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CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JANUARY 8, 1909.

NO. 2.



Make 1909 the greatest year in your history. You can do this by putting to the front in your store as one leader

Keen's Oxford Blue

Every jobber will sell you.

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

A Short Syrup Talk

There's nothing like good table syrup for young and old.
There's nothing you can suggest to your trade they will be so grateful for as the recommendation of "CROWN" Brand Table Syrup.

It is Pure.

It is Clean.

It is Rich in flavor and body.

It is Nourishing and Healthful.

And it will pay you to sell it.

BUY FROM YOUR JOBBER.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

The Ideal Breakfast Dish

UPTON'S

Pure Orange Marmalade

Delicious, Appetizing, Healthful and Nourishing.

Good for Young and Old.



UPTON'S Pure Orange Marmalade is put up in many different size and style packages and the quality and price is right.

THE CANADIAN GROCER

Raisin Perfection :

Seedless

Not
Seeded

**GRIFFIN'S
SEEDLESS
RAISINS**

Seedless

Not
Seeded

A
Distinct
Fancy Variety of

**ABSOLUTELY
SEEDLESS RAISINS**

Cured in the sun without use of lye, sulphur,
or any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelly Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Arthur P. Tippet & Co.

MONTREAL



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

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Manufacturer's Representative
Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
Am open to accept one or two more clients, established connections.
Offices: Myles' Fireproof Storage Warehouse
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JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Grocery Brokers.
WAREHOUSEMEN
can give close attention to few more first-class agencies. Highest references.

MONTREAL

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Fish, Oils, Beans, Peas and Produce.
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414 St. Paul St. Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
Correspondence will receive prompt attention

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D. STAMPER

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Goods Stored and Distributed
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RAISINS, CHEESE, BEANS
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AT LOWEST PRICES

W. H. MILLMAN & SONS

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Toronto
Grocery Brokers and Agents.
Established 1885.

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"OLD GOLD"
CORN MEAL**

Now on spot
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
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and
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WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

Some Snaps—worth your while

If you are interested in

Canned Apples 3s and gals.

Plums 2s heavy syrup

Tomatoes 3s

It will pay you to get our quotations—

Write us or see our travellers

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

A PROFIT MAKER FOR 1909

Compare these prices with other Package Teas. YOU WILL find not only are the Profits greater, but we have the grades to offer you, essential for your business.

25c BLUE RIBBON TEA	1s	at
	$\frac{1}{2}$ s	20c
30c	1s and $\frac{1}{2}$ s	21c
35c	1s and $\frac{1}{4}$ s	24c
40c	1s, $\frac{1}{2}$ s, $\frac{1}{4}$ s and $\frac{1}{8}$ s	25c
50c	1s and $\frac{1}{2}$ s	30c
60c	1s and $\frac{1}{4}$ s	35c
80c	$\frac{1}{2}$ s and $\frac{1}{4}$ s	42c
\$1.00	$\frac{1}{4}$ s and $\frac{1}{8}$ s	55c
		70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET

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Manufacturers' Agents—Continued.

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 141 Bannatyne Ave.
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 Wholesale Grocery Broker

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The Hills Brothers Company, New York
 The Dominion Molasses Company
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 The White Swan Spice and Coconut Mills
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Carman Brokerage Co.
 Wholesale Grocery Brokers
 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS

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

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

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

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

SASKATOON.

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

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 Its History and Mystery
 BY
 JOSEPH M. WALSH
 A Great Tea Expert

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

CONTENTS

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2. Geographical Distribution.
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4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
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9. World's Production and Consumption.
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 T. A.—Scottish, Liverpool.

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



Ridgways TEA

is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

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Shoe Boils, Capped Hock, Bursitis are hard to cure, yet



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will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked, \$2.00 per bottle, delivered. Book 6 D free.

ABSORBINE, JR., (mankind, \$1.00 bottle.) For Boils, Bruises, Old Sores, Swellings, Gout, Varicose Veins, Verruocities, Allays Pain.

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Throughout 1909

as for the last twenty-five years,
Canadian Cannery Brands of Canned
Goods will be the leaders.

Make it your New Year resolution
to confine yourselves to Canadian
Cannery Brands, viz.:—"Auto," Ayl-
mer "Canada First," Bowlby "Horse-
shoe," "Little Chief," "Log Cabin,"
"Kent," Simcoe "Lynnvalley,"
"Lion," "Thistle," Delhi "Maple
Leaf," Lalor's "Grand River," Lake-
port "White Rose."

CANADIAN CANNERS, LIMITED



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North John St.
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B.C.

314 Ross



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\$1.00 bottle.)
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Pain.
Springfield, Mass.
Han Agents.

Start the New Year Right

by determining to handle nothing but the goods of high quality. They are the kind of goods which bring you the greatest profits and firmly establish your reputation.

Old Homestead Brand Canned Fruits and Vegetables

are the best canned goods for your trade. Every can is packed with pure, wholesome, appetizing stock. Nothing sloppy or impure gets packed in our factory. We buy only the best quality of fruits and vegetables, and our up-to-date plant and processing methods preserve the full, delicious natural flavor of the stock.

Your Jobber Can Supply You.

The Old Homestead Canning Co.

PICTON : : : : ONTARIO

YOU CANNOT BE TOO CAREFUL

about the quality of the Canned Goods that pass over your counter. Every can you sell is either a knock or a boost at your reputation. You can make sure that every can is a BOOST by specializing on

FARMER BRAND

CANNED FRUITS AND VEGETABLES

The goods packed under this brand are grown especially for us upon three thousand acres of the finest garden land in Prince Edward County, Ontario. If you specialize on FARMER BRAND you can bank on it that every can you sell means a pleased customer.

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

Unequaled in Quality
and a Producer of Permanent Profit

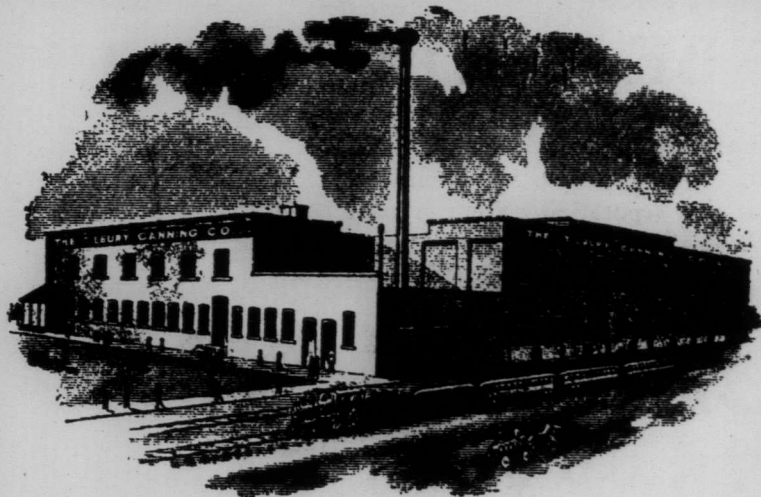
QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.



"Tilbury Brand" Canned Goods

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

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

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

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

Are Heavy Purchases, Large Discounts or Long Datings Conducive to the Success of Your Tea-Trade ?

There are two classes of salesmen that approach the retail grocer. One is the representative of the wholesale house desirous of cultivating him as an outlet, willing to **carry stock for him**, help him with credit and see him grow for their mutual good. That house is his friend.

The other is the salesman working for his own personal gain who would **load the retailer up with as much as he can be persuaded to purchase** by offering him lurid bargains and long datings and sometimes large discounts.

Some retail grocers do not distinguish clearly between these two kinds of sellers, because in their anxiety to obtain good discounts, long datings and low prices they are blinded to the different motives of the sellers.

The grocer's anxiety to buy at **lowest** prices even if he has to over-stock in dangerous degree to get what looks cheap works out to his everlasting injury. Particularly is this true of his tea trade.

By buying "**SALADA**" in small quantities on short datings he would be enabled to turn over four or five purchases at a good profit while **waiting** for the "long-winded" transaction to materialize. The selling of "**SALADA**" would prove beneficial to him in every respect. His tea would be absolutely fresh—of the highest possible quality—of superior excellence in flavor and purity. He would have no dead stock—no freight to pay—no deterioration—and no peddler to combat.

By selling "**SALADA**" you can satisfy **more** people than you can with any other tea and at a lower expense to yourself for you do away with the necessity of carrying a **heavy stock of goods that don't sell.**

Think it over !

The "Salada" Tea Co., - Toronto or Montreal



They were the leaders of all milks during the past year—No other makes even in their class—You sold the best when you sold

BORDEN'S BRANDS

There's "EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM. Remember these brands.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened



ST. CHARLES CREAM UNSWEETENED—STERILIZED

THE PUREST AND BEST

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

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

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

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA



Imperial Evaporated Cream

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

Its superior has yet to be found.

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

HAVE YOU A STOCK?

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO

Try It Yourself It's Good Tea

Try Red Rose Tea in your home. Then you will recommend it to your customers with the conviction that it is the best value on the market. Convinced yourself, you can convince others. Any grocer can sell nine-tenths of his customers by saying "Red Rose is the tea I use myself."

No grocer can afford to be without the reputation of recommending good tea. Red Rose Tea "is good tea," the best value on the market at each of its grades.

Crimson label, 30c grade, is better value than any other tea at 30c, and very much superior to any 25c tea. When they come to drink it, no customer begrudges 5c for the difference between "tea" and "good tea." Good tea cultivates taste and leads to higher grades, more select customers, choicer class of trade where the better profit is.

Try
Recommending **RED ROSE TEA**

THE TEA THAT WILL DRAW TRADE AND HOLD IT.

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315 WILLIAM ST., WINNIPEG

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St. John, N.B.

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Marsala Wine ?

If you have not stocked it yet you should do so now.

It is the ideal after-dinner beverage, taking the place of Port or Sherry.

As such, it is much appreciated by the public.

Be the first in your town to stock this fine line.

Cost is \$7 a Case and up.

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Sole Agents American Continent

Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES
(IN TINS)

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

GOLDEN SLING SYRUP
(IN TINS)

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

"THE BEST THERE IS"

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Dominion Molasses Co.,
LIMITED

Halifax, - Nova Scotia

JAPAN TEAS

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

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Brooke Bond's Packet Teas.

You know your trade. You know what your customers expect to pay. You know the kind of tea they insist on having. Knowing these things, are you sure you are getting for them better tea for their money than they can get elsewhere in your town?

Stocking our Packet Teas will enable you to do this, for, thanks to our system and business methods, we can offer you better tea than you can get elsewhere for the same money.

For samples apply to

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

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. *White Spruce*

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co.

Hamilton and Winnipeg

**A perfect system leaves a good impression
which means more business.**

THE LOBLAW CREDIT SYSTEM

**Cuts your bookkeeping in half.
The less writing you do in bookkeeping,
the less chance to make mistakes.**

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Business is Booming in the West

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

Correspondence invited

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

Manufacturers' Agents and Brokers

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

ESTABLISHED A. D. 1840



It Pays to Push The "Pansy"

All men of wide experience agree that the article it pays best to push is the article that has most real merit. And we claim for the "Pansy" merit unequalled by any other line of brooms. We can supply you with brooms of any grade; but our best value is unquestionably the "Pansy." It will pay you handsomely to educate your customers up to the "Pansy" grade. The high grade of material used as well as the specially good workmanship, backs up the distinctive appearance given by the "Pansy's" Individual Label.

Send Us Your Orders We are the Makers

H. W. Nelson & Co., Ltd.
T O R O N T O

E. D. S. Brand Jams and Jellies

**Guaranteed
Absolutely
Pure**



**Unequaled
in
Flavor**

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

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

By stocking Highest Quality Sage, Savory, Thyme, Mint, Marjoram, Etc.

you secure the best class of customers, not only for these Herbs but for other groceries as well. You buy absolutely the best when you order Ewing's Herbs.

S. H. EWING & SONS 98 King St., Montreal
Also at Toronto

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

**For Color Fruits And
Goods Of Strong Acidity**

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

**"The Can Without
The Cap Hole"
"Bottom Like The Top"**

Write for Samples

**SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO**

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON



An Attractive Kitchen

is the main ambition of thousands of women: and a clean, shining stove is one of the chief requisites. You just tell your customers that

BLACK KNIGHT STOVE POLISH

produces a brilliant, durable polish in very quick time without soiling the hands and they will be interested right away. One sale of Black Knight is but the fore-runner of a long line of pleasant, profitable transactions.

Your Jobber can supply you with Black Knight Stove Polish.

Made by

THE F. F. DALLEY CO., LIMITED, HAMILTON, CANADA
BUFFALO, U.S.A.

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

**QUAKER
BRAND SALMON**

Mr. Grocer, if this brand was one that would take second place to any other, in the matter of quality and style of package, we would not be guaranteeing it.

YOU KNOW US :

Our reputation stands behind Quaker Brand Salmon.

Prices :

Talls, \$2.00

Flats, \$2.15

Mathewson's Sons

Wholesale Grocers

232 McGill Street - - Montreal

**Walter Baker & Co.'s
Cocoas and Chocolates**

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

Baker's Cocoa, 1/4s	- - - -	35 1/2c. per lb.
" " 1/2s	- - - -	35 1/2c. "
Premium No. 1 Chocolate, 1/4s	- - - -	32 1/2c. "
" " " 1/2s	- - - -	32 1/2c. "
Webb's Cocoa, 1/4s	- - - -	29 1/2c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the

Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

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

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

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

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

**An Increase in Direct Shipments
of 24.92°.**

And in a Year of Trade Depression, Too!

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE 596 free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.



White Moss Cocoa Nut

has been sold for so many years that it is just as much a staple with the housekeeper as sugar. That is why it is the most satisfactory brand for the grocer to handle.

Have you learned this?

The Canadian Cocoa Nut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Made by Edward J. Nation & Co., Bristol, England

Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of

LOZENCES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

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

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

THE CANADIAN GROCER



Gilmour's 10c. Hand Cleaner

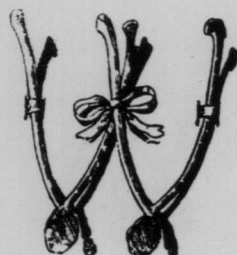
is the hand cleaner that is meeting with the approval of the masses. This is because it is sold at a popular price, though it contains all the qualities of the higher-priced lines—and then some.

Order Through Your Jobber

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN."



WE WISH our numerous customers a Happy and Prosperous New Year, and desire to express thanks for the liberal patronage accorded during the past year, and trust by continued excellence of manufacture and close attention to business to merit a continuance.

THE CANADIAN SALT CO., Limited

WINDSOR, ONT.

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



“WHITE SWAN GOODS ARE GOOD GOODS” — ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

SUCCESSORS TO THE ROBERT GREIG CO. LIMITED

TORONTO

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT.

SOLD BY
ALL
JOBBERs

1/2-lb. tins—3 doz. in case.



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.

BROOMS

Manufacturers have advanced prices over ten per cent. and predict higher prices in the near future. We are carrying a few brooms which we offer at attractive prices. See our travellers.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

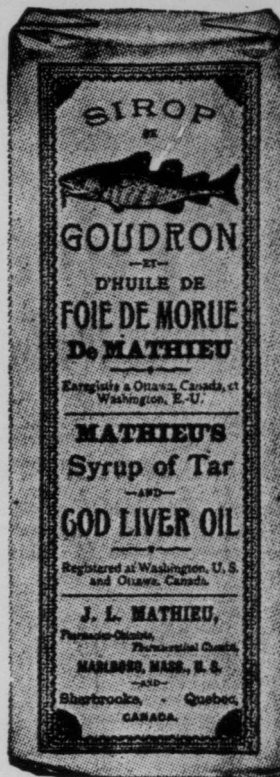
When next purchasing supplies of Granulated Sugar ask for

Redpath

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

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

The
Canada Sugar Refining Co.,
Limited
MONTREAL



WHY YOU SHOULD SELL
MATHIEU'S SYRUP
of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good seller. Both are necessities in your business.

Mail that order to-day.

J. L. MATHIEU CO., Props., SHERBROOKE, P.Q.
L. Chaput, Fils & Cie., Wholesale Depot, Montreal

HOW TO FREE
HIGH HALLS
OF DUST-WEBS



THE Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGER, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

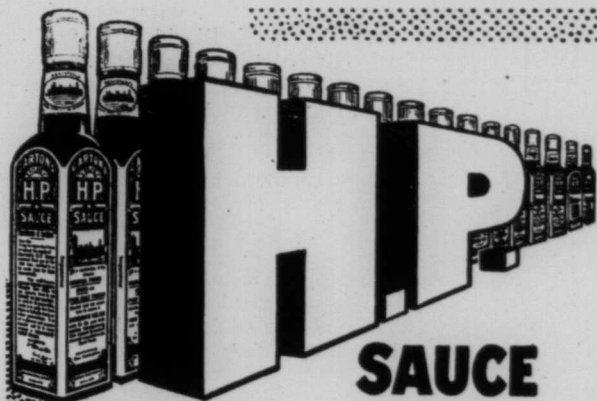
Tarbox Bros., Mfrs. Toronto, Ont.
BRITISH DEPOT: 2 Hope Chambers, Liverpool



A Great Convenience McGregor's Patent PAPER BAG HOLDER

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

O. P. MCGREGOR
175 Borden Street, Toronto



ENGLAND'S MOST POPULAR SAUCE

H.P.'s Popularity as an ideal kitchen Sauce has reached Canada. The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

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

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

Georgeson Co., Ltd., Calgary, Alberta.

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

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

MIDLAND VINEGAR CO., BIRMINGHAM AND LONDON, ENG.

a few brooms

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ULD SELL

EU'S
JP

Liver Oil

O. 2

a decent fit. This it. There subtracted nd of the or unsale-time and ersuading

sells all i. It is ove from into your s.

Nervine nother Both are your

to-day.

, P.Q.

u



Start the New Year right by having on your shelves a full line of

STERLING BRAND PICKLES

These Canadian made Pickles are "Best Sellers" and will help you to make 1909 a prosperous year in your business.

ORDER FROM YOUR JOBBER, OR DIRECT.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Re Balmoral Scotch Marmalade It Is a Significant Fact

that all during the hard times period the quality of this superior marmalade did not deteriorate in the slightest degree.

Did You Remark This?

J. W. WINDSOR

MONTREAL

Shirriff's Flavoring Extracts

lead all others in strength and purity. They are the best sellers because they are **PRE-EMINENTLY THE BEST.**

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA



Before Stock Taking

We must reduce considerably certain lines of our stock before the first of February, date on which we begin stock-taking.

We, therefore, offer real bargains to the trade, bargains based on reduced prices, which can be verified by any one conversant with the market prices of these products.

Examine the following list of goods carefully, make your choice, ask us for quotations, and you will be in a position to judge the values which we offer you.

Imported Canned Goods: Soups, Fruits and Vegetables "Soleil" Brand. These are products of quality, whose great popularity in Canada is due only to unquestionable value of the products themselves. They are goods which you can recommend in all confidence, and the quality of which you can guarantee without reserve.

"SOLEIL" BRAND Chervil Soups, Julienne Soups, Printaniere Soups SOUPS are so delicious that they constitute a precious help to the busy housekeeper in winter—and at all times. Consult the following list, it will, no doubt, interest you, as well as the **reduced prices** which we will quote you on same.

*French Peas,
Giant Asparagus,
Whole Asparagus Extra,
Asparagus Tips,
Beans,
Artichoke Bottoms,
Medleys of Vegetables,
Cut Carrots,
Celery Ribs,
Whole Celery,
Spinage,*

"SOLEIL" BRAND

*Fruits In Syrup,
Glass Jars,
Apricots,
Pine Apples,
Strawberries,
Peaches,
Raspberries,
Preserves and
Jellies of all
kinds in glass jars.*

DOMESTIC CANNED GOODS. We have a complete stock of all lines in all popular brands of Canadian canned **Vegetables, Fruits, Meats** and **Fish.**

FRUITS: Strawberries, Raspberries, Plums, Peaches, etc.

VEGETABLES: Tomatoes, Corn, Peas, Beans, etc.

MEATS: Corned Beef, Tongues, Potted Chicken, etc.

FISH: Salmon, Sardines, Lobsters, etc.

SPECIAL BARGAIN: We beg to call your attention to a special line of fine salmon which can be sold at popular prices, and on which we can quote you prices defying all competition.

TEAS: We are in a position to fill all orders on **Teas of all grades and qualities** suitable for all the demands of the trade. We offer special prices on teas during the month of January, prices which will enable you to realize increased profits on same. We pay freight on all orders of Teas, assorted or not, of 200 lbs. and over.

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

Laporte, Martin & Cie., Ltd., Montreal

Wholesale Grocers and Wine Merchants.

Grocers Win Civic Honors

The Trade Well Represented in the Municipal Offices of Several Ontario Towns—Hamilton, Kingston and Barrie Have Grocer Mayors—Ingersoll's Reeve a Trade Member—Some of the Successful Candidates.

Results of the municipal elections throughout Ontario show that members of the grocery trade have carried off their share of the honors. Grocerymen in all parts of the Province have in recent years been aspiring to civic offices, but never before have there been so many successful in becoming elected to responsible positions as at the late contest. In some places grocers have been chosen as the chief magistrates of the towns and cities in which they carry on their business, thus obtaining the highest honor that their fellow-citizens can bestow on them.

It has been generally felt during the past that only professional men had the



ALD. JOHN FORTH,
One of Hamilton's Grocers Who Was Successful in Monday's Elections.

ability to direct the affairs of a town or city satisfactorily, but of recent years they have in numerous places been supplanted by the practical business men.

In the City of Hamilton Ald. John I. McLaren was elected Mayor by the big majority of 2,285—the greatest in 21 years of the city's history. Mr. McLaren ran as an independent, and the result showed that he was the popular candidate. He is the senior major of the 91st Highlanders, and that regiment was evidently a great factor to his success. Mr. McLaren for years was a manufacturer of coffee and spices, and was very successful in his career as such. Some time ago he disposed of his business and is now a grocery broker.

D. Cooper, a Kingston grocer, was chosen Mayor of the Limestone City by a majority of over 630. In Barrie, Jas. Vair, grocer, and one of the town's most

prominent business men, was elected Mayor.

Among the successful grocers elected to aldermanic seats in Hamilton are John Forth, president of the Retail Grocers' Association, who headed the polls in Ward 3. Mr. Forth is an energetic, active man and should be a good councillor. Geo. W. Cann, who is vice-president of the Retail Grocers' Association, succeeded in Ward 1, as did also T. S. Morris in the same ward.

In Peterboro, Geo. A. Gillespie, of White & Gillespie, grocers, headed the polls in a field of 20 candidates. He has spent already one year in the Council, and his return as the most popular candidate testifies to his work during the past twelve months. E. F. Mason, another Peterboro grocer, was elected member of the Board of Education there.

Wm. A. Anderson, president of the Retail Merchants' Association, at Chatham, was elected alderman there. He came sixth in the contest. John McCorvie, grocer, was second, and Harry A. Andrew, grocer, was re-elected by a handsome vote.

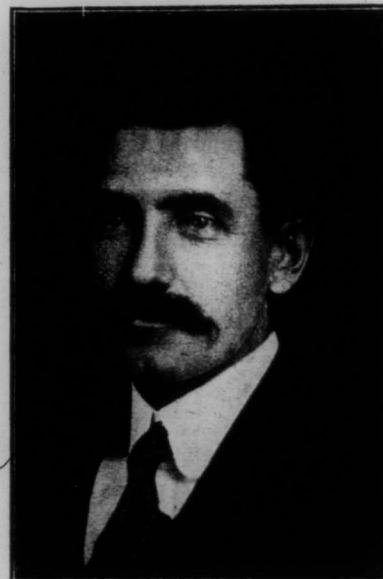
The result of the Lindsay municipal elections show A. C. Babcock, grocer, to be chosen as one of the councillors. This will be his first year in municipal life.

In St. Catharines, J. T. Petrie, proprietor of the American Bazaar, will sit in the Council of 1909, and is slated as the coming Mayor of that place. In his Bazaar is a large grocery department.

Ingersoll, too, has its grocers in municipal life. S. M. Fleet was elected Reeve by a majority of 334, and C. A. O'Neill was elected an alderman by acclamation.

