 60c to the trade. They are much riper than usual for the first shipment, but yet have not the full flavor that more matured shipments attain. They are, however, superior to the extra early California oranges, which have been received. The process with the latter is said to be the advancing of the fruit in hot-houses, first plucking it perfectly green. As a result, naturally, the flavor and quality does not compare with the fruit matured naturally. Lemons continue to come down and now are \$6 to \$7. The new California oranges are \$4.50 per case. It is likely this quotation will drop soon. California grapes are being received much later in the season than usual. Some of the shipments are of splendid quality. They are quoted at \$2 and \$2.50 per crate. The Spanish grapes are in and are quoted at \$7.50 per barrel. Eastern cranberries, \$12.50 per barrel.

Vegetables show no changes. Potatoes remain high, Asherofts being quoted at \$26 per ton, locals at \$18 and \$20. Sweet potatoes are 3½c; Spanish onions, which are new, are 4c; ordinary onions, \$2.75, hot-house lettuce, \$1.25 per crate.

Holiday trade is very good indeed say the wholesale men, and the retailers as well, now that the season is well in its swing. Even the out-of-town business is expected to pick up now, because the principal cause of dullness, the closing down of smelters and mines in the

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Boundary district, is much ameliorated by the re-opening of the Granby mines and smelter. This puts a thousand men to work and will be followed by resumption of activities at the other Boundary smelters very soon. There is even talk of the Granby enlarging again, though its plant is now much the largest in the district. A compromise on the wage scale was made, reducing it slightly, and making it the same as a year ago.

* * *

This week the annual convention of the International Fruit Growers' Association is being held in Vancouver. The four northwestern States, Washington, Idaho, Oregon and Utah, and Province of British Columbia, are included in the membership of the association. A very comprehensive program is being discussed including papers on fruit, culture, packing, shipping, marketing, etc. The commercial side of the industry is receiving the chief attention because of the realization that in this feature lies the economic success of fruit-growing.

A very excellent display of packed fruits, chiefly apples, in commercial packages, forms a prominent feature of the convention. Several gold medals, valued at \$100; silver, valued at \$50, were competed for. The chief prize, for five boxes of commercial apples, a \$100 gold medal, went to a British Columbian J. C. Honsberger. The first prize for a single box of apples, another \$100 medal, went to A. I. Mason, of Hood River, Oregon, the variety being Yellow Newton. The Kelowna Fruit Growers' Exchange, of Kelowna, B.C., a prominent Okanagan district, secured the \$100 gold medal for the best general display of fruit.

A GLUT OF ORANGES.

Toronto Fruit Market Filled With Shipments From American Markets.

Judging from present appearances in the Toronto fruit market, it seems highly probable that cheap oranges will be the rule for the Christmas season. As yet the market has not taken a slump, but it has been weak and uneasy for some time and circumstances which have happened within the past week will, no doubt, have a very direct bearing on the situation.

American growers and shippers, having little confidence in their own financial institutions and general monetary conditions have been turning their attention to the Canadian markets. This has resulted in large shipments arriving regularly on the market in Toronto until at present there are between forty and fifty carloads of oranges lying in the railway yards. To make the situation critical, there is no active buying. Dealers are exceedingly cautious and don't care to touch oranges at present. Large arrivals have crowded all the available space in the fruit warehouses. Cases of oranges are in evidence in every direction. One heavy buyer says that he never remembers such a situation in the orange market. The retail business is not brisk but should improve as Christmas draws near. Even should the demand stiffen it will hardly be sufficient to clear out the enormous quantity of

oranges at present awaiting buyers. Accordingly, an easier orange market seems assured.

WHOLESALE IN FOR HOCKEY

Officers of League in Toronto Elected for Coming Season.

You never find these wholesale grocers far behind in anything, and now it's hockey. At an enthusiastic meeting of the wholesalers' hockey league, the third annual gathering of the kind, by the way, held in W. H. Millman's office on Monday evening, the organization was given new life for the present season.

When the honors of office were distributed, the following gentlemen were favored:

Hon. President—Col. Jno. I. Davidson.

Hon. Vice-President—R. S. McIndoe. 120 Church street.

President—W. H. Millman.

Patrons—H. P. Eckhardt, F. W. Humphrey, T. Kinnear, Sr., W. J. Lumbers, C. L. Marshall, W. A. Warren, J. F. Eby, J. Scott.

Vice-President—C. S. Morrow.

Secretary-Treasurer—Albert S. May, 120 Church street.

Official Referee—C. S. Morrow, (late of senior Argonauts).

The league this year will consist of three teams: Brokers, last year's champions; T. Kinnear & Co., and the Eby, Blain Co. The latter two expect to have very strong teams, having the option of choosing from the other wholesale houses. On paper it looks as though the Brokers will have to do some hard work to win again this year. The league have secured Varsity rink for Monday, Tuesday, Wednesday and Friday evenings of each week from nine to ten o'clock. The first game will be played on January 10th, when the Brokers meet T. Kinnear & Co. The schedule will likely be published in the next issue of The Grocer.

SOME QUESTIONABLE CHANGES.

Travelers' Association Up Against Peculiar Motions at Their Meeting This Week.

The annual meeting of the Dominion Commercial Travelers' Association will be held on Saturday evening, 14th December, in Montreal, and promises to be an interesting one owing to various notices of motions that are coming up at that time regarding changes in the constitution and by-laws.

The association is most flourishing in point of members, there being upwards of 6,000 active members on the roll.

The proposed change in the constitution is one requiring the most serious attention of every member, and we print in full the notices that are mentioned.

Notices of Motion.

By Samuel Woods.—To add new clause to Art. xii of our By-Laws to read as follows:

(a) "After a member has reached the age of sixty-five years and his mortuary benefit certificate has reached the maximum amount of \$1,200, the association if requested in writing by such member, shall keep him in good standing by charging his annual fee for membership

against his mortuary benefit, and upon the mortuary benefit maturing, all such charges with interest at 5 per cent. shall be deducted from the amount of his mortuary benefit and such member shall thereby become an associate member.

(b) "That the association may on approval of the directors advance to any member thereof who has attained the age of sixty-five years and whose mortuary benefit certificate has reached the sum of \$1,200, a sum or sums of money in such manner or time as they may decide, the total of which sum or sums shall not exceed six hundred dollars, and upon the maturity of the mortuary benefit of such member all such advances together with the annual fee of membership and interest at 5 per cent. per annum on all charges shall be deducted from the amount thereof, and such member shall thereby become an associate member."

By W. E. Dickson.—To amend Art. xii. of By-Laws by adding following clause:

"Any member whose mortuary certificate has reached the maximum sum of \$1,200, who does not pay his subscription as provided by Art. vi., shall have his certificate continued in force thereafter by this association, the amount of the mortuary certificate being reduced by the sum of \$25 for each year so unpaid, until the certificate is reduced to \$1,000, after which the mortuary benefit shall remain at that sum without further reduction, and the member be an associate member of the association."

Considering there are upwards of 200 members of 65 years of age and upwards, any reader will at once see the absolutely disastrous effect that would result if either of the motions were carried and became law.

The total capital of the association to-day is about \$300,000, and if the propositions contained in either of the motions were carried, and acted upon, there would be no capital left within the next ten years. Of all the 200 members of 65 years of age and upwards to-day, the probability is that most of them will be dead within that time, that is, based on the ordinary expectation of life at the age of 65, which is only 11 years.

Added to this it must immediately occur to any intelligent reader that the association is not an insurance company in any way whatever and, therefore, that members have no vested cash value in their mortuary benefits, so-called, hence the association would stultify themselves in advancing loans against an imaginary security that does not exist. If the mortuary benefits were covered by re-insurance with any life company it would alter the case but the annual income of the association, or rather the surplus, would not begin to cover the cost of this insurance.

It would be a matter of extreme regret if from want of observation of what is coming up, any such vote should be passed as the proposed one; however, it is just as well, perhaps, that the matter is being brought up as it will draw attention of members to the great danger that may result through neglect of proper understanding of this question. It seems to us a reconsideration of the whole mortuary question is in order.

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, Newfoundland and abroad.

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A BRIGHTER OUTLOOK.

The general feeling regarding business throughout Canada this week seems to be much more optimistic than for a month or so previous. People are ceasing to think and to talk about financial stringency and are beginning to plan for increased business in the new year. And for this the outlook almost everywhere seems much brighter. At least five of our correspondents in towns in Canada widely separated; namely, Vancouver, Winnipeg, London, Pembroke, Montreal refer pointedly this week to the more cheerful outlook taken by the heads of large local industries and business houses.

The serious trade depression which prevails in the United States and to a lesser extent in Europe has been reflected here. There is no doubt but that it has been generally felt. But it appears as if the trouble in Canada was only to be temporary.

What Canada has been chiefly suffering from is growing pains, due to the fact that its industrial development has been greater than its expansion of capital.

It is true that factories have closed down here and that wages have been reduced, but has this not been the result of a reflection of the situation across the border and to guard against any con-

tingency rather than from serious local trade depression?

Canada, with her magnificent resources, is enjoying a period of growth and prosperity which no economic factor can seriously disturb for any length of time.

OUR CHRISTMAS COMPETITIONS.

Indications point to the fact that grocers in all parts of Canada intend to take part in the Christmas contests which have been arranged by this paper. We have had several inquiries regarding the Window-Dressing Contest and the fact that this year competitors are divided into two classes seems to be arousing a new interest among our subscribers in the smaller towns. The contest for the best Christmas advertisement should be entered by every grocer who advertises. It costs nothing and should prove of a good ideal of benefit. Further particulars regarding these contests will be found on page 26 of this issue.

PREFERRED CANADIAN CHEQUE.

Six months ago one risked a scowl if a Canadian half dollar were tendered a street car conductor in payment of carfare on a New York City tram car, if, indeed, the money were accepted at all. As an illustration of the revulsion in feeling, it is interesting to read the following lines, which appeared on the invoice of a large New York house doing business with Canadian merchants: "Canadian cheque preferred to New York funds in payment of this bill."

Surely this is overpowering evidence of the faith of American business men in the Canadian banking system. And talk of pocketing national pride! The bill was made out to a Montreal wholesale grocer and was dated November 30th.

MAYOR ASHDOWN'S RE-ELECTION

The service business men can render in public life has been emphasized this week by the re-election of Mayor J. H. Ashdown by acclamation by the citizens of Winnipeg.

One year ago municipal politics in the western metropolis were controlled by a small minded and incapable set of men and their reckless administration was bringing the credit of the city into disrepute. The business men of the city awoke to their responsibility and organized to secure the election of responsible and capable men with business experience.

A canvass of the city resulted in the unanimous decision to offer the nomination to J. H. Ashdown, who has a successful business career of nearly forty years in Winnipeg.

After some hesitation, Mr. Ashdown accepted the responsibility of undertaking the work of establishing the city's credit in the financial world. The old ring nominated one of their number in opposition, but the voters buried him 5,000 votes deep.

Mayor Ashdown applied himself to the labor of his position and the results secured go much to show that one strong man can do something against the strongest opposition. All through the year he took an active part in the government of the municipality, the crisis coming this fall, when he had the courage to veto the power by-law after its passage by the city council. He severely criticized the power engineer and refused to commit the city to large expenditures on the latter's recommendation. For this he was threatened with defeat for re-election.

The result was shown by last week's elections. Mayor Ashdown has triumphed and has been honored with re-election without opposition, a signal tribute to his administrative capabilities and an endorsement of the strong stand he has taken on various matters.

The success of Winnipeg business men in carrying their point and in rescuing the municipal government from incapables should encourage business men in other cities to take similar action. Too often the pessimistic view is taken that "one man cannot do anything," and it is contended that the business men should look after their own affairs. Mayor Ashdown's re-election should discourage these views and encourage business men generally to accept the responsibilities of public life for which their business training has prepared them.

ANOTHER HAPPY TRAVELER.

B. E. Miller, of Red Rose Tea, has been and gone and done it. On Tuesday, Nov. 26th, he made a longer call than usual at Cannington and came away a benedict. Mrs. Miller was formerly Miss Minnie Mae Smith, a prominent young lady of this town. The happy couple left for a honeymoon trip to several of the United States cities, but returned last week and are now at home on Dufferin St., Toronto. The Grocer offers heartiest congratulations.

The annual meeting of the Montreal Wholesale Grocers' Guild will be held in Montreal, Thursday, Dec. 19.

QU
POINTE
Beans—
Butter—
Eggs—

During interview brokerag out just selling g things a the volu holidays. ed of D firms ex quite s There is money n ing of s say that isfactori the writ confirme ments w Some s: good as but they ing wha retailers the mor holidays much in said to lesser e: Sugar likely Canned There is while de brisk as no douk continue fruits a scarce s have be Beans a trian t shown t been so cheese s Whole they ca ly as I but so instanc ary ma been u are doi SUG/ ed stea all grae is no i in price Granulate

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Markets and Market Notes

QUEBEC MARKETS

POINTERS—

- Beans—Easier.
- Butter—Easier.
- Eggs—Declined 1c.

Montreal, December 12, 1907.

During the week The Grocer has been interviewing the wholesale, retail and brokerage trade with a view to finding out just how business was with those selling groceries. It was found that things are decidedly good in respect to the volume of orders coming in for the holidays. November and what has passed of December have been for most firms excellent months, and they are quite satisfied with their turnover. There is a divergence of opinion on money matters. Numbers are complaining of slow collections while the rest say that money is coming in very satisfactorily. Some cheques were shown the writer by one firm which certainly confirmed their statement that payments were never better in their case. Some say that collections are not as good as they might be at the moment, but they cannot expect better, considering what a busy season this is for the retailers, but they are quite sure that the money will be received after the holidays and they are not worrying much in the meantime. The banks are said to be loosening up to a greater or lesser extent.

Sugars are steady, with prices unlikely to change in the near future. Canned goods are moving fairly well. There is a fair movement in molasses, while demand for syrups is not quite so brisk as usually it is in December, due no doubt to weather conditions. Teas continue firm and scarce as ever. Dried fruits are in good demand. Currants are scarce and prices rule firm. Deliveries have been slow but are improving. Beans are easier this week. Some Austrian and Hungarian beans have been shown to the trade, but they have not been sold in quantity yet. Butter and cheese are easier.

Wholesalers are doing the very best they can to make deliveries as promptly as possible to their retail friends, but so late have been crops in some instances and shipments from the primary markets, that they have really been unable to do better than they are doing.

SUGAR—The sugar market is reported steady, with a very good demand for all grades, considering the season. There is no immediate prospect of a change in prices.

| | |
|----------------------------|--------|
| Granulated, bbls | \$4 30 |
| " 1-bbls | 4 45 |
| " bags | 4 25 |
| Paris lump, boxes, 100 lbs | 5 15 |
| " " 50 lbs | 5 25 |
| " " 25 lbs | 5 45 |
| Extra ground, bbls | 4 70 |
| " " 50-lb. boxes | 4 90 |
| " " 25-lb. boxes | 5 10 |
| Powdered, bbls | 4 50 |
| " " 50-lb. boxes | 4 70 |
| Phoenix | 4 25 |
| Bright coffee | 4 20 |
| No. 2 yellow | 4 10 |
| No. 3 " | 4 00 |
| No. 1 " bbls | 3 90 |
| No. 1 " bags | 3 85 |

SYRUPS AND MOLASSES—Present weather is not such as encourages the sale of syrups, but there is nevertheless a very satisfactory business being done in the various grades. Molasses keeps moving steadily.

| | | |
|----------------------------------|------|------|
| Barbadoes, in puncheons | 0 27 | 0 32 |
| " in barrels | 0 31 | 0 33 |
| " in half-barrels | 0 34 | 0 34 |
| " fancy | 0 32 | 0 33 |
| " extra fancy | 0 35 | 0 35 |
| New Orleans | 0 22 | 0 35 |
| Antigua | 0 30 | 0 30 |
| Porto Rico | 0 40 | 0 40 |
| Coon syrups, bbls | 0 03 | 0 03 |
| " 1-bbls | 0 03 | 0 03 |
| " 2-bbls | 1 75 | 1 75 |
| " 3-lb pails | 1 25 | 1 25 |
| Cases, 2 lb tins, 2 doz per case | 2 40 | 2 40 |
| " 5-lb. " 1 doz. | 2 75 | 2 75 |
| " 10-lb. " 1 doz. | 2 65 | 2 65 |
| " 20-lb. " 1 doz. | 2 60 | 2 60 |

TEA—Business at present being transacted does not amount to a great deal. Many tea brokers have not the tea to sell, and consequently cannot go very far in search of orders. In most cases the range offered is limited. Prices continue very firm, with little likelihood of easier feeling.

| | | |
|---|------|------|
| Choicest | 0 38 | 0 45 |
| Choi e | 0 32 | 0 37 |
| Japans—Fine | 0 27 | 0 32 |
| " Medium | 0 22 | 0 25 |
| " 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 17 | 0 20 |
| India—Pekoe Souchongs | 0 16 | 0 18 |
| Ceylon green—Young Hysons | 0 19 | 0 25 |
| " Hysons | 0 18 | 0 20 |
| " Gunpowders | 0 17 | 0 25 |
| China greens—Punguey gunpowder, low grade | 0 12 | 0 16 |
| " " pra leaf | 0 19 | 0 27 |
| " " pinhead | 0 30 | 0 45 |

COFFEES—Jobbers report a good demand for coffees, values for which have not changed locally since last report.

| | | |
|-----------|------|------|
| Jamaica | 0 12 | 0 20 |
| Java | 0 18 | 0 30 |
| Mocha | 0 19 | 0 25 |
| Rio No. 7 | 0 8 | 0 09 |
| Santos | 0 09 | 0 11 |
| Macao | 0 11 | 0 13 |

Roasted and ground 20 per cent. additional

FOREIGN DRIED FRUITS AND NUTS—Dried fruit men are endeavoring to make deliveries of the various lines which they sold to their jobbing customers, but their progress is rendered slow because of the congested condition of the railways. The retailer in turn is feeling the delay, as his wholesaler, not having the goods, cannot ship him his order. However, matters are straightening out, and better deliveries are even now being made. Currants are pretty scarce here, while the New York market is almost bare, with no steamer due before December 15. The Grecian market is reported a little firmer, but this is due more to the difference in the exchange than any actual increased value in the currants. Valencia raisins are being offered by New York houses still at about 1/3 below the import cost. In consequence of their offers the market is rather demoralized. Summarizing, it may be said that there is a good Christmas demand for all dried fruits and nuts, with deliveries slow but improving.

| | | |
|-----------------------------------|------|------|
| Currants— | | |
| Filiatras, uncleaned, barrels | 0 06 | 0 06 |
| Fine Filiatras, per lb., in cases | 0 06 | 0 06 |
| " " cleaned | 0 06 | 0 07 |
| " " in 1-lb cartons | 0 07 | 0 07 |
| Finest Vostizzas | 0 03 | 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 15 | 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 10 |
| Three crown | 0 08 | 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 07 | 0 07 |
| Dates— | | |
| Hallowees per lb | 0 05 | 0 05 |
| Sairs per lb. | 0 04 | 0 04 |
| Packages | 0 06 | 0 06 |

| | | |
|-------------------------------|------|------|
| California Evaporated Fruits— | | |
| Apricots, per lb. | 0 30 | 0 30 |
| Peaches, " | 0 18 | 0 18 |
| Pears, " | 0 16 | 0 16 |

| | | |
|--|------|------|
| Malaga Raisins— | | |
| London layers | 2 25 | 2 25 |
| " Connoisseur Clusters | 3 00 | 3 00 |
| " " 1/2-box | 1 07 | 1 07 |
| " Royal Buckingham Clusters, 1/2-boxes | 1 37 | 1 37 |
| " " boxes | 4 50 | 4 50 |
| " Excelsior Window Clusters | 5 50 | 5 50 |
| " " 2 1/2 | 1 50 | 1 50 |

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

| | | |
|------------------------------------|------|------|
| Prunes— | | |
| Oregon prunes 25-lb. boxes, 32-40s | 0 11 | 0 11 |
| " " " 40-5 s | 0 10 | 0 10 |
| " " " 5-8 s | 0 09 | 0 09 |
| " " " 60-70s | 0 09 | 0 09 |
| " " " 0-0s | 0 08 | 0 08 |
| " " " 90-100s | 0 08 | 0 08 |

SPICES—Wholesale grocers report a brisk trade in spices owing to the holidays, but this is nearly over now and demand is noticeably less in many lines. Manufacturers are quite busy on all kinds of spices.

| | | |
|-----------------|------|------|
| Peppers, black | 0 16 | 0 20 |
| " white | 0 2 | 0 30 |
| Ginger, whole | 0 16 | 0 0 |
| " Cuchin | 0 17 | 0 20 |
| Clives, whole | 0 20 | 0 30 |
| Cream of tartar | 0 25 | 0 32 |
| Allspice | 0 12 | 0 18 |
| Nutmegs | 0 30 | 0 55 |

RICE AND TAPIOCA—Rice is unchanged. The market for tapioca is featureless, with sales limited.

| | | |
|-----------------------------------|------|------|
| B rice in 10 bag lots | 3 10 | 3 10 |
| R rice, less than 10 bags | 3 20 | 3 20 |
| C Rice in 10 bag lots | 3 00 | 3 00 |
| C C rice in less than 10 bag lots | 3 10 | 3 10 |
| Tapioca medium pearl | 0 04 | 0 07 |

BEANS—A weaker tendency is noticeable in the bean market, and it will be noticed prices are lower. Some further samples of Hungarian and Austrian beans are being shown the trade here, and prices are being given. Interest is not particularly strong in these lines so far. Peas are firm, lots arriving serving but to supply the current demand.

| | | |
|-------------------------------|------|------|
| Choice prime beans | 1 90 | 2 00 |
| Soup pea, whole, bag 2 bushel | 2 4 | 2 45 |

EVAPORATED APPLES—Demand for evaporated apples is fair at 10c., the price not having changed during the past week.

| | | |
|-------------------|------|------|
| Evaporated apples | 0 10 | 0 10 |
|-------------------|------|------|

MAPLE PRODUCTS—Beauce County maple sugar is exceedingly scarce, in fact is practically unobtainable. Pure maple syrup is also in slight supply, and quotations are nominal.

| | | |
|--------------------------------|------|------|
| Pure maple syrup, bulk, per lb | 0 07 | 0 08 |
| Compound maple syrup, per lb. | 0 04 | 0 05 |
| Pure Townships sugar, per lb | 0 08 | 0 09 |

CANNED GOODS

MONTREAL—Jobbers report a very good demand for canned fruits and a fair call for canned vegetables. Canned fish are moving out in fair-sized quantities. Sardines, which are very scarce, are selling freely.

TORONTO—Business is very dull here and no sales of any importance are noted. In reference to the report last week that retailers were not able to get their full orders, a local broker to-day said that most of the retailers who were in

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this position were rather glad their early orders had not been entirely filled, for with the advance in price this year indications pointed to considerably less of this class of goods being sold.

ONTARIO MARKETS.

POINTERS—

- Sugar—Steady.
- Teas—Advancing.
- Oranges—Will decline.
- Collections—Stiffer.

Toronto, Dec. 12, 1907.

The quietness reported in wholesale grocery markets last week seems to have become confirmed since that report. Wholesalers generally say that business is dull. The distinctly Christmas business, that is in luxuries, such as fine fruits and nuts, has not fallen off this year and is even better than formerly, but staple business has undoubtedly gone off materially the last two weeks. This is to some extent the result of the fact that retailers are just now kept busy with Christmas business and are not bothering their heads about buying, but, nevertheless, there is an under-tone of pessimism among the brokers and wholesalers more pronounced than at any time recently. They report collections as somewhat stiffer and renewals a little more frequent.

TEAS—Local business is dull, with prices on lower grades still advancing. There seems no prospect of relief in the situation before June. Gow, Wilson & Stanton's weekly circular, dated Nov. 29th, in reviewing the general situation, says:

"Foreign and colonial markets took nearly twelve million pounds more Indian and Ceylon tea during the first nine months of this year than during the corresponding period of 1906. This progress is remarkable, and is even more striking when compared with the quantity taken in 1905, the excess over the same period in that year being twenty-eight million pounds. In view of the potentialities of these external markets and the increase in home consumption, there appears no reason for pressing sales between now and the end of the year, a period in which buyers are unlikely to wish to increase their stocks, especially with the present high bank rate; indeed, it would materially strengthen the position if sellers would refrain from cataloguing tea between Christmas and the first Monday in the New Year."

COFFEE—Prices quoted by local wholesalers are steady, though an advance of about 2c has been made during the last three months. In the primary markets interest centres about the light crop movement in Brazil, it being estimated that the total will be less than 10,000,000 bags. The visible supply during November shows an increase of only 20,000 bags, as compared with over 600,000 bags gain for the same month of 1906. A bullish sentiment exists here on the situation, though Europe shows a disposition to depress prices by selling the far options. In Havre a bear clique is said to be active, the report being employed as an argument for low prices that Brazil is selling because it lacks confidence in the situation. Santos has been selling, it is admitted, but at prices so far above New York and Europe as to probably

make hedge sales on the exchanges against purchases of such coffee an unprofitable operation.

SUGAR—The local market has not as yet shown any sympathy with European markets, which have been wavering fitfully during the week. Latest reports show an advance on beet sugar in the London market during December from 1½d to 3s 6d.

Reports on the world's visible supply show the total stock of Europe and America, 1,633,238 tons, against 1,606,971 tons last year at the same uneven dates. The increase of stock is 26,267 tons, against an increase of 11,859 tons last week. Total stocks and floats together show a visible supply of 1,708,238 tons, against 1,716,971 tons last year, or a decrease of 8,713 tons.

| | |
|---|------|
| Paris lumps, in 50-lb. boxes | 5 25 |
| " " in 100-lb. " | 5 25 |
| St. Lawrence granulated, barrels | 4 40 |
| Redpath's granulated | 4 40 |
| Acadia granulated | 4 35 |
| Berlin granulated | 4 30 |
| Phoenix | 4 35 |
| Bright coffee | 4 30 |
| No. 3 yellow | 4 20 |
| No. 1 | 4 15 |
| No. 1 | 4 00 |
| Granulated and yellow, 100-lb. bags 5c. less than bbls. | |

SYRUPS—Business is reported a little brisker this week, with the closing down of colder weather. Prices are unchanged.

| | |
|------------------------|-----------|
| Syrups— | |
| Dark | 0 33 0 36 |
| Medium | 0 33 0 36 |
| Bright | 0 38 |
| Molasses— | |
| New Orleans, medium | 0 30 0 35 |
| " " bbls. | 0 30 0 35 |
| Barbadoes, extra fancy | 0 40 0 50 |
| Porto Rico | 0 45 0 60 |
| West Indian | 0 30 0 35 |

DRIED FRUITS—Distinctly Christmas business is generally satisfactory, but retailers seem to be well filled up with staple lines. It is noted that even among the larger buyers the practice is to cut orders down to the smallest quantities consistent with actual needs. This results in much re-ordering, as the buyer who takes a small quantity today is compelled to come back tomorrow. It gives the seller a good deal of extra work and produces an appearance of activity which the actual results in volume of business accomplished hardly warrant.

Currants are selling to a moderate extent in small lots. Dates are fairly active on small orders and there is a good jobbing demand for citron and peel.

| | |
|----------------------------|------|
| 2 lb. tins, 2 doz. in case | 2 40 |
| 5 " " 1 " " " | 2 75 |
| 10 " " 1 " " " | 2 65 |
| 20 " " 1 " " " | 2 60 |

| | |
|----------------------|-------|
| Barrels | 0 03½ |
| Half Barrels | 0 03½ |
| Quarter " | 0 02½ |
| Pails, 35½ lbs. each | 1 75 |
| " 25 " | 1 25 |
| Maple syrup— | |
| Gallons, 6 to case | 4 80 |
| " 12 " " | 5 1½ |
| Quarts, 24 " | 5 40 |
| Pints, 24 " | 2 90 |

| | |
|----------------------|---------------------------|
| Prunes, Santa Clara— | |
| 100-120s | 0 06 |
| 90-100s, 50-lb boxes | 0 36½ 70-80s " |
| 80-90s | 0 06½ 60-70s, 50-lb boxes |

Note—25 lb. boxes ½c. higher than 50 lb.

| | |
|----------------------------|-------------------|
| Candied and Drained Peels— | |
| Lemon | 0 11 0 11½ Citron |
| Orange | 0 11 0 12 |
| Peaches | 0 18 0 20 |

| | |
|----------------|-------------|
| Figs— | |
| Elmes, per lb. | 0 08 0 15 |
| Tapetas | 0 03½ 0 03½ |
| Bag Figs | 0 04½ 0 05 |

| | |
|----------------------|------------|
| Currants— | |
| Fine Filistras | 0 07 0 07½ |
| Filistras | 0 06 0 06½ |
| Uncleaned, ½c. less. | |
| Vostizas | 0 09 0 09½ |

| | |
|-----------------------------|------------|
| Raisins— | |
| Sultans | 0 10 0 11 |
| " Fancy | 0 11 0 12½ |
| " Extra fancy | 0 14 0 15 |
| Valencias, new | 0 06½ 0 07 |
| Seeded, 1-lb packets, fancy | 0 12 |
| " 16 oz. packets, choice | 0 11½ |
| " 12 oz. " | 0 09 |
| Dates— | |
| Hallowes | 0 05 0 05½ |
| Sais | 0 04 |
| Fards choice | 0 08 0 09 |
| " choice | 0 08½ |

NUTS—Local demand is good for holiday trade. A cable from Marseilles yesterday reported the market firmer on almonds and stocks of grenobles about exhausted.

| | |
|-----------------------------|-------------|
| Almonds, Tarragona, per lb. | 0 13½ |
| " Formigetta | 0 13½ 0 15 |
| " shelled Valencias | 0 22 0 25 |
| Walnuts, Grenoble | 0 12½ 0 13½ |
| " Bordeaux | 0 10½ 0 11 |
| " shelled | 0 27 0 28 |
| Filberts, per lb. | 0 11 |

SPICES—Business is dull with prices unchanged. Advices from primary markets tell of wavering prices in cocoa but nothing definite has yet occurred.

| | |
|------------------------------|-----------|
| Peppers, blk | 0 16 0 30 |
| " white | 0 25 0 30 |
| Ginger | 0 18 0 35 |
| Cinnamon | 0 30 0 35 |
| Nutmeg | 0 30 0 75 |
| Cloves, whole | 0 30 0 50 |
| Cream of tartar | 0 22 0 25 |
| Allspice | 0 17 0 18 |
| " whole | 0 17 0 20 |
| Mace | 0 15 0 20 |
| Mixed pickling spices, whole | 0 20 0 60 |
| Cassia, whole | 0 20 0 60 |
| " ground | 0 25 0 50 |

RICE AND TAPIOCA—Prices are firm without change and will probably continue so until new shipments have been received, which will not be until the new year.

| | |
|-----------------------|-------------|
| Rice, stand. B. | 0 03½ 0 03½ |
| Rangoon | 0 03½ 0 03½ |
| Patna | 0 35 0 35 |
| Japan | 0 05½ 0 06½ |
| Java | 0 06 0 07 |
| Sago | 0 05 0 06 |
| Seed tapioca | 0 07½ 0 07½ |
| Carolina rice | 0 10 |
| Tapioca, medium pearl | 0 07 |

BEANS—Business is dull with an easier tone in the market. Prices are unchanged.

| | |
|------------------------------|-----------|
| Beans, hand picked, per bush | 1 90 2 00 |
| " prime No. 1 | 1 80 1 90 |
| " Lima, per lb | 0 07 |

EVAPORATED APPLES—Business is quieter since the close of navigation at last week's price.

| | |
|-------------------|-----------|
| Evaporated apples | 0 08 0 09 |
|-------------------|-----------|

In their ad. elsewhere in this issue Laporte, Martin & Co., Montreal, are offering good values in dried fruits of all kinds. They are also giving the retail grocers an opportunity of buying some fine liquors, including Sherry wines of Diez Hermanos de Jerez de la Frontera, Spain, which are sold for that firm by these Montreal wholesalers. Doubtless many grocers will take advantage of their offers for holiday trade.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 noon Thursday, Dec. 12, 1907.)