A. G. Vermilyea, a Belleville, grocer, was successful in receiving the good-will of the Belleville people and will be one of the councillors during the coming year.

in the Board of Trade Building, Montreal. There was an almost full attendance of directors, and considerable necessary business was transacted. Standing committees for the year were appointed to look after various matters, while honorary directors were elected as follows: J. A. Bouthellier and L. E. D'Astous, Sherbrooke; Alf. Haywood and M. J. Buckley, Toronto; J. A. MacDonald and A. McGregor, Halifax; J. S. Harding and W. M. McKenzie, St. John; J. Wilson and P. Gauthier, Ottawa; Senator D. Derbyshire, Brockville; L. H. Higgins, Moncton; D. McLean, Belleville; Angus Orr, Kingston; M. F. Griffin, J. F. Lemieux, W. Mayn-



ALD. GEO. A. GILLESPIE,
Of White & Gillespie, Grocers, Peterboro', Elected on Monday.

ard and Geo. L. Van Felson, Quebec; H. M. Belcher, R. R. Gallagher and F. G. Crawford, Winnipeg; P. C. Small and Thos. Foster, Vancouver; A. W. Ramsay, London; W. S. Louson, Charlottetown; Aug. Sequin, St. Hyacinthe; P. L. Lassonde, Three Rivers; Frank Merchant, Sydney; Geo. A. Campbell, Victoria; F. P. Benjamin and Ben Myers, Hamilton; Honorary Directors for Edmonton and Calgary have yet to be named.

MONTREAL WHOLESALE'S DEATH.

Joseph A. Robitaille, of A. Robitaille & Co., wholesale grocers, Montreal, died last week in his 65th year. Mr. Robitaille has long been known in grocery circles in the East, and his sudden death will be a shock to his many friends.

DOMINION TRAVELERS' EXECUTIVE MEETS.

On Saturday evening last the first meeting of the new Executive of the Dominion Commercial Travelers' Association was held in the rooms of the society

James Sargant, the veteran secretary of the Commercial Travelers' Association of Canada, was in Montreal from Toronto for a day this week and met quite a few of the members of the Dominion body.

Trade News From Atlantic to Pacific

Maritime Provinces and Quebec

Business in Nova Scotia Ahead of Previous Year—New Ideas From Montreal.

HALIFAX.

January 4.—Notwithstanding the financial stringency of the past year, Nova Scotia felt little of its effects, and the year closed with business in a healthy and prosperous condition. There are fewer failures in Nova Scotia than for the past ten years, and this shows the sound principles on which business is conducted. While the customs receipts at most other places show a decrease, Halifax is to the fore with an increase, and it is quite a substantial one, too, amounting to almost \$40,000. For the week closing with Thursday, December 31, the bank clearings totalled \$1,402,700.75, an increase of \$431,189.22 over the previous week. This is considered to be an exceptionally fine showing. While it is a little too early to make any predictions for the future, the outlook is most promising for a continuance of the prosperous conditions of the past. Business changes in Halifax on the opening of the new year are very few. N. M. Smith, will hereafter be known as the N. & M. Smith, Ltd., and the business will be continued under the same management.

Alderman Andrew Hubley, who has conducted a grocery store on Windsor Street, has retired from the business and in future will devote all his attention to real estate.

The total importations of raw sugar at the port of Halifax for the year 1908 from the British West Indies and British Guiana, were 45,561 tons, a decrease of 319 tons from the previous year. There was also a falling off in the importations of molasses. In 1907 the imports were 2,850 tierces, 18,171 puncheons, and 3,037 barrels. Last year the receipts were:

	Tes.	Pun.	Bbls.	Hgds
Antigua	289	1,824	286	265
St. Kitts	1	1,383	412	...
Barbadoes	491	7,298	1,302	210
Demerara . . . . .	...	107	...	...
Trinidad	75	851	63	...
Total	856	11,463	2,063	475

It is estimated that the products of Nova Scotia in 1908 yielded more than one hundred and seven million dollars, of which the farm contributed products to the value of \$26,500,000.

In a review of the fisheries during the past year Howard H. Smith, of N. & M. Smith, says: "The catch of last year totalled about 275,000 quintals of dry fish, and of that amount fully 200,000

quintals were in the consuming markets by the end of the year. There is still 50,000 quintals still unsold in the fishermen's hands. The stocks carried in Halifax and Lunenburg are not in excess of an average. The drop of fully 35 per cent. in the price has materially induced a much larger demand, and the world's consumption to-day is estimated at 20 per cent. above the average of the last three years. This is the big factor in the minds of the exporters who have faced such losing odds for some years



JOSEPH ETHIER,

Of Laporte, Martin & Cie., Montreal, Recently Elected President Montreal Wholesale Grocers' Exchange.

now. Beef, pork, wheat and corn, are all at top notch figures. No wonder agents and brokers now report "fish consumption enormous," and there is little doubt the markets will be bare when the new cure is available in August of this year"

MONTREAL.

January 5.—The grocers of the city are suffering from a serious epidemic of burglaries. Hardly a night passes without one occurring. One of the grocers last week was J. H. Dupre, 373 Welling-

ton St. An entrance was made by cutting the wire netting in front of the window. About \$30 represents the amount of this theft. The same night thieves entered the store of Z. Laurin, 276 Sherbrooke Street West. Here they forced the front door, and made themselves at home. When the proprietor arrived in the morning he found they had taken a varied line of groceries, including provisions, butter and cheese, and liquors, as well as the contents of the till.

Managers of the various larger grocery stores of the city are divided in their opinions regarding the extent of Christmas and New Year's trade. When all are taken into consideration, they show that trade has not been up to last year's mark, although the difference has not been great. This condition is more of a reflection of the past year than an indication of the future.

J. H. E. Davis, Montreal, representative of J. McIntosh & Co., Toronto, has returned from a short trip to the Townships. He states that the shortage of water is becoming extremely serious in many parts. E. P. Dame, 182 Bleury St. has a little invention in his store which is of practical value to every grocer. It consists of a small cord arranged from the door along the ceiling to the back of the counter, so that the necessity of coming forward to open the door for a customer is obviated. By pulling a handle at the end of the rope, which hangs about halfway down the store, behind the counter, the door can be opened. The mechanism is extremely simple, consisting of two grooved wheels in the ceiling, in which the cord runs, and sufficient length of rope to reach to the door.

John Robertson & Son, St. Catherine Street West, had a very pretty Christmas window of seasonable goods, consisting of dried fruits, imported confectionery, green fruits, and liquors.

S. Robinson, Esplanade Avenue, who recently sold his business to J. Hurteau, is taking a rest before entering actively into business again. Mr. Robinson, who has been in harness since he was a boy, as grocery clerk, and subsequently as a proprietor, forty years, at least, states that he will not be ready to consider any proposition until next summer as he will take things easy this winter.

Lorne Stewart, Montreal, agent in Quebec Province for John Taylor & Co., Toronto, is attending the annual conference of the staff, at the head office, this week. A. H. Brittain, Montreal, who just returned from Boston, is in Western Ontario this week.

G. M. Gilmour, of the Gilmour Hand Cleaner people has left Montreal for a few days in New York.

J. H. Lefebvre, the Montreal grocer, who was severely burned during the course of a fire in his store on December 26, died as a result of his injuries last week. He was forty-four years of age, and had been engaged practically all his

life in the retail grocery business. He was in partnership with his father at the corner of Dorchester Street East and Panet Street, for several years, but latterly had conducted the business himself.

ducted by R. Y. Blackhall. Mr. Blackhall will not leave Mount Pleasant.

Cosgriff & Bonnor have opened a grocery in Kaslo.

J. M. Doyle has been appointed district manager of P. Burns & Co.'s numerous branches in the interior, and will move from Revelstoke to his new headquarters at Nelson.

Fleming & Son, grocers, of Nelson, B.C., have moved into their new store. They are located in the suburb of Fairview, where they started the first grocery store eight years ago, and have now erected the first two-storey brick structure in that part of the city. The building cost between \$6,000 and \$7,000, and, with a \$3,000 stock and the best of fixtures, they have one of the finest stores in Nelson.

Merchants of Nelson have been successful in securing reduced rates on several commodities which will go a long way toward increasing business in that city, which is becoming more and more a centre of trade for the Kootenay and Boundary districts. In a recent conference with the C.P.R. officials, it was arranged that on certain commodities, such as canned goods, poultry, butter, eggs, and similar products, substantial reductions would be made, while reductions will also be made on other lines. The questions of class and commodity rates were thoroughly discussed, and the railway company promised to give reductions to average not less than a certain figure and will go into the question further and endeavor to make even a greater reduction. These reductions will apply to both summer and winter rates.

Western Canada Notes

Reduced Freight Rates at Nelson—Lower Meat Prices Expected in British Columbia.

VANCOUVER, B. C.

January 2.—The holiday trade has been extremely satisfactory in all lines, and few dealers have a small business to report. Not only in the city did the trade come up to expectation, but retailers in the interior declare that this was as good a season as they ever experienced. The end of the year saw rapid recovery in many lines, with collections fairly good. The prospects for a heavy spring trade are of the best.

A feature of the market at Christmas, which did not materialize, was the expected cutting of prices of turkeys and fowl by the opposing interests of Swift & Co. and the Pat Burns Co. These two concerns are now battling for the coast district, and the first-named company, which has recently entered the field, is making a strong effort. A large abattoir and packing house has been established at Edmonton by the Swift people, and as this is in the centre of the cattle-raising district of Western Alberta, the slaughtering is done there and shipments of dressed beef made to the various cities of British Columbia, in which branches have been started. In Vancouver, the name is Cromwell Ormsby Company; in Prince Rupert, J. A. Glassman is manager; W. J. Ovans was in Revelstoke making arrangements for opening up there. With stores like these, the Swift Company is ready to make an onslaught, and on Christmas Eve it was announced that the prices of turkeys would be cut by either or both, and people were on the lookout. Many held back buying, but the reduction did not materialize. Still, it is expected that meats, etc., will not be so high if these two concerns battle for the trade. The demand for dressed beef, which is brought here in refrigerator cars is large.

The fact that merchandise is now brought from Europe via Mexico and up the coast to Vancouver by the recently established line of steamers between Vancouver and Victoria and Mexican ports, will mean a readjustment of trade relations with the Canadian East. In the past nearly everything has come via Montreal, the large importing houses in the East acting as distributors. This was changed somewhat when the Blue Funnel liners came here from Liverpool, bringing direct consignments, and now further change will follow with the new route opened by way of Mexico. The Lonsdale, which is now in port, brought the first shipment from Liverpool, which

arrived here 47 days after shipment. With these goods coming from the north of Europe, and the Chargeur-Reunis liners bringing goods from the south of Europe, trade relations will be much altered.

Local grocermen are watching with interest the war between the wholesale grocery firms of Schwabacher Bros. & Co. and the National Grocery Company, which operate in the territory just south of the line, and not far from Vancouver. The former firm has declared its intention of following the latter to every city on the Pacific coast in which the latter may locate, and the latest scene of conflict is Bellingham, which, with Seattle, holds considerable intercourse with Vancouver and Victoria, having direct boat connection.

The marriage took place this week of J. W. McIntyre, who conducts a grocery at Cedar Cottage, on the city limits, to Miss Gertrude Billedeau, of New Westminster.

Howard Thompson has taken over the grocery business in Mount Pleasant con-

From Ontario Correspondents

Fire Destroys General Stores at Bracebridge — Barrie and Kingston Have Grocer Mayors—Trade Represented in Councils of Several Towns.

LONDON.

January 5.—Stocktaking among the wholesale grocers is nearly completed, but not until the figuring up has been done will the results be definitely known. Enough is already known, however, to show that the year just closed was a good one. Some dealers declare it was better than 1907—and all view the outlook optimistically. Profits on sugars have been fair, fluctuations being fewer than in 1907. Local wholesalers were not seriously affected by last week's drop of 10 cents in price, as they have been living from hand to mouth so far as this commodity is concerned and were not caught with large stocks. In other staples there is very little change. Christmas fruits are pretty well cleaned out. Canned goods, which have been slow of sale, should begin to move shortly. Stocks in local warehouses are not very large.

Travelers started out on the road again Monday, after the Christmas holidays, although many remained in town

long enough to cast their ballots in the municipal elections.

The retail trade is now experiencing the customary post-holiday quiet. As a rule, business during the past two weeks has been very good.

The only municipal office filled by acclamation was that of hospital trustee, Samuel Screation, of Edward Adams & Co., wholesale grocers, being re-elected to that office for the third time.

BRACEBRIDGE.

January 7.—The Wm. Ross Co. have purchased the grocery stock of the late W. J. Leader & Co.

Christmas trade in our town was above the average, each firm doing a good, lively trade. Fortune favored the merchants with good sleighing and brisk weather. One feature noticed by everybody was the beautiful and carefully dressed windows. The grocers vied with one another in a friendly spirit, making

all the displays very attractive. One traveler remarked that Bracebridge can hold its own in window displays.

Hutchison Bros. speak highly of trade since they introduced the cash system, on account of its bringing many new customers, and formally creating a better friendship between buyer and seller.

George Hale, late of London, England, has taken a position as accountant with Hutchison Bros.

The fire of last week proved a very disastrous one. Six merchants were completely burned out, with a loss of fully \$100,000. Those interested in the grocery trade being Axler Bros. and John Carruthers, both general merchants. At one time, owing to the increasing gale, the north side of Manitoba Street seemed in danger. The stores occupied by Fenn, Anderson & Co., J. P. Humphries and Hutchison Bros., were so close to danger that a hasty removal of valuables was resorted to. But the wind changed, and the town was saved. Already since the fire the owners of the blocks destroyed are arranging for new material, and by June a row of new, handsome stores will replace the old land-marks destroyed by fire.

Christmas window display worthy of mention was one in a large grocery store in town. A wolf, shot in Muskoka on November 6, and set up in Bracebridge, was the feature. It was surrounded by Christmas fruits and candies, with a large sign overhead reading, "Keep the Wolf from the Door by Buying Your Xmas Goods Here." It brought the people, too.

OTTAWA.

January 7.—Fowl dealers who carried heavy stocks for the New Year's market were certainly in luck this year, and smiling faces are in strong contrast to the somewhat attenuated cast of features exhibited by the sellers of the finny product of ocean, river and lake, on the Ottawa market the day before New Year's. No dispensation having been received as to the eating of meat on New Year's day by Roman Catholics until the noon previous, the fishermen had already begun to display that happy smile characteristic of dealers who know their stock is going to sell like hot cakes. Some had even begun to whisper of a rise in prices similar to that in turkeys before Christmas day. It was not to be, however, and a cruel fate again drove home the meaning of the proverbial "fisherman's luck." But if the fishermen could not put up the prices the turkey men did, and the day before New Year's was as good as the day before Christmas. Apparently thinking that as some of the people hadn't expected to be able to eat turkeys they should be charged extra for the surprise, prices were boosted away up. The average figure at which turkeys were selling was about 25c per lb. and in some cases it worked out to 30c. Chickens were also high at 90c to \$1.25 for specimens that evidently had not died of fatty degeneration; while ducks sold from \$1 to \$1.25 per pair, and geese for \$1.50 to \$1.75, which figured out about 22c per pound. Beef was from 4½c to 6c and there were large quantities offered for sale, while pork

on the contrary was scarce and was rated as high as \$10, in fact it could not be purchased for less. Butter was a little easier than for some time past and prices for pail did not go above 27c. Eggs, however, were dear and as high as 60c was asked for the strictly fresh variety.

John D. McGregor, wholesale fruit merchant, Ottawa, has assigned to Wm. A. Cole.

The holiday season is over and the Ottawa merchants speak in gratifying terms of the result. Good roads, mild weather and the Christmas spirit brought out the buying public in large numbers, which is satisfaction indeed to the grocer who spends so much time in "fixing up" for the holiday trade.

The course of instruction in smiling which is proposed in the public schools of one of our large cities ought to be popular. Will it be given by the teachers of gymnastics or psychology? Will it be compulsory for the girls and elective for the boys? Will it be possible to escape it by passing a satisfactory examination? Clerks, one would think, should be the first patrons of such instruction. What is there about the task of selling groceries which casts a gloom over the countenance of the seller? It is stated to be a curious fact that "drummers" are a smiling race, and clerks a sad one. Yet one would suppose that begging folks to buy would be a less cheerful occupation than being entreated to sell.

PETERBORO.

January 5.—After one of the closest races for aldermanic honors in the municipal history of Peterboro, Geo. A. Gillespie carried off first honors with a majority of ten over his next contestant. Last year he was a close second and by his work during the past year he has gained the confidence of the public in his ability to deal wisely with public matters, influenced only by the best interests of the people.

Ald. Gillespie is one of Peterboro's leading grocers, being in partnership in the firm of White and Gillespie. He was formerly a cheese-maker at Central Smith factory, to the north of the city, and after a number of years' experience came to Peterboro' and has been particularly interested in dairying, their store carrying a special line of supplies for the manufacture of butter and cheese. He has been the largest cheese buyer on the local market during the past year and has been recently chosen as the representative from Peterboro' district on the Board of the Eastern Ontario Dairymen's Association, having been re-elected to that honor. Ald. Gillespie is also vice-president of the Board of Trade of this city and altogether occupies a prominent place in the business and public life of Peterboro. He left on Tuesday to attend the convention of the Eastern Dairymen, which meets in Prescott on Wednesday, January 6. Ald. Gillespie will hold office for two years, being among the six securing the highest votes.

E. F. Mason, proprietor of three retail grocery stores in Peterboro, was elected a member of the Board of Education. He was given the distinction of being the only new member elected out of the three aspiring for the honor. Three of the old members out of four in the field were also returned. Mr.

Mason has been in civic life before, having served in the city council for some years, part of which time he was chairman of the finance committee. By the system of electing school trustees in vogue in this city he will hold office for two years without having to come before the people during that time.

BARRIE.

January 5.—James Vair, one of Barrie's best business men, is our new Mayor. He defeated John Bennett, the Mayor for the last two years, by 255 votes. Sam Calwell, another old grocer, was elected by a large majority to the office of Second Deputy Reeve.

W. D. Bothwell, the last year's candidate for Ward Three, was defeated by a small margin of thirty votes. John Little, one of the Sixth Ward business men, was elected First Deputy Reeve. Chas. Powcher is the Sixth Ward's new alderman.

New laid eggs are coming in more freely this week, and are selling at from 28c to 35c a dozen. Butter can be bought for 25c a pound. Turkeys sold at 15c to 17c, chickens 14c, geese 12½c, and old fowl at 9c and 10c a pound.

CHATHAM.

January 5.—A warmly contested municipal campaign has resulted in placing three grocers in the city council. For the mayoralty, John Edmondson, the St. Clair Street butcher, went down before W. H. Westman, of Westman Bros., hardware firm. The three grocers who comprise one-third of the membership of the 1909 council are Wm. Anderson, John McCorvie and Harry A. Andrew. Mr. McCorvie, who was chairman of the Board of Education last year, polled the magnificent vote of 1,251, coming within six votes of heading the list—a striking tribute to his general popularity amongst all classes of citizens. Mr. Anderson has been for several years a member, and is an ex-chairman of the Library Board, and president of the Retail Merchants' Association, and, for a newcomer into the hurly-burly of municipal politics, made a good run, taking sixth place with a total vote of 855. Ald. Andrew secured ninth place, with a vote of 700. He has served one year already in the council and is one of the two members of the 1908 council who will occupy seats in that body for 1909.

It was thought by many that the famous market by-law would be a substantial issue in the municipal elections and from all accounts quite a few voters were influenced by it. Several candidates followed the lead of Fred H. Brisco in declaring themselves in favor of closing the market against butchers, grocers and wholesale buyers until 10 o'clock Saturday mornings, instead of leaving it open as at present. Though the market by-law undoubtedly influenced some votes, its influence was not as far reaching as had been imagined, Mr. Brisco, who brought up the issue in the first place, himself going down to defeat.

The Niagara power plebiscite on which Chatham in common with many other western towns voted to-day, carried by

an overwhelming majority, the vote standing 859 for, to 377 against.

On the occasion of the concluding meeting of the Board of Education for 1908, held last Tuesday evening, the retiring chairman, John McCorvie, entertained his colleagues to an oyster supper at Crump's restaurant.

Poultry was scarce on the market last Saturday, and prices continue high. Eggs sold for 30c a dozen, and it is claimed that the vendors are endeavoring to boost butter to 30c a pound.

There has been a certain stiffening in the pork market of late, the price this week for live hogs being \$6, and for dressed, \$7.50. Dr. Bruce, Government Inspector for this district, while in the city, stated that Kent County hogs are in an exceptionally healthy condition, the percentage of hogs even slightly affected with tuberculosis and other diseases being very low.

Robert E. Pillsworth died on Tuesday last at his home, Thames Street. Interment took place at Brantford on Friday. Mr. Pillsworth was formerly in the grocery business here and was 46 years of age.

W. G. Burrows, assignee of R. I. Weaver, advertises the auction sale of the grocery and meat shop stocks, fixtures and good will for January 7, at 2 p.m.

On New Year's eve a very pleasant celebration took place at the Sunday school room of the First Presbyterian Church, the occasion being a congregational gathering in honor of the 90th birthday of Kenneth Urquhart, the "grand old man" of the church. Mr. Urquhart, who is still hale and hearty, was one of the pioneer grocers of Chatham, coming here 64 years ago.

John Simpson, of New Ontario, is visiting in Merlin, where he formerly conducted a grocery and general store.

ST. CATHARINES.

January 5.—B. W. Robertson, wholesale grocer, of Kingston, has purchased the greater portion of George B. Darker's fruit farm on Ontario Street, just outside the city limits. G. A. Robertson, son of B. W. Robertson, has a large fruit farm directly across the road from the land purchased by his father, and it is understood that the new purchase will be under the control and supervision of G. A. Robertson. Fruit farming in this district pays well.

Mr. Searles, proprietor of the Niagara Falls Grocery Company, Niagara Falls South, purchased the bankrupt stock of Rawson, Humberstone, and is disposing of the same at retail.

J. T. Petrie, proprietor of the American Bazaar, was the only candidate elected for municipal honors that is interested in the grocery business. Mr. Petrie was elected for another term as alderman, following which, it is stated by those who know, that he will be entitled to be elected for Mayor of the city. Mr. Petrie has a grocery department in connection with his establishment.

The local wholesalers report the usual after-holiday quietness in the trade, and the usual tightness of money. Otherwise conditions are very favorable for a heavier volume of retail business this January than that of last year.

LINDSAY.

January 5.—The Christmas trade for the year 1908 was on the whole good, and good cheer and prosperity at present is felt on all sides. Those in the business who know whereof they speak state that they have never experienced a better season. The money market has loosened up considerably, as far as Lindsay is concerned, and prospects look bright in the grocery line. Even during the week following Christmas, trade has been brisk.

The Christmas Fair, which was so well covered by your staff representative, proved to be a boon to the merchants. People flocked to town and spent their money freely. In fact, many a store had more customers than their augmented staffs could cater to. Adams Bros., proprietors of one of the oldest established grocery stores in town, state that they had an overwhelming number of customers.

The grocers are now looking forward to another busy week on the days of the annual exhibition of the Lindsay Pet Stock and Poultry Association. The dates have been fixed for January 26, 27 and 28. It is expected that the show this year will exceed all past records and large crowds will visit the town on the above dates. The farmers in the surrounding country are evidencing an interest in the show, and will exhibit fowl, etc.

Some time ago the grocery firm of Laidley & Newton severed connections and sold out. Bert Laidley leaves this week for Huntsville, where he has accepted the management of the grocery department of one of the largest general stores. Mr. Laidley has had considerable experience in the grocery trade, coming to Lindsay from Omecree. W. E. Kelcher, of Gough's clothing store, is also leaving to accept a position as manager of the above department of the same store at Huntsville. Both young men held offices in the local Court C.O.F., and last week were presented with emblematic stick pins and rings by their fellow members of the lodge.

Graham Brothers have secured the grocery business formerly conducted by Laidley & Newton.

Louis Primeau, who has conducted a grocery business in Lindsay for several years, and who has enjoyed a splendid patronage, is advertising his business for sale.

INGERSOLL.

January 5.—Two of Ingersoll's widely known and enterprising grocers will occupy seats at the council board of 1909. They are S. M. Fleet and C. A. O'Neill. Mr. Fleet was elected reeve in Monday's contest by the large majority of 334 over F. Richardson. Mr. O'Neill was elected alderman by acclamation. Mr. Fleet for several years has taken a prominent part in municipal affairs. He is a convincing speaker, shrewd at figures, and both in the town and county council has rendered valuable service. That this is the case was emphasized by the overwhelming majority which he received. Mr. O'Neill is not a new mem-

ber of the council. He has rendered good service in the past and is always wide-awake to the best interests of the town.

More than usual interest was attached to the municipal election on Monday by reason of the voting on the local option by-law. For weeks a vigorous campaign had been conducted in the interests of local option and the outcome of the vote was awaited with keen interest by citizens generally. The situation was one of peculiar interest to the merchants in view of the conflicting testimony that was frequently adduced as to the working of local option in other municipalities. As far as the activities were concerned in regard to getting out the vote, both sides appeared to be on about the same footing. They were thoroughly organized and the result was that the largest vote in the history of the town was polled. From the moment the polls opened until their close there was a keen race for the voters and there were very few who did not avail themselves of the opportunity to mark the ballots. There was a total of 1,233 votes polled. The by-law was given a majority of seventy-nine, but was defeated, as it received eighty-four less than the required three-fifths of the total vote.