Holiday business is reported very active, the forebodings of the pessimists who prophesied dull Christmas trade not having been realized. Retail business in city and country is better than was expected.

Foreign dried fruits are the centre of interest at present, owing to the

weakening decline in some more guarantee retailers prices often wor

CANNED vegetables this week Libby's to 30 per

Blueberries, 2 Cherries New 2's, red pit Currants New 2's, red, he 2's black

Gooseberries 1 2's, heavy Lawton berries 2's heavy s

Peaches— 2's yellow 3's "

Pears— 2's F.B. 3's, 2's Bartlett 3's 2's Globe,

Plums— 2's Damsco 2's Lomba 2's Greeng

Raspberries— 2's red, lig 2's black, l Pineapples, w

" al 2's strawberries (Raspberry J 12-oz. bott 1-lb. 44-oz. 5-lb. tins, 7-lb. "

Beans (new) p golden wa refugee, " crystal " red kidr lima,

Corn— 2's

Tomatoes ... Peas (new) pe (No. 4) 2's (No. 3) 2's (No. 2) 2's (No. 1) 2's

Succotash— 2's

Beets— whole, sliced, whole, 3-l sliced,

Spinach— 2's, per do 3's "

Asparagus, pe

Tomatoes— per case Beans, golden " refuge

Clark's 1 lb., 1 " 2 " 1 " 1 " 1 " 1 " 1 " 1 " 1 "

Soups, per do Canned chick turke " chick turke duck

Corned beef

Roast beef " 1 " 1 "

Potted meats Veal loaf 1 lb Ham loaf 1 lb

Chicken loaf " 1 lb Lunch tongue

THE SITUATION IN THE WEST

The Grocer's Correspondent in Winnipeg Writes Entertainingly of Local Conditions—Payments Better and Market Generally Steadier.

With the close of November and the first week of December comes the pleasant news that payments of all kinds have been much more promptly and fully met than had been anticipated. Loan companies, in particular, report the payment of both interest and principal, and even in cases where notice of foreclosure had been given, it is rarely that it has been necessary to carry it into effect. Real estate firms with long lists of second and third payments falling due in November and first week of December make the same satisfactory announcement.

Wholesale houses report collections improving. It may be that this improvement in collections will not be carried past the new year, as many pessimists are fond of predicting, but in as much as the same pessimists predicted that less than half of the November paper would be met, they may be no more correct as to conditions later in the year.

The wheat market has been fairly steady all week and increasingly strong in tone, although during the latter part of the week British demand has not been so active, the British miller evidently hanging back for the results of the Argentine crop, where harvest is just about to commence. Demand from Buffalo, however, has been very active and a number of cargoes have been shipped during the week to that port.

The extremely fine weather has been a material help to the rapid movement from the head of the lakes, and it was hoped that it would be possible to extend the shipping season up to the 10th or 12th of the month, but the underwriters have absolutely refused to extend hull insurance beyond the 8th, so that all boats must have cleared from Fort William and Port Arthur before noon on Sunday. The loadings for the week must have run pretty well up to three quarters of a million daily.

One of the matters that has occasioned much discussion in the West this week was the report of F. A. Dillinger to the Railway Commission on the condition of the Canadian Pacific. While the arraignment of the railway was rather severe a careful reading of the report shows that whatever may be the sins of the road, they are not wholly to blame for car shortage. Western merchants are notorious for their slowness in unloading freight and more than once it has happened that when deputations of wholesale men have waited on the railway complaining of car shortage and their loss because the farmer could not move his wheat the very members of the deputation had had cars in the Winnipeg yards for six weeks unloaded. The clause of the report, however, which will be most frequently discussed in the West in the next three months is Mr. Dillinger's sug-

gestion that the grain act be amended in the matter of the car distribution clause. This clause has been a special stock in trade of the agitators at meetings of the Grain Growers' Association. It has been lauded to the skies as protecting the farmers' interests when as a matter of fact it has lost the farmers millions of money, for it has been the sole cause of the enormous spread between street and track prices that has existed in the past three years and which has reached its most acute stage this year, when the keeping qualities of the low grade wheats has been so uncertain as to make the elevator men very chary of paying a high price for what may spoil in their bins before spring.

Any system which allows cars in equal proportions to the farmer who requires 24 hours to load as it does to the elevator which requires 30 minutes to load is, on the face of it, unjust and absurd. Mr. Dillinger's suggestion that cars be delivered to the loading platforms as many as they can load in 24 hours and then the remainder of cars received be distributed among the elevators in proportion to the number of bushels of grain they have in for immediate shipment is a very sane solution of the difficulty. It is right the farmers should have a check on the elevators and at the same time it is only just that the elevators which, after all, form the small farmer's market, should not be so seriously handicapped in the matter of cars.

There is no doubt that money has eased up, so far as export wheat is concerned, during the past few days. Lines of credit to many houses have been extended and the situation shows more elasticity than it has done at any time since the New York panic.

It is many years since the civic elections in Winnipeg have occasioned so much interest as they have during this year. The re-election of Mayor Ashdown by acclamation is the tangible proof that the city wants men who, while maintaining her credit abroad, will exercise due and reasonable economy at home and will not rush into new liabilities during the present financial strain. Mayor Ashdown's election has brought out an excellent quintette of business men to run for aldermen and the outlook is for a council and board of control for 1908 that will work in harmony and look well to the outgoings of the city.

This is not only a matter of vital importance to Winnipeg but it is of importance by way of example to every small town in the West where the ease with which money has been obtainable in recent years has had a tendency to tempt them to rush into unnecessary municipal liabilities that in future years may prove a serious handicap.—H.

WESTERN TRAVELERS MEET.

Election of Officers and Annual Meeting of Association at London.

The annual meeting of the Western Ontario Commercial Travelers' Association was held in London on Saturday last. President C. W. Nicholls, of A. M. Smith & Co., in his annual address, said the past year had been the most successful in the association's history. He did not believe the present financial stringency was anything more than temporary. The following officers were elected: President, John T. Green; 1st vice-president, R. E. Davis; 2nd vice-president, Donald Ferguson; 3rd vice-president, John Lennox, Hamilton, (re-elected); treasurer, C. Underwood, of London, (D. S. Perrin & Co.), (re-elected); secretary, Alf. Robinson, London, (re-elected).

The annual report of the association showed record results in nearly all respects, viz.: The largest total membership of nearly 2,500, an increase over last year of about 200; a new membership of about 500, and an addition to the reserve fund of \$17,757.78. This is the largest amount added to the reserve in any year. The death claims accruing had been more numerous than usual, but had still been within the expectancy of the association, and after the payment of all these in full, amounting to \$9,455, the reserve fund had been augmented to \$158,306.22.

The financial statement was most satisfactory.

R. M. A. CONVENTION.

The third annual convention of the Retail Merchants' Association of Canada was held in Montreal the latter part of last week and was a most successful one. Various questions of interest to the retail trade of the country generally were brought up and discussed by the delegates present from various centres. Some resolutions were adopted which are likely to do some good if the Government takes heed of them. A couple passed were:

"That we again place ourselves on record as being strenuously opposed to the introduction of a measure to give co-operative societies special privileges, and that we use every effort to defeat any such legislation from being placed on the statute books of the Dominion."

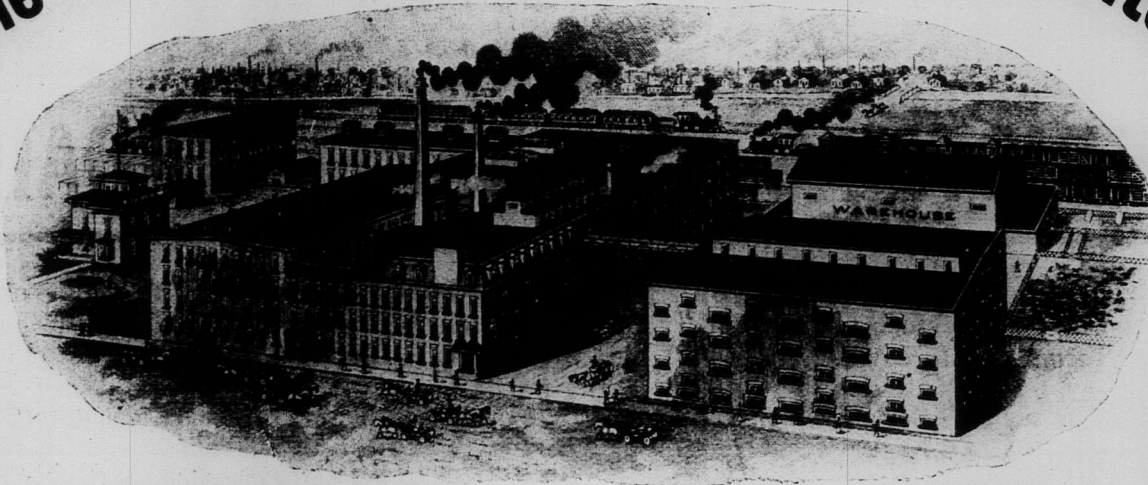
"That the time has arrived for the Dominion Government to enact and enforce a rigorous law to protect the public from impure and harmful foods and drugs and to deal with misleading or untruthful designating names or statement of composition; to prohibit the manufacture or sale of any such articles, and to prohibit the manufacture or sale of any compounds purporting to lead the consumer to the belief that they are pure and wholesome articles of food or medicine; that the Government be petitioned to establish standards of quality for all spices, condiments, vinegars, baking powders, canned or preserved meats, vegetables or other foods, and medicines sold under proprietary or trade names, and to otherwise enforce the intention of the Food and Drug Act; and that this resolution be placed before the Dominion Government."

MISCELLANEOUS.

WRITE or phone J. Howell James before fitting up your new store or making alterations; all work given my personal attention. 333 Lippincott street, Toronto. Phone N. 4443. (52)

The INGERSOLL PACKING COMPANY, Limited

BEAVER BRAND HAMS AND BACON



"CANADA APPROVED"

At no other time in the year are people so particular in regard to their purchases as at the approaching festive season. The choicest and best of everything, even in a limited quantity, is chosen for the Christmas board.

INGERSOLL PRODUCTS represent the **TOP NOTCH** quality in Hams and Bacon as well as every other line manufactured by us. Don't miss stocking the **"BRAND THAT'S IN DEMAND."** Order **NOW** a few **SPECIAL BEAVER HAMS, ENGLISH BREAKFAST BACON** and **INGERSOLL CREAM CHEESE IN BLOCKS**, the latter the best selling package of cheese ever offered for sale. Our travellers are with you, or by letter direct to

The INGERSOLL PACKING CO., Limited

PORK PACKERS

INGERSOLL

ONTARIO

CANADA



KEEP IN A COOL PLACE

INGERSOLL CREAM CHEESE

IS ALWAYS SOFT IN TEXTURE DISTINCT IN FLAVOR AND EVERY PARTICLE CAN BE CONSUMED

AVOID IMITATIONS

REGISTERED TRADE MARK

IS OF THAT CREAMY CONSISTENCY WHICH IS SO PLEASING TO THE TASTE.

ASK FOR AND INSIST ON GETTING THE ORIGINAL

INGERSOLL CREAM CHEESE





CHRISTMAS BEVERAGE BARGAINS

Here we are again offering **you** a few **real Tea Specialties** in order to reduce our large importations before stock-taking January 1st, 1908, at our regular terms 3%, 30 days, or 3 months F.O.B. Toronto. Moreover, we will bill these if you wish, as January 1st, 1908, and ship **now**.

| | | | |
|---|----------|---------------------------------|-------------|
| 60 pkgs. 50 lb. each O.P. Ceylon or Indian (Finest) | 30cts. | 136 pkgs. Travencore, Pekoe | 17 1/2 cts. |
| 135 " O.P. " | 25 " | 140 " Japan Fannings | 13 " |
| 240 " O.P. " | 22 " | 220 Half-Chests, Japan | 18 1/2 " |
| 300 " O.P. " | 18 " | 32 Hf-Chests, Y.H. extra firsts | 25 " |
| 333 " P. " | 17 1/2 " | 100 pkgs. Young Hysons, 3rds. | 16 " |
| 490 " P.S. " | 17 " | 25 Half-Chests, Congou | 16 " |

"Melagama" Luxury Tea

To make sure you have in stock some of our high grade "Melagama Tea," that is sure to satisfy the most critical **Tea Drinkers**, we offer you the following four blends:—

| | | | |
|-----------------------------|--------|------------------|---------|
| Gold Label "Melagama" Tea | \$1.00 | Wholesale Price, | 70 cts. |
| Purple Label "Melagama" Tea | 80c. | " " | 55 cts. |
| Yellow Label "Melagama" Tea | 60c. | " " | 40 cts. |
| Blue Label "Melagama" Tea | 50c. | " " | 35 cts. |

at 10% off the above regular prices. All other grades at prices as cheap as the cheapest. See last page of this issue for schedule of prices, all delivered Net 30 days. We will also include one dozen **Account Books**, size 8 x 12 free of charge with each "Melagama" order.

See our Travellers, Write, Telegraph or Telephone Main 353 at our expense. Samples cheerfully forwarded. **Order early to avoid disappointment.**

Wishing one and all of our numerous customers and friends A Merry Xmas and A Happy New Year.

MINTO BROS.

Importers and Blenders
TORONTO

Some Coffees may be good to-day but poor to-morrow.

It is the Even quality of our brands that has built up a reputation for us and will do the same for you.

The Importers, CHASE & SANBORN MONTREAL

It pays to have proper connections in

The West

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

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

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne Avenue East WINNIPEG, MAN.

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

“Young-Tom” Wshing 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

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

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MONTREAL TORONTO WINNIPEG

The Superior Quality
of our
Mild Cured Hams
Boneless Breakfast Bacon
Skinned Smoked Backs

meets the most exacting require-
ments of your customers.

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

Christmas
and **New Year**

Orders should be sent in to us as soon as possible in order to insure delivery of goods for Holiday trade. Send them to us now either by mail, wire or phone.

Hams, Smoked and Cooked English Breakfast Bacon. Farm made Lard. Home made Sausages. Old English Mince Meat. Colored, White, Twin and Stilton Cheese, both imported and Canadian.

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



CORONA BRAND

HAM AND BACON

leads the world in flavor. The grocer who handles Corona Brand is sure of the worth-while trade, the trade which wants the best and is willing to pay for it.

We have no retail stores.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

The Government Inspects

Ryan Brand provisions, and always finds it the very acme of perfection. Even if the Government didn't inspect it, we should nevertheless make

"RYAN" BRAND

the very acme of perfection, because, for one thing anyway, it pays to do so. We are after the high-class trade through the high-class grocer.

The profits are A1.
Why not write us ?

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

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

An even better feeling is noticeable in the cheese market this week. The firmer tone has resulted in a bettering of conditions all round. The better state of affairs is due largely to increased demand from the other side, and to the lightness of stocks held locally.

It is generally admitted that holdings are considerably below what they were a year ago, some placing the difference at 100,000 boxes. It is beyond doubt that holdings are anything but large, and the best part of the stock appears to be in the hands of strong men. During the middle of this week there was a particularly good movement for export, and but little of this is supposed to be held on English account. Consequently the shipments which have been made through St. John and Portland must be the result of sales at present figures.

Dealers are turning over current receipts at figures running between 12c and 12½c. There is hardly any cheese coming in, however, so transactions at these prices are not numerous.

Better prices are obtainable this week for September and October cheese. The former is quoted from 13c to 13½c, while the latter brings from 12½c to 12¾c.

It is expected that the market will hold firm during the holidays, and lower figures are not anticipated by many.

Receipts of cheese last week amounted to but 3,320 boxes, against 7,253 boxes same week a year ago. This brings total receipts for the year up to 2,048,872 boxes, as compared with 2,342,222 boxes same period, 1906.