TORONTO.

December 5.—The Toronto Wholesale Fruit Dealers held their third annual ten-pin tournament on Wednesday night, Dec. 30, at the Toronto Bowling Club alleys. The contest was by far the most successful yet held as about a hundred bowlers participated. The scores were:—

Class A—J. E. Thompson, highest single frame, 191; W. B. Stringer, first highest aggregate, 532; F. A. Matthews, 513; Geo. Alcott, third, 504.

Ladies—1, Mrs. C. Langskill, 94; 2, Mrs. W. B. Stringer, 78; 3, Miss Ryan, 68; 4, Mrs. McBride, 67; 5, Mrs. Geo. Everist, 67; 6, Miss Knott, 60; 7, Miss C. Hands, 59.

Class B—Highest single frame, Ed. Millen, 179; first highest aggregate, O. E. Stringer, 445; 2, C. Dawson, 432. E. Millen also highest aggregate, 497.

Class C—Highest single frame, A. G. Duncan, 200; first highest aggregate, W. McEwan, 410; 2, H. J. Ash, jr., 395; 3, H. J. Ash, sr., 385. Duncan also highest aggregate, 491.

A NEW GROCERY CATALOGUE.

A new catalogue of grocery supplies has just been issued by Eby-Blain, Limited, wholesale grocers, Toronto. The catalogue is comprehensive, covering practically everything handled in the grocery trade, is well illustrated with cuts of the various articles and goods described, and contains a great deal of valuable information for grocers, such as tables of measures, the standards of various lines of goods, and pointers about business. The Eby-Blain Co. will send a copy of the new catalogue to any grocer on request, if The Canadian Grocer is mentioned.

The travelers of St. Hyacinthe will hold a banquet on Saturday evening, January 9. A good programme has been prepared.

UNIQUE METHODS WIN SUCCESS

Michael Fury a Woodstock Grocer, With Ideas of His Own—The Cash System and No Delivery Features of His Store.

"Honest" Michael Fury, of Fury & Thompson, Woodstock, is a grocer who has made money in his business, and he has been successful in a way that is contradictory to present-day methods. In length of service he is the oldest grocer in that city and after Mr. White, the dry goods man, the oldest merchant in business in Woodstock. He is well known to the grocery travelers of Ontario, every one of whom speak of him in the highest terms. It is his method of conducting business, however, which makes this sketch interesting.

Mr. Fury was not born to the grocery trade, nor in his younger days did he give much thought to it as a means of livelihood. Born in Ireland, as a boy he came to Canada and settled at Hamilton, where he learned his trade as a cabinetmaker. This was about the time of the Civil War in the United States, and tempted by a flattering offer Michael went off to St. Louis. He returned, however, and went to Dundas, where he worked for a while. A chance for a good position as foreman at his trade took him to Woodstock, and so well was he satisfied with that city that he decided to make it his abiding place.

Started in a Small Way.

Work fell off and one by one his men lost their places, and Mr. Fury bethought himself that before his turn came round he had better prepare himself for eventualities. He bought a lot near the market on Dundas Street and opened up a little grocery store with some candies and a few general lines. That was about 40 years ago; and his business is at the same stand to-day. The Buffalo and Goderich Railway line had been but completed at that time and as Mr. Fury knew his grocery business would not stand too great a strain: he saw a chance to make money by bringing in fish from the lake ports and he seized the opportunity. At first on foot and afterwards (when he could afford it) with team he went to Tavistock, the nearest railway point to Woodstock, for the fish sent on to him from Goderich. He disposed of some on his way back to the city and the rest he sold in Woodstock. The profits went towards building up his grocery business.

Afterwards he was able to bring groceries to the settlers along the road between Woodstock and Tavistock and on his return sell them his fish. He was doing very well, but the building of the Great Western road through Woodstock brought that city in closer touch with the outside world and to some extent curtailed his business. Mr. Fury now devoted his energies to building up his grocery business and the rules he laid down then continue to govern the business to-day. The rules were simple, and but three in number—honest in every business transaction; sell only for cash; and deliver to no person. To-day Fury & Thompson are the only grocers in Woodstock who have no delivery wagon.

Makes No Deliveries.

Now at first sight there seems to be a lack of business foresight in this, for

a person would naturally expect to have goods which are bought and paid for delivered to one's home, but Mr. Fury avers it works another way. The expense of delivery saved him he chops off the price of the goods and so he has customers attracted from all parts of the city to his store.

The Cash System.

Another peculiar thing about Mr. Fury's business is that until lately he did not use a book in the whole store, not even a counter check-book, and it was only on his retirement from business a few months ago that at the earnest solicitation of his clerk that he agreed to try them. The clerk found

his success in spite of apparent contradictions of business methods the answer would likely be because of his absolute honesty and his selling for cash, and this in spite of the fact that he did not oblige his customers by delivering his goods.

PERSONAL NOTES.

Wm. Anderson, of the Davidson-Hay traveling staff, was happily married on December 30 to Miss McLenghan, of Perth. The ceremony took place at the bride's home and the happy couple left afterwards on a short honeymoon trip.

The cocoa crop, as is estimated in a report from Guayaquil, Ecuador, South America, is the largest ever produced in that country, amounting to more than 2,000,000 pounds. The price there, it is said, averages about 50 per cent. less than last year.



INTERIOR WHITE & GILLESPIE'S GROCERY, PETERBORO.

that persons who bought say four articles one day would come in the following day and ask for a fifth article, saying it was bought and paid for the day previous, though this might not be the case. Mr. Fury would without question accept the word of the customer and hand the goods over the counter. How much he lost in this way will never be known. Another point; Mr. Fury was never known to press a sale; nor did he ever praise the merits of any of his wares. His only comment on filling an order was "Is that all?"—and he let it go at that.

Though himself out of the business worries (his son-in-law, Mr. Thompson, continuing the business) Michael Fury is behind the counter every day, and though he is over seventy, is as spry and as active as the youngest clerk. In memory of the old days a large water-tight tank filled with fish stands outside the store and many an old-timer still goes to Michael Fury for his fish supply.

If one were asked as to the cause of

H. H. Livingstone, who has represented the Pure Gold Manufacturing Co., of Toronto, in Ottawa and the Province of Quebec for sixteen years, has taken a position with Mayell & Co., Toronto, and will cover the same territory in their interest. Mr. Livingstone was in Toronto this week completing the arrangements for his new work, and made a pleasant call at The Grocer Office.

SELLING DANGEROUS COAL OIL.

The first information for the sale of dangerous coal oil has been laid by Inspector Earl, of the Inland Revenue Department, against D. A. McIlquhan, hardware merchant, Alexander, Man., who, it is alleged, sold kerosene which caused the death of Miss Raymond about three weeks ago. Inspector Gosnell obtained a sample from the barrel, which flashed at 65 points, twenty points below the required standard.

AN ATTRACTIVE BISCUIT WINDOW

Timely Suggestion From a Pacific Coast Grocer—The Several Varieties of One Line of Goods Make Striking Display—Some Points of Excellence.

The early months of the year are a particularly good time to push biscuits. In consequence of this, some attention should be given these goods in window display. As a helpful suggestion along this line the photo on this page is presented.

The window here reproduced appeared in the window of Fred. Cairns' grocery, Victoria, B.C., a few months ago and was dressed by Harry Young, several of whose good windows have been presented to Grocer readers during the past year or two.

Mr. Young has certainly made a success in this case. The window is a daisy, both from the standpoint of attractive and selling qualities, and must have proved very effective.

The arrangement, in the first place, is to be commended. Mr. Young has followed the plan of using only one line of goods, and of showing these in the several forms in which they come. This provides for a good display without the

rather empty and awkward. The smaller bouquets in the glass holders on the top step of the window might just as well have been omitted.

There is only one feature of the window which impresses us as deserving of criticism and that is one of omission rather than commission. While price tickets appear on a couple of articles they might with advantage have been used in connection with nearly all the other lines. People like to know the price of things and if they take a fancy to a particular line of biscuits they would be pleased to know the cost even without inquiring.

WINDOW DRESSING HINTS.

Make your window displays such that people will know all about one article or group of articles or one line of goods at a time, and will not have merely a faint idea of what it is and what you have.

an empty appearance. The secret of good window dressing is as much in good judgment of correct quantities as in artistic grouping or in knowledge of kinds of goods to be displayed.

In window displays new articles, like new methods, are better than old, as they connect the idea of freshness and up-to-dateness of the store's stock.

Variety, change, constant newness, are features which will be a great help in pleasing the masses of the people.

Everyone dislikes monotony. You might be very fond indeed of some particular dish, but if it appeared on your table day after day you would soon tire of it. The same in equal force applies to show window sameness.

Give window dressing a practical test to satisfy yourself that it is necessary to your business. People generally are not anxious to buy. You must tempt them and thus make them buy.

DELIVERING MAIL IN NORTHERN CANADA.

Carrier's Long Tramp Through Outskirts of Civilization.

Fred. B. Halvard, a trusted employe of the Hudson Bay Company, left Edmonton a few days ago with the winter's mail for Fort McPherson, two thousand miles away. The journey will occupy six months. Leaving Edmonton, Halvard drove out as far as Lac La Biche, where the mail was transferred to a dog train, which will be used as far as Fort Resolution, where a relay will be obtained for the rest of the journey.

The mail for these fur trading posts far beyond the outskirts of civilization had been collecting at the Edmonton post office for some time. Persons from all parts of the world who have friends in the bleak lands of the North, and who have no means of knowing exactly when the mail will leave, had been forwarding letters, newspapers and magazines in large quantities, the bulk of the latter being reduced by the tearing out of the advertising pages.

When the mail was weighed just prior to leaving, it was found there were 30 pounds of registered mail, 37 pounds of ordinary letters, and 886 pounds of newspapers and magazines, making a total of 953 pounds. This is the largest mail ever sent North at any one time.

The Hudson Bay Company contracts to carry 300 pounds of mail to Fort Resolution, and 300 pounds to Fort McPherson and intermediate points. All mail for the furthest point north was taken, but part of that destined to Fort Resolution and intermediate points was left behind and will be forwarded with the next batch on January 27. Mail from Fort Resolution will be brought back to Edmonton in about two months, but it will take six months to get a reply to letters now on their way to Fort McPherson.

R. J. Sharp, representing W. P. Downey, the White Dove man, Montreal, leaves on Monday for a trip through Western Ontario.



A Well-arranged Grocery Window From Victoria.

tendency to overcrowding which is so evident in most grocery windows.

The display of the biscuits in the small boxes in the front of the window shows particularly the appetizing quality of the goods. The larger boxes, behind, while showing other varieties also give a good impression as to the packing and the display in the holder above carries this idea further.

While the addition of floral decorative material is not always advisable in a window of this kind, in this case this feature has been most judiciously used and the two draped pillars trimmed with roses help both to give an air of daintiness to the goods and to fill up corners which otherwise would appear

Don't make your windows like a catalogue of your stock. In each display there should be one particular article or bargain better and more attractive than all the rest, and it should be made to stand forth as prominently among the other articles as shines the moon among the stars on a clear night. This one article should attract and hold the attention until the mind decides on a look further along.

It is better to show one article to good advantage than a window full of various goods where nothing possesses individuality.

You should not place every line of goods you carry in your windows at one time. Your windows need not have

WHAT TO DO IN JANUARY

Stocktaking Should Be Given First Attention—Get the Holiday Decorations Down and New Ones Up—A Chance to Push Biscuits and Canned Goods.

Like all wise merchants the progressive grocer will at the beginning of the year take a little time to himself to look over the business field, more minutely examining the situation as it affects his own business. He will study the conditions of trade during the past year and compare them with previous years, and more particularly will he look into the state of his own business; see wherein he has gained or lost; what were the profitable and unprofitable lines he carried; how he won trade and how he failed; and, indeed, examine thoroughly all the ways, means and methods of conducting his business. This delving into the past will prove helpful in drawing out his plans for building up the coming year's business, for experience is a wise teacher and will prove a useful friend in passing round the tight corners.

Being at the commencement of the year, January is or should be the month for stocktaking. Some grocers prefer to do this work before the end of the year, and some other and more advanced grocers have in vogue systems for showing at any time the state of their business. All grocers, however, are not in this class, and for the great majority of grocers, Christmas and holiday trading is so heavy during December that January is here before they get a chance to look at their books and examine the year's business. Another point in January's favor is that it is not a buying month and stocktaking may be more readily done during that month than perhaps at any other season of the year. At any rate, once a year the machinery of trade should be examined in order that the condition of affairs may be obtained. Some of the smaller grocers may think stocktaking unnecessary, but they cannot doubt that the process is beneficial. The larger grocers cannot afford to let a year go by without taking stock. It may not be necessary to count, weigh and measure every article, though that is a safe plan, and may be the best means, if a stock book is not kept. The goods on hand should be valued at cost price, as that is the only safe way, and many grocers deceive themselves by invoicing their stock too high. Stocktaking, besides showing the grocer his present worth will also bring to his notice shelf-worn goods and grocery articles put away in out-of-the-way corners that might otherwise not see the light. It will be helpful, too, in showing what is dead stock, and the wise grocer will know how to order and what quantities to order for his business in future. One of the greatest preventives of failures in the grocery, and, in fact, any business, is the annual stocktaking, and the stocktaking should include accounts as well as goods.

This planning for the future should also be an uppermost thought in the grocer's mind at the beginning of the year, for while mistakes may have been made in the past, yet "it is useless crying over spilt milk," and the only thing that counts is the rectifying of errors of the past, and the making plain sailing where shipwreck had occurred. Results are what count every time.

Get Down the Decorations.

Getting back to the store and his business probably the first thing the grocer will do is to discard the Christmas and holiday decorations which did duty during the recent weeks. While they look pretty and give an attractive appearance to the store, yet they are apt to get dusty and in need of repair and renewing if left too long. Some grocers who in the past went into Christmas decorations on an extensive scale, this season tried out grocery lines only as the means of giving their stores a holiday appearance. Of course, all admit that brightening up at Christmas time, whether by means of holly, bunting, flags, flowers or other decorative materials or simply by bringing forward holiday lines is very important, and, if important at Christmastime, why not at other seasons? This forces the thought of interior display, which of late has come very much to the front, and which goes hand in hand with window display. One means of interior decoration used by a merchant in one of the smaller centres of Ontario is the use of empty cartons. This grocer saved up all the cartons of breakfast foods and other grocery lines, and when he had sufficient he made an arch or some attractive design, and placed it in a fairly prominent position. These cartons also prove useful in filling up the space above the shelves where it is difficult to reach grocery lines if placed for sale. These cartons are cheap since they cost nothing, and but little work is necessary to work up an attractive showing. Changes can be made frequently; indeed, should be made, for change gives life to the store, and the progressive grocer should show that he is up-to-date and very much alive.

Bring Out the Canned Goods.

And now we are on the rim of the inner circle of the canned goods season, and these lines should be pushed by giving them prominent positions, both in window and interior displays. There are so many lines of canned goods these days that a grocery store could easily be filled with them. Perhaps by dividing them into sections or by devoting one continuous line of shelves to each group, the grocer may keep his stock in order and know just what he has and where he may immediately place his

hand on any article of food required. For instance, take four general divisions of canned goods—meats, fish, vegetables and fruits. They could either be placed in four divisions in the store, or, perhaps, a better arrangement might be to devote a shelf to each division. This latter arrangement would show the customer at a glance that canned goods of all kinds were carried, though it might not show all the varieties in each division. During the colder months there is a good demand for canned goods, and as the season progresses the families' preserving larders get lower making a still further demand for fruit and sauce lines.

Breakfast foods could well be used to accompany the canned goods display, for this is a splendid time to devote some attention to cereals. Quite an attractive interior picture can be made with canned and cereal goods, and bottled catsups and sauces might be used to help out.

Time to Push Biscuits.

Biscuits are also a good seller during this month, for they will prove a big change after the home baking of the Christmas season. This is not a rap at home baking, but the housewife is surely tired after the strenuous holiday season and she will welcome with relief the change to normal conditions.

With interior arrangement should also go window display, and the four lines mentioned might be used with advantage in making a showing of seasonable grocery lines. These window displays should be changed frequently, just to show that the grocer is alive and doing things. One week canned goods might be shown; the second week cereals; the third week bottled lines, and the fourth week biscuits. The whole scheme of window and interior arrangement is based on the theory that window display attracts trade and interior display holds it.

What About the Odds and Ends?

Perhaps there are some odds and ends of holiday groceries left after the Christmas season, and the grocer, of course, wishes to dispose of them instead of having them wasted or holding them over a year. One method, and a very good one, is to make neat counter displays of them. For instance, there are some broken boxes of figs, raisins, currants, etc. These, if put up in pound bags or ten-cent lots, and given space on one end of the counter, with a neat little card attached, will go out with readier sale than otherwise.

These few hints added to the regular methods of conducting a grocery store should be helpful in making January's business returns better than those of January, 1908.

MAPLE FIRM LIQUIDATES.

The Canada Maple Exchange Co., Montreal, has gone into liquidation on the demand of William Stevenson. James S. Speer has been appointed provisional liquidator.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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

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

Published every Friday.

CENTRAL BOARD FOR TRAVELERS

Probably as a result of the usual annual meeting of the different travelers' associations having taken place, there has been considerable talk lately about the old suggestion that the different bodies appoint a central executive board to look after the affairs of the travelers for their greater good. It is too bad that nothing definite along these lines has been accomplished, for the idea is admitted to be a splendid one. Probably it is because no one has given the matter really serious thought as yet that no action has been taken. Why cannot one of the five large associations of travelers we have in Canada bring this matter up at a meeting of the executive? The question might be discussed, and steps taken to find out how the other bodies feel—through their executive, of course. This would start the ball rolling, and surely it is not expecting too rapid progress to hope that the whole matter would be ripe for discussion at the next annual meeting of the associations. Roughly speaking, there are 21,400 travelers in Canada belonging to the different associations, divided as follows: Commercial Travelers' Association of Canada, 8,600; Dominion Commercial Travelers' Association, 6,200; Northwest Commercial Travelers' Association, 3,200; Western Ontario Commer-

cial Travelers' Association, 2,600, and Maritime Commercial Travelers' Association, 800. These figures are approximate. Supposing a central executive board of ten, composed of two members from each association were formed, would it not be a fine institution? After all, the interests of the traveler in Halifax are those of the knight of the grip in Winnipeg, except for local considerations, and most assuredly a representative executive board would wield a powerful influence for the betterment of conditions among the travelers generally.

The voice of an executive representing 21,000 live business men would be heard with deeper respect than the voice of a similar executive representing but 8,000 members, or only 800. Railways, hotel proprietors, liverymen, business institutions, and people generally would be more impressed with the larger number represented, while criticisms and suggestions would carry greater weight than ever before.

Let somebody get busy right away and start the ball rolling. The man who makes the first move will start a mighty good thing.

DON'T NEGLECT STOCKTAKING.

Generally speaking, the keynote of success in any business is good, systematic management. The grocer usually knows this but it is not always that he puts his knowledge or his time to the best advantage in following along the lines dictated by his judgment. One of the most important duties at the opening of a new year is stock-taking. Every grocer should have an intimate acquaintance with the quantity and value of goods on his shelves in order to estimate whether he has advanced or deteriorated in his business during the year gone by. This is something of vast importance to any grocer who is concerned in making progress.

Another advantage to the retailer in taking stock is the discovery of how certain articles have sold during the year. Very often stocks of particular goods have lain on the shelves and in the corners of the grocery store a whole season, with little or no demand for them. They must be gotten rid of and if possible be replaced with saleable goods. The holding of such stock is productive of no value; it takes up room for nothing and fails to meet the requirements of the store customers who are obliged to purchase the article they desire elsewhere. An inventory of the stock at the beginning of the year gives a fairly accurate idea of how the grocer stands and whether he has held his own during the past twelve months. The small mistakes he has made have

eaten into the profits probably more than larger things.

Since the holiday rush is over and people are back to their normal state of living again, the present should be a profitable time for collections by the grocer. As a rule he carries on a business with a comparatively limited capital and the non-payment of accounts is sometimes a serious drawback. We would, therefore, urge the grocers to be as careful as possible in accepting unknown credit. Find out where the new customers have come from and what their reputation has been for paying their grocery bills before placing them on the credit list.

THE RAILWAYS GROWING VEGETABLES.

Some years ago The Grocer suggested as a development of the grocery trade in the cities and larger towns the growing of their own fruits and vegetables. It was pointed out that they could give better quality, get a higher price, make a greater profit and finally get a great deal of pleasure out of running their little farm. A United States paper just to hand tells of a similar scheme being adopted by the Northern Pacific Railway. The superintendent of the dining car service of that road has advised his company to purchase a forty-acre tract of land in the vicinity of Billings upon which to raise potatoes and other vegetables used by that department, and if his recommendation is followed out a suitable site will be sought immediately, and the eastern Montana town will become one of the principal supply points for the dining car service of the Northern Pacific Railroad.

The Northern Pacific is not the only company which has come into the northwest for dining car supplies. The Burlington route now has a farm in northern Wyoming, close to the Montana line, where the potatoes used in the dining cars of the entire system are raised. No potato weighing less than four ounces is used on the Burlington, those smaller being rejected.

The Burlington experimented in many different localities before deciding upon its Wyoming farm and found that the quality and size of the potatoes grown there were far superior to those grown in any of the Eastern States through which the Burlington runs. The Yellowstone valley as a potato and vegetable section has caught the eye of the Northern Pacific, and the dining car farm will doubtless be an established fact within a short time.

TRADE SHOULD BE WELL REPRESENTED.

By an article in one of the news columns of this issue the grocers will observe that municipal life is attracting a large number of members of the grocery trade. Many of them were successful in the recent elections. This is as it should be. There is no business in any town or city which has more representatives in trade. There are more grocers than hardware or dry goods men and therefore their interests should be looked after as well as possible in the government of a municipality. Questions relative to the business section of a village, town or city frequently arise in council and they must be met by business men. If grocers predominate, they should have their representatives in council to state precisely their interests and their stand. It therefore must be gratifying to them to know that so many of their fellow tradesmen won municipal honors at the polls last Monday, and this should lend an impetus to others to follow in their footsteps.

LEMONS AND OLIVES AFFECTED.

Following the report that immense quantities of lemons were destroyed by the earthquake in Sicily there now comes the story that the olive crop in Italy has been a failure. If such is the case the Italians who are dependent to a large extent on the olive production will be sorely hit.

More recent news from the East indicates that the lemon market is not so badly off as at first reported. In Toronto, the wholesale fruit dealers affirm that although the price has gone up somewhat, this has been due principally to the report that so many had been destroyed. It now appears that the loss has not been so great, and that probably the advanced price will not last long. There is also a probability that owing to the destruction of Messina, the seaport shipping point will from henceforth be Palermo.

SUGAR PRICES IN 1908.

Grocers will be interested in looking over the past year to know the prices of sugar and the fluctuations during 1908. The prices given below at the various times mentioned are from the basis of the Montreal price. Extra standard granulated opened on Jan. 1st, 1908, at \$4.30 with No. 1 yellow at \$3.90. By the third of the same month granulated had advanced to \$4.40 and the other in proportion. On Feb. 8th there was another advance of 10 cents and on March

6th the price went up to \$4.60. On the 19th of March the figure of \$4.70 was reached and peculiarly enough the following day there was another advance of ten cents. On April 10th the highest figure of the year was reached being \$4.90. A decline came on May 22nd of ten cents, but on the 27th of the same month the high price was again attained. Beginning with July there was a gradual decline again, with one exception, until the end of the year. On the 29th of that month it went down to \$4.80 and on August 26th to \$4.70. Oct. 8th saw it down ten cents further, but on the 23rd it was run up to \$4.70 as a temporary stimulant to buying. Four days later the price was dropped to \$4.60; on Nov. 6th, it was \$4.50, and on Dec. 28th, the price was again reduced to \$4.40. At present the market is steady with no immediate prospect of another change.

GERMANY AND THE BRITISH PREFERENCE.

From the Standard of London, England.

Great importance attaches to the formation in Berlin of a German-Canadian commercial association for the purpose of promoting trade between Germany and Canada. The association is the outcome of a conference of German merchants, manufacturers, and politicians which met here privately, and determined to take all possible measures to promote the growth of trade between the two countries. An influential executive committee, representing weighty financial and commercial interests, was elected.