During the week past there has not been a great deal of activity in butter. Demand has been steady at prices which have not been altered by the majority

of dealers since last writing. Some betterment is anticipated before the holidays, although there is by no means a lack of orders.

Finest October-September creamery is now selling around 28½c, though some are willing to part with their holdings for 28c. The ordinary run of fresh receipts commands 26½ to 27c, sometimes ½c more. Receipts are gradually falling off, though last week they were considerably larger than they were the same week last year. Holdings locally are not heavy, being estimated 30 to 40 per cent. less than they were this time in 1906. This sort of weather is just the kind to encourage farmers and factorymen in their efforts to keep up the make to the last moment. Let there be a cold spell, however, such as we are sure to experience any day, and the receipts will show a marked falling off. The mild weather has the effect of keeping up the tail end of the receipts.

Dairy continues exceedingly scarce and what there is of it is snapped up quickly at prices asked. Most dealers are selling from 24½ to 25c.

Irish factories are still quoted from 25½ to 26c, being the ruling figures. Offerings are not large, however. Siberian butter is selling from 24½ to 27c, but like the Irish, it is not held in quantity.

Receipts of butter last week amounted to 5,251 packages, against 4,945 packages for the same week last year. Total receipts for the season have been 396,350 packages, as compared with 589,989 packages for the same period of 1906.

THE PROVISION SITUATION

Conditions in the Canadian hog market look somewhat brighter this week, though a reflection from the recent critical condition in Great Britain is still felt. Farmers seem determined not to sell their stocks until the market recovers and this, of course, spells short supply. At the latter part of the week, however, the British bacon market showed considerable improvement in tone and this has made prospects brighter for better values here.

Danish "killings" last week were 36,000, which is about the average. The Danes do not seem to have shared in the recent unsettled conditions of the British and American markets. American exports were 13,100, an aggregate considerably above the shipments of any week for a month previous.

Canadian packers have been working quietly with what stock was offered, but this week slightly more inducement is offered in the hope of bringing out further supplies. For hogs F.O.B. coun-

try points, they are offering \$5.15, fed and watered stock brings \$5.45 and hogs at factory \$5.60.

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

"The market for hog products has been active the past week on small receipts of hogs early at all points until nearly half of the late decline was recovered before they increased materially, as they did at the close and turned products and hogs both down again, after a marked advance in both the greater part of the week on light offerings of products and anxious buying of shorts to cover in face of only moderate sales by packers until prices had advanced sharply, when they became free sellers again, to depress prices both of hogs and products. Spot stuff, however, has not joined in the activity, as prices followed futures in absence of stocks, which were light and had decreased more in

November than had been expected. But the trade did not buy on the advance, as consumption has fallen off since the panic, and the trade will buy nothing beyond immediate wants. The money situation had ceased to be an important factor in these markets early in the week, but the big bank failure at Kansas City, the heart of the Southwestern packing industry, did have some effect as it may have involved some of the packers. Yet no selling pressure was reported on that account."

MONTREAL.

PROVISIONS—The movement in provisions during the past few days has not been as good as it generally is during the late fall. The slowness is attributed to the approach of Christmas, and the fact that smoked meats, pork and such lines, do not play a very important part in the holiday trade. The sales of lard have been first-class, however, but even this business is falling off as retailers are rapidly being stocked up. Prices rule unchanged, and packers expect a decline.

| | |
|---|-------------|
| Lard, pure, tierces | 0 11½ 0 12½ |
| " " 56-lb. tubs | 0 12 0 12½ |
| " " 20-lb. pails, wood | 0 13½ 0 14½ |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 12½ 0 13 |
| " " 5-lb. " | 0 12½ 0 13 |
| " " 3-lb. " | 0 12½ 0 13 |
| Lard, compound, tierces, per lb. | 0 09½ 0 10½ |
| " " tubs | 0 09½ 0 11½ |
| " " 20-lb. pails, wood | 0 10 0 10½ |
| " " 20-lb. pails, tin | 0 09½ 0 10½ |
| " " cases, 10-lb. tins, 60 lbs. in case | 0 09½ 0 11½ |
| " " 5-lb. " | 0 09½ 0 11½ |
| " " 3-lb. " | 0 10 0 11½ |
| Wood, net; tin packages, gross weight— | |
| Canadian short cut mess pork | 21 50 22 00 |
| Canadian short cut clear | 21 00 22 00 |
| American fat back | 23 00 |
| Breakfast bacon, per lb. | 0 13½ 0 16 |
| Hams | 0 12 0 15½ |
| Extra plate beef, per bbl. | 13 00 14 50 |

BUTTER—Butter is slightly easier this week. Fall make is held for a price, however, and dealers will not let go unless they get what they ask for their stock. Winter make is selling at a smaller figure. Dairy continues very scarce.

| | |
|------------------------------|------------|
| Creamery, fall make, boxes | 0 27 0 28 |
| Creamery, winter make, boxes | 0 26 0 27 |
| Dairy, tubs | 0 23½ 0 25 |
| Fresh large rolls | 0 24 0 25 |

CHEESE—There is a better feeling in cheese this week and sales to the Old Country have been more frequent. Prices have not changed.

| | |
|----------------|-------------|
| Cheese, old | 0 15½ 0 16½ |
| " " new, large | 0 13 |
| " " twins | 0 13 |

EGGS—Eggs are easier this week, as will be seen from prices. Dealers have in the majority of instances reduced their quotations one cent. In some quarters American eggs are spoken of as being much in evidence. We have not learned of any quantity held or offered in Montreal. There may be some obtainable, but as a rule, these eggs do not begin to arrive before the end of January.

| | |
|---------|-----------|
| Selects | 0 25 0 26 |
| No. 1 | 0 22 |
| Seconds | 0 17 0 20 |

HONEY—Comb honey of every description is quite scarce. Clover comb is quoted, but the figures are purely nominal. Clover strained, in bulk, is lower, but this variety is also anything

CONDENSED
Mince Meat

in Cartons (11 oz. net)
to sell at

10c

and give the storekeeper a good profit.

We have tested this with all package Mince Meat on the market and find it a superior article. Write us for price, it will pay you, and the goods will please your customers.

The Wm. Davies Company
LIMITED
FACTORY. 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

but plentiful, and the quotations might well be called nominal. Business being done does not amount to much.

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

POULTRY—Unseasonable weather has caused a temporary slack in the poultry business. The quality of fowl being shipped into large centres from the country seems to be improving, and grocers willing to pay the price are likely to obtain choice stock. Dealers are buying heavily, preparing for a record Christmas trade. Prices rule unchanged.

| | | |
|-----------------------------|------|-------|
| Turkey, per lb..... | 0 10 | 0 12 |
| Chickens and fowls, lb..... | 0 07 | 0 09½ |
| Geese..... | 0 08 | 0 10 |
| Ducks..... | 0 10 | 0 11 |

TORONTO.

PROVISIONS—The recent big drop in the hog market has not as yet produced any material effect on the local provision situation. Prices remain firm for nearly all lines. The demand for smoked meats is practically over. Lard has a firmer tone, but remains unchanged in price. The cold weather should stiffen the demand. Very little venison is on the market. Beef products are not selling briskly. Prices remain steady.

| | | |
|-------------------------------------|-------|-------|
| 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 15 | 0 15½ |
| Medium hams, per lb..... | 0 14 | 0 15 |
| Large hams, per lb..... | 0 13 | 0 13½ |
| Shoulder hams, per lb..... | 0 10 | 0 10½ |
| Backs, plain, per lb..... | 0 17 | |
| " pea meal..... | 0 17½ | |
| Heavy mess pork, per bbl..... | 19 50 | 20 00 |
| Short cut, per bbl..... | 22 50 | 23 00 |
| Lard, tierces, per lb..... | 0 12 | |
| " tubs..... | 0 12½ | |
| " pails..... | 0 12½ | 0 12½ |
| " compounds, per lb..... | 0 09 | 0 09½ |
| Plate beef, per 200-lb. bbl..... | 12 50 | 13 00 |
| Beef, hind quarters..... | 8 00 | 9 00 |
| " front quarters..... | 5 00 | 6 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 09 | 0 10½ |
| Venison..... | 0 09 | 0 10 |

BUTTER—The market is featureless. No sharp demand is reported. The supply is good. Prices have not changed.

| | | |
|---------------------------|---------|------|
| | Per lb. | |
| Creamery prints..... | 0 29 | 0 30 |
| Creamery solids..... | 0 28 | 0 29 |
| 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—There has been no material change in the situation. The demand is unsteady and inclined to be dull. Prices are slightly firmer.

| | | |
|--------------------|------|------|
| Eggs, candled..... | 0 22 | 0 22 |
| " selects..... | 0 25 | 0 26 |
| " limed..... | 0 23 | |

CHEESE—Dullness marks the market. Prices are steady, though no higher.

| | | |
|--------------------|-------|-------|
| Cheese, large..... | 0 13 | 0 13½ |
| " twins..... | 0 13½ | 0 12½ |

HONEY—A better demand character-

izes the honey market. Sales are brisker. Supplies are still scarce.

| | | |
|----------------------------------|-------|-------|
| 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 doz..... | 2 50 | 3 00 |
| Buckwheat honey, per lb..... | 0 8 | 0 10 |
| " in comb, per doz..... | 1 25 | 1 50 |

POULTRY—The market is still dull and weak. Supplies are good. The quality is poor in some cases owing to the fact that many sellers do not properly pluck their fowl. Dealers look for brisker business. Prices are still low.

| | | |
|------------------------------|------|------|
| Live Weight. | | |
| Spring chickens, per lb..... | 0 05 | 0 07 |
| Old fowl..... | 0 04 | 0 05 |
| Ducks..... | 0 06 | |
| Geese..... | 0 06 | |
| Tu keys..... | 0 09 | 0 10 |

| | | |
|------------------------------|------|------|
| Dressed weight. | | |
| Spring chickens, per lb..... | 0 08 | 0 10 |
| Old fowl..... | 0 05 | 0 05 |
| Ducks..... | 0 18 | 0 10 |
| Geese..... | 0 08 | 0 10 |
| Turkeys..... | 0 10 | 0 13 |
| Squabs, per doz..... | 2 50 | 3 00 |

WINNIPEG.

BUTTER—There is a marked falling off in the offerings of dairy butter. Creamery is in fair supply. Dairy is selling to the retail trade at 27 cents per pound for No. 1, while creamery commands from 32 to 35 cents per pound.

EGGS—With the approach of Christmas the price is advancing. Retailers are paying 27 to 28 cents per dozen now.

CHEESE—Prices are as follows:

| | |
|-----------------------------|-------|
| Finest Manitoba, large..... | 0 13½ |
| " Ontario..... | 0 15 |
| " twins..... | 0 13½ |

CURED MEATS

| | |
|---|-------|
| Hams, selected, mild cure, 10 to 14 lb, 100-lb. crates | 0 17 |
| Bacon, selected, mild cure, 5 to 7 lb. | 0 22 |
| Backs, selected, mild cure, 8 to 10 lb, crates | 0 18 |
| Sugar Cured. | |
| Prices for 100-lb. sacks; add ¼ for 200 lb. boxes; ¼ for 100-lb. boxes; ¼ for 50-lb. boxes. | |
| Hams, light, 10 to 14 average..... | 0 16½ |
| " medium, 14 to 16 average..... | 0 16 |
| " heavy, 25 to 30 average..... | 0 15½ |
| " skinned, 20 and 25 average..... | 0 16½ |
| Picnic hams, 6 to 10 average..... | 0 12½ |
| Shoulders, 0 to 14 average..... | 0 12½ |
| B breakfast bacon, clear bellies, 8 to 10 lbs..... | 0 17½ |
| " " 10 to 12 lb..... | 0 17 |
| " " wide, 14-16, or strips 6-8 lb..... | 0 16 |
| Clear backs, bacon, 8 to 10 lb..... | 0 17½ |
| " " 12 to 16 lb..... | 0 16 |
| Spiced rolls, long..... | 0 16 |
| " short..... | 0 14 |
| Dried beef hams, sets..... | 0 16 |
| English cured bacon, bellies, 14 to 18 average..... | 0 16 |
| Sm. ked beef tongues, choice..... | 0 18 |
| Smoked hams, boned and rolled 3c, per lb additional. | |

Dry Salt Meats.
Prices for 200-lb. sacks; add ¼ for 200-lb. boxes; ¼ for 100-lb. boxes.

| | | |
|-------------------------------------|----------|--------|
| | Unsmoked | Smoked |
| Long clear sides, 50 to 75 lb..... | 0 11½ | 0 13 |
| Short clear sides, 45 to 60 lb..... | 0 12½ | 0 13½ |
| Extra sh r clear, 35 to 50 lb..... | 0 12½ | 0 13½ |
| Boneless backs..... | 0 13 | 0 14 |
| Clear bellies, 20 to 25 lbs..... | 0 13½ | 0 15 |
| Clear fat backs, 12 to 14 lbs..... | 0 11½ | 0 12½ |
| Square shoulders, 14 to 16 lbs..... | 0 12 | 0 13 |

| | | |
|-------------------------------|-------|-----------|
| Barreled Pork and Beef. | | |
| | Bbls. | Hf. Bbls. |
| Mess pork..... | 25 00 | 13 00 |
| Short cut mess, standard..... | 26 00 | 14 00 |
| Pork, boneless briskett..... | 22 00 | 12 00 |
| Selkirk bean pork, clear..... | 21 00 | 11 50 |
| New mess beef..... | 12 00 | 7 00 |
| New plate beef..... | 11 00 | 6 50 |

W. L. Gaillard, of A. Gaillard & Cie., dealers in olive oils, Marseilles, was a caller on the Toronto grocery jobbing trade last week.

A branch office will shortly be established in Winnipeg to look after the western business of the Walter M. Lowney Company. Mr. Littler, Canadian manager of the firm, will leave for the west in this connection toward the end of the month.

WINDSOR SALT

Table, Dairy and Cheese Salt,
Fine and Coarse Salt.

Write for Prices.

TORONTO SALT WORKS
Agents for **WINDSOR SALT**

YOUR LAST CHANCE

Mr. Grocer, if you do not buy now you will be too late to get in the Christmas trade,—even as it is, it is a little late, still

CLARK'S MINCE MEAT

sells all the year round. But if you get your customers interested about this time you capture so much more trade.

Postal me for quotations.

WM. CLARK - MONTREAL

Manufacturer

ALL GROCERS

should study their customers by selling

O'MARA'S

NOTED **HAMS**
BACON
LARD

HAVE YOU TRIED THEM?

If not, do so at once and you will never use any other.

Under Government Supervision.

JOSEPH O'MARA
Pork Packer, **PALMERSTON**

TRURO QUALITY BRANDS


REINDEER condensed **COFFEE**

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

By  To

Royal Warrant H. M. King
Purveyors Edward VII

There is only **one**

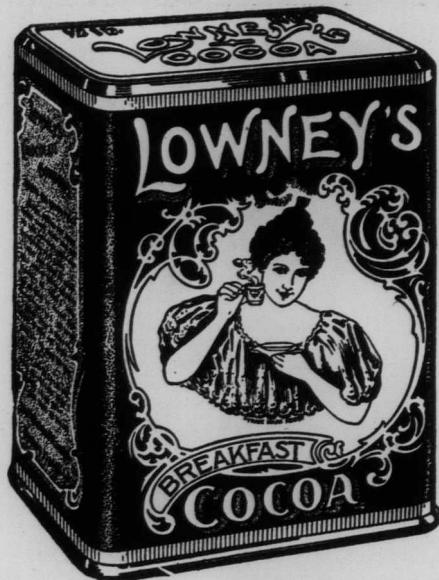
BOVRIL

Look to your stocks. The public demand will be brisk very shortly.