The ultimate aim of this association may be defined as the development of such extensive trade relations between Germany and Canada that it shall become extremely disadvantageous to the latter country to maintain the existing preference in favor of Great Britain. Influential German merchants and manufacturers, who are interested in the increase of trade with Canada, recognize that nothing can satisfy them except the creation of conditions of equality under which Great Britain and Germany shall compete for trade with Canada. The efforts that the German-Canadian Association intend to make with this purpose have a political significance. Germany fears that any extension of preference between England and her colonies will inevitably entail a severe blow to their own interests.

Far-seeing Germans believe in the possibility of inserting the thin end of the

wedge to prevent the extension of preference within the British Empire by such trade development as is proposed. German firms supplied half the steel rails for the Canadian Pacific Railway and large quantities of German steel material have been supplied for the construction of Canadian bridges. Messrs. Krupp, of Essen, supplied the axles of practically all the heavy railway carriages on the Canadian railway, so that enterprising Germans see great opportunities in a profitable extension of their trade with Canada.

LIKELY ADVANCE IN BROOMS.

There is a possibility that an advance will shortly be made in the price of brooms. The broom-corn crop in Illinois and in other States has fallen short of the average during the past season and in addition to this, it is stated that this crop has been cornered by Chicago firms. Chicago broom makers have advanced the price of their products 50 cents a dozen and a similar advance is expected in Canada in the near future. If the supply is as short as the market indicates and if the corn crop has been cornered as is rumored, the advance in brooms in Canada will probably be 75 cents per dozen.

CHANGING TRAVELING STAFF.

Commencing with the first of the year James Turner & Co., Hamilton, have made some changes in their traveling staff, and will be in future on the north shore in Cobalt district, represented by H. J. Geiger, who until recently was a resident of the Soo. In Hamilton Geo. G. Austin, formerly with Balfour, Smye & Co., has been added to their traveling staff.

The western staff remains the same, Messrs. Toms, Griffin and Jarvis representing the firm there. B. C. Thompson remains in the Niagara Peninsula. Mr. Wingfield, Georgian Bay points, to Hamilton, and Mr. Ballentine in the city of Hamilton.

The company's new branch in Arnprior under the management of Mr. Kennedy, is doing a gratifying business.

ONTARIO SUGAR CO. AFFAIRS.

A meeting of the shareholders of the Ontario Sugar Company was held in Berlin last week, but nothing was done towards resuming the operation of the factory. It appears that bonds are held by the Lake Erie Coal Co. to the amount of \$130,000, and by private parties for \$70,000. The other liabilities are said to be about \$20,000, and the shareholders are not very hopeful of getting anything out of the business.

A WELL APPOINTED STRATFORD STORE

Empty Cartons Used to Make a Striking Form of Interior Decoration—Offices Raised Above Floor With a Passage Beneath.

The McCully & Haugh grocery is one of Stratford's largest and brightest stores. The main entrance is situated on N. Downie St., the busiest thoroughfare in the city, and the rear opens on Erie St. Upon entering the store, the very air you breathe is of a friendly

The offices are elevated high enough in the centre of the store to allow the people to pass underneath. This makes a great saving in store room.

It is a great convenience to have two street entrances to a store. The wants of the farming trade are looked after

farmers, baskets in hand, crushing their way through the customers to the butter and egg counter.

The proprietors of the store are both men with the glad hand and the cheerful smile. They know their customers and when it comes to salesmanship can make a sale where others fail. They are comparatively young men, but have had great success in a few years of business.

Davis Simoneau, grocer, Sherbrooke, Que., was considerably bruised last week in an accident while standing at a street corner waiting for a train to pass. The driver of a car approaching from an-



McCully & Haugh's Grocery, Stratford, Showing Method of Decoration by Cartons.

nature, giving the impression of wholesomeness and freshness everywhere. You are sure of courteous attention, prompt service and a thank you with each purchase.

The decorations of the store are somewhat unique, being made up principally of cartons formed in crosses, circles, crowns, half-circles, squares and numerous other modes which make up a clean and attractive store. The counter tops are kept well polished, and fancy figs, dates and fruits are always on display.

at the rear, freight is received here, and all groceries are sent out this exit. The front show windows are not as in most stores, even with the street, but are built in about four feet to allow a fruit and vegetable display outside without infringing on the street space.

The country trade is a great feature of this store, tons of butter and thousands of dozens of eggs pass in and out its doors in a year. It is a great sight on a Saturday to watch the numerous

other direction suddenly saw the train and swerved his horse sideways, striking Mr. Simoneau.

The marriage was celebrated in Cannington, Ont., a few days ago at "Mulberry Cottage," the residence of A. J. Pipher, of his daughter, Mabel Minerva, to Wm. Nicholas, manager of the G. H. Woodward Biscuit Co., of Cannington. The company presented the groom with a handsome Morris chair and the employes gave him a silver service. Their honeymoon was spent in New York.

WHOLESALE HOCKEY SCHEDULE.

Toronto Grocers Looking Forward to Interesting Season.

The schedule for the season's games in the Toronto Wholesale Grocers' Hockey League was drawn up during the week and is handed out by Secretary May, as follows:

- Jan. 11—H. P. Eckardt & Co. vs. Brokers I.
- Jan. 13—James Lumbers Co. vs. Eby, Blain, Ltd.
- Jan. 15—Brokers II. vs. T. Kinnear & Co.
- Jan. 18—Brokers I. vs. Eby, Blain, Ltd.
- Jan. 20—H. P. Eckardt & Co. vs. Brokers II.
- Jan. 22—James Lumbers Co. vs. T. Kinnear & Co.
- Jan. 25—H. P. Eckardt & Co. vs. Eby, Blain, Ltd.
- Jan. 27—Brokers II. vs. James Lumbers Co.
- Jan. 29—T. Kinnear & Co. vs. Brokers I.
- Feb. 1—H. P. Eckardt & Co. vs. T. Kinnear & Co.
- Feb. 3—Brokers II. vs. Eby, Blain, Ltd.
- Feb. 5—Brokers I. vs. James Lumbers Co.
- Feb. 8—Eby, Blain, Ltd. vs. T. Kinnear & Co.
- Feb. 10—Brokers I. vs. Brokers II.
- Feb. 12—H. P. Eckardt & Co. vs. James Lumbers Co.

The games will be played at the T.A.A.C. Rink on north side of College, near Clinton Street, at 10 p.m., and the supporters of the different teams will be glad to see their friends drop in for any of the games. Even more enthusiasm than usual is evident in the league this year, and some interesting developments are expected before the close of the season.

WAS EARLY PROMOTER OF THE VIADUCT.

Hugh Blain, Toronto, a Member of Original Committee Bringing Up the Scheme.

The announcement of the decision of the Railway Commission last Thursday that a viaduct was to be built to accommodate the growing traffic on the Esplanade in Toronto, was heartily welcomed by several members of the grocery trade as well as the citizens generally.

One of these, Hugh Blain, of Eby-Blain, Ltd., deserves a great deal of credit as being one of the original instigators of the plan.

"Yes," said Mr. Blain, when seen by the Grocer this week, "I felt like throwing up my hat when the decision was announced. It was the very gratifying culmination of a long fight for better facilities."

Continuing, Mr. Blain gave some account of the early efforts towards securing the viaduct.

"The matter was first brought up in '89 or '90," he said, "when the Board of Trade and the city, with E. F.

Clarke as Mayor, employed A. M. Wellington, one of the best engineers of New York, to prepare plans for a steel structure. Two other prominent engineers pronounced on the matter at the time and practically the same scheme was recommended as is to be acted on by order of the Railway Commission. The matter, however, did not materialize. As a result of the recommendation of the committee, however, the present site of the C.P.R. freight sheds was chosen. The work at that time, too, was effectual in forcing the railways to keep the water-front clear."

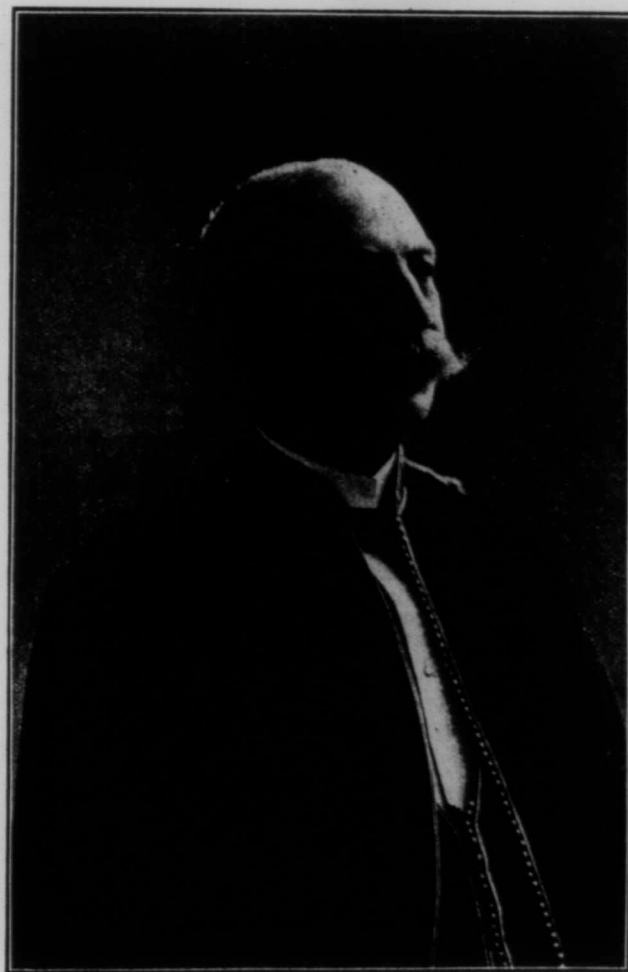
Mr. Blain is enthusiastic as to the advantages of the viaduct and prophesies an enormous saving in cartage over the proposed bridge system.

unmarried. He succeeded his father in business, who conducted a grocery store in the centre of the city for 30 years.

The funeral to Mount Pleasant cemetery on Thursday was private, being conducted by Rev. J. D. Fitzpatrick, of Wesley Methodist church, the pastor of the deceased.

INDEPENDENT CANNERS MEET.

The Independent Canners' Association held a meeting in Toronto yesterday to discuss several features of the year's business, and last evening were entertained at dinner at the National Club, and afterwards at the Harry Lauder concert by Rolph & Clark. The meeting will probably be continued to-day.



LIEUT.-COL. JOHN STONEMAN,

Endorsed by Canadian Commercial Travelers as Hotel Commissioner.

TORONTO GROCER DIES FROM BLOOD-POISONING.

After an illness of less than two weeks Thomas F. Spence, grocer, at the corner of Northcote and Afton Avenues, Toronto, died on Tuesday, January 5th, from blood-poisoning. Three days before Christmas, while working around the store, Mr. Spence had the misfortune to run a splinter into his hand. Shortly afterwards he awoke one night from sleep with the pain of the injured member. Blood-poisoning had set in and in spite of medical attention death followed. Mr. Spence was 35 years old and

JUSTIFICATION.

Judge—Why did you strike this man?
Prisoner—What would you do, Judge, if you kept a grocery store, and a man came in and asked if he could take a moving picture of your cheese?

Geo. Piper, Rebecca, near London, was presented with a gold watch by some of his friends on Tuesday evening, December 29, prior to his departure for Niles-town, where he is opening a general store. He purchased the business from C. W. Reynolds.

TORONTO INSURANCE RATES REDUCED

In the Wholesale and Business Section as Result of Instalation of New High-Pressure System—How the Trade Regards the Change.

The announcement of the reduction of fire insurance rates in the wholesale district in Toronto as a result of the installation and tests of the new high-pressure system has been awaited with a good deal of interest by warehouse owners in the district affected. Shortly after the big fire five years ago the rates were raised with a jump and it has been a question as to just what effect the installation of the new system would have on the underwriters' schedule and rates.

A reduction of from \$1 to 75c on the key rate on the down-town district, extending from a short distance east of the east side of Simcoe Street to a short distance west of the west side of George Street, and from the Esplanade north to a short distance south of the south sides of Agnes Street and Wilton Avenue.

A reduction is also granted from 60c to 50c per \$100 of insurance for the district from Bathurst to Sackville Streets and running north to College Street.

A great many of the warehouses will not participate in the general reduction, because it does not apply to fireproof buildings or those equipped with a sprinkler system. In such cases the buildings have a special rate of their own.

What Wholesale Grocers Say.

With a view to learning how the reduction was received among the wholesale grocery trade, the buildings of which lie within the district affected, The Grocer saw several of the wholesale grocers. As yet very few of them had looked into the matter, and it was difficult to get any idea as to whether the reduction was generally satisfactory. Inspectors were going through some of the buildings on Front Street on Wednesday and until their work was completed no definite announcement will be made by the companies. The impression seems to prevail, however, that the reduction is scarcely so large as was expected.

"I haven't looked into the matter yet," said Col. John I. Davidson, of Davidson-Hay, "and consequently cannot say as to how the reduction will affect us."

"The inspectors are going through our building now," said Fred Hudson, of the Canada Brokerage Co., "and until they report something I cannot say what the result of the reduction will be."

Some Disappointment Expressed.

"We are a little disappointed," said Hugh Blain, of Eby-Blain & Co., "While no definite announcement was made, I think it was generally believed that the key rate would be reduced one-half after the installation of the new system. The new rate is somewhat of a concession, but scarcely what we had hoped for. Even with the reduction the rates are considerably above what they were before the fire, so far as I can estimate at present."

"I haven't looked into the matter at all carefully," said H. P. Eckardt,

"but the reduction is about what we expected. Somebody has to make money in these things and you can't get any too much out of the companies."

"It will mean considerable difference to us," said W. H. Millman, "and the new rate is about what I expected. I think there will probably be another drop in the rates later on."

"Our insurance is handled through agents," said James Ince, of Perkins, Ince & Co., "and I am not very conversant with the details. The reduction is acceptable and should mean about 20 per cent. difference to us."

"We were not in the same building before the fire and consequently cannot compare the new rate with that existing then," said Major John Sloan. "We will save, however, about 20 per cent. by the reduction. I think it was scarcely what was expected."

"We will profit somewhat by the new rate, of course," said T. Kinneer, "As yet I cannot say to just how great an extent. It should mean about 20 per cent. difference to us. I have no idea how the new rate will compare with that in existence before the fire."

What Insurance Men Think.

John A. Robertson and the officers of the Canadian Fire Underwriters' Association thought the new rates would meet with popular approval. Some of the dailies, however, in reporting the matter, had made a mistake in stating that the reduction would amount to 25 per cent. The new rate would mean a reduction of 25 cents where the \$1 key rate was used as a basis. This, of course, would be a reduction of 25 per cent. if all conditions prescribed by the association were met, but the very great majority of risks did not come up to the standard required, and so something must be added to the key rate to cover the extra hazards. For instance, a fire policy is taken on a building in the congested area where the key rate is \$1. The building does not come up to the standard set, because the walls are not of the required thickness, the ceilings are wooden, and the stairways are not enclosed. These hazards make the risk of fire greater, and so certain sums are added to the key rate because of these deficiencies. In some cases where manufacturing is carried on or chemicals carried, the rate would come to \$2.50. It is on this \$2.50 that the reduction of 25 cents is made to find the new or reduced rate. In other words, the \$1 key rate is reduced to 75 cents, and the 60 cent key to 50 cents. The reduction covers all policies made or renewed since January 1 last, but no rebate or reduction is allowed on standing policies.

The reduction is made although the civic fire and waterworks departments

have not come quite up to the requirements asked for by the association. The association asked that four four-million gallon pumps or three six-million gallon pumps be installed. This would give 12,000,000 gallons of water a day in case one of the pumps gave out. The city has put in only two five-thousand gallon pumps. However, we believe it is the intention to augment these, though possibly two years will go by before the additional service will be ready.

No calculation could be made which would show the saving to be affected to merchants and manufacturers by reason of the reduction; nor could Mr. Robertson state how the rate would compare with those in force before the big fire. In the first place, lighter stocks are being carried. One instance alone shows that a prominent wholesale dry goods firm has \$200,000 less stock than this time last year, and in the second place Mr. Robertson was not in his present position at the time of the fire. Insurance rates have very much advanced all over the world during the past five years, particularly so in the cities and larger towns, though Mr. Robertson did not think they were any too high.

Reduction Not Wholly Earned.

Chas. McNaught, of Reed, Shaw & McNaught, insurance agents, said the association was but keeping faith with the promise made nearly five years ago, when they agreed that on condition the Toronto civic authorities carried out certain improvements with regard to the fire department and waterworks a reduction of 50 cents would be made from the \$1 key rate in force in the congested district in Toronto. A number of conditions were stipulated, such as the high pressure system, more hydrants, more fire engines, a duplicate reservoir, a duplex set of pumps capable of raising 24,000,000 gallons of water per day, or, in case of a breakdown in one set, the other could raise 12,000,000. There were a number of other stipulations. Each of these conditions had a certain value, the total being placed at 50 cents. At the meeting at which the reduction was discussed those present considered that but 23 cents reduction had been earned. All, however, agreed to the 25 cents reduction. This will mean that the \$1 key rate on stocks and the 75 cent rate on buildings will be reduced to a 75 cent and 50 cent key rate.

Compared with the general rate in force before the big fire of five years ago, the reduced rate to-day is slightly higher, but there are buildings now erected on the burned-over area which have a rating slightly above 30 cents, which is a much better figure than could be obtained before the fire. These buildings are fireproof in construction, with walled-in stairways, have fire escapes, water curtains, etc., and because of the little hazard are given even a better rating than the new key rate. Considering the risks taken by fire insurance companies the old \$1 rate was not too high, though there may have been some few

individual cases where injustice appeared to have been done.

Asked as to the working of the high pressure system, Mr. McNaught said that while the installation of the new high pressure system in Toronto has brought about a reduction of insurance rates the loss to a merchant in case of fire may be just as heavy where the high pressure is used unless the system is handled with care. By the high pressure system a fire can be prevented from crossing from one side of a street to the other, but some little while ago in one of the big New York buildings there was a fire which did \$400 damage, but the damage by water amounted to about \$50,000.

WAS BROOM-MAKER FOR MANY YEARS.

Henry F. Perry, for many years head broom-maker at the Central Prison, died on Tuesday, Jan. 5th, at his residence, 21 Callahie Street, Toronto. He was 84 years of age and for 22 of these he was in charge of the manufacture of brooms at the Central Prison. His connection with the trade dates back to the early days when every broom turned out was made by hand. He knew the business thoroughly and attended to the work at the prison from the buying of the corn to the shipping of the manufactured goods. Many of the improvements in the machines for manufacture in Canada are results of the inventions made by Mr. Perry. He was always serious in his business and for this reason he was most successful in his work.

CORRESPONDENCE GEORGETOWN, P.E.I.

January 2.—It is safe to say that never before in the history of Georgetown was there more extensive preparations made for the Christmas trade. The traveling, too, was very good, and the farmers seemed to have money to burn. Yet we have heard many merchants remark that considering the conditions they never saw so few farmers in town during the Christmas week. Notwithstanding this drawback to trade it was much better than last year.

Eggs are 25c here, and butter 27c. The former is much more plentiful than it has been for a long time and it is expected to drop a cent or two very soon.

We understand that Arthur Jenkins, who has been associated with his father in W. W. Jenkins, Son & Co., is to move up to the store on King Street. It is rumored that W. W. Jenkins will sell out the stock in the Water Street store and retire from the business. He is one of the most successful men in Georgetown, and made his business pay.

A. P. Hobbs and John Condon have entered into partnership and will conduct a general meat business on Water Street. Mr. Hobbs has had a long experience in the meat business.

A. Maclean Co. had a very attractive Christmas window. In the centre was an old-fashioned fireplace constructed of packages of cereals and other goods that lent themselves to construction. Spruce logs were placed ready for the match in the morning and Santa Claus with a whole load of presents and toys was to be seen in a corner. The mantle

was neatly arranged. On each side was a well-filled stocking—one a boy's, the other a girl's. Around the mantle were displayed gifts of all kinds for each member of the family. On each side was a well-filled Christmas tree, and the floor of the window was decorated with nuts, candies, etc.

Howard MacDonald who has been in the West for the past two years returned home some time ago and has taken a position in the store of A. A. MacDonald & Bros. Howard is a first-class man and the trade is pleased to see him back again.

William Hobbs, meat merchant, reports an exceptionally large demand for poultry.

A. Maclean & Co. offered their customers something of a novelty, in those

parts, in the line of meats—moose steak straight from the forests of New Brunswick. Judging by the sale they had their experiment was appreciated.

J. C. Manuel, proprietor of the Corner Grocery, is traveling through the Province in connection with some Baptist Church work. He knows how to handle a proposition of this kind and will no doubt be successful.

John McGougan who is managing the business formerly conducted by the late Hon. Daniel Gordon, has made great improvements and one would scarcely recognize the old store.

We wish the publishers and readers of The Canadian Grocer the compliments of the season and a full measure of success during 1909.

A BARRIE GROCER AND HIS STORE

Jas. Vair, One of the Town's Leading Mercantile Men, Has Built Up an Excellent Business—Likely to Be the Town's Mayor Next Year.

In Barrie the name of James Vair stands for one of the town's most successful business men. Born near Dunfermline, Scotland, he came to Toronto forty years ago, and from there he moved to Barrie, where two years later he started in a small way in partnership with a Mr. Coulter. The business continued to grow till about twenty years ago when Mr. Vair launched into business for himself. Some years later Mr. Vair started branch stores in Allandale and Elmvale, also in Bracebridge, Parry Sound, Gravenhurst and Sault Ste. Marie, and in Toronto. All of these he has since disposed of, the later branch in Toronto, namely the Vair Produce Company, to John Craig, who for a number of years was behind

Mr. Vair has paid considerable attention to politics and was elected Mayor of the town at the elections on Monday. Last June Mr. Vair suffered a severe loss in the death of his eldest son, Wm. L., who was at the time of his death running a large store at Santa Deigo, California. A picture of the interior of the grocery store shows the neatness and cleanness of Mr. Vair's store's appearance. He at present employs forty-five hands and does a large jobbing trade as well as retail.

In winter use warm colorings for backings, such as reds, purples and



Interior Jas. Vair's Grocery Store, Barrie, Ont.

his counter in the Barrie store. Besides the grocery business Mr. Vair also has one of the largest dry goods establishments in the town, under the name of James Vair and Sons.

browns. In summer use cool tones like greens, blues, buff, etc. The proper colors have a comforting effect on the eye, but if they clash with the season they cause a feeling of repulsion.

Card Records for Catalogues, Costs, Etc.

Howard R. Wellington Gives Some Practical Suggestions on Labor-saving Office Methods—How to Treat Expenses in Books at Close of the Year.

A correspondent has written asking for information on the best card system for keeping track of catalogues and also for stock instead of using a stock book.

As to filing catalogues, the only tangible method, owing to the variety of sizes and shapes, is to have a filing box, extra large size preferred, together with large division cards, forming pockets, arranged alphabetically, into which the catalogue can be dropped, according to the firm's name from whom the goods have been purchased, and not according to the class of goods covered, as is sometimes done. If the proprietor possesses a low desk, one of the large drawers on the right-hand side can be

argued that it does not pay to adopt such a system, but the results obtained will more than compensate for the small amount of detail involved. By using some such method the stock may be watched more carefully from the office and these records used as a guide when ordering goods. Some special check mark should be used on the sales and purchase books to indicate that the quantities had been posted to the stock card.

We find that a number of merchants are adopting the plan of marking the cost of each article in cipher, when checking same off with the purchase invoice, in addition to the selling price in plain figures. This is an excellent plan for two reasons—first, it enables

appear on the statement under the heading "Expenses Prepaid or Unearned," or "Expenses Due."

DISASTROUS FIRE IN THE WEST.

Codville Company's Warehouse at Brandon Burned—Stores Destroyed at Rosburn.

Two disastrous fires occurred on Monday night, Jan. 4th, in the West, resulting in considerable losses to an important Brandon wholesale warehouse and to several merchants in Rosburn, Man. In the former, Codville & Company's warehouse was burned to the ground, the total damage being estimated at \$135,000. Of this amount the

ARTICLE <i>Cauvas A1</i>				<i>White mfg. Co Ltd</i>				COST PRICE <i>12 1/2 15</i>			
BUY FROM <i>Dentons Limited</i>											
DATE	BOUGHT	SOLD	STOCK	DATE	BOUGHT	SOLD	STOCK	DATE	BOUGHT	SOLD	STOCK
<i>May</i>	<i>2</i>	<i>50 yds</i>		<i>June 1</i>		<i>25</i>	<i>120</i>				
	<i>10</i>	<i>65</i>	<i>115</i>								
	<i>16</i>	<i>15</i>	<i>100</i>								
	<i>18</i>	<i>12</i>	<i>88</i>								
	<i>25</i>	<i>40</i>	<i>48</i>								
	<i>29</i>	<i>100</i>	<i>148</i>								

used to advantage for this purpose. Frequently a buyer will run across a certain line of goods required for stock and has, for the moment, perhaps forgotten from what concern he has purchased previously. To overcome this difficulty, we would suggest using a card index somewhat similar to Fig. 1, arranged alphabetically according to the line of goods bought or sold, and giving in addition the purchases, sales, stock on hand at any period, concerns from whom particular lines are purchased, cost and selling prices of each line.

Both sides of such a card could be ruled, and with the three sections on each side of the card, it could be used for a considerable time before it is necessary to make a transfer. The purchases could be posted each day from the purchase invoices or periodically—say every week—and the sales posted from the sales invoices and also from the cash sales slips, the balance being the stock on hand, is extended when posting is finished. A great many merchants may

the head salesman to make a slight reduction, if necessary to a sale, and, second, it will save a great deal of time at stock-taking, when the quantity and cost price may be called in at one time.

Expense Items When Closing Books.

When we approach the end of our financial year, there are a number of expense items, such as telephone, rent, taxes, insurance, stationery stock, outstanding, either prepared or due. If these items can be paid within the year, so that each year's business will assume its share of such expenses, no provision need be made for outstandings, but, as a rule, there are some items which of necessity are not to be treated in this way, and which must be carried forward either as an asset or a liability. In bringing these items forward, if the amount is due or a certain proportion of it is due, that amount is brought down as a liability; on the other hand, if the amount is prepaid or unearned it is brought down as an asset. These items

stock itself was valued at \$60,000 and the building \$75,000. The warehouse was situated near the C.P.R. tracks and has been erected for some six or seven years. It was considered the best in Brandon. The fire was caused from a defective chimney and although the firemen worked diligently the efforts were of no avail and the entire extensive stock was consumed.

At Rosburn, Man., on the same night, with the temperature at 40 below zero, fire started in the block of stores owned by B. W. Johnstone and occupied by him as a general store. The block was completely destroyed, including a store occupied by E. A. Jones, baker and confectioner, as well as others. Many of the inmates barely escaped with their lives. The loss was about \$30,000, with some insurance.

E. O. Manchec, formerly advertising manager of the Salada Tea Co., Toronto, and now connected with the J. F. Cairns Co., Saskatoon, is taking a month's holidays and spending the time among his old friends in Toronto.

Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Butter—Steady.
Provisions—Firm.
Eggs—Advanced.
Black Pepper—Weaker.
Beans—Advanced 10c.
Lemons—Advanced.

Montreal, January 6, 1909.

The usual dullness which succeeds the holiday season has been felt in practically all lines. There are, however, a few cases where this is not the case, but it is quite the exception and not the rule. In discussing the past year with various houses there is a universal opinion expressed that the year, taken altogether, has not been a satisfactory one, but all seem agreed on the opinion that there has been a distinct tendency toward better things during the last three months.

This indication may be regarded as something entirely separate from the usual Christmas impetus which trade receives. During the last week some changes have taken place in the market which are worthy of note. The provision market, which has not been in a very healthy state for some time, has shown signs of rejuvenation and there is an active competition for hogs among buyers. This condition is due to the small supplies arriving at present. Poultry prices have firmed up somewhat owing to small supplies. California raisins are easier, also Halloween dates. Sugar is hardly steady, although no change has taken place during the week. Beans and peas are scarce here, consequently the tone of the market for both is decidedly strong. Eggs are being firmly held at advanced prices in all quarters. The demand continues good, with stocks small. Butter and cheese remain fairly interesting.

SUGAR—The sugar situation is rather uncertain at this time of the year owing to the customary January dullness. Local refiners report a fair trade passing at figures as last reported. The New Year's cut of 10c did not alter the volume of trade perceptibly.

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

SYRUPS AND MOLASSES—Grocers are taking small lots of molasses for immediate requirements only. Syrups are uninteresting though a little more

attention is being shown to small tin lines.

Barbadoes, in puncheons	0 40
" in barrels	0 42
" in half-barrels	0 43
" fancy	0 42
" extra fancy	0 43 0 44
New Orleans	0 35
Antigua	0 30
Porto Rico	0 40
Corn syrup, bbls	0 03
" 1-bbls	0 03
" 3/4 lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz. "	2 75
" 10-lb. " 1 doz. "	2 85
" 20-lb. " 1 doz. "	2 80

MAPLE PRODUCTS—These goods are dull and featureless.

Compound maple syrup, per lb.	0 04 0 05
Pure Townships sugar, per lb.	0 06 0 07
Pure syrup, 3 1/2 lb. tin	0 60 0 65

TEA—In Japan's market is moving well after the turn of the year, several sales being reported. The losing of the markets in the East has created a steadier tone, and the new year's business is opening fairly good, for the cheaper lines of blacks especially. Pingsueys are receiving the most attention. Prices have not yet shown any changes.

Choicest	0 35
Choise	0 32
Japan—Fine	0 27
Medium	0 22
Good common	0 21
Common	0 19
Ceylon—Brok-a Orange Pekoe	0 20
Pekoes	0 19
Pekoe Souchongs	0 19
India—Pekoe Souchongs	0 17
Ceylon green—Young Hysons	0 19
Hysons	0 18
Gunpowders	0 17
China greens—Pingsuey gunpowder, low grade	0 13
" pea leaf	0 19
" pinhead	0 30

COFFEE—Some dullness, which is generally experienced in the market at this time of the year, is being felt. One dealer stated that their business had diminished slightly in value, although not in volume, owing to orders being for cheaper grades.

DRIED FRUITS—Cleaned currants continue to sell well. A local house has lately secured some Valencia's in the New York market. Dates continue in good demand. An advance in currants is hinted at in some quarters, as the market in England has firmed up. Malaga raisins have been good sellers lately. Choice seeded California raisins are a shade easier according to quotations of some houses this week.

Figs—	
Bag figs	0 03 0 05
Tapnets	0 03 0 05
Blomes	0 08 0 14
Dates—	
Hallowees, per lb	0 05 0 06
Sais, per lb.	0 05
Malaga Raisins—	
London layers	2 25
" Connoisseur Clusters	2 50
" 1-box	0 75
" Royal Buckingham Clusters, 1-boxes	1 30
" boxes	4 75
" Excelsior Windsor Clusters	5 75
" "	1 60
Australian raisins	0 07 0 08
California Raisins—	
Fancy seeded, 1-lb. pkgs	0 09 0 10
Choice seeded, 1-lb. pkgs	0 08 0 09
Loose muscatels 3 crown	0 08 0 09
" 4 crown	0 08 0 10

California Evaporated Fruits—	
Apricots, per lb.	0 12 0 15
Peaches, "	0 11 0 15
Pears, "	0 13 0 14
Prunes—	
Prunes 25-lb. boxes, 30-40c	per lb. 0 10 0 12
" " " 40-50c	0 09 0 10
" " " 50-60c	0 08 0 10
" " " 60-70c	0 07 0 10
" " " 80-100c	0 07
Currants, fine filistras	0 05 0 07
" Atlas	0 05 0 08
" Vostizzas	0 09 0 09

SPICES—Black peppers, which have been decidedly strong lately, are easier this week, as the minimum price is 2c lower than last week. The Christmas strain having been passed the pepper markets have relaxed slightly, although the primary markets continue strong. White peppers are a shade stronger in the lower grades. Ground cloves are a shade easier owing to a smaller demand. Cream of tartar is being quoted at a lower figure this week also. Other lines have not altered.

Peppers, black	0 14
" white	0 20
Ginger, whole	0 18
" Cochin	0 17
Cloves, whole	0 17
Cloves, ground	0 20
Cream of tartar	0 23
Allspice	0 12
Notmgs	0 30
Cinnamon, ground	0 15
" whole	0 14

BEANS AND PEAS—"None to be had" is what one dealer stated regarding the situation for both beans and peas. The supply is very limited for both. In the case of beans the market has advanced 10c, while peas are firmly held at last quotations, with a strong undertone to the market.

Ontario, pickers	1 70
Peas, boiling	1 35

EVAPORATED APPLES—Evaporated apples are being held strongly at 8c to 8 1/2c. A limited supply is responsible for the strength of this market.

Evaporated apples, new	0 03 0 08
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CANNED GOODS

MONTREAL—Canned fruits, which have been in good demand for a long time, have fallen off remarkably during the week, and are now decidedly dull. Canned vegetables are in fair demand only. Enquiry for Canadian canned meats is improving, while canned fish is somewhat unseasonable just now, and the usual dullness is being experienced.

TORONTO—Lines of vegetables, including peas, corn, tomatoes and beans are passing off very well this week and the demand is excellent. From now on business in these goods is expected to be brisk. Other lines, however, are rather neglected just at present.

FRUITS.

	per doz.	Per doz.
	Group 1.	Group 2.
Apples, 3's standard	\$1.00	\$ 96
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals, preserved	4.00	3.96

THE CANADIAN GROCER

demand for common grades of Ceylons. Not much interest is displayed, however, in other lines. The firm feeling in the market still continues.

Kearley & Tongue, Colombo, in their review of the markets for December, throw some light on the situation as follows: "Shipments for November were behind the estimates to the extent of one million and a half pounds, principally owing to unusual dry weather which has prevented the heavy flushing expected about this time of the year. It is now fairly certain the total crop from Ceylon will barely equal last year's. The crop from India is expected to be less than estimated a month or two back. These two facts have been the cause of the sudden firmness of all the tea markets. In Colombo common teas have firmed, and there has been a sharp rise for grades above common, while fine has remained about steady, except where improvement in quality secured higher prices. Early in November common teas were neglected, and distinctly easier until the last sale of the month, when the demand improved and prices firmed. There has not been a very large quantity of low teas made, the quality generally being above the average. Broken medium teas were not in strong demand early in the month and were relatively the cheapest teas to be bought, showing far better value than leaf teas. There has, however, been a sharp rise, as much as 3 to 4 cents increase being paid. Leaf teas are also dearer than they were at the beginning of the month, the Russian demand being now more pronounced. For a few weeks many high-grown teas showed deterioration, and consequently buyers were not so eager for them. There are, however, signs of improvement, and in the last two sales there have been some very choice flavoured teas offered and several high prices paid."

COFFEE—Local demand continues exceedingly good, and coffee consumption in Canada seems to be growing. Locally, prices are steady. Willeit & Gray, in reviewing the general situation, say: "Additional confirmation has come from Brazil that the growing crop in Santos has sustained permanent damage, showing the effect of the long drought previous to the blossoming period weakening the trees. This feature was so generally ignored right along that an awakening to the true conditions will bring new interest to the article. Estimates usually appear in the early part of January when conclusions can be more accurately drawn, but even then the growing crop will be subject to varying climatic changes before coming to maturity. Nothing new is reported about the growing Rio crop. The movement of the current crop shows Santos receipts about 7,500,000 and Rio receipts 1,850,000 bags for the first six months—and, according to the generally accepted estimates of 9 millions for Santos and 2½ millions for Rio, the quantity indicated remaining in the interior is quite small, so that the prospects for receipts in the ensuing six months are only about

1,500,000 bags at Santos and 650,000 bags at Rio. Much importance attaches to this with the new crop six months away and none of the Government coffeees will be offered to the public for twelve months or more. The general tone of the market begins to reflect these intrinsic features of the situation. Apart from the speculative tendency there is evidence of more activity in the trade proper, with the idea of securing desirable assortments which always becomes more difficult from this time forward. It is well known that there are no surplus stocks available of good selections in Europe or the States while both countries will certainly be strong competitors for that which may be obtained in Santos. It is the case to-day. The world's visible will show a constant steady decrease from month to month so that on its own merits coffee justifies greater confidence and improved values. The healthy undertone now in evidence, it is believed, will become more manifest after the turn of the year."

DRIED FRUITS—While stocks of some lines, such as peels, dates and figs are light, there is probably enough of these goods on hand to supply the demand through the season, now that the Christmas demand is over. Prunes are somewhat called for. Other lines are quiet.

Prunes—	Per lb.
40-50's, 25-lb. boxes.....	0 09½
50-60's, " ".....	0 81
60-70's, " ".....	0 08½
60-70's, 50-lb. boxes.....	0 04½
80-90 " ".....	0 07½
90-100, " ".....	0 07
Apricots—	
Choi e, 25-lb boxes.....	0 12½
Fancy, " ".....	0 14
Candied and Drained Peels—	
Lemon.....	0 09 0 11 Citron.....
Orange.....	0 10½ 0 12
Figs—	
Elemeas, per lb.....	0 08 0 10
Tappeta, " ".....	0 03½ 0 04
Bag Figs.....	0 03½ 0 04½
Currants—	
Fine Filiatras.....	0 06½ 0 07
Patras.....	0 08 0 08½
Uncleaned, ½ less.	
Raisins—	
Sultana.....	0 07½ 0 13
" Fancy.....	0 11 0 12½
" Extra fancy.....	0 14 0 15
Valencia, new crop.....	0 5½ 0 06
Seeded, 1-lb packets, fancy.....	0 09½ 0 10
" 16 oz. packets, choice.....	0 9
" 12 oz. ".....	0 18
Dates—	
Hallowes.....	0 05½ 0 06
Sirs.....	0 05
Fards choicest.....	0 08 0 08½
" choice.....	0 07½

NUTS—Stocks are low and there is little demand since the holiday season. Prices are steady, as follows:

Almonds, Formigetta.....	0 12½
" Tarragona.....	0 13
Walnuts Green-bls.....	0 14
" Fordeaur.....	0 11
" Marbots.....	0 12
Filberts.....	0 10 0 12
Pecans.....	0 16 0 13
Brazils.....	0 15
Peanuts.....	0 10 0 12

RICE AND TAPIOCA—The market is quiet, with little business passing and prices steady.

Rice, stand. B.....	Per lb.
Bangcon.....	0 03½ 0 03
Patna.....	0 03½ 0 03½
Japan.....	0 05½ 0 06½
Java.....	0 06 0 07
Sago.....	0 05 0 06
Seed tapioca.....	0 05
Tapioca, medium pearl.....	0 05

SPICES—There is little demand for these goods just now, and while primary markets are firm in several lines,

there is no probability of any immediate change locally.

Peppers, bla p re.....	0 14 0 20
" white pure.....	0 22 0 30
" whole, black.....	0 14
" whole, white.....	0 23
Ginger.....	0 18 0 15
Cinnamon.....	0 25 0 40
Nutmeg.....	0 35 0 10
Cloves, whole.....	0 25 0 35
Cream of tartar.....	0 22 0 25
Allspice.....	0 16 0 12
" whole.....	0 17 0 10
Maoc ground.....	0 10 0 10
Mixed pickling spices, whole.....	15 0 20
Cassia, whole.....	0 20 0 25

BEANS—A little more interest is evident and this will probably develop from now on. Some of the primes measure up exceedingly well in quality, but there are practically no hand-picked beans on the market.

Beans, prime No. 1.....	1 15 2 00
" Lima, per lb.....	0 07

EVAPORATED APPLES—There is little demand for these goods at present, and the market is quiet. Prices are steady.

Evaporated apples.....	0 00½
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HINTS TO BUYERS.

The goods which Laporte, Martin & Co., Montreal, are offering the trade this week are such as to interest wise buyers. They are offering canned goods, teas and other lines at bargain prices. Their famous Soleil branch canned goods is quoted in their advertisement as unparalleled for quality. It will pay merchants to read their interesting announcement in another part of this issue.

THE GUILD CASE HEARING.

As we go to press the argument in the long-delayed Wholesale Grocers' Guild case, the evidence of which was taken several weeks ago, is being heard before Chief Justice Falconbridge at Osgoode Hall, Toronto. The hearing began yesterday, Thursday. A full account of the argument will be given in next week's issue.

TRAVELER WINS TRIP TO OLD COUNTRY.

There's a pleasant little trip coming along in the spring to S. H. Moore, who sells Comfort Soap all over Toronto and Hamilton for Pugsley, Dingman & Co. This prize is the result of a contest inaugurated some eighteen months ago by the company among its travelers, when such a trip was promised to the man whose sales during that period showed the largest percentage of increase. Since then there has been a merry little war among the traveling staff, with a good deal of friendly rivalry. The result was announced on Monday of this week. The prize is well deserved, for Mr. Moore is known among the trade as one of the hardest working travelers who call on them. He will leave in April, taking Mrs. Moore with him, and will spend four or five weeks in Great Britain.

WESTERN SUGAR KING DEAD

The Late Claus Spreckels, Worth 50 Millions, Began as a Grocer—Wanted to Be Something and Somebody.

Death on December 26 claimed one of the most prominent figures in the sugar trade in the Western United States in the person of Claus Spreckels, a Pacific Coast millionaire, and sugar king, at the ripe old age of 81 years.

Running away from his home in Lamstadt, Germany, at the age of 18 years to avoid being drafted into the German army, he came to America and began life at Charleston, S.C., in 1848, with but \$3 in his pocket. His career, therefore, from clerk in a grocery store to a sugar millionaire is one to be looked upon with pride by any grocer and deserves the attention of all.

Claus Spreckels wanted "to be something and somebody." He had moped along in wooden shoes behind his father's plough almost since he had been able to walk, and like the seed he sowed he had begun to feel like spreading out. This was why he left the family fireside to seek his fortunes in a world new to him. For a couple of weeks he was unable to find work in Charleston, and by the time he did a large portion of his \$3 was gone. His first job netted him merely his board, but without much further delay he began "to do something." He proved his worth to his employer and during the second month he received a salary of \$4 per week. The third month he was picked up by another grocer at \$8 per week.

His time was given solely to the assistance of his employer. He wrestled with boxes and used the scoop and managed the scales so carefully that when his employer, 18 months later, was giving up the business, Spreckels bought him out on credit, and 12 months later had paid the debt.

His store in South Carolina was, of course, made a success, and shortly after he bought a store in New York. He had held the latter property for a comparatively brief time, when he had laid aside enough money to take himself and wife on a visit to the old folks in the Fatherland.

Later, when business conditions looked rosy in California, seven years after the discovery of gold, he took the \$4,000 which he had saved, crossed the continent and invested it in a brewery. Money was made in this venture also, so selling his store in New York he settled permanently in the West.

The Secrets of His Success.

To make such progress as has been recorded, a man must have ways and means peculiar to a few. A business associate of Claus Spreckels for many years says one of the secrets of his success was that he seldom had all his eggs in one basket; that he always tried to keep some cash on hand, and that he never went into anything until he was

thoroughly ready for it—knew his ground and built his forts.

After making money out of the brewery business he looked around for something new and hit upon the making of sugar. California was on the line of imports from the Hawaiian Islands, and Spreckels saw that it had a position of advantage for the handling of cane. But, nevertheless, he retained his interest in the money-making brewery until he made certain of the success of the manufacture of sugar. The experiment proved profitable and he let go the beer and rye and went at the cane with the indomitable courage of the Teuton.

Knowing that mastery of the details of an undertaking is the first requisite to success, Mr. Spreckels went to New York and secured employment in a sugar refinery there. When he had learned all about the business he wished to know he retraced his steps to California and organized the Bay Sugar Refinery Company—the actual beginning of the vast fortune he eventually accrued. The company prospered, but his associates were not big enough for its chief promoter, and after a quarrel over the management he left.

Leaving California with his family he returned to Europe to make an exhaustive study of sugar and became an ordinary employe at Magdeburg. By 1867 he was again in the refinery business in California, operating in connection with his brother, the California sugar refinery. Commencing with a wooden structure, adopted to the extent of current operations, in three years the building was enlarged four times. At the end of four years he had an establishment with a capacity of 800 tons of sugar per day.

Foresight and Judgment.

By applying all his energies and his superior judgment to every phase of the sugar business and by operating in the latest scientific manufacturing principles, he was able to reach out into the general field of competition and bring that within his control. During his career as a sugar manufacturer he went to the Hawaiian Islands, and by a master stroke became the virtual owner of the sugar cane growing of the Pacific Ocean.

Mr Spreckels recently returned from New York to his Western home. On his arrival he was suffering from the effects of a cold contracted while in the East, and which ultimately developed into pneumonia. His estate is estimated at from \$40,000,000 to \$50,000,000, the income alone from the estate having been stated to exceed \$250,000 a year.

Arthur H. Clements, sales agent Allredie Pure Food Co., spent the latter part of the week in Ottawa.

HONORS FOR C. A. CHOUILLOU.

Montreal Business Man Created Chevalier of Legion of Honor.

Word has been received by the French Consul in Montreal that the French Government has created C. A. Chouillou a Chevalier of the Legion of Honor.

It is not often that The Grocer has an opportunity of congratulating any of its friends on receiving such an eminent distinction as this. At the same time it might be mentioned that the French Government should be congratulated upon the good judgment which it has shown in the selection of a gentleman who is so worthy of this distinguished honor.

During his twenty-two years' residence in Canada, Mr. Chouillou has been conspicuous for the services which he has rendered his adopted country and France.

Mr. Chouillou came to America in 1887, on a special mission from his Government and subsequently settled in this country. He was one of the founders of



C. A. CHOUILLOU.

Of Montreal, Recently Created Chevalier of the Legion of Honor by the French Government.

the Chambre de Commerce Francaise, of which he was one of the first presidents, and which office he holds to-day. In 1907 he was the chief organizer and president of the Congress of French Chambers of Commerce in various parts of the world, which met in Bordeaux, France. In addition to these positions of honor and trust he is vice-president of the Alliance Francaise, a member of the Board of Trade and a commander of the Order of Nichan Tftikhan.

Mr. Chouillou has long been noted for his efforts to promote commercial relations between France and Canada. During his residence in Canada he has conducted a large exporting and importing business, and is ranked among the prominent business men of Montreal. The new Chevalier may be truly regarded as one of the factors which have made possible that splendid condition known as the Franco-British "entente-cordiale."

THE GROCER'S ENCYCLOPEDIA

The Banana, How it Grows and Where it Comes From — One Hundred and Seventy-six Varieties—A Productive Plant.

THE BANANA.—No more popular fruit is sold by the grocer than the banana. The tree on which it grows is a gigantic herbaceous plant originally a native of the tropical parts of the East, but now cultivated in all tropical and sub-tropical climates. It forms a spurious kind of stem, rising 15 or 20 feet by the sheathing bases of the leaves, the blades of which sometimes measure as much as 10 feet in length and 2 feet across. The stem bears several clusters of fruit, which sometimes resemble cucumbers in size and form. It dies down after the fruit matures. The weight of the produce of a single cluster is sometimes as much as 80 lbs., and it has been calculated that the productiveness of the banana as compared with wheat is as 133 to 1, and as against potatoes 44 to 1.

The varieties of bananas cultivated in

sprouts or suckers arise. A year or two after the plant becomes established it begins to flower, the fruit maturing in from 90 to 120 days afterwards. It then dies and two or three suckers are allowed to take its place, the others being destroyed or transplanted. The young shoots are planted in rows about eight feet apart, and the plants in adjoining rows alternate at a distance apart of about nine or ten feet. This method affords shade to the ground, while it does not keep the sun from the plants.

The first bananas brought into America are said to have come from Cuba in 1804, and the first full cargo, consisting of 1,500 bunches, arrived in 1830. The fruit is accumulated at point of shipment until the appointed steamer arrives, when she is rapidly filled with it. Refrigeration has been added in order that the fruit can be cut full



Bananas Growing on an East Indian Plantation.

the tropics are as numerous as the varieties of apples in temperate regions, and the best authorities now agree that no specific difference exists between it and the plantain, which is a very prolific plant. There are 176 known varieties. The fruit is extensively used as food, and in many of the Pacific islands it is the staple food on which the natives depend for their existence.

In its immature condition the banana contains much starch, which on ripening changes to sugar, and as a ripe fruit it has a sweet but somewhat flavorless taste. From the unripe fruit, dried in the sun, a useful and nutritious flour is prepared.

The banana fruit is nearly always seedless. The species is propagated by a strong underground stem from which

grown, and brought to northern markets in perfect condition.

Central America is the prominent source of supply of bananas. There the plant reaches its greatest perfection in the alluvial soil of the river bottoms along the coast lines. The islands of Cuba and Jamaica in the West Indies group also produce considerable quantities. While, as mentioned above, there are a great many varieties, some of them are much more suitable for cooking than others, such as the Guinea, which, when ripe, is of a pink color on the inside.

The Red banana is a native of the Island of Jamaica, and is not marketed to any great extent in Canada, the chief demand coming from the British Isles. It is more expensive than the yellow varieties.

AN ELEPHANT FOR T. H. ESTABROOKS.

Presented by Ontario Branch Red Rose Tea Staff—Not White, but Porcelain.

Nothing in the world of business is more pleasant to tell about than a genuine expression of regard from the workers in an office and selling force to the man who provides the work. T. H. Estabrooks, of St. John, N.B., proprietor of Red Rose Tea, received for Christmas from the travelers and office staff of the Ontario branch at Toronto, a piece of Amphora ware which he will prize both for its artistic value and as an expression of good-will and regard on the part of an enthusiastic body of workers. The ornament was an elephant in porcelain, with its coolie mounted on its head. The elephant is in natural color and stands about eighteen inches high on a long, low pedestal of porcelain.