Supplies can be obtained from—

| | | |
|---------------------------------|--------------------------|-----------------------|
| BOVRIL LIMITED, | 27 St. Peter Street | MONTREAL |
| W. S. CLAWSON & CO. | 11 and 12 South Wharf | ST. JOHN, N.B. |
| A. B. MITCHELL | Mitchell's Wharf | HALIFAX, N.S. |
| R. S. McINDOE | 120 Church Street | TORONTO |
| W. L. McKENZIE & CO. | 308 Ross Avenue | WINNIPEG |
| A. G. URQUHART & CO. | 336 Hastings Street West | VANCOUVER |

and from all wholesale houses throughout Canada



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited
165 William St., - - - MONTREAL,

Buda Flour

"The Flour of Quality"

The sub-title, "The Flour of Quality" is given to Buda Flour by its users before they have been using it long, and they never take it away again.

The Sale has Doubled

this year, showing that Buda Flour is rapidly coming into its own. "The Flour of Quality" is put up in lined, dust-proof barrels, and in sacks of varying sizes. If you want repeat orders for flour, why, just handle Buda Flour.

Write for particulars!

J. B. HARTY
PICTOU, N.S.

Sales Manager for the Maritime Provinces, Province of Quebec, Newfoundland, West Indies.

Car Lots, Assorted or Straight.

Trade Winning and Profit Bringing Pernot Biscuits for Christmas

It is well enough to push extra fine and fancy biscuits for the Christmas trade, but it pays still better to sell them if there is good profit in the brand.

That is the beauty of **Pernot's Biscuits**. **Quality** for the consumer; **Profit** for the grocer.

Let us explain further. Better still send us an order. We guarantee satisfaction on your part and on the part of the consumer.

Leon Fontanel & Co.

4-6 St. James St., MONTREAL
20 Reaumur St., Paris (France)

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

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Mill feed

CEREALS AND CONFECTIONERY

Markets Generally Dull—Manitoba Flour Takes Another Drop—Inspections Continue to Show Low Grade.

Dullness characterizes the grain markets this week, a condition which is customary at this time of the year and which will probably continue into the New Year. Manitoba flour is easier on account of the large arrivals of Western grain. Oats, however, are not so plentiful, and with the quality continuing doubtful, a firmer feeling is felt in some quarters with a tendency to a slight advance in prices.

The extra efforts made to move the crop down from the head of the lakes seems to have been effectual. Stocks at Port Arthur and Fort William elevators have been reduced by 2,145,000 bushels. Stocks held in these cities at present aggregate 3,335,000 bushels.

Notwithstanding the large quantities of wheat moved, gradings at Winnipeg still continue very unsatisfactory. Returns show a predominance of No. 3 and No. 4 with No. 1 running only from 6 to 12 cars daily. This is being reflected in the fact of dealers hesitating to give quotations on this grade. No. 2 is quoted generally about 5 cents lower and the difference will probably be increased shortly unless gradings show better quality.

World's shipments of wheat during the past week were 9,616,000 bushels, compared with 9,345,000 last week and 12,976,000 a year ago. The visible supply of wheat in Canada and the States decreased 54,000 bushels during the week; corn increased 281,000 and oats 271,000. The visible at present is estimated at 43,483,000 bushels.

MONTREAL.

FLOUR—There is a steady demand for flour at the old prices. The market is reported firm.

| | |
|------------------------------------|------|
| Winter wheat patents..... | 5 50 |
| Straight rollers..... | 4 70 |
| Extra..... | 4 00 |
| Royal Household..... | 6 10 |
| Glensons..... | 6 10 |
| Manitoba spring wheat patents..... | 6 10 |
| strong bakers..... | 5 50 |
| Five Roses..... | 6 10 |

ROLLED OATS—Millers have reduced their prices on oatmeal and rolled oats. There is still much difference in the quotations of different firms, but those given below are a fair average.

| | |
|------------------------------------|------|
| Fine oatmeal, bags..... | 3 20 |
| Standard oatmeal, bags..... | 3 20 |
| Granulated..... | 3 20 |
| Golddust cornmeal, 98-lb bags..... | 2 25 |
| White cornmeal..... | 1 85 |
| 1 75 | |
| Roller oats, 90-lb. bags..... | 2 20 |
| " 80-lb. bags..... | 2 75 |
| " bbls..... | 6 10 |
| " 2 80 | |

FEED—If anything, there is a slightly easier feeling in feed this week, but it is not noticeable to any extent. Business is fair.

| | | |
|-----------------------|-------|-------|
| Ontario bran..... | 22 00 | 23 00 |
| Ontario shorts..... | 24 00 | 25 00 |
| Manitoba shorts..... | 25 00 | 27 00 |
| bran..... | 23 00 | |
| Mouille, milled..... | 26 00 | 31 00 |
| straight grained..... | 27 00 | 33 00 |
| Mill feed..... | 1 50 | 1 65 |

TORONTO.

FLOUR—Manitobas dropped 20 cents per barrel during the week, a result of the freer arrivals. The market generally is dull.

| | | |
|---------------------------|------|------|
| 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 41 |
| Blended..... | 5 25 | 5 30 |

CEREALS—Prices on the basis of the recent decline still rule though there seems to be an undertone in the market which grows to slightly higher prices

| | | |
|--|------|------|
| Roller wheat in barrels, 100 lbs..... | 3 00 | 3 15 |
| Roller oats, in wood, per bbl..... | 6 65 | |
| in bags, per bag 90 lbs..... | 3 00 | 3 20 |
| Oatmeal, standard and granulated, per bbl..... | 6 65 | |
| in bags, 98 lbs..... | 3 40 | |

THE CREAMERIES IN ALBERTA.

People Claim Those Controlled by Government Should Change Selling Methods.

The following article sent in by our correspondent in Edmonton throws some light on the manner in which the Government creameries in that province are operated. The claims of the local citizens regarding the matter seem to be just and should command consideration:

The people of the Province of Alberta are now looking into the question of the price of butter, the cause, and the probability of this price being lowered. Their attention has been called to this by the discussion of the question of creameries controlled by the Provincial Government. Some time ago, before the new Provinces of Alberta and Saskatchewan were formed, the Territorial Government endeavored to interest the farmers in the establishment of creameries, particularly in Alberta. Wherever sufficient interest could be aroused the farmers were persuaded to form a joint stock company and erect a creamery and install the necessary machinery. The Government then took charge of the creamery and operated it for the stockholders. Expert butter makers were placed in charge of these creameries and a competent superintendent, and a marker placed over the whole of them. Cream was received from farmers and dairymen and tested and credit given in proportion to the amount of butter fat which the cream tested. Butter of the highest quality was made and sold and after a percentage had been deducted for making the balance was paid to the farmers. When the Provinces of Alberta and Saskatchewan were formed the Alberta Government assumed the control of these creameries and conducted them on the same line.

At the present time there are twenty-two such creameries in Alberta under

Crispness and Profit

as far as soda biscuits are concerned, go hand in hand. The wise grocer never stocks up with sodas which have the least tendency to get "soggy." He stocks

Mooney's Perfection Cream Sodas



They are acknowledged by every person who has ever tried them to be the very acme of soda biscuit perfection.

A word to the wise is sufficient!

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



GOX'S GELATINE

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents:
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. COX
Ltd
Gorgie Mills
EDINBURGH

Government control and about twenty operated by private companies. Every effort is made to prevent the two kinds from competing. The butter made by the creameries under Government control is sold to wholesalers or to retailers who order regularly from these creameries. No butter will be sold to consumers or to dealers who refuse to purchase their butter supply regularly from these Government-controlled creameries. A considerable portion of the butter made in these creameries is shipped outside of the province. Some is sent to British Columbia, some to the Yukon and some even as far as Japan. The butter is sold at the prevailing market price, so that they will not undermine the private creameries by cutting prices.

Attention has been drawn to the fact that in this way these creameries controlled by the Government are helping to keep the price of butter high. Moreover, they are selling a considerable portion of their butter outside of the province, while at the same time, the supply of butter within the province is not sufficient for the demand. As a consequence, butter has to be shipped into the province and the cost of shipment keeps the price at a high level. It is urged that in order to give the people an adequate supply of butter at the lowest possible cost, these creameries should sell to anyone who wishes to purchase it. They should sell at the lowest possible cost and should not ship butter to outside points until the demand within the province is supplied.

Cereal Notes.

Walter Frisby, baker and confectioner, of Haileybury, has assigned.

J. H. Percy & Son, Magog, Que., have sold their flour and grist mill to Vaughan Bros.

SASKATOON CORRESPONDENCE.

Hamelin Brothers & Co. have opened a fine new departmental store in Prince Albert. The building is a two-storey structure, with full-sized basement, where reserve stock is kept. The walls are built of cement blocks and the interior is finished in metal. The main entrance is on Central avenue, and the different departments are attractively laid out. The grocery department occupies the back part of the building, where a large assortment of goods is displayed. W. J. Rogers is in charge. The building is steam heated and lighted with electricity. The office is on the stair landing and cash carriers are being installed. Music will be provided every Saturday evening for the benefit of the many who patronize the store. Hamelin Brothers & Co. have also stores at Moose Jaw, Stoughton, Napinka, Manor and Melita.

The Canadian Northern Railway have announced a reduction in freight rates between Winnipeg and Saskatoon. The reduced rates range from eleven to one cent per hundred on the different classes of merchandise. The new tariff took effect on November 25, and the change is a very welcome one to Saskatoon mer-

chants. The same company has also reduced the passenger rates on this line to three cents per mile, which places the passenger rates on the same level as those in the east.

Happy is the man who conducts his business on a cash basis! A western merchant, who employs a Swedish clerk, sent him out recently to do some collecting. When the clerk returned from an unsuccessful trip he reported, "Yim Yonson say he vill pay ven he sells his hogs. Yim Oleson, he vill pay ven he sell him wheat, and Bill Pack say he vill pay in Yanuary." "Well," said the boss, "that's the first time Bill ever set a date to pay. Did he really say he

would pay in January?" "Vell," said the clerk, "I tank so. He say it ban a d—n cold day ven you get that money. I tank that ban in Yanuary."

C. L. Brown has opened a general store in Asquith, Sask.

Many grocers throughout the land will doubtless compete for the Christmas window prizes. The fact that two prizes are offered this year should be an extra inducement, and clerks should not be backward in coming forward. Should you not actually win the prizes, the effort to do so will be beneficial, while any trouble you may go to will help on some future occasion.

THE OLDEST MILL IN CANADA

POT AND PEARL BARLEY

CALEDONIA MILLS

John MacKay Limited - - - - - Bowmanville, Ont.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES


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

THE MOST NUTRITIOUS COCOA

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 largest 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.



DON'T FAIL
 To send for catalog showing our line of
**PEANUT ROASTERS,
 CORN POPPERS, &c.**

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

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.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, - - - - - Quebec.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

82 Baudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.
 Importers of Foreign Products.

125 St. Peter St., QUEBEC.

**Well Bought is More
Than Half Sold. You Can't
Go Wrong When You Buy**

**STAUNTON
WALL PAPERS**

HAVE WE YOUR ORDER ?

If not, we will send our salesman or our mail and express set sample books. Charges prepaid. Prices have to advance soon. Don't get caught in a rising market. THE FOLLOWING BIG SELLERS SHOULD BE IN YOUR SHELVES FOR NEXT SEASON.

Order now while we can book orders for them.

| Parlors | Dining Rooms, Halls | Bedrooms |
|---------|---------------------|----------|
| No. 839 | No. 679 | No. 1783 |
| 1762 | 1833 | 1800 |
| 1823 | 1811 | 843 |
| 1866 | 1832 | 1867 |
| 1816 | 829 | 846 |
| 824 | | 851 |

STAUNTONS Limited
Makers of Superior Wall Papers
TORONTO

**Grocers' Sundries
Bakers' and Confectioners' Supplies**




"White Moss"

Cocoanut

Fourteen long years have proved its merits.
We get larger orders, and more of them each year.

CANADIAN COCOANUT CO.,
613-619 LaGauchetiere St. W. MONTREAL
J. ALBERT McLEAN, Proprietor

Dealers are requested to write for special free deal.




**NESTLÉ'S
MILK CHOCOLATE**
"RICHEST IN CREAM"

·SURPRISINGLY SUSTAINING·

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

As perfect as can be made

Mott's

"Diamond" and "Elite"
brands of

Chocolate

—An article as useful and perfect as the good housekeeper can desire—
Profitable to you Push it.

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

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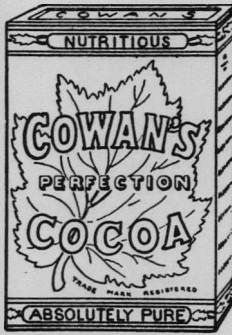
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| J. A. Taylor Montreal | R. S. McIndoe Toronto | Jos. E. Huxley Winnipeg | Arthur Nelson Vancouver |
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The Wise Grocer
is he who handles

**Cowan's Cocoa
and Chocolate**

Confectionery

for Christmas time is a very profitable line, and the most profitable item in this profitable line is undoubtedly



**COWAN'S
CHOCOLATE
CONFECTIONS**

The Cowan Co., Ltd.

MONTREAL SHIPPING BUSINESS.

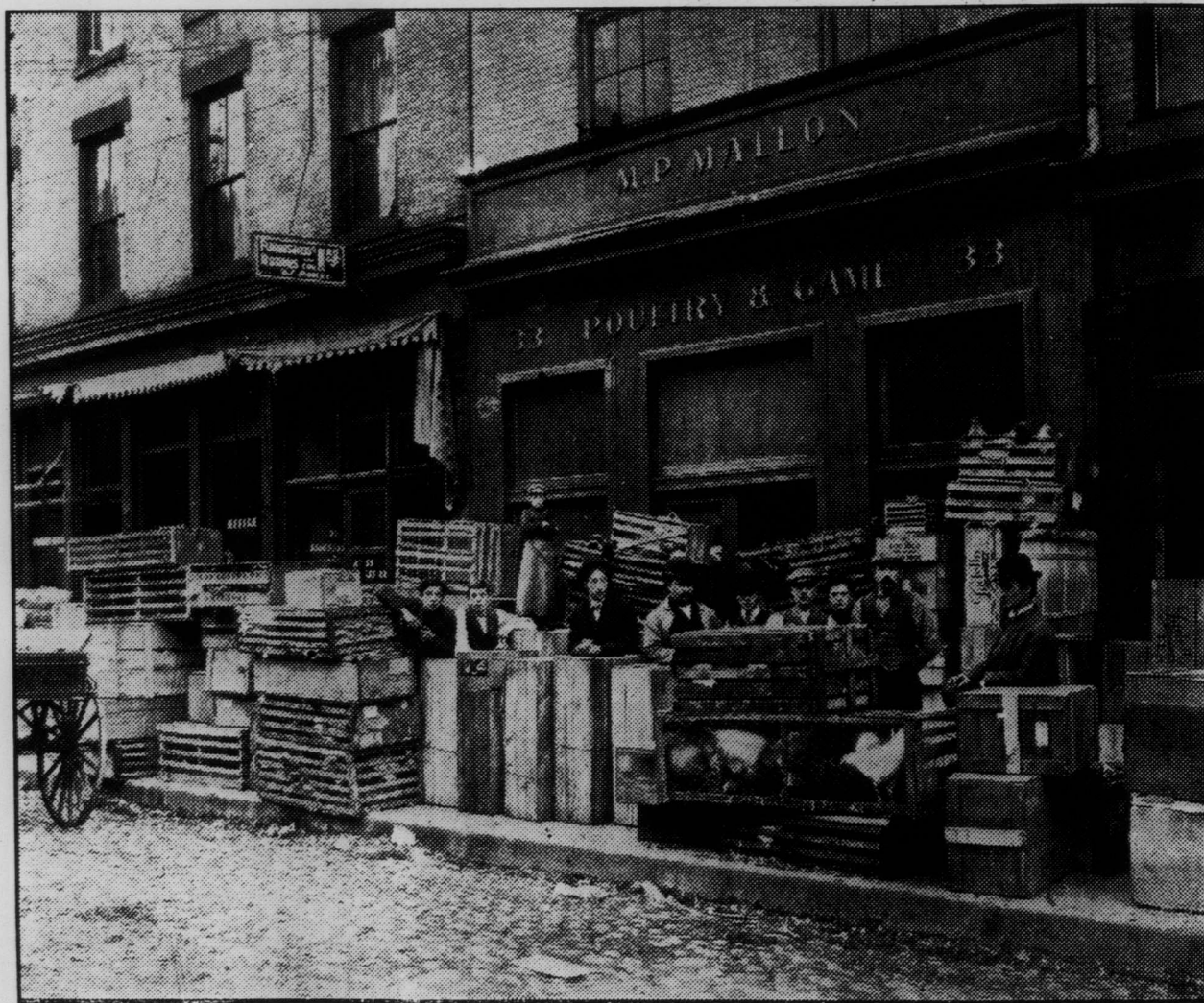
**Freight Handled Above Previous Year
—Customs Revenue Increased.**

Viewed from the standpoint of the steamship men the shipping season which has just closed at the port of Montreal has not been entirely as satisfactory as that of 1906, but the amount of freight handled was considerably above that put through the previous year, while the customs revenue on imported goods shows a magnificent increase. The total revenue from imports up to December 1, seven months,

the opening of navigation to December, the revenue derived by the harbor totalled \$330,256, against \$330,290 the previous year, a decrease of \$34. This revenue accrued from imports, exports and local traffic. Aside from the amount obtained on exports, already mentioned, there was, from imports, \$216,000, against \$207,500, showing a handsome increase of \$8,500, while from local traffic there was \$39,756, against \$45,290. The freight traffic through the Lachine canal was the heaviest in the history of the port. The amount of wheat coming through showed an increase of 8 033,773 bushels, being 16,-

ness. Six years ago he started in with small capital and without much knowledge of the poultry business. Since then he has built his business up to its present basis and is now recognized as one of the largest dealers in poultry in Ontario.