The following letter to Mr. Estabrooks accompanied the present and was signed by Geo. H. Campbell, manager of the Toronto branch on behalf of the staff: "The travelers and office staff of the Toronto branch desired at this season to convey to you in some tangible form their appreciation of the kindness, frankness and cordiality that have characterized your relations with them, making of every employe a friend. The accompanying beast of burden seemed equal to the occasion, and being emblematic of Britain's Eastern Empire, whence comes the tea that 'is good tea,' we thought it would make a fitting decoration for the office of 'the Chief.'"

Mr. Estabrooks spent a week in Toronto before the holidays and before leaving, entertained Red Rose Tea travelers and office staff at a luncheon in the National Club. It was a very pleasant affair, thoroughly enjoyed by everyone present. Besides Mr. Estabrooks and Mr. Campbell, there were present B. E. Miller, E. E. Boyd, A. H. Patience, J. H. Boyd, H. A. Howey, Frank Leech, G. S. Hull, Geo. E. Taylor, C. N. Smith, R. Prat, R. W. Vout, N. W. Williams, Chas. T. Miller and W. S. B. Armstrong.

SHERBROOKE GROCERS ASSIGN.

T. A. Bourque & Co., Reg., Sherbrooke, wholesale grocers, made an assignment on Saturday last. The business has been conducted by Poulin & Robitaille for the past few years, these young men having built up quite a trade with the grocers in Quebec Province, particularly in the Eastern Townships. No authoritative figures are out yet, but it is estimated that their liabilities are \$25,000 or \$30,000, at least, while their assets are not supposed to approximate more than \$10,000 to \$12,000. The Banque Nationale has claims aggregating \$15,000, according to reports, which say also that Mrs. T. A. Bourque has a claim for \$9,500, and the Canadian Cannery for \$3,700 odd.

Charterand & Turgeon have been appointed curators of the grocery store of Donat Bessette, Montreal.

IF some of you Manufactur- ers and Wholesale Grocers

*could see the many letters we get
every week from our subscribers*

You would get acquainted with the fact that they watch for your ads. every week, that they keep in touch with live people in this way.

You would learn some facts you haven't studied, that you can *make more money* by considering and planning for the co-operation of the Retail Grocers *first*, and not last.

You would realize that it pays you to talk to them with good business tact, with prices, about quality of goods, new lines, etc. And you would have more customers—

*Do You Want More Customers
in 1909 ?*

Tell the grocers of Canada about yourself, your house, your goods, your methods, etc., in a series of ads. in

The Canadian Grocer

Toronto Montreal Winnipeg New York Chicago London

The Pure Food Question

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell. A good stock of


HEINZ

57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

is always found in stores where quality is considered, because they are the best of their kind—pure, clean-made and good. You run no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

BUTTER

We can supply you with Choice, Fresh-made, Creamery Butter in one-pound blocks.

Write us for prices.

If you have Dairy Butter to sell (prints or rolls) we will buy it

Write Us for Prices

F. W. Fearman Co.

LIMITED

HAMILTON

We advertise widely the Richness, Purity and Uniform Quality of the Truro Milk



This secures customers. The goods hold them.



Reindeer Milk

Jersey Cream



The brands proved the best by Government Analysis.

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

Butter

Eggs

Cheese

Poultry

(Live and Dressed)

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

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, January 7, 1909.

Both the British cheese importer and the Canadian exporter seem to be playing a waiting game, each intently watching the other. Several attempts have been made to come to an agreement but so far this seems to have been out of the question. The English buyers are holding up the expected large arrivals of New Zealand stock to the Canadian exporter, with a view of bringing him to their terms, but so far those on this side have failed to appreciate the danger of the situation. The present light stocks, as compared with previous years, point to the fact that there will be a good trade at home, in case the export demand fails them. So think the Canadian shippers anyway. Locally prices rule steady at 12½c to 12¾c for Westerns and 11¾c to 12c for Easterns. Receipts since May 1 up to the present have been 1,998,723 boxes, against 2,406,852 boxes for the corresponding period of last year.

Locally the butter trade is in good shape, and supplies are arriving freely. At the present moment there is an admirable relationship between supply and demand, which is keeping the market in an easy steady condition. Large roll stock is in especially good demand, and stock is arriving in sufficiently large quantities to supply the demand. There is a firm feeling in the price of the extra fine September and early October makes, which are being strongly held. Locally quotations rule steady at 25½c to 26c and 26½c to 27c is being asked for September makes.

THE PROVISION SITUATION.

Toronto, January 7, 1909.

There seems considerable prospect that the quietness which has existed among Canadian packers during the past month or two will not last much longer. During this time the Danish and Irish shippers have been keeping the British market, which in the dull condition of business has not been at all active, quite well supplied. There has been little demand for Canadian bacon and consequently comparatively little going over. During the past week or so, however, the overseas market has come to assume a more receptive basis and it seems likely that for a while at least there will be considerably heavier stocks shipped over by Canadian packers. A slight stimulus to this business is expected, however, at this time of the year.

This feeling is reflected somewhat in the prices packers are paying for hogs this week. The run has fallen off rather materially the last few weeks and with better local demand packers' stocks

were passing off fairly well. With the prospect of larger export shipments the need for more hogs is felt and the price has gone up till this week \$6.10 to \$6.15 is being offered. This is expected to bring out a fairly good run.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Hogs have advanced, owing to the limited supplies arriving and the active competition among buyers for what stock there is. So far prices of hog products have not been affected. Some houses have been selling very heavy clear pork at cut prices, which has resulted in slightly lower quotations being made by most firms.

Compound Lard—		
Tierces, 375 lbs.	.....	0 08½
Parchment lined boxes, 50 lbs	.....	0 08½
Tubs, 50 lbs.	.....	0 08½
Wood pails, 20 lbs. net.	.....	0 09½
Tin pails, in cases	.....	0 09½ 0 09½
Heavy Canada short cut mess pork, in bbls.	22 50	23 0
Selected heavy Canada short cut clear boneless pork	22 51	23 00
Heavy Canada short cut clear pork	22 10	22 50
Very heavy clear pork	21 00	25 50
Plats beef, 100-lb. bbls.	.....	7 75
" 200 "	.....	15 00
" 300 "	.....	22 00
Pure Lard—		
Tierces, 375 lbs.	.....	0 12½
Boxes, 50 lbs., grained	.....	0 12½
Tubs, 50 lbs.	.....	0 12½
Pails, wood, 20 lbs., parchment lined.	.....	0 12½
Tin pails, 20 lbs., gross	.....	0 12½
Cases tins, 10 lbs., each	.....	0 12½
" 5 "	.....	0 12½
" 3 "	.....	0 13

BUTTER—Supplies of fresh made butter are fairly free. Large roll stock is in good demand and is arriving in ample quantity. The market is steady. September stock creamery is in good demand and the price remains very firm.

Fall creamery, solids	.....	0 23 0 28
Fresh Creamery, solids, 1-b.	.....	0 26 0 26½
" " prints, 1-b.	.....	0 24 0 27
Dairy, tubs, 1-b.	.....	0 19 0 21
Fresh large roll	.....	0 21 0 22½

CHEESE—Locally a normal trade is passing, and prices remain as last quoted. Negotiations between Canadian and British dealers are hanging fire, and until some favorable basis can be arrived at no business to speak of will be done in an export way.

Westerns	.....	0 12½ 0 12½
Easterns	.....	0 12½ 0 12½
Undergrades	.....	0 11½ 0 12

EGGS—Strength has been imparted to this market by the fact that advises from various points in Ontario, Quebec and the West indicate the quantity in storage to be very much below last year at this time, and owing to the fact that it will be the end of January before the new laid stock begins to arrive. In this time there will be a good chance for local stocks to be completely depleted. In view of this, together with the increasing demand, local dealers have increased their prices from one to two cents a dozen all around. Some claim that the market will ease up sooner than is expected as they think there is a possibility of the new stock arriving before the time anticipated. This, of course, depends, in a large

measure on the state of the weather from now on.

New laids	.....	0 35 0 40
Selected cold storage	.....	0 27 0 28
No. 1 Cuddled	.....	0 24 0 25
No. 2 Eggs	.....	0 21 0 21

HONEY—Quietness is general in this line, with quotations unchanged.

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

POULTRY—Although demand has fallen off considerably since the holidays, the supplies arriving have been small, so the price has firmed up some. The trade is in good condition at present, as supplies are easily taken care of. Hens are up ½c, while turkeys are worth 3c lb. more than a week ago.

Spring chickens, per lb.	.....	0 13 0 14
Hens per lb.	.....	0 10 0 11½
Young ducks, per lb.	.....	0 11½ 0 12
Turkeys, p-r lb.	.....	0 15 0 19
Geese, dressed	.....	0 09½ 0 10½

TORONTO.

PROVISIONS—A slightly easier feeling exists in almost every provision line and a slight decline is noted in the price of bacon and hams. Lard, too, is a shade easier. Supplies are fairly free, though packers would like to see more hogs available, as they consider present prices a little high for packing just now. Nevertheless, the hogs are being put down. Demand is not so good even as last week. In fact a quietness pervades the whole market, although there is no dissatisfaction expressed as to the amount of trading being done. Dealers are not yet through talking of how much money they might have made had poultry supplies been more plentiful at the Christmas season.

Long clear bacon, per lb.	.....	0 10½ 0 10½
Smoked breakfast bacon, per lb.	.....	0 14½ 0 14½
Roll bacon, per lb.	.....	0 10½ 0 11
Light hams, per lb.	.....	0 13½ 0 14
Medium hams, per lb.	.....	0 13½ 0 13½
Large hams, per lb.	.....	0 12½ 0 12½
Shoulder hams, per lb.	.....	0 10 0 12
Bacon, plain, per lb.	.....	0 18 0 18
" pea meal	.....	0 16½ 0 16½
Heavy mess pork, per bbl.	.....	20 01
short cut, per bbl.	.....	22 51
Lard, tierces, per lb.	.....	0 11½ 0 12
" tubs	.....	0 12½ 0 12½
" pails	.....	0 12½ 0 12½
" compounds, p-r lb.	.....	0 08½ 0 08½
Dressed hogs	.....	8 25 8 75

EGGS—Decidedly the best line handled by provision men just now is eggs. The West has taken and is taking large quantities. Within the past ten days two cars have gone forward to Winnipeg and another to Calgary. Port Arthur took a car and before the end of the month one or two more cars will go to Winnipeg for distribution from that centre. St. John, N.B., recently took a car of Toronto eggs. All this has had a tendency to keep prices here firm, especially as local demand keeps pretty active. Strictly new laids have gone up to 45 cents and even limed eggs have advanced a cent. Select storage are the sellers just now and are better stock than new arrivals. The conditions prevailing last year are apt to be repeated before long, and it may be that some United States eggs will come in bidding for a share of trade. These eggs are hardly as good as our own, being more watery and having less strength, but the price is a little more attractive. However, these eggs

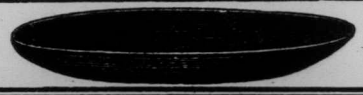
To the Grocery Trade of Canada
Gentlemen,—
"GET A MOVE ON"
Add
Mason's
Number One Sauce
to your stock. Its use "makes eating a pleasure and life worth living."
A 3-lozen case of ½ pints Mason's Number One Sauce will cost you \$4.95 and sells at \$7.20. That'll do, won't it?
ALL JOBBERS
THE MASON, MILLER COMPANY
Toronto, Canada
Agents Wanted Throughout the Dominion

BARRELS
For Flour, Butter or packing any kind of merchandise, manufactured and for sale by
H. CARGILL & SON
CARGILL, ONTARIO.

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

We Want Butter!
Dairy Tubs, Creamery Solids
We will buy f.o.b. your station, in large or small quantities.
Write or phone us with best quotations.
Rutherford, Marshall & Co.
Wholesale Produce Merchants.
TORONTO

Poultry Wanted!
Persons having Poultry to ship to Montreal market should make a trial shipment to
P. POULIN & CO.
39 Bonsecours Market, Montreal
Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.


USE OVAL WOODEN BUTTER DISHES
THOMAS BROS., St. Thomas, Ont.

will hardly come in for probably six weeks yet.

BUTTER—For a change supplies exceed demand just now. This does not mean, however, that trading is at all slow. True, it could be better, but there is a satisfactory feeling abroad at the amount of business being done. Prices remain at the old figures, not a change being noted in any line.

Creamery prints.....	0 24	0 30
Creamery solids.....	0 23	0 29
Farmers' separator butter.....	0 26	0 27
Dairy prints, choice.....	0 24	0 25
" ordinary.....	0 22	0 23
" tubs, choice.....	0 24	0 23
Large rolls.....	0 22	0 23
Baking butter.....	0 18	0 20

CHEESE—The cheese market remains as at last week's report—dull and unchanged.

Cheese, large, prime.....	0 13½
twins.....	0 13½ 0 14

HONEY—This article receives very little attention except early in the season, and there is no change noted in prices.

60-lb. tins.....	0 11	0 11½
smaller sizes, tins and bottles.....	0 10½	0 12
combs, doz.....	1 50	2 50

POULTRY—A still easier feeling exists and in some lines a decline in prices is quoted, noticeably in chickens, ducks, turkeys and geese. Some live turkeys and geese are again being offered. Trading is slow this week.

Spring chickens, per lb, live.....	0 10	0 11
Spring chicken, dressed.....	0 12	0 13
Hens, per lb., live.....	0 08	0 09
Hens, per lb., dressed.....	0 10	0 11
Young ducks, per lb., live.....	0 11	0 12
Ducks, per lb., dressed.....	0 12	0 13
Turkeys, per lb., dressed.....	0 18	0 20
Turkeys, per lb., live.....	0 16	0 17
Geese, per lb., dressed.....	0 11	0 13
Geese, per lb., live.....	0 09	0 10

WINNIPEG.

BUTTER—Dairy butter continues to be in fairly good supply. Country shipments are still liberal and very little dairy butter is being brought in from the East. For No. 1 dairy the local produce houses are paying 22c per lb. f.o.b. Winnipeg; for No. 2, 17c to 18c per lb., and for No. 3, 15c to 16c per lb., and for good round lots, 20c.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

EGGS—The demand at country points is taking up practically all the supplies received at country stores just now, and very few are coming into Winnipeg. Some Ontario eggs are coming in, but the supply is very small. Local produce dealers are paying 30c per dozen and up for fair stock.

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

Chicken, per lb.....	0 11
Fowl, per lb.....	0 08
Turkeys, per lb.....	0 16
Ducks.....	0 11
Geese.....	0 11

WILL HOLD "SNACK" IN ERIN.

Executive of Club Decides and Makes Arrangements at Annual Meeting.

The memories of the jolly times enjoyed at the Drummers' Snacks in the little town of Alton, Ont., for a number of summers, was brought back on Wednesday, December 30, at a dinner and meeting of the Snack Club Executive at the Queen's, Toronto.

Since the fires at Alton, by which the Algic Mills were burned in the early fall and when several stores were destroyed a few weeks later, it has been a foregone conclusion that the "Snack" could no longer be held in Alton. The meeting was exceedingly important, therefore, as deciding on a new location, and it was gratifying to note that the largest attendance on record was on hand. After full justice had been done to the dinner the committee immediately got down to business, with President Bob Asher in the chair. John Gibson, president of the Canadian Travelers' Association, conveyed the friendly greetings of that association in a neat speech.

The financial report of the "Snack" showed an encouraging balance of \$106.

In reviewing the summer's outing, a resolution was brought in by "Billy" Colville, seconded by R. Algie, in appreciation of the large part taken by the Hamilton contingent in last year's "Snack."

Then the matter of the place of holding next year's "Snack" came up. J. H. Wildfong presented a largely-signed petition from the citizens of Erin, asking for the celebration in that town next summer. Erin offers numerous advantages, as, for instance, a park which would be particularly suitable for the outing, and its citizens are quite enthusiastic over the prospect of having the jolly travelers in their town for a day or two.

After a good deal of discussion it was moved by J. H. Wildfong and R. Algie, that the "Snack" of 1909 be held at Erin on the last Friday and Saturday of July. An amendment by Dr. Algie and Sol. Walters, suggested that the outing be held in Hamilton. The amendment was lost, and Erin will consequently have all the honors next summer.

With the place settled the following committees were appointed to look after the arrangements for next year:
Sports—John Charles, Tom Gloucester, G. Campbell, R. E. Smith, W. Meen, Dr. Algie, Wm. Dore, C. C. Smye, J. H. Wildfong.
Printing—President "Bob" Asher, Dr. Algie, Robt. Algie, W. Hull.
Buttons—Wm. Colville, R. Keyes, S. Walters.

Music — Toronto Branch — E. R. Bowles, J. Charles, J. H. Wildfong, S. Walters.

Hamilton Branch—Bay Hill, Geo. Smye, R. E. Smith, Col. Stoneman, H. Eckstein, M. Tufford.

Distributing Committee—Robt. Keyes, J. M. Hooper, Col. Stoneman.

Transportation—Wm. Colville, M. Malone, J. D. Leitch.

Prize Committee—Toronto—J. H. Wildfong, Neil Oakley, J. Charles, Sol. Walters, C. Silver, W. Colville, G. Campbell, W. Meen. Hamilton—M. Malone, Bay Hill, Col. Stoneman, H. Eckstein.



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand!
Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S CANNED MEATS

The advertising campaign now running in the daily press is designed to help you and other dealers, not only by stimulating the demand in your district for CLARK'S goods—but by creating an increased consumption for this line.

From experience of previous campaigns the response of the public will be immediate and sustained, because they know the quality of CLARK'S MEATS.

See that you are ready to meet the demand in the following lines:—

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

WM. CLARK

Manufacturer
MONTREAL

YOU NEED NOT
LOSE TRADE IN

BOVRIL

for full stocks of

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

are held at

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

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

Cowan's Cocoa and Chocolate

bring genuine satisfaction to the trade, as well as excellent profits, because customers are always delighted with their purity and their superb flavor. If you are after repeat orders, sell "Cowan's" line.



The Cowan Co., Ltd.
Toronto, Canada

A Leading British line well-known and largely advertised



THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:

J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:

GREEN & CO.
25 Front St. E., Toronto

**W. H. ESCOTT, 141 Bannatyne Avenue East,
WINNIPEG**

SAMPLE CASES NOW READY FOR DELIVERY

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.
H. & A. B. LAMBE, Hamilton.
C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.
A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Conditions a Little Brighter After Holiday season—Talk of Cutting in Rolled Oats in Quebec.

The quietness prevalent in all lines of flour and cereals during the holiday season is to some extent dispelled this week, though not a great deal of activity is evident in any department.

Retailers are buying flour a little more freely, and the inquiry from Great Britain has been quite brisk, particularly for low-grade flour. The outlook for this trade is very favorable for the early part of the year.

The continued mild weather is having rather a quieting effect on the cereal markets, and dealers in these lines would welcome an extended cold snap. With this condition and strong competition, there is considerable talk of price-cutting among manufacturers, particularly in Quebec. As yet, however, none of this has been very evident.

MONTREAL.

FLOUR—A few inquiries are arriving from England regarding the market, but not yet have buyers come up to the price asked by Canadian shippers. The country districts will likely waken up now and do some buying as stocks have reached the low water mark.

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

ROLLED OATS—There have been, in the last few days, ominous rumors of cuts and counter cuts, but prices have not yet shown any change. One jobber stated that the coming week would witness some bad slashing of prices, which would liven matters somewhat. Locally, trade has been passably good and no complaints of dullness are being made.

Fine oatmeal, bags.....	2 75
Standard oatmeal, bags.....	2 60
Granulated ".....	2 60
Golddust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats bags.....	2 35
" bbls.....	5 05

FEED—Shorts and middlings are much more active this week, and prices are firm. Some millers anticipate an advance shortly in these lines. Ontario bran continues in good demand, and the price has been fully maintained. Other lines of feed are strong and supplies arriving are soon placed.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
" bran.....	21 00
Mouillie, milled.....	25 00 27 00
" straight grained.....	30 00 32 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—While retailers are buying a little more freely this week the holiday quietness is still a good deal in evidence. The market remains about as at last reports, though there is a good outlook for business opening early in the year. There

has been more inquiry for export during the week, particularly from London and Bristol, and some sales are reported of low grade flour.

Manitoba Wheat.	
1st Patent.....	5 70 5 80
2nd Patent.....	5 40
Strong bakers.....	5 20

Winter Wheat.	
Straight roller.....	4 20 4 30
Patents.....	4 80
Milled.....	5 00

CEREALS—With the continued mild weather, which has existed until this week, demand has not been very active locally. While retailers' stocks are low the demand on the part of the customers does not seem to be at all strong, and there is not much incentive to buying. An extended cold snap would mend matters considerable. Prices are quoted below:

Rolled wheat in barrels, 100 lbs.....	2 85
" oats in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 98 lbs.....	2 75

DINNER TO TRAVELING STAFF.

Kind Words and Jollity at Annual Luncheon of John Sloan Co., Toronto.

Good-fellowship and optimism were very prevalent at the fourth annual luncheon to the traveling staff of the John Sloan Co., wholesale grocers, Toronto, which was held at the King Edward Hotel on New Year's Eve, Thursday, December 31. C. S. Parsons was in the chair, and contributed a good deal to the brightness of the occasion. Major John Sloan was characteristically reminiscent in his address, telling of his beginnings in Toronto and of the growth of the business to its present position. In closing he prophesied a good year of business and exhorted the travelers to serious work. Frank Sloan reviewed the work of the year, and gave some interesting pointers for the travelers. Practically all the travelers spoke as well, giving expression to the kindness of the firm and good wishes for its future progress. Those present, beside the speakers mentioned, were: John Hayden, J. B. Mayled, F. M. Tait, J. H. Burton, Geo. Sanderson, Harry Brett, P. H. Brown, J. W. Stokes, T. J. Madden, Geo. Crux, W. J. MacDonell, Fred. Bone, H. M. Cowan, J. R. Smith, B. Elliott.

J. F. Howitt, who covers Toronto for P. McIntosh & Son, has been laid up for a week or so with an attack of grippe.

S. J. Musgrave, who represents P. McIntosh & Son, Toronto, in the Ottawa Valley, has been in Toronto for a week or so, confined to his room through illness. He is expected to be able to be out again next week.

EDUCATE YOUR CUSTOMERS

up to an appreciation of the best goods—it pays. No need to let a customer go on buying ordinary soda biscuits—get her started on

Mooney's Perfection Cream Sodas

When you get a customer started on Mooney's Perfection Cream Sodas you can figure on her permanent trade. Mooney's have a delicious and lasting crispness about them quite foreign to other brands.




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

Goose Wheat or Ontario White Wheat

We want either or both. Send sample and prices to

Cummings Mills
Cummings Bridge, Ottawa

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

You will see a greater demand for Chocolate and Cocoa this year than the past. It's going to be a good year. All we all have to do is to "think, feel and act it" as a good year—you all now know that

MOTT'S

"Diamond" and "Elite"
Brands of

Chocolate

are household words now—Keep your faith pinned to these brands and you'll not have to complain of not being able to sell good goods.

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

SELLING AGENTS:

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

By Royal  Letters Patent

Nelson's

Opaque, Brilliant,
Isinglass, Leaf,
and Powdered **Gelatine**

NELSON'S
Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's

Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.
EMSCOTE MILLS, WARWICK

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
E. W. Ashley Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
Clean and White

Quebec's leading Flour and Grain
House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal
Agents.

EPPS'S

GRATEFUL AND
COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

NUTRITIOUS AND
ECONOMICAL

COCOA



A Good Investment

**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

EASY TERMS.
Catalog Free.

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

The **GRAY, YOUNG & SPARLING CO., Limited**

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

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



**GOX'S
GELATINE**

COX'S GELATINE is a **STEADY SELLER**, therefore should always be in your **STORE**.

PURITY GUARANTEED BY THE MAKERS

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

J. & G. COX
Ltd
Gorgie Mills
EDINBURGH

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

APPOINTMENT OF HOTEL COMMISSIONER.

Comfort of Travelers in Ontario Will Be Looked After by W. K. Snider.

The fact that the Provincial Government has appointed a special commissioner to investigate the question of equipment of Ontario hotels will be received with satisfaction by the commercial travelers. The appointment has been given to W. K. Snider, Provincial organizer for the Conservative party for the past three years, and his duties begin immediately. At the banquet of the Canadian Commercial Travelers' Association, held a couple of weeks ago, Hon. W. J. Hanna promised that such an appointment was coming.