During the season Mr. Mallon keeps between fifty and seventy-five tons of poultry on hand, most of this, of course, in cold storage, in his own and neighboring warehouses. Besides shipping largely to Great Britain and the larger Canadian centres, Mr. Mallon does a large retail business with local hotels and restaurants. This year, owing to



A Shipment of Poultry to an Ontario Wholesaler.

amounted to \$10,515,867, against \$8,815,840 last year, meaning an increase of \$1,700,027. In 1905 the amount received was \$7,759,556. Exports of bacon during the year were fairly large, while apples showed a material increase. The cheese and butter business was not by any means as large as might have been desired, but the markets have been such as to render such a state of affairs impossible of prevention. Largely owing to the falling off in dairy exports the harbor revenue from exports showed a falling off for the season, being but \$74,500 against \$77,500 in 1906. From

444,938 bushels, against 8,411,165 bushels in 1906.

LARGE POULTRY SHIPMENTS.

Some idea of the business in poultry done in Toronto at this season of the year may be gathered from the accompanying photograph, which illustrates a shipment of poultry in front of the premises of M. P. Mallon, Mr. Mallon himself is standing in the right of the photo.

M. P. Mallon is a young man who has made a remarkable success of this busi-

ness. Six years ago he started in with small capital and without much knowledge of the poultry business. Since then he has built his business up to its present basis and is now recognized as one of the largest dealers in poultry in Ontario.

SOAP COMPANY LIQUIDATES.

The Atlantic Soap Co., Toronto, have gone into liquidation. The company was organized two years ago to take over the business of the Atlantic Soap and Oil Co., and it is claimed lack of capital is responsible for their present difficulties. The liabilities are in the neighborhood of \$20,000.



If merit is of any value to your trade, and we believe it is the great point with your customers,

Lea & Perrins'

Worcestershire Sauce

(The Only Original and Genuine)

will be suggested to you when table sauce is asked for—

You will certainly always be right and safe in offering it—It is The Best.

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857

POULTRY FOR XMAS

Mr. Grocer, You can get poultry in many places. If you want GOOD POULTRY, delivered when you want it in nice condition ask us to ship you.

TURKEYS—Bright, Plump Stock at Right Prices.

CHICKENS—First Class, the Kind that Will Sell.

DUCKS—Good Ones. To Please You and Your Customers.

GEESE—No Better on the Market. It Will Pay you to Write.

We are not talking. We have something to offer you. We act. And our prices are right. If you want the best, the kind that will please your customers write or wire us. We guarantee satisfaction. No order is too large and none too small to receive our best attention.

P. POULIN & CO.

BONSECOURS MARKET

MONTREAL

FRUITS, VEGETABLES AND FISH

Orange Situation Very Uncertain—Vegetables in Good Demand—All Lines of Fish Active.

No marked improvement has occurred in the fruit situation. The demand has fallen away off. Dealers claim that the financial stringency and the presence of many unemployed have much to do with the dull condition of the market. In oranges, especially, the situation is almost critical. Large shipments have arrived which have failed to find sale. Buyers are cautious and it looks as if the market was on the verge of a drop. Lemons are meeting with a fair demand and are comparatively steady. Prices of other lines remain practically the same, though an easier tone pervades the market. Buying for Christmas is commencing, but no great rush is reported yet. Supplies are plentiful.

The vegetable market has not changed materially. Potatoes are steady and selling briskly. Some imported vegetables are arriving and are meeting with a good demand. California celery is strong. New Orleans shallots are on the market.

Fish is active in all lines. There remains yet a scarcity of haddock and cod, due to the extremely rough weather which has visited the fishing grounds. Prices are about the same. Herring are selling well. Oysters are also strong.

MONTREAL.

GREEN FRUITS—Business is not particularly brisk in fruits. Oranges and a few other lines are easier in feeling, but no material change in prices can be announced. There is more or less Christmas buying being done, but the rush has not yet started. No new lines are quoted this week.

| | | |
|--|-------|-------|
| Bananas, fine stalk..... | 1 75 | 2 00 |
| " jumbos..... | 2 00 | 2 25 |
| Cocoanuts, per bag..... | 4 60 | |
| Lemons..... | 3 00 | 3 25 |
| Florida oranges, box..... | 3 75 | 5 00 |
| Mexican oranges, box..... | 2 50 | |
| Porto Rico oranges, box..... | 2 50 | |
| Jamaica oranges, bbl..... | 3 75 | 4 00 |
| California winter Nellis pears, box..... | 4 00 | |
| Tangerines, half-box..... | 4 00 | |
| Jamaica grape fruit, bbl..... | 6 00 | 6 50 |
| Nassau grape fruit, box..... | 4 00 | |
| Florida grape fruit, box..... | 5 00 | |
| Almeria Grapes, keg..... | 4 00 | 5 00 |
| Cape Cod cranberries, bbl..... | 9 00 | 11 00 |
| Nova Scotia cranberries, bbl..... | 10 00 | 10 50 |
| Apples lameuse, 1/2 bbl..... | 3 50 | 5 00 |
| " other fall varieties, bbl..... | 3 75 | 5 00 |
| Evergreen wreathing, bale..... | 2 00 | 2 03 |

VEGETABLES—Several new lines are quoted this week, including New Orleans shallots, which are selling at 80c a dozen, radishes and California celery. This imported staff is now running the market. Some Bermuda parsley, in very attractive condition, is being offered by some dealers. Boston lettuce is easier, 75c being the ruling price for a dozen bunches. Horse radish is easier, too. Beans are up, \$5 being asked for a choice of green or wax. A big advance in parsley has taken place.

| | |
|--|------|
| Parsley, per doz. bunches..... | 0 35 |
| Sage, per doz..... | 0 40 |
| Savory, per doz..... | 0 40 |
| Cabbage..... | 0 20 |
| Turnips, bag..... | 0 65 |
| Celery, doz..... | 0 25 |
| California celery, crate..... | 5 00 |
| Water cress, large bunches, per doz..... | 0 75 |
| Spinach, bbl..... | 3 50 |
| Green peppers, crate..... | 3 00 |
| Boston hot house cucumbers, doz..... | 2 00 |
| Potatoes, per bag..... | 0 50 |
| Sweet Potatoes, basket..... | 2 75 |
| Beets bag..... | 0 60 |
| Carrots, bag..... | 0 60 |
| Tomatoes, Florida crate..... | 5 00 |
| Tomatoes, hot house, per lb..... | 0 25 |
| Spanish onions, small crates..... | 0 65 |
| " large crates..... | 3 00 |
| Canadian onions, lb..... | 0 11 |
| Boston let ucs, per doz..... | 0 75 |
| New Orleans lettuce, doz..... | 0 80 |
| New Orleans shallots, doz..... | 0 75 |
| Radishes, doz..... | 0 50 |
| Bermuda parsley, rate..... | 2 50 |
| Mushrooms, per lb..... | 0 75 |
| Horse radish, per lb..... | 0 10 |
| Beans, green and wax, basket..... | 5 00 |

FISH—The feature of the market is the great scarcity of haddock, cod and practically all other lines of fish. Bad weather on the fishing grounds is responsible for the lack of supplies on the local market. Under the circumstances prices are steadily maintained. Fish men report a very satisfactory demand for various lines of fresh, frozen, smoked and salted fish for the Advent trade. Pickled lines are also in demand. Oysters are selling freely at the old prices. Supplies are sufficient to take care of all business coming forward.

Fresh and Frozen Fish.

| | | |
|---|-------|-------|
| Haddock, express, per lb..... | 0 04 | 0 05 |
| Halibut, express, per lb..... | 0 08 | 0 09 |
| Mackerel, "..... | 0 10 | |
| Dore, "..... | 0 08 | 0 10 |
| Pike, lb..... | 0 03 | 0 07 |
| Steak cod, lb..... | 0 05 | 0 05 |
| Whitefish lb..... | 0 06 | 0 10 |
| B. C. salmon, lb..... | 0 08 | 0 09 |
| No. 1 Smel a, lb..... | 0 13 | |
| Smoked and Salted— | | |
| Haddies, box-a, per lb..... | 0 07 | 0 08 |
| Kipperd Herring, 50 in box..... | 1 00 | |
| Smoked herring, per small box..... | 0 16 | |
| Yarmouth Bloaters, per box..... | 1 20 | |
| St. John bloaters, box..... | 1 00 | |
| Prepared and dried— | | |
| Skinless cod, 100 lb. cases..... | 5 25 | |
| Boneless cod, 20 lb. boxes..... | 0 06 | 0 09 |
| Boneless fish, 20-lb. boxes, bricks..... | 0 05 | 0 05 |
| Boneless fish, 25-lb., boxes, per lb..... | 0 05 | |
| St. John bloaters, box..... | 1 00 | |
| Oysters— | | |
| Standards, bulk, per imp. gal..... | 1 50 | |
| Selects, bulk, gal..... | 1 70 | |
| Malpeques, bbl..... | 10 00 | 12 00 |
| Malpeques, common grades, per bbl..... | 8 00 | 9 00 |
| Paper pails, 100, pint size..... | 0 80 | 1 10 |
| " 100, quart size..... | 1 00 | 1 50 |
| Pickled fish— | | |
| No. 1 Labrador herring, per bbl..... | 5 60 | |
| " " per half bbl..... | 3 15 | |
| 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 Sea trout, half bbls..... | 6 50 | |
| No. 1 Mackerel, 20-lb. kits..... | 1 75 | |
| No. 1 sea trout, 100 lb. kegs..... | 6 00 | |
| Small Green cod, per bbl..... | 6 00 | |
| Medium " " "..... | 7 50 | |
| Large " " "..... | 8 00 | |
| Labrador Salmon, 1-bbls..... | 7 00 | |
| Salt sardines, bbl..... | 5 50 | |
| " 1/2 bbl..... | 3 25 | |
| No. 1 salt eels, lb..... | 0 07 | |

TORONTO.

GREEN FRUITS—There has been no marked improvement in the fruit market. Prices are inclined to be easier. Supplies are very plentiful with the quality satisfactory. The orange market is in a precarious condition. Large arrivals are not meeting with the ex-

XMAS FRUIT

Do not forget that we can fill your orders for anything in our line. Our stocks are large.

California Navel Oranges, Florida Oranges, Mexican Oranges, Jamaica Oranges, Bahama Oranges



25-27 Church St., TORONTO

California and Messina Lemons also full supply of all Holiday Fruits, etc. Pineapples, Grape Fruit, Celery, Cucumbers, Tarragona Nuts, Dates, Figs,

in fact, everything that you require. Send us your orders, they will get best attention.

Here Again

is

GOLDEN FLOWER

We shipped our first cars of "Golden Flower" Southern Navels for Canada on Nov. 26th. They cannot help but arrive in the pink of condition—they should be superior to anything else on Toronto Market—we were particular in the selection of this fruit—having in mind what Xmas trade demands in Ontario. You should have some of them.

For Sale by:

McWilliam & Everist, and White & Co., Limited, Toronto

Grown and Packed by

Redlands Golden Orange Ass'n REDLANDS, CALIFORNIA

pected do to an un although Navals a Lemons are inclin gerines a shipments wreathing Jamaica slightly l selling st

Oranges, Flor Oranges Mex nava Lemons C lif " Verl " Mes Grape fruit, Apples No. 1 " No. 2 " Lower Bananas Jan Bananas, Jan Bananas, h Bananas, Fir ui ces, per Cranberries 1 Almeri gr p Tangerines... Holly.....

VEGE' changed. plies are wares at is selling cabbage, demand cumbers

New Brunaw New po atoes Sweet Potat Onions, Spar " per b Beets, per b Cabbage, per Carrots, Jan Turnips per Parsni a, per Cauliflowe, Parsley, Can Celery, Can " califo Lettuce, imu Cucumbers,

FISH- are bein but has tities. I tiful. T season l are also A slight

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pected demand. Buyers are cautious to an unusual degree. Prices are easier, although no great drop is reported. Navals are arriving in good shape. Lemons are in fair demand. Apples are inclined to be over-plentiful. Tangerines are on the market. Several shipments of well-berried holly and wreathing have arrived. Some choice Jamaica bananas are being quoted at slightly higher prices. Almerias are selling steadily. Cranberries are slow.

| | | |
|---------------------------------------|-------|-------|
| Oranges, Florida's new | 2 75 | 3 50 |
| Oranges Mexican new | 2 40 | 2 00 |
| " naval, new | 3 00 | 3 75 |
| Lemons, California, 210, 30, 360, 420 | 3 75 | 4 25 |
| " Verillia 300's 3's | 3 75 | 3 00 |
| " Messina, new crop | 2 75 | 3 25 |
| Grape fruit, 54's 80's, 90's | 4 50 | 5 50 |
| Apples No. 1 want fruit | 3 75 | 4 00 |
| " No. 2 | 2 75 | 3 00 |
| " lower grades | 2 00 | 3 00 |
| Bananas, Jamaica firsts per bunch | 1 65 | 1 75 |
| Bananas, jumbo bunches | 2 00 | 2 25 |
| Bananas, hawaii green | 1 25 | 1 35 |
| Bananas, Firsts | 1 65 | 1 75 |
| " ces, per basket | 0 50 | 0 60 |
| Cranberries per bbl | 13 50 | 12 00 |
| Almerias gr pes. per kg | 5 50 | 6 50 |
| Tangerines | 3 00 | 4 00 |
| Holly | 4 25 | 4 50 |

VEGETABLES—Potatoes remain unchanged. The demand is brisk. Supplies are moving freely. Some Delawares are arriving. California celery is selling well. Such lines as turnips, cabbage, carrots and onions are in good demand at old prices. Imported cucumbers have advanced slightly.

| | | |
|-------------------------------------|------|------|
| New Brunswick Delawares, per bag | 0 95 | |
| New potatoes, Canadian, per bushel | 0 95 | 1 00 |
| Sweet Potatoes (Jersey), per bushel | 3 00 | 4 00 |
| Onions, Spanish, per case | 2 40 | 2 50 |
| " per bag | 1 20 | 1 20 |
| Beets, per bag | 0 90 | 0 95 |
| Cabbage, per doz | 0 40 | 0 60 |
| Carrots, Canadian, per bag | 0 60 | 0 70 |
| Turnips per bag | 0 30 | 0 30 |
| Parsnips, per bag | 0 75 | |
| Cauliflower, per doz | 0 60 | 1 50 |
| Parsley, per doz | 0 25 | |
| Celery, Canadian, per doz | 0 35 | 0 40 |
| " California per doz | 0 75 | |
| Lettuce imported | 1 35 | |
| Cucumbers, imported, per doz | 2 00 | |

FISH—Business is brisk. All lines are being handled successfully. Halibut has been arriving in good quantities. Haddock and cod are more plentiful. The first Holland herring of the season has arrived. Malpeque oysters are also being quoted for the first time. A slight advance has been made in cis-

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

XMAS FRUIT

of the very highest grade is being shipped in car lots to nearby points. Never in our history have we shipped **such fine goods. Quality counts.**

Fruit of every description in largest variety.

WHITE & CO., Limited

TORONTO and HAMILTON

The Leading Wholesale Fruit House.

AMIDST Hustle, Rush and Bustle

of Xmas Biz. the most popular fruit is the Sweet Sonora Star Brand Mexican Orange—they're better this year than ever—see that you get yours at once as the supply in sight will not be equal to the Holiday demand.

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

Fresh Arrivals This Week

Fancy California Navels

Fancy Sweet Sonora Oranges

Fancy Florida Oranges

Fancy New Lemons

New Grenoble Walnuts

HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

THE CANADIAN GROCER

"BRONCO" Brand Navel Oranges

**Come from Redlands,
that aristocratic section
in Orangedom,
California**

The common kind, under other brands, come from other sections. A little higher in price, but if its genuine satisfaction you want in your Orange Business buy "Bronco Brand."

White & Co.
Toronto
SOLE DISTRIBUTORS

Highest price paid for
DRIED APPLES

O. E. ROBINSON & CO.
Established 1886
Ingersoll - Ontario
WOULD YOU LIKE OUR WEEKLY CIRCULAR?

EXPERIENCED ADVERTISEMENT WRITERS

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

Oranges, Navels, Mexicans, Cubans. Lemons New Messina.
We have them, also **Figs, Dates, Nuts.** Write us for special quotations.

The Dawson Commission Co.
Toronto
We can also handle your
POULTRY, BUTTER, EGGS

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

| | |
|--------------------------------|---------------------------|
| OF THE OLD & WELL KNOWN BRANDS | WALNUTS IN SHELL & SHELLD |
| R ^o ROSE CHOICE | GREEN PEAS OLIVE OIL |
| SUPERIOR EXTRA | MUSHROOMS SARDINES &c |
| EXCELSIOR | |
| EXCELSIOR FLOR | |

BORDEAUX FRANCE

coes. Herring is otherwise unchanged. Oysters are in good 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..... | 0 90 | 0 95 |
| Herring, medium, per lb..... | 0 07 1/2 | 0 10 |
| Jumbo, per lb..... | 0 12 | |
| British Columbia salmon, per lb..... | 0 09 | |
| Qualla, per lb..... | 0 09 | |
| Trout, fresh, per lb..... | 0 09 | |
| Ciscoes, per basket..... | 1 25 | |
| Labrador herring, per bbl..... | 5 00 | 5 50 |
| Halibut, fresh caught..... | 0 09 | |
| Shredded cod, per lb..... | 0 08 | |
| Shredded cod, per doz..... | 0 90 | |
| Halifax fish cakes, case..... | 2 40 | |
| Acadia tablets, per case..... | 4 80 | |
| Live lobsters..... | 0 30 | 0 35 |
| Bluefins, small white, per lb..... | 0 07 | |
| Mackerel mediums, each..... | 0 12 | |
| large..... | 0 25 | |
| Finnan Haddie, per lb..... | 0 08 | |
| Malpeques, per gal..... | 1 85 | 2 00 |
| Oysters, per gal..... | 1 85 | |
| Shell oysters, blue points, per 100..... | 1 50 | |
| Bloa ers box..... | 1 50 | |
| Kipped Herring..... | 1 75 | |
| Smelts, fresh caught..... | 0 10 | |
| Gold eyes..... | 0 06 | |

FEWER POTATOES IN ENGLAND.

Estimate Places Crop One-third Less Than Previous Year.

Speaking as to the prospects of the potato crop in England, Consul John L. Griffiths of Liverpool, states that the result of carefully conducted inquiries shows the consensus of opinion to be that the yield will fall far short of last year. It is difficult before the late winter crop is harvested to estimate the extent of the shortage, but it would be approximately correct to say that the yield will be at least one-third less than in 1906 and that the quality will be inferior. The prices, as a result of the shortage, are fully one-third higher than a year ago.

ATTRACTIVE CHRISTMAS PRICE LISTS.

White & Co. and McWilliam & Everist, two of the large Toronto wholesale fruit dealers, issued special Christmas price lists this week. The circular of the latter firm, gotten out in two colors, with a Christmas greeting to their customers, was tastefully decorated with a border of holly, red berries and all and a chime of Christmas bells.

NEW PROCESS OF FRUIT DRYING.

A Recent Invention Promises to Improve on Nature's System.

One of the very latest inventions is a process to produce "naturally dried fruit" in an "artificial manner" by the use of hot air. This process has just been tested before experts in California and proved highly successful. The fruit is laid in trays constructed of wire-netting, and a continuous draught of air heated to 150 degrees is forced through the fruit. The moisture extracted is carried away through an air stack and by control of heat and air, nature is closely imitated. It is claimed that by the new process the work can be done in two weeks' time less than the field drying method and with the same results. The first tray of prunes taken from the dryer were exceptional, and when weighed to ascertain the shrinkage by the new method compared with the old an increase of 10 points was noted in favor of the hot air.

A FREE TRADER—PROTECTIONIST

A good story is told at the expense of an M.P. who was engaged in a certain line of business which had for some time been trying to secure a higher rate of duty on his products. This manufacturer in the early days when there was a well-defined line of demarcation between the two political parties on the tariff, was known for his strong antipathy toward the national policy campaign as carried on by Sir John Macdonald. A short time ago, however, he formed one of a deputation to wait upon the Minister of Finance urging a higher duty on the line of goods which he manufactured. To the astonishment of every one present, he gave utterance to these remarks: "I have always been opposed to protection. I told Sir John Macdonald that protection would ruin the country, and I have told the members of the present Government the same. At one time I used to get from the Government 85 cents for a certain line of goods which I manufactured, but all my company can get now is 50 cents. I think, under the circumstances, it is only proper that the Government should put on a higher duty."

The other members of the deputation looked at each other in open mouthed astonishment, and the Minister of Finance could not help smiling. One member of the deputation when he recovered his breath remarked quietly: "I think our friend's remarks about prices being lower under protection than they were in the old days before the protection tariff was in force, is an argument in favor of protection."

Jalland Bros., grocers, Sandon, B.C. have been succeeded by Black & Cameron.

Shippers Also of

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

**Largest Packers of Sea Foods on
North Atlantic Coast**

**Packers of
Celebrated
"Halifax"
"Acadia"
"Bluenose"
Brands of
Prepared
Boneless
Codfish**



**Packed in
clean, original
packages.**

**The
Trade-Mark
of quality on
every package.**

**Sold by grocers
everywhere
from Atlantic
to Pacific.**

**The winter is an excellent time to make money by pushing
HALIFAX SHREDDED CODFISH**

Smoked

Finnan Haddie

in 15 and 30 lb. boxes

Something Choice In Quality

Write or wire us for quotations

Frozen Cod and Herring

In their season.

Gonnors Bros., Limited

Black's Harbor, N.B.



Sealshipt and Other Oysters

Oysters with a Difference

Sealshipt Oysters are packed in a sanitary, germ-proof steel case, which is sealed. Tub oysters are packed in a stale, slimy, soggy, wooden tub with a loose cover.

Sealshipt Oysters do not come in contact with ice—it is packed around the case. Tub oysters have ice put directly among them, often bruising and contaminating them.

Sealshipt Oysters have a delicious piquancy, the true "half-shell" flavor. Tub oysters are flat, insipid, with no marked flavor, save that given by chemicals.

For full particulars address

National Oyster Carrier Co., Kenosha, Wis.

Affiliated oyster shippers in all the great oyster districts.

FISH for ADVENT

Large Frozen Sea Herring in barrels, Malpeque Shell Oysters in barrels. Standard and Select Bulk Oysters by the gallon. Haddies, Bloaters and Kippers, Skinless Cod and Boneless Cod in boxes. Labrador Herring in barrels and half-barrels. All other kinds in season. Write for Prices.

THE LARGEST FISH WAREHOUSE IN CANADA.

P. O. Box 639.
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.



Attention!

Let us show you our claims for your business however small. The up-to-date business world demands specialists in all lines. We have unequalled facilities, and pay undivided attention to the handling of fish and oysters. Could anything more be added to this to guarantee satisfaction? Let us have a trial order to convince you.

Fresh, Frozen, Salt, Smoked
Fish and Oysters

The F. T. JAMES CO., Limited

Wholesale Fish and Oyster Distributors

76 Colborne St. TORONTO

F. T. JAMES.

Manager

LONG ISLAND NATIVE

OYSTERS

Delightfully Fresh, Clean,
and Wholesome.

Cultivated and shipped
under most sanitary
conditions.

The purest and cleanest
food on the market.

Fresh Daily. Solid Meats.

\$1.85 per Imperial
Gallon.

White & Co., Ltd.

Toronto and Hamilton

Almeria Grapes

Splendid crop with a dry season
is the report for 1907.

Choice Mountain Fruit only

is selected for shipment to your
Dominion. C. & F. rates to
all points.

For closest market rates apply to

ANDREW WATSON

81 Place d'Youville, - Montreal

STUART WATSON & CO.

P.O. Box 144, - WINNIPEG

Proprietors,

FRED^K. FISHER & SONS

Green Fruit Experts

"St. Magnus" House,

LONDON, - ENGLAND

PORT ELGIN'S BOARD OF TRADE.

New and Live Organization to Boom
Western Town.

Port Elgin's industries and commercial firms have for a long time felt the necessity of united action in business matters, and to this end last week a Board of Trade was formed. A very representative meeting was held and the following were elected as the first officers of the new body: President, H. H. Stevens, of Stevens, Hepner & Co.; vice-president, Wm. McVicar; corresponding secretary, R. Munro; financial secretary, J. D. Falconer. An executive of nine members was also chosen. The matter of better railway and shipping facilities, improved docks, and new stations are some of the first important matters to be taken up by the new body.

AN EXCITED APPLICANT.

Here is a story sent in by a Western correspondent which grocers generally will enjoy:

A certain lady wished to apprentice her boy to the grocery trade. So she went to her grocer and asked him if he would take the boy. The grocer spoke very kindly to her and told her to send her boy around the next morning so he could see him before deciding. The next morning came around and so did the boy. He peeped in the store and seeing who he supposed to be the boss, stepped in the store and approached his man this way: "Be you the mister master man, because if you be I'm the boy's mother that was looking for work yesterday."

TRADE NOTES.

Nap. Gauthier, grocer, of Montreal, has assigned.

Joseph Poupart, Longueil, Que., has started a grocery.

Thos. Violette, grocer, of Tetu, Que., has made an assignment.

Banner & Ostrom have opened a new grocery in North Bay, Ont.

S. A. Kilgore, grocer, of Listowel, Ont., has made an assignment.

Labelle & Latour, grocers, of Montreal, have dissolved partnership.

Mongeau & Desrosiers are starting a grocery in Maisonneuve, Montreal.

Henry Wing, general merchant, of Shipka, Ont., has made an assignment.

L. J. Sinclair, general merchant, of Atwood, Ont., has made an assignment.

Etienne Avon, Valleyfield, Que., who has been in the grocery business, has assigned.

The general store of L. J. Moore & Co., Fraserville, Que., was recently damaged by fire.

L. J. McGuire, Haileybury, who has been conducting a grocery business, has made an assignment.

J. A. Carriere, St. Philippe D'Armentueil, Que., who has been conducting a general store, has assigned.

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 postages, etc.

Yearly Contract Rates.

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

BUSINESS CHANCES.

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

GROCERY BUSINESSES—1 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—A good second-hand, 6-foot silent salesman. Reply with price, etc., to Box 168, CANADIAN GROCER, Toronto. [51]

SITUATIONS WANTED.

COMMERCIAL TRAVELLER—Ten years' experience in the Northwest, good connection with grocers in Cobalt country, North Shore, Manitoba, Saskatchewan, Alberta and part of British Columbia—desires engagement with wholesale grocery house for 1908. Salary or commission. References furnished. Address Box 171, CANADIAN GROCER, Toronto. [52]

TEA—Gentleman now representing leading Canadian firm is desirous of securing an appointment as manager or traveller of firm of tea importers. West or south preferred. Ability and experience combined with good appearance and education. Box 172, GROCER, Toronto.

ARTICLES FOR SALE.

PURE Eastern Township Maple Sugar in 1 to 10 lbs. cakes; also pure maple syrup put up in 1 lb. imperial gallon cans. Apply to P. J. Girard, Richmond, Que. [50]

LEGAL NOTICE

Public Notice is hereby given that it is a criminal offence for any dealer to serve a substitute when BOVRIL is called for, and that any such cases when discovered will be prosecuted to the full extent of the law.

We intend to protect those who call for BOVRIL from being given other products.

The word "BOVRIL" is our registered trade mark, and it can only be applied legally to our own preparation.

BOVRIL LIMITED

27 St. Peter Street, - MONTREAL

WHEN OLD SIR WALTER

did civilization a good turn some centuries ago by introducing my Lady Nicotine, he little dreamt how many Millions of Money would go up in smoke in the 20th century. But so is it, and every grocer ought to be sharing in those millions.

T. & B.

is an unfailing foundation upon which to build your tobacco department. T. & B. smokes cool and fragrant, never clogs in a pipe or bites the tongue. Moreover, a smoker soon finds this out, and insists on having T. & B.

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

HAMILTON, CANADA

PERSONAL CONVICTION

enables a man to talk knowingly of a Cigar. Perhaps you already use our brands. If you do, you know that

Royal Sport and Hogen Mogen Cigars

have not a parallel. If you do not know this yet write us for information.

The Sherbrooke Cigar Co., Sherbrooke, Que.

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

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ADMITS TOBACCO MONOPOLY.

Trust Expert Acknowledges Control of Crop—Americans Demanding Foreign Goods.

Interesting details regarding the operations of the American Tobacco Trust and incidentally some useful information in regard to the tobacco business generally were brought out the other day in the testimony of T. B. Yuille, head of the buying department for the corporation, in the suit of the Government against the American Tobacco Company before United States Commissioner Shields as special examiner.

Mr. Yuille admitted that the American Company practically monopolized the tobacco crop of the United States, but insisted that the trust in nowise caused restraint of trade. He said the effect of the company's activity was to increase rather than diminish the price paid to the producer.

He told of the methods employed by the company's buyers and admitted that the company always was kept informed of the amounts of tobacco purchased by the independents. His testimony related chiefly to the markets in the Carolinas and Virginia. Under continued questioning by Mr. McReynolds, representing the Attorney General, Mr. Yuille also admitted that some of the subsidiary companies had continued to advertise as independent concerns after being taken into the trust.

In general the demand for tobacco in recent years has exceeded the production, he said, but that was due to extension of the trade in foreign countries. Because of this foreign demand prices had been put up. He said there had been a notable decrease in the price of leaf tobacco used for cigarettes, because Americans had recently developed a great liking for Turkish cigarettes. These, he declared, had almost entirely replaced the old style Virginia leaf cigarettes.

He said also that the lemon colored cigar wrapper, very much in demand a few years ago, had almost entirely disappeared now, because American smokers had experienced a change of taste and wanted the dark or mahogany colored wrapper. But while there had been a falling off in the demand for a few brands the general consumption of tobacco had increased steadily, and that explained the prevailing high prices. He said there was still genuine competition between the trust and the independent companies.

A CHEERFUL PROSPECT.

Here's enterprise for you. One of our esteemed American contemporaries carries an advertisement, which appears cheerfully week after week, of a Lutheran cemetery. The advertisement, which by the way is in German, gives definite instructions as to how to reach this peaceful resting place and also includes the prices of graves, children's size at reduced rates. We wonder if the advertising solicitor promised "direct results" when he negotiated this business.