Mr. Snider's duties will be to deal with the whole question of the conditions and equipment of the licensed hotels in the Province of Ontario with a view to making them more suitable and safe to the traveling public. The new official will take charge of all improvements which the commercial travelers have been urging upon the department. Probably the most important of these is a proper system of fire escapes, as recent fires at Coldwater and Niagara Falls, when lives were endangered through lack of proper equipment, would indicate. Travelers are too often subject to danger in this respect, particularly in hotels in the small-

er places. They are always on the road and a hotel fire is almost sure to affect one or more of them.

Besides the question of fire escapes, there are the sanitary arrangements, bedding, proper accommodation for transients, etc., to be attended to. All these will come under the supervision of Mr. Snider.

The License Department anticipate that the commissioner's work will probably cover between one and two years, during which time it is anticipated that he will have established such standards for hotels as can be permanently continued.

This new departure of the Government is along the lines advocated by The Grocer, after the disastrous Tillsonburg hotel fire, and which have subsequently been advocated on several occasions. Protection of the lives of travelers is an important thing and the new legislation will be gratefully received by the travelers.

B.C. FRUIT WINS PRIZES IN WASHINGTON.

At the apple show, held during December at Spokane, Washington, a large quantity of British Columbia fruit was exhibited and carried off more prizes for the amount shown than any other district represented. In the throng of upwards of 100,000 persons present there was a large number of representative apple buyers, not only from the East, but from London, Chicago and New York, and they were all unstinting in their praises of British Columbia fruit. They also admitted that the great export trade of apples from the American continent to British and European markets would in the future draw very largely from the highly colored and richly flavored fruit of the Western coast.

Maxwell Smith, Nelson, B.C., was one of the seven judges of fruit, the British Columbia display being under the supervision of F. R. E. De Hart.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**
BARLEY and FEED



You'll be familiar with this tin and brand if you intend to increase your biscuit trade during 1909—

These biscuits have no superior—They are packed

in such a way as to be as fresh on arrival in your store as they are in Carlisle, Eng.

Place a trial order with your jobber or write us.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn,	Montreal and Toronto,	Eastern Provinces
Hamblin & Brereton,	Winnipeg,	Lakes to the Rockies
The Standard Brokerage	Vancouver, B.C.,	British Columbia
Co., Ltd.,		

Ask Your Grocer for Korn Kinks

That's the advice we're spreading far and wide in the most attractive, convincing advertising campaign ever planned. Are you ready with an **affirmative** answer to every demand for **KORN KINKS**? Every such answer puts a good profit in your till without any trouble at all. We bring the customer to your door the first time and the merit of **KORN KINKS** brings him back again and again.

The H-O Mills, Hamilton, Ont.

FRUITS, VEGETABLES AND FISH

Will Disaster in Sicily Boost the Lemon Market? — Vegetables Quiet, With Potatoes in Good Demand—Fish Market Active, With Changes in Prospect.

MONTREAL.

GREEN FRUITS—The sole topic this week among fruit men is the probable future of the lemon market. The great catastrophe which has devastated a large portion of Southern Italy and some of the Island of Sicily will have a direct influence on the lemon situation. Local dealers have advanced prices already from 50c to 75c a case. Oranges have weakened since our last quotation. The 714 size Valencia is very scarce, but the 420 size is in good supply. Pineapples are firm at an advance to \$4.50 to \$5 for 24 size.

Almeira grapes, extra fancy.....	6 50
" extra choice.....	5 50
" fancy.....	6 00
California navels, 96, 126, 170 size.....	3 25
" 17, 20, 216, 240 size.....	2 75
Floridas, 126, 15, 176 200.....	2 70
Mexican oranges, 176, 200, 216, 240 size.....	2 00
Valencia 420 size.....	3 75
Grape fruit.....	3 50
Lemons, choice, 300 size.....	3 75
Bananas crated.....	1 50 1 75
Pears, boxes.....	3 50
Pineapples, extra fancy, 24 size.....	4 50 5 00
Cranberries, Nova Scotias, early blacks, bb.....	8 00 9 00
Apples, Fameuse, XXX, bbl.....	5 50
" winter.....	3 50 3 75
" XXX.....	4 50
Spies, XXX.....	5 50
Baldwins, Greenings, Russetts, XXX.....	4 25
" Spies, XX.....	4 00

VEGETABLES—Attention at the present moment is confined to potatoes, which are selling rapidly. The market for them is consequently very strong, and prices are likely to advance. Leeks are high, \$1.50 being asked. Parsnips have firmed up considerably now, ruling at \$1. Celery has gone up a notch during the week, being quoted 50c higher. Green peppers are scarce, at \$1.25. Business, with the exception of potatoes, is dull.

Oyster plant doz.....	0 50
Artichokes bbl.....	2 50 3 00
Leeks, dozen.....	1 50
Parsnips, bag.....	1 00
Sweet Potatoes, basket.....	1 50
Marrows, dozen.....	1 00
Cal. Cauliflowers, crates.....	3 00
Fenels, per doz, bunches.....	0 75
Sage, per doz.....	0 60
Savory, per doz.....	0 50
Celery, crate.....	6 50
Water cress, large bunches, per doz.....	0 60 0 75
Spinach, barrels.....	3 00
Green peppers, basket.....	1 25
Beets bag.....	0 75
Carrots, bag.....	0 75
Spanish onions, large cased.....	3 50 4 00
Lettuce, per doz.....	1 10
Radishes, doz.....	0 60
Horse radish, per lb.....	0 15
Cabbage, bb's.....	1 50
Montreal potatoes, bag.....	0 75 0 95
Green Mountains.....	0 80
New Brunswick potatoes.....	0 95
Onions large bag.....	1 30
Red onions, barrel.....	3 00
Turnips, bag.....	0 70
Pumpkins, doz.....	1 50
Squash, doz.....	3 00
Brussels sprouts, quart.....	0 22 0 25

FISH—The Advent season, which has recently closed, has been a very good one among local fish dealers. A fair distribution of patronage for all lines has characterized the trade generally. The prices which prevailed during the season are still in force, but a general readjustment of quotations will take place immediately.

Fresh and Frozen Fish.	
Qualla salmon.....	0 07 0 08
B.C. salmon, frozen.....	0 08 0 09
Haddock, per lb.....	0 04 0 05

Fresh halibut.....	0 08 0 09
Mackerel, ".....	0 10
Dore, ".....	0 07 0 08
Steak cod.....	0 05 0 06 1/2
Frozen Grass Pike.....	0 06 0 06 1/2
Whitefish, lb.....	0 06 0 07
Lake trout.....	0 09
Sea trout, lb.....	0 10
Flounders, lb.....	0 10
American live lobsters.....	0 24
Bullheads (dressed).....	0 10
New smelts.....	0 10
Sea herring, per 100.....	1 70 1 80
To n cods, bbl.....	2 00
Smoked—	
Haddies (exp) 15 lb. bxs., per lb.....	0 06 1/2
Bloaters, per box, large, Yarmouth.....	1 00
Smoked herring, per box.....	0 16
Kipper herring, 1/2 box.....	1 00
Prepared—	
Skinless cod, new, 100 lb. cases.....	5 25
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box.....	1 80
Dry cod, in bundles 12 lb., per pound.....	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes.....	0 06
Boneless cod, 20-lb. boxes.....	0 08
Boneless cod, 20-lb. boxes.....	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks.....	0 05
Boneless fish, 25 lb. bxs., loose.....	0 04 1/2
Pure cod in crates, 1 and 2 lb. bricks.....	0 05

Salted and Pickled—	
No. 1 Labrador herring, brls.....	5 50
Oysters, bulk, per gallon.....	1 30
Standards, bulk.....	1 40
" quart tins, sealed.....	0 40
Paper pails, per 100 qt. size.....	1 70
Eviled lobsters, lb.....	0 18
Live.....	0 15
Standards, 4 gals.....	6 80
Selects.....	7 60

TORONTO.

GREEN FRUITS—Trading is yet rather quiet. Evidently retailers are pretty well stocked up with the various lines, and consumers have not yet recovered from the Christmas festivities. The one topic of conversation on the street and about the market is the catastrophe in Sicily and its effect on price conditions. J. J. McCabe has a cable from Tracuzzi, the exporter of St. Nicholas and Home Guard lemons, dated at Messina, which reads "Safe. Address Catania." This is the only direct message so far received. Other brokers and commission men are hoping for the best. There is a stiffening in local lemon prices, but with one or two exceptions no advance has yet taken place. Opinion is divided as to whether or not prices will go up. They certainly will not come down. Oranges are slightly easier, and the navels are much superior to the stock offered earlier in the season. In the apple field some splendid Kings and Spies are being shown, and Greenings are a little scarce this week. Though quoting only the better grades some slow sellers are as low as \$1.50, but there is no guarantee with these.

Grapes, Almeria, keg.....	6 00 7 00
Apples, Spies.....	5 00 6 00
" Kings.....	3 00 3 50
" Greenings.....	3 00 3 50
Oranges, Mexican, boxes, new.....	1 90 2 25
" Florida, boxes, new.....	2 25 2 50
" Valencias.....	3 75 4 75
" Cuban.....	2 25 2 50
" Porto Rico.....	2 40 2 60
California navels.....	2 75 3 50
Lemons, Messina.....	2 50 3 00
" California, box.....	3 50 3 75
Bananas, Jamaica, brts.....	1 50 1 85
" Jamaica elghts.....	1 00 1 25
Cranberries, Cape Cod bbl.....	16 10
" " crate.....	5 00
" Nova Scotia, bbl.....	10 00 11 00
" Ontario, crates.....	2 50
" " basket.....	1 25 1 50
Citrons, doz.....	0 75
Grape Fruit, Florida, box.....	3 50 4 00

CALIFORNIA CELERY

Have cars arriving every few days. Stock is now getting good. Have also Florida Head Lettuce, Hot House Cucumbers, Spinach, Sweet Potatoes, etc.

California Navel Oranges, California Lemons, Messina Lemons, Florida Grape Fruit, Nuts, Figs, Dates, etc.

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

A Shocking Earthquake,

no doubt, but Franc Tracuzzi of Messina and Catania, Italy, packer of the famous

"St. Nicholas," "Home Guard," "Kicking" and "Puck" Lemons,

cables to say he is

SAFE.

J. J. McCabe

Agent

32 Church Street - Toronto

Pineapples, Florida, crate 3 50 4 00
 Strawberries, Florida, small box 0 75

VEGETABLES—Like the fruit situation vegetable trading is quiet, though potatoes are going out rather freely. There are no Delawares at all offering, and the Ontario varieties look splendid stock. An easier feeling exists in potato prices, though no actual change has taken place. Squash are going up in price as they get less in supply. Cabbage is likely to be an interesting vegetable before many moons go by. This time last year cabbage sold as low as 40 cents a dozen; at present the quotation for a barrel is \$1.25 to \$1.50. Southern cabbage was laid down in Toronto a year ago for \$7 a ton, and at present \$29 is asked. This is a pretty steep price and very few fruit and vegetable men care about importing at that figure. There is a duty of 30 per cent. on cabbage coming in from the other side. There is plenty of California celery offering, and hothouse truck is fairly free. New potatoes from Bermuda are the novelty.

Beets, Canadian, bag.....	0 45	0 50
Potatoes, Ontario, per bag.....	0 70	0 75
sweet, barrel.....	4 00	4 50
" hamper.....	1 75	2 00
" New Bermudas, bush.....	3 25	
Lettuce, Boston head doz.....	1 25	
Onions, Canadian, dried, bag.....	0 75	0 91
" Spanish, half crate.....	1 85	2 25
Tomatoes, Florida, small basket.....	1 10	
" Canadian, hothouse, per lb.....	0 25	0 30
Cucumbers, doz.....	1 40	
Carrots, new, per bag.....	0 35	0 40
Cabbage, per ton.....	20 00	22 00
" barrel.....	1 25	1 50
Squash, basket doz.....	0 75	0 90
Cauliflower doz.....	0 75	1 25
Celery native doz.....	0 25	0 40
California celery, per case.....	6 00	
Pumpkins, dozen.....	0 50	0 85
Turnips.....	0 30	0 35

FISH—Enough business is being done to keep all hands busy, though orders are for small quantities only. Whitefish show a wider range of prices, and are slightly easier this week, but the better grade of smelts has gone up a cent. A salmon called "Steelhead," is being shown at 14 cents.

Perch, large, per lb.....	0 06	0 07
Herring, medium, per lb.....	0 05	0 06
Whitefish.....	0 09	0 11
Cod.....	0 08	0 10
Halibut.....	0 09	0 10
Haddock, frozen.....	0 07	
Sea salmon Silverside.....	0 10	0 12
" Steelhead.....	0 11	
Pike.....	0 05	0 07
Pickarel, yellow.....	0 05	0 09
Soft shell crabs, doz.....	4 00	
Herring, Digby, smoked, bundle 5 boxes.....	0 85	
" Rippered, 15-lb. box.....	1 30	
" Labrador, keg.....	3 00	
Mackerel, each.....	0 18	0 20
Smelts, per pound No. 1.....	0 09	0 10
" extra.....	0 12	0 14
Oysters, Long Island.....	1 60	
" medium selects.....	1 75	
" extra.....	1 85	
" shell, per 100.....	1 50	
Cisores, basket.....	0 50	1 00
Finna Haddie, smoked, 15-lb. package.....	0 08	
Boneless cod, quail on toast.....	0 06	
" imperial.....	0 05	
" steak.....	0 06	
Shredded cod, doz.....	0 90	
Acadia cod, crate.....	2 40	
" tablets, box.....	1 60	
Bloaters.....	1 25	
Quails.....	0 09	
Catfish, dressed.....	0 10	

PERSONAL NOTES.

H. Brett and Geo. Sanderson, of John Sloan Co., wholesale grocers, Toronto, paid The Grocer a friendly call last week.

R. J. Helstrop, representing E. W. Gillett Co., Ltd., in Nova Scotia, called on The Canadian Grocer last week. Mr. Helstrop has only good things to say of business in his section.

ORANGES, LEMONS, BANANAS

The famous Bronco Brand Navels are now arriving in the pink of condition.

Stock up with these fresh, profit-making goods.

WHITE & CO., Limited

Fruit, Produce and Fish
TORONTO and HAMILTON

EARTHQUAKES

may come and may go, but the Quality of the Pack put up by the Stewart Fruit Co., California, cannot be shaken from the premier position they now hold. When ordering Navels ask for brands that carry the "SIGNAL"—They're profit-makers.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

HUGH WALKER & SON
 GUELPH, ONT.

Cuban and Port Rican Oranges

The Best and Sweetest Oranges on the market. \$2.25 to \$2.50 per box.

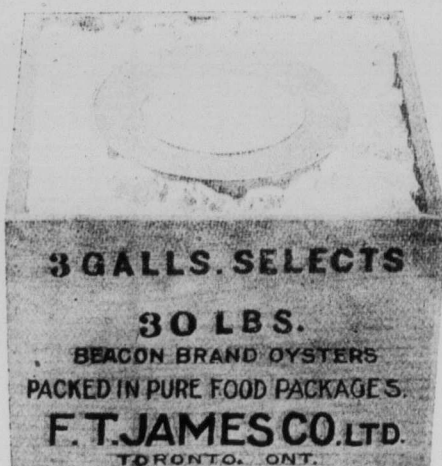
THE DAWSON COMMISSION CO., TORONTO

We want Poultry and New Laid Eggs.

NO WATER

THE MODERN METHOD

SOLID OYSTERS

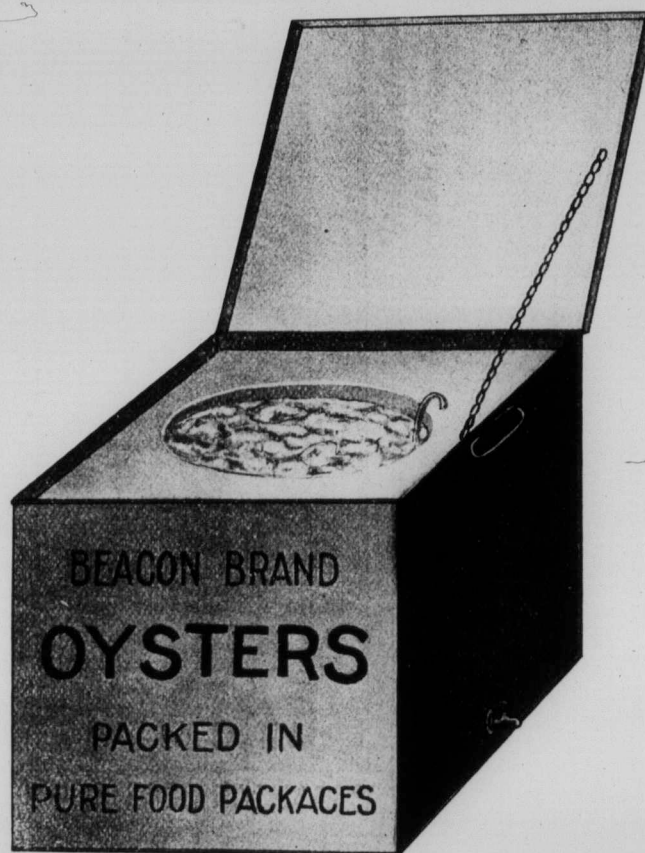


THE PACKAGE WE SHIP

The above is a true cut of our three-gallon package. The oysters are in a brand new can surrounded with crushed ice. The package is only used once and is retained by customer for whatever use he may see fit.

SHIPPED IN SANITARY CANS

Standards (Imperial measure), \$1.60 per gal.



REFRIGERATOR DISPLAY CASE

We have received the first consignment of our display refrigerator cases, which are meant for the retailer to display and sell his Oysters out of, instead of the old dirty wood bucket. We did not have enough to go round and disappointed a few of our customers. We have placed a large order with the manufacturer, and will have them ready in a few days. We are offering these display cans to the trade at exactly cost price to us, \$6.50 each. We expect to gain in the long run by the increased amount of oysters our patrons will sell when handled in this new sanitary way. Some of our trade have already increased their oyster trade fifty per cent. **Get out of the RUT. Be up-to-date; don't wait for some other dealer to get ahead of you.**



THE PACKAGE WE SHIP

Our five-gallon sealed sanitary can ready for shipment, with exception that the lid is not nailed on. This is the most ideal and sanitary method of shipping oysters.

SHIPPED IN SANITARY CANS

Selects (Imperial measure), \$1.95 per gal.

The F. T. JAMES CO., Wholesale Fish and Oysters, TORONTO

FRUITS, VEGETABLES AND FISH.

The Canadian Grocer

FISH and OYSTERS

A good line to push is

SEALSHIPT OYSTERS Standards and Selects

in sealed carriers containing 4 Imperial gallons.

These are all solid meats. No water added. No ice used.
The finest oysters on the market.

Send us your order for

**WHITEFISH
 PICKEREL
 HADDOCK
 HALIBUT**

**SALMON
 SMELTS
 PIKE
 COD**

**BONELESS COD
 SKINLESS COD
 BLOATERS
 HADDIES**

LARGE FROZEN SEA HERRING

or any other kind of Fresh, Frozen, Salted, Pickled, Dried or Prepared Fish, all of which we handle in their season.

PRICES RIGHT ASSORTMENT LARGEST SERVICE UNEXCELLED

**4 LONG
 DISTANCE
 TELEPHONES.**

LEONARD BROS.,

20, 22, 24 and 26 YOVILLE SQUARE,
MONTREAL

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

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

**Canadian
 Grocer
 Want
 Ads
 Two
 Cents
 a
 Word**

The Only Way to Ship Oysters

So many of our customers tell us the "Sealshipt System" is the only way to ship oysters. They have found they do more business with "Sealshipt" Oysters. The reason is—"Sealshipt" Oysters bring customers back. Those who have tried them tell their friends and so the good news travels—like wild-fire—until before you know it our co-operating agents have the oyster trade of your town—mighty profitable business.

"SEALSHIPT" OYSTERS

come in steel cans, airtight. You get all solid meats. No melted ice water. The ice does not touch the oysters—it is packed around the outside of the can.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

Write for particulars and letters from customers praising the "Sealshipt System."



NATIONAL OYSTER CARRIER COMPANY
 SOUTH NORWALK, CONNECTICUT

AGENTS:

Leonard Bros., Montreal Samuel Egan, Toronto
 R. M. Cline, Hamilton Steele Fruit Co., London
 W. J. Guest Fish Co., Ltd., Winnipeg
 Winnipeg Fish Co., Winnipeg

SICILIAN DISASTER AND THE LEMON MARKET

Effects Not so Widespread as Feared—Palermo Will Probably Be the New Shipping Point—Prices May Not Advance Unduly.

Considerable speculation regarding the future of the lemon market has been indulged in since the earthquake in Sicily and Southern Italy. Some wild rumors have gone forth regarding the damage done, which, after thorough investigation is not really so bad as is painted.

If a map is consulted it will be seen that the earthquake confined its attention chiefly to the extreme eastern point of the Island of Sicily and along its northern coast. This area embraced many large towns, principal among which is the great lemon city of Messina. In the Province of Calabria, the extreme southern portion of Italy, the devastation wrought by the earthquake was quite as great as that in Sicily.

While the loss of life and property was appalling, the actual damage done to the lemon crop will not be so great as might be expected.

A New Shipping Point.

It must be remembered, however, that the port of exit for the great crop has been suddenly demolished. Consequently a new seaport must be found, and it is more than probable that Palermo, which lies farther to the west, will be chosen. Palermo is admirably situated in every way to become as great a lemon shipping port as Messina.

The new order of affairs will require some time to adjust themselves, but it is felt that no great interruption in the shipping of this fruit will take place. A considerable portion of the stock, however, was destroyed by the tidal wave which carried away that which was stored on the wharves for shipment. These goods are, of course, irretrievably lost to the world's markets.

Russia, which has a deep-seated taste for Italian lemons, takes the best which Italy produces, and other countries of

Europe are equally anxious to have her finest grades. To Russia chiefly the extra fancy and fancy lines are disposed of. Choice, and much under stock finds its market in America and other parts of the world.

An Enormous Industry.

Some idea of the magnitude of the Italian lemon industry can be imagined when it is stated that 62 million cases were shipped from Messina last year, destined for other than European points.

At the present time the cultivation of lemons is carried on by individuals who look after a few acres each, and whose products are bought by the world for just about what the world wishes to pay for them—a marked contrast to the condition of affairs existing in California, where there are unions and guilds and exchanges, which safeguard the product and regulate prices to the consumer.

Facts in a Nutshell.

In reviewing the industry and the bearing of the present catastrophe upon it, it is found that the earthquake will not greatly injure the trade; that Messina was the great shipping point, and that all lemons which found their way onto the world's markets through this port were known as Messina lemons; that nearly all the country which sent its products to Messina is practically uninjured; that a new port will soon be developed to accommodate the product; that the interruption of the trade will not be as great as was anticipated.

So indissolubly connected has become the name of Messina with the lemon industry that when news was received of the earthquake and the destruction of this city, everyone naturally associated with it also the destruction of the lemon industry.

As a reflex of the disaster the price of lemons has advanced all over, which, in itself is sufficient to demonstrate the power which this port exerted on the fruit markets of the world.

What the Brokers Say.

In Toronto the earthquake in Sicily is the principal topic of conversation among the fruit men, and much speculation is indulged in as to the outcome. Nearly all the brokers have been trying to get in touch with their principals at Messina, but so far J. J. McCabe is the only Toronto man who has received a reply. He got a cable from Tracuzzi, the exporter at Messina, which contained the one word, "Safe," but stated that he could be addressed at Catania.

Montreal and New York quote an advance on Italian lemons, and a stiffening and slightly higher tendency is noted in California, no doubt in sympathetic tendency. Only one Toronto house so far quotes a higher figure on Messina lemons, though a tightening is noted on all sides. Still a buyer looking about can buy just as cheaply now as two weeks ago. Fruitmen generally do not anticipate any great advance, but all are looking forward to the sale at New York of 18,000 boxes on the steamer Alice, the first boat in since the catastrophe. The price realized at this sale will help somewhat in clearing the atmosphere as to whether or not there will be a general advance. There are other steamers whose arrivals are being looked

BRONCO BRAND Navel Oranges

from the Celebrated
Redlands Heights in
California are now in
prime condition.
Fresh cars arriving
weekly. The heaviest,
juiciest and most de-
liciously flavored fruit
coming to Ontario.

SOLE AGENTS

WHITE & CO., Toronto

SAUERKRAUT

German Style. "Silver Thread" Brand. In barrels, pails
and 3 lb. tins.

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1866

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

forward to. The Canopic was to have left Messina or Naples about December 26, and the Republic on the 28th. No authentic information is available as to the cargo or movements of these vessels, beyond the fact that they are due to reach New York about January 17, nor can any information be learned concerning the Cretic, which was to have left Naples on December 30. This latter is said by some to have about four cars of lemons for Canada, but indirect information says there are no lemons on board. The Romanic is due to leave Naples on January 7, and will not arrive until the 28th. Since it is almost impossible to get cable communication with Mediterranean ports near the scene of the disaster, the information available is almost purely of a general news nature and reaches here indirectly via the European capitals and New York.