We knew things were pretty "dead" across the line but didn't suppose it had come to the point where they had

to advertise cemeteries in grocery journals. Canadian grocers couldn't be persuaded to even think of dying. They're kept so busy that they simply keep running till they drop.

We might say more about this but refrain on the assumption that further grave remarks would not be appreciated.

NUT TRADE DEVELOPING.

That the Canadian people are developing more fastidious tastes is evidenced by the marked increase in the consumption of shelled nuts. In the past, wholesalers have treated nuts as but a subsidiary branch of their business. They are now coming to recognize it as one of their most important articles of trade. Indeed, already several firms are devoting their attention almost wholly to the sale of shelled nuts.

And with this growth in demand, the market has become speculative. Wholesalers who formerly bought a few cases from the importers now have an outlet where they can speculate on the market. A broker to-day must be in constant cable communication with the exporting country and must watch the market as closely as any Wall Street speculator.

This year there is considerable doubt as to the quality of walnuts. Some good authorities claim that the walnuts now being harvested are of a very inferior quality and it is significant that the best houses will not guarantee shipments.

J. A. Bowman, Norwich, Ont., who has been conducting a grocery, has assigned.

The general store of O. Vincent, Little Current, Ont., was recently destroyed by fire.

Handle
OLD CHUM
Cut Plug
Smoking
Tobacco

It's a Trade Bringer

CLAY PIPES

None Equal. Insist upon McDougall's.
There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

How Much Do You Spend ?

A merchant will spend, each month, a considerable sum for Leaf, Plug and Package Tobacco, Cigars and Cigarettes, Pipes, Tobacco Pouches, and all Smokers' Sundries, Biscuits and Confectionery. Does he always get the value of his money? It is contestable. To make sure, he should buy from

JOS. COTE

The Largest Wholesale Importer and Tobacconist in the District.

Office and Sample Room: 186-188 St. Paul St.
Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY ALL DEALERS

"They'll transform your store and transform your business, too."

THOUSANDS OF FEET OF Walker Bin Fixtures

Are in use in Canada to-day and every foot is earning money and building up business for the Grocer.

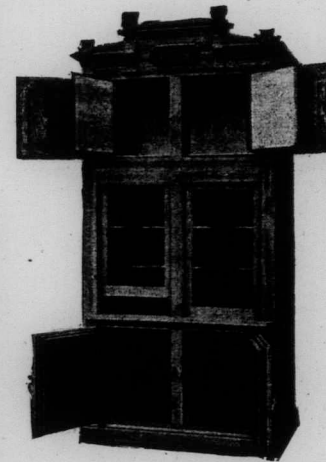
Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

The Walker Bin & Store Fixture Co. LIMITED
BERLIN, ONT.

Representatives: Manitoba—Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta—J. C. Stokes, Regina, Sask.

"Immense store improvement for very little expense."



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

A. M. THORNE & CO.,
77 Front Street East, Toronto

Twine, Paper Bags and Jute Goods.

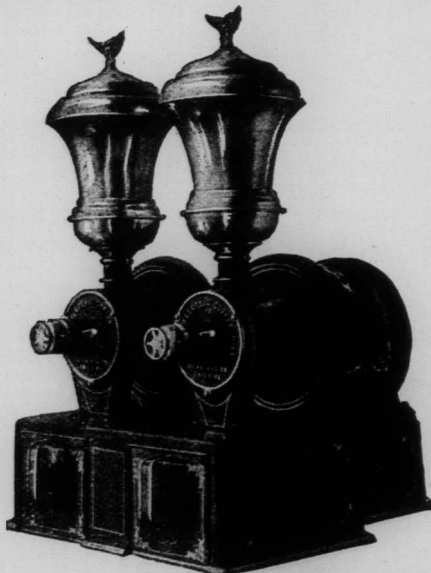
Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our Grinders Wear Longest

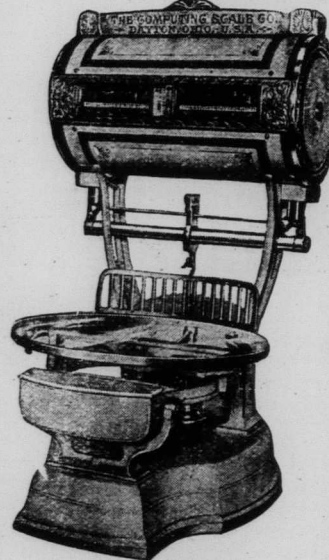
Grinding Capacity

Granulating 2 lbs. per minute.

COLES MANUFACTURING CO.
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

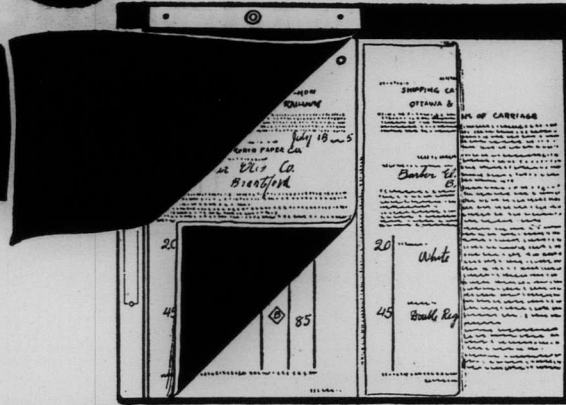
No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

Crain



Foldover Shipping Bills Shipping Order for Railway--Duplicate for Customer --Original for Filing

Show your shipping clerk our Crain Patented Foldover Shipping Bill System and he will wax enthusiastic over it. He will like its neat get up, admire the secure manner in which the wire-stitched pads are held in place and the convenient way the carbon paper is carried by the combination holder.

Customers will not be writing in and asking "on which railway did you ship my goods?" Customer receives duplicate with his invoice, and gets all required information. Shipping order goes to railway. Original, signed by R. R. Agent, is filed on a reference binder.

Complete information in our Foldover Shipping Bill Folder. Write for it.
The Rolla L. Crain Co., Limited., Ottawa, Canada.
Branch Offices: TORONTO, MONTREAL, WINNIPEG.

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.

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.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

Save time, labor and bad accounts by using the

Everall Account Systems

A few minutes posting each day and you are always up to date. Send for testimonials and information about our three short systems.

THE ONTARIO OFFICE SPECIALTIES CO.

126 Adelaide St. East, - Toronto

Phone M₂ in 7128

Special Factory Price, \$10

No commission or discounts allowed.

Your choice of our Monthly Account or Monthly Statement Systems, the very latest, \$10.00.

This is really a special price and any merchant not having a modern system should investigate this offer.

Hello, There !

Did you say you were tired of the old one-color book? Other Grocers got tired of it and are now using our new

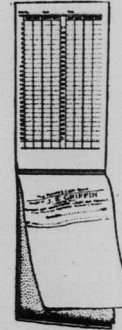
SPECIAL DUPLICATING COUNTER CHECK BOOK

made in several sizes and giving one color for original and another for duplicate. It's a splendid system, and especially adapted for Grocers. If you had one of the books you would understand the advantages.

WRITE US

The Carter-Crume Company, Limited

Toronto and Montreal



A Ready Seller

is

Upton's Orange Marmalade

made exclusively from finest Seville Bitter Oranges and put up in neat and attractive packages.

Upton's



Upton's

Something New

is

Upton's Grape-fruit Marmalade

put up only in **Upton's** well-known 1-lb. (net weight) glass jars. Two dozen in case, at \$1.60 per dozen.

Every grocer should have these Marmalades in stock for the holiday trade.

Qu
Th
responsi
Grocer,

Diamond—
1-lb. tins, 3 d
1-lb. tins, 3
1-lb. tins, 4

IMPE

Cases.

4-doz.....

3-doz.....

1-doz.....

3-doz.....

1-doz.....

1-doz.....



80

Bliss

Royal—Dim

1 lb.

8 oz

1 lb.

12 oz

1 lb.

3 lb.

5 lb

Barrels—Wl

cent. dia

OLEVE

Cleveland's—

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Barrels—Wl

cent. dia

Crown Bran

1 lb. tins, 2 d

1 lb. " 2

1 lb. " 4

1 lb. " 4



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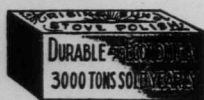
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Special quo

A Guarantee that is Worth Something

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

Lucky Cannners

We know of some cannners with headquarters in Ontario and the West who are shaking hands with themselves to-day. Because their foresight was as good as their hindsight, and, foreseeing a scarcity and likelihood of increased prices in the East, they put large quantities in our storage warehouse, where from time to time lately they have been letting them out at increased profits.

At times last year we had as many as 60,000 cases for different enterprising cannners.

We have special facilities
for storage of Canned Goods, Teas,
Coffees and all Grocer's Sundries,
Wines, Liquors, etc.

Deliveries and transhipments to all Steamship Lines, Railroads, and Merchants in the city and vicinity.

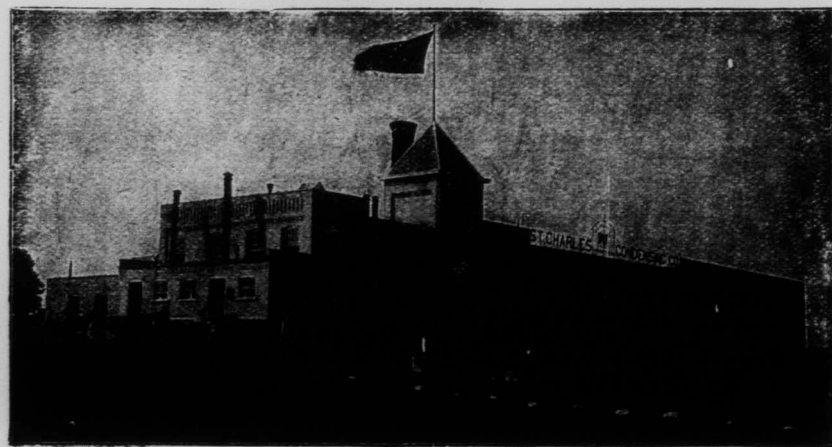
Lowest rates of Insurance. Loss by vermin and deterioration reduced to a minimum.

Customs, Storage, Cartage, Transshipping and Delivery of Goods, Insurance and Warehouse Receipts arranged by one Company, by one Letter. Less worry for merchants and manufacturers when dealing with a Company of large financial responsibility.

Terminal Warehouse and Cartage Co.

12-38 Grey Nun Street, MONTREAL

LIMITED



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

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

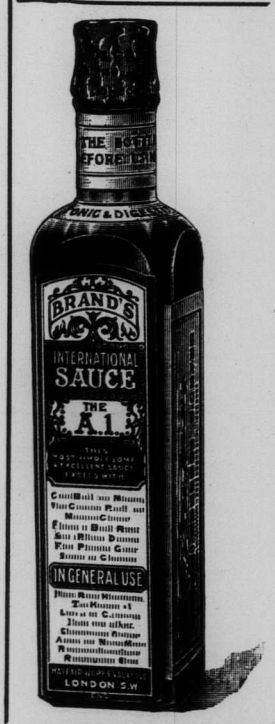
St. Charles Condensing Co.

Compound
12-oz. glass
2-lb. tins,
5 and 7-lb.
crate,
7 and 14-lb.
30-lb. wood
Compound
12-oz. glass
2-lb. tins,
7 and 14-lb.
30-lb. wood
Home Ma
1-lb. glass
case...
5, 7, 14 an

"Shirriff's"
Discoun

THE N. K

Hieroes
bbis...
Tubs, 60 lb
20-lb. Pails



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.
Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LIMITED

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case..... per lb. 0 07½
5 and 7-lb. tin pails, 8 and 9 pails in
crate..... per lb. 0 07½
7 and 14-lb. wood pails..... per lb. 0 07½
30-lb. wood pails..... per lb. 0 07½
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 3 doz. in case per lb..... 0 07½
7 and 14-lb. wood pails, 8 pails in crate
per lb. 0 07½
30-lb. wood pails..... per lb. 0 07½
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in
case..... per doz. \$1 60 2 90
5, 7, 14 and 30-lb. pails, per lb..... 0 09 0 12

Jelly Powders



Shirriff's (all flavors), per doz 0 30
Discounts on application, List price

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.



1-bbls..... 0 09 20-lb. tins..... 1 90
2-bbls..... 0 09 Cases 3-lb..... 0 10½
2-bbls, 60 lbs..... 0 09 " 5-lb..... 0 10½
20-lb. Pails..... 2 00 " 10-lb..... 0 10½

Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (36 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 0 40
" Acme " pellets, 5-lb. cans... per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans..... per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 20-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 45
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box....

Lime Juice.

BATGER'S LIME JUICE CORDIAL.
Agents, Rose & 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 60
3 cases of 4 doz..... \$3 50
5 cases or more \$ 40

Mince Meat.

Wethery's condensed, per gross net... \$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KERN'S.
D.S.F., 1-lb. tins..... per doz. \$1 40
" 2-lb. tins..... " 2 50
" 5-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar. 0 75
" 1-lb. jar..... " 0 35
F.D. 1-lb. tins..... per doz. 0 85
" 2-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pks. 24's 6 50
" 1-pks. 24's..... 4 25

Orange Marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 doz. case... per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case,
per doz..... 1 75

SHIRRIFF BRAND



"Imperial Scotch," 1-lb. glass, per doz. 1 50
" " 2-lb. " " 2 70
" " 4-lb. tins, " 4 65
" " 7-lb. " " 7 35
"Shredded," 1-lb. glass, per doz..... 1 80
" 2-lb. " " 3 00
" 7-lb. tins, " 8 00
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
Pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application.

Soda.

COO BRAND.



Case of 1-lb. contain-
ing 60 packages pe
box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs), per box, \$3 00.
Case of 50. pkgs. containing 96 pkgs., per
box, \$3

MAGIC BRAND. Per case.
No. 1, cases, 60 1-lb. packages..... \$ 75
No. 2, " 120 1-lb. " 2 75
No. 3, " {30 1-lb. " } 2 75
" {60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkg.
1 case 2 85
5 cases..... 2 75

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.
Mappole soap, colors..... per gross \$10 30
black..... 15 30
Oriole soap..... " 10 30
Gloriosa soap..... " 13 00
Straw hat polish..... " 10 30

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb.
No. 1 White or blue, 4-lb. carton. \$ 0 07
" " 5-lb. " 0 07
Canada laundry..... 0 06
Silver gloss, 6-lb. draw-lid boxes... 0 8
Silver gloss, 6-lb. tin canisters... 0 8
Edward's silver gloss, 1-lb. pkg. 0 8
Kegs silver gloss, large crystal... 0 8
Benson's satin, 1-lb. cartons..... 0 8
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Canada White Gloss, 1-lb. pkgs... 0 06½
Benson's enamel..... per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corn.... 0 07½
Canada Pure Corn 0 06½
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car.
" " " or blue,
4 lb. lumps..... 0 8½

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Aome Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 6½
Finest Quality White Laundry—
5-lb. Canisters, cases of 48 lb..... 0 07
Barrels, 500 lb..... 0 06½
Kegs, 100 lb..... 0 6½

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
5-lb. toy trunks, 8 in case..... 0 08
6-lb. enameled tin canisters, 8
in case..... 0 08
Kegs, ex. crystals, 100 lb..... 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... \$0 08
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Boxes of 40 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes of 48 cartons, per case.... 3 80

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

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

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Kaiser Mfg. Co., Winnipeg.
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Minto Bros., Toronto.
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Turner, James, & Co., Hamilton.
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Wood, Thos., & Co., Montreal.

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Belleville Fruit and Vinegar Co., Belleville

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Yeast.
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Why is the **BUSY MAN'S MAGAZINE** the best publication in the magazine field?
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The Busy Man's Magazine
Toronto



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We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

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Crescent



Brand

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Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

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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

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might bring inquiries. Better write for rates to

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'WELLINGTON' KNIFE POLISH

JOHN DAKEY & SONS, Limited

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