W. B. Stringer does not anticipate any serious difficulties and is trying to get a direct message from his Italian business connections. There were possibly half a million boxes of November cut stored at Messina, but these, he thinks, are all that were destroyed. These lemons were stored for shipment to Canada, Germany and Russia. "Until some direct information comes to hand," he said, "it will be hard to say just what condition of things exists."

Wright & Kingan have been appointed curators of the confectionery store of Roberts & Co., Montreal.

HOLBROOK'S REPRESENTATIVES' DINNER.

Year's Progress Shown at Annual Banquet Last Week.

It was just one year ago, December 30, last, when H. Gilbert Nobbs, Canadian sales manager of Holbrook's Limited, Birmingham, Eng., gathered his six traveling representatives together around the banquetting board. It was a very happy and encouraging reunion. This year when Mr. Nobbs held his second traveling staff dinner at the Arlington Hotel there were seventeen active salesmen present. From six to seventeen in one year speaks volumes for the growth and development of any business but when that business is practically a specialty and the work to be done educative, it says a lot more.

The arrangements for the banquet were most complete, and under the excellent chairmanship of Mr. Nobbs the program was put through in splendid shape. Mr. Nobbs' remarks were of the most encouraging character to the staff and the enthusiasm he has shown in his work since coming to Canada a few years ago is reflected in the salesmen's work. His retrospective remarks as well as the sanguine hopes for the future development of Holbrooks in America showed him an optimist without a tinge of doubt. As so aptly quoted on the menu card the saying of Phillip Brooks, "There is a necessary limit to our achievement, but none to our attempt," pictures Mr. Nobbs and his staff clearly. Mr. Nobbs gave the staff a graphic account of Holbrooks

Limited and assured all of loyal support for loyal services. It would take too much space to refer to the many kind and flattering words spoken by others to the work and worth of their Canadian and American manager, but loyalty was the keynote of all. The gathering was graced by the presence of a couple of the lady members of the staff and the following Canadian representatives were also present:—H. Musham, N. C. McLean, J. V. Scrivener, G. R. Loggie, A. J. Smith, W. Hollands, F. J. Lewis, J. C. A. Porter, W. R. Cameron, A. D. Norman, A. Kress, G. W. Cryderman, Mr. Forrest, J. H. Gilbert, O. Otto, G. K. Martin, H. H. McKee.

The following items composed the evening's programme:—Piano solo, O. Otto; toast, "The King," proposed by H. Gilbert Nobbs; song, Miss May Peid; recitation, Mr. Donaghy; toast, "Our Firm," proposed by J. V. Scrivener and N. C. McLean, responded to by Mr. Nobbs; song, A. J. Smith; recitation, J. G. Nobbs, sr.; toast, "Our Visitors," proposed by Mr. Nobbs, responded to by F. Albany Rowlett, of the Woods Norris Co., and W. H. Seyler, manager of The Canadian Grocer; song, J. V. Scrivener; song, O. Otto.

L. L. Stewart, of Montreal, representing John Taylor & Co., was in Toronto last week and called at the Grocer office.

Malcolm Brown, who has been for some time with the MacLaren Imperial Cheese Co., has removed to Vancouver, where he will look after the interests of the Mason & Risch Piano Company.



BRUNSWICK BRAND SARDINES (IN OIL)

In this brand we offer you something extra nice in Sardines. For years we have striven to make Brunswick Brand Sardines the finest on the market. We think we have succeeded. Evidently the consumer thinks so too, judging by the large and increasing annual sales we are making. Now, what is YOUR opinion? If YOU do not know the brand had you not better investigate?

ORDER TO-DAY.

QUICK SALES.

GOOD PROFITS.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents.

DREXEL & CO., Vancouver and Victoria, B.C. Agents.

GROCERY TRADE CHANGES

Notes From All Sections of Canada Regarding Business Changes—Sales, Assignments, Dissolutions and New Stores Opened.

Ontario.

Culver Bros., grocers, St. Thomas, have sold to T. C. Mallory.

Max Axler, Bracebridge, general merchant, was burned out last week.

Joseph Mansour, merchant, Port Colbourne, has assigned to Jas. E. Neff.

G. C. Greaves, general merchant at Arner, is moving to Kingsville, Ont.

John Carruthers, Bracebridge, general merchant, suffered loss by fire last week.

Mrs. Daniel S. Baird, who kept a general store at Fitzroy Harbor, has compromised at 50 cents on the dollar.

The Bank of Commerce has taken over the business and property of Henry Hortop & Son, millers, at Eden Mills and Everton, Ont. Their liabilities are estimated in the neighborhood of \$13,000. The bank had been assisting them for some time prior to the closing of their business.

Quebec.

N. Boivin, general merchant, Breboeuf, has assigned.

D. Lauson, general merchant, Breboeuf, has assigned.

P. Verreault, grocer, Petit Meschins, is asking for extension.

Bilodeau & Goulet, general merchants, Black Lake, are registered.

T. A. Bourque & Co., wholesale grocers, Sherbrooke, have assigned.

Jos. Soucy, grocer, Rimouski, has voluntarily assigned to V. E. Paradis.

P. Poulin, general merchant, St. Evariste De Forsyth, has compromised.

The assets of D. Bessette, Montreal, are advertised to be sold on Jan. 8.

The assets of A. Jacob & Fils, general merchants, St. Tite, have been sold.

Chas. Gaouette, general merchant, Kingsbury, has had his assets sold.

J. E. Dugal, grocer, St. Michel, has voluntarily assigned to V. E. Paradis.

Alf. Therien, general merchant, St. Anne Des Nonts, offers to compromise.

The assets of P. Gagnon, general merchant, Sayabee, are to be sold on Jan. 9.

Martin Grace, general merchant, Vinton, has compromised at 50 cents on the dollar.

The assets of J. Lachapelle, general merchant, St. Jovite, are advertised to be sold on Jan. 7.

V. E. Paradis has been appointed curator of the general store of F. X. Lamontagne, Le Tuque.

V. Lamarre has been appointed curator of the general store of Guyon & Handfield, Contrecoeur.

A. Joseph & Sons, Quebec, wholesale grocers, have dissolved partnership, the business to be continued by Montefoire Joseph.

May Kennedy, who keeps a general store at Copper Cliff and Cream Hill Mine, has assigned to J. T. Tennant, Brockville.

Maritime Provinces.

H. W. Awalt, general merchant, Bridgewater, N.S., has offered a compromise of 50 per cent.

Joseph McKinnon, grocer and crockery merchant, North Sydney, N.S., has assigned to Isaac Greenwell.

J. E. Porter & Sons, Andover, N.B., met with a loss by fire recently when their general store was totally destroyed.

Western Canada.

Bain & Carr, grocers, Vancouver, B.C., have sold to Wm. McGavin.

W. Copeland, grocers, Vancouver, B.C., have sold to Laurie & McInnis.

Steward & Co., general merchants, Wolseley, Sask., are selling their stock.

J. N. Hammond, general merchant, Fruitvale, B.C., suffered loss by fire last week.

Gladman & Baldwin, grocers, Prince Rupert, B.C., are succeeded by J. E. Merryfield.

S. Fridsteinson, general merchant, Iceland River, Man., has closed his business.

The estate of Jas. Reid, general store, Quesnelle, B.C., has been taken over by James Reid.

L. A. Tompte, Buchanan, Sask., general merchant, has sold to Chmelnitsky & Powlotski.

In New Westminster a new grocery store is being started by the Co-operative Association, composed of more than 200 working men. George Wolfenden is manager.

To Avoid The Financial
Crisis, Handle

SHAMROCK

BIG PLUG
SMOKING TOBACCO

It will pay you a good profit
Besides building you a trade

CLAY PIPES

The best in the world are made by
McDOUGALLS

Insist upon this make
D. McDOUGALL & CO., Glasgow, Scotland.

Imported Cigars from Philippine Islands

Germinal	{	Pikaninny, 1/20, \$37.50
		Damas, 1/20, 55.00
		2a Cortado, 1/20, 55.00 (Philippine Shape)

25 varieties of Leaf Tobacco in ¼ and ½ lb. hands, packed in bales from 25 to 50 lbs., and from 10 to 35c. Prices sent on request. Terms, Net Cash.

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





They Pay!



Ask the Man
Who Has
One!

Guaranteed the Cheapest
Registers on Earth

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

Grocers!

Make Your Wants Known
BY ADVERTISING IN

The
Canadian Grocer

Through this paper you
reach the retail trade, and let
those interested know what
you want to sell or buy. We
circulate among those who
read this kind of wants.

SEE PAGE 63

Are You Keeping Your Tobacco Stock
Up-to-Date?

IF NOT—WHY NOT?

“Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Berlin, Ontario**
Modern Store Fixtures



MY BEST FIXTURE

"Of all my modern store equipment the very last I would part with is the

BOWSER SELF MEASURING OIL TANK

That's because the Bowser is the biggest money saver—it saves oil, time and labor.

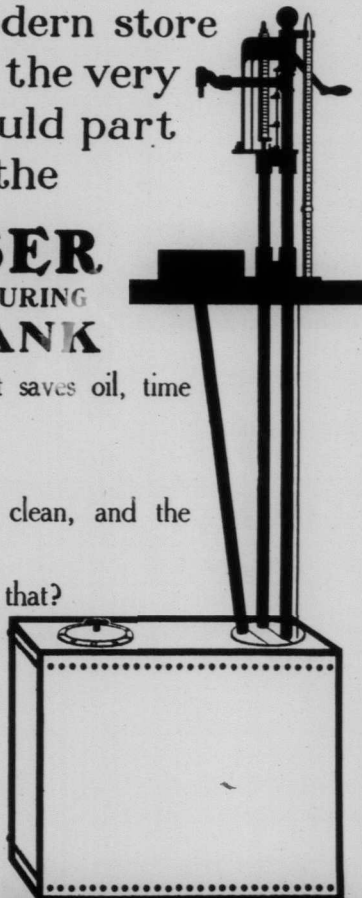
Wouldn't you appreciate this?

It keeps the oil pure, the store clean, and the groceries free from any oily smell.

Wouldn't your customers appreciate that?

Send a postal for Bulletin 5054

It tells how to make oil pay big.



S. F. BOWSER & CO., Ltd.

66-68 FRAZER AVE., TORONTO

CREDIT customers make less trouble than anyone else where



Allison Coupon Books

are used. Reduce expenses, eliminate losses, prevent misunderstandings—paying for themselves many times over.

HOW THEY WORK

A man wants credit. You think he is good. Give him a \$10.00 Allison Coupon Book. Have him sign the receipt or note form in front of the book, which you tear out and keep. Charge him with \$10.00—no trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10.00 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere
MANUFACTURED BY ALLISON COUPON CO.
INDIANAPOLIS, IND.

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



The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders** **Easiest Runners**

Ask an wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

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

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE**, Toronto.

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

BUSINESS CHANCES.

GROCERY stock and fixtures in a first class stand in the progressive city of Fort William. Small capital required. Address, J. A. McKenzie, Room 8, Murray Block, Fort William, Ont. (4)

FOR SALE.

GROCERY and china business for sale in one of the best towns in western Ontario. Capital required between four and five thousand dollars. A business that has always been successful, stock well assorted, good location, bright store. The present owner wishing to retire, the opportunity is here for one or two good hustlers to make good. Address correspondence to Box 259, **CANADIAN GROCER**, Toronto.

SITUATION VACANT.

A FIRST-CLASS position open for a first-class salesman in the North West or British Columbia to represent eastern wholesale grocery house. Apply, stating experience, connection, references and salary, Box 271, **THE CANADIAN GROCER**, Toronto.

WANTED—Position as senior grocery clerk or travelling salesman. Nine years experience—knows groceries thoroughly. Box 272, **CANADIAN GROCER**, Toronto.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. **THE CANADIAN FAIRBANKS CO., LTD.**, Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

YOUNG MAN, age 21, wishes position in busy grocery store; experienced, best references. Box 270, **GROCER**, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 118, Toronto, Canada.

MISCELLANEOUS.

WHEAT—A Manchester firm wishes to correspond with Canadian exporters of wheat. Box 263, **THE CANADIAN GROCER**, Toronto.

MISCELLANEOUS.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, something you want to buy, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you want to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion. Your announcement will appear under a special heading. Busy Man's Magazine, Montreal, Toronto, Winnipeg.

BUTTER—A Manchester produce firm wishes to correspond with shippers of Canadian butter. Box 260, **THE CANADIAN GROCER**, Toronto.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

CHEESE—A Manchester produce house wishes to correspond with exporters of Canadian butter. Box 259, **THE CANADIAN GROCER**, Toronto.

CANNED GOODS—Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in communication with Canadian manufacturers and exporters of canned goods. Box 262, **THE CANADIAN GROCER**, Toronto.

CONDENSED MILK—A Cape Town commission merchant and general agent, with branches at Port Elizabeth, East London, Durban, Johannesburg, Lorenzo Marques and German South West Africa, desires to be placed in touch with Canadian manufacturers and exporters of condensed milk. Box 261, **THE CANADIAN GROCER**, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

THE RELIABLE LIGHT will light your store 100% better than gas, electricity or acetylene. 600 candle power light costs 1 cent per hour to operate. Thousands in use. A safe, reliable, pure white light of intense brilliancy. Write for booklet M. The Rice, Knight Mfg. Co., Limited, 40 Lombard Street, Toronto.



REFRIGERATORS
FOR BUTCHERS AND GROCERS
REDEKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Mr. Grocer— Read This— It's For You

Nothing ever sold by Grocers can approach the KAISER WAX PAD AND IRON CLEANER IN MERIT. Every housekeeper with common sense knows a good thing when she sees it—she is very ambitious to excel in her Laundry work—with the KAISER WAX PAD AND IRON CLEANER a long felt want is supplied. It sells easily. By taking up an agency you can work up a steady and increasing business, as WHERE THE KAISER WAX PAD AND IRON CLEANER IS ONCE USED it is ALWAYS USED. Housekeepers are mad after it and will thank you for supplying them with this great labor saving discovery. **REDUCES IRONING TIME BY HALF.**

Save Your Elbow Grease



PATENT APPLIED FOR

The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.
The Wax Pad that Waxes Well.

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

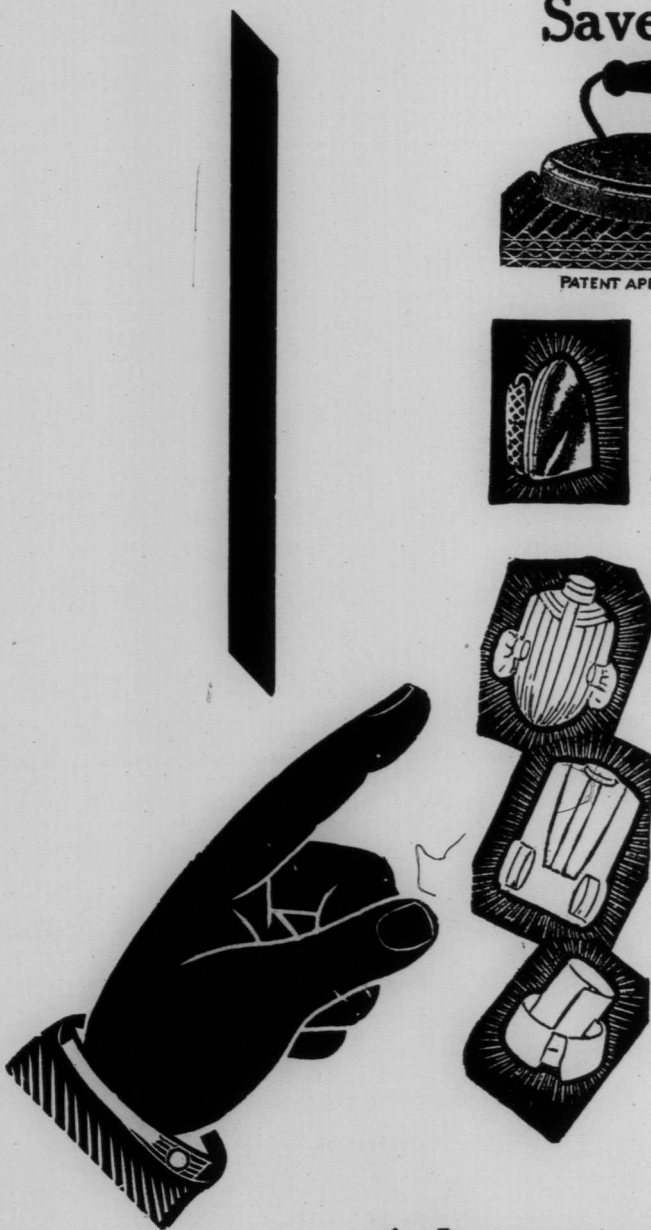
Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used. By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

WHY YOU SHOULD USE IT.

- The cost to use it is almost nothing.
- The Iron does not adhere to the fabric.
- It imparts a splendid perfume to the clothes.
- It saves a great deal of hard work in Ironing.
- It gives an excellent lustre to the Linen or Muslin.
- The Clothes will remain clean and neat much longer.
- It gives the Clothes a much better finish than by any other method.
- It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do Good Work should have one. We claim there is nothing on the market is its equal to the KAISER IRON CLEANER & WAX PAD, for quickness, convenience, satisfactory work or economy.



Advertise Your Business !!!

In each gross you will find 500 descriptive circulars like the above, leaving space for you to stamp your name and address on. These circulars will pull you in the customers for the KAISER WAX PAD AND IRON CLEANER and at the same time ADVERTISE YOUR BUSINESS. We want to convince you of the virtues of KAISER WAX PAD AND IRON CLEANER. Send your order to your Jobber or to our nearest Agents or direct. We will see that you get supplied. We know that you will never regret having secured an agency.

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

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents :

- Richards & Brown, Winnipeg, Man.
- G. C. Warren, Regina.
- Whitlock & Marlatt, Moose Jaw.
- Howard Bros., Brantford, Ont.
- W. S. Clawson & Co., St. John, N.B.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Baking Powder

Table with columns for Diamond brand, Imperial Baking Powder, and Magic Baking Powder. Includes items like 1-lb. tins, 3-lb. tins, 5-lb. tins, and various case sizes.



Table for Magic Baking Powder with columns for Cases, Sizes, and Per Doz.

Soyal Baking Powder

Table for Soyal Baking Powder with columns for Slice, Dime, and Per Doz.

Cleveland's Baking Powder

Table for Cleveland's Baking Powder with columns for Slice, Dime, and Per Doz.

T. Kinnear & Co.

Table for T. Kinnear & Co. products including Crown Brand and White Swan Spices.

Blue.

Table for Blue brand products including Keen's Oxford and Gillett's Mammoth.

Brooms

Table for Brooms including Nelson's and Bamboo brands.

Cereals

Table for Cereals including H-O. Company products like Force 36s, Korn-Kinks, and Pancake 36s.



Table for White Swan Spices and Cereal Mills products.

White Swan Wheat Kernel, per doz. \$1.40. White Swan Flaked Rice, per doz. \$1. White Swan Flaked Peas, per doz. \$1.

Chocolates and Cocoas

Table for Chocolates and Cocoas including Perfection, London Pearl, and Unsweetened Chocolate.



Table for Sweet Chocolate including Queen's Dessert, Vanille, and Parisian 8s.

Loings for cake

Table for Loings for cake including Chocolate, Maple buds, and Vanilla wafers.

Milk cakes, 5c. size

Table for Milk cakes, 5c. size including agents in Montreal, Toronto, and Winnipeg.

Mott's Breakfast Cocoa

Table for Mott's Breakfast Cocoa including various sizes and packages.

Premium No. 1 chocolate

Table for Premium No. 1 chocolate including German Sweet and Caracas Sweet.

Walter Baker & Co., Limited

Table for Walter Baker & Co. products including Premium No. 1 and Breakfast cocoa.

Canadian Coconut Co., Montreal

Table for Canadian Coconut Co. products including various sizes of coconut packages.

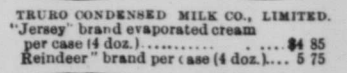
White Moss

Table for White Moss including various sizes of moss packages.

Table for Shredded and Ribbon products including Best Shredded, Special Shred, and Ribbon.

Condensed Milk

Table for Condensed Milk including Eagle, Gold Seal, and Challenge brands.



Coffees

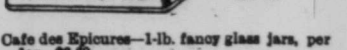
Table for Coffees including Club House, Nectar, Duchess, Ambrosia, and Golden Rio.

Mecca

Table for Mecca coffee including Damascus, Carlo, and Sirdar.

The Robert Greig Co., Ltd.

Table for The Robert Greig Co. products including 1-lb. decorated tins and Mo-Ja.



Cafe des Epiceures-1-lb. fancy glass jars, per doz. \$3.60. Cafe l'aromatique-1-lb. amber glass jars, per doz. \$4.



THOMAS WOOD & CO. "Glit Edge" in 1 lb. tins... \$0.35. "Glit Edge" in 2 lb. tins... 0.32. Canadian Souvenir 1 lb. fancy lithographed canisters 0.30.

Cheese - Imperial

Table for Imperial Cheese including Large size jars, Medium size jars, and Small size jars.

Peanut Butter

MACLAREN'S IMPERIAL CHEESE CO. LTD. Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Confections

THE COWAN CO., LTD. Cream Bars, 60's, assorted flavors, box 1.80. Milk Chocolate Sticks, 36 in box, 1.35.

Coupon Books - Allison's

For sale in Canada by The Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal. \$2, \$3, \$5, \$10, \$15 and \$20.

Cleaner

EASYBRIGHT 4-oz. cans \$0.90. 8-oz. " 1.35. 10-oz. " 1.85. Quart 3.75. Gallon 10.00.

Extract of Beef

LAPORTE, MARTIN & CIE, LTD. "Vita" Pasteurized Extract of Beef. Per case. Bottles 1-oz., case of 3 doz. \$3.20.

Infants' Food

Robinson's patent barley 1-lb. tins... \$1.25. " " " 1-lb. tins... 1.25. " " " 1-lb. tins... 1.25.

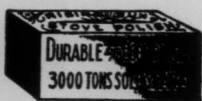
Flavoring Extracts

SHIRRIFF'S 1 oz. (all flavors), doz. 1.00. 2 " " " " 1.75. 3 " " " " 3.00. 4 " " " " 3.00. 5 " " " " 3.75. 8 " " " " 5.50. 15 " " " " 10.00. 25 " " " " 15.00.



Vertical text on the left margin: You IN MERIT. excel in her sells easily. WAX PAD d will thank HALF. d R en c. al f th te ly or w r-y d r s e e e address on. VERTISE der to your an agency. g, Man. law. t. hn, N.B.

**RISING
SUN
STOVE POLISH
IN CAKES**

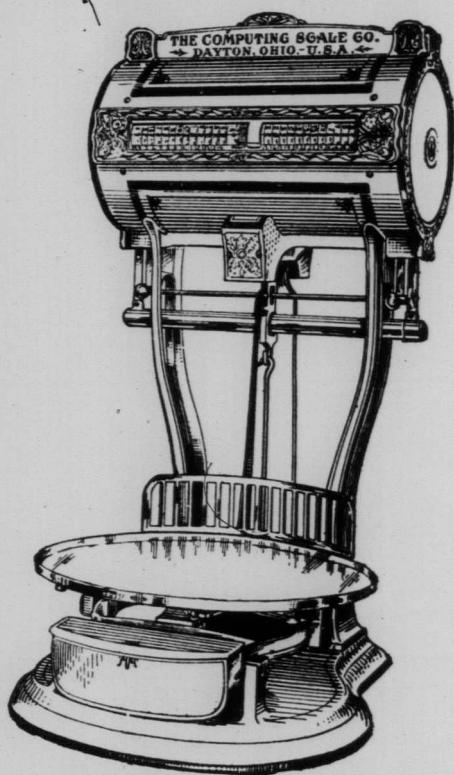


**SUN
&
PASTE
STOVE POLISH
IN TINS**

RAILROADS ARE TRYING TO DEFEND THEMSELVES from dangerous, inflammable polishes and have now universally adopted a rule requiring the manufacturer to put a warning label on the outside of each case of such goods before they are accepted as freight.

Our goods do not need the new label—they are absolutely non-inflammable and perfectly safe for use or transportation anywhere. **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins are made right and bring the customer back—not with complaints but with repeat orders for more. Push them.

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



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for \$3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

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

Capacity one ton per hour.
Sold by all wholesale dealers.

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

DEFEND
flammable
adopted a
at a warn-
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label—they
perfectly
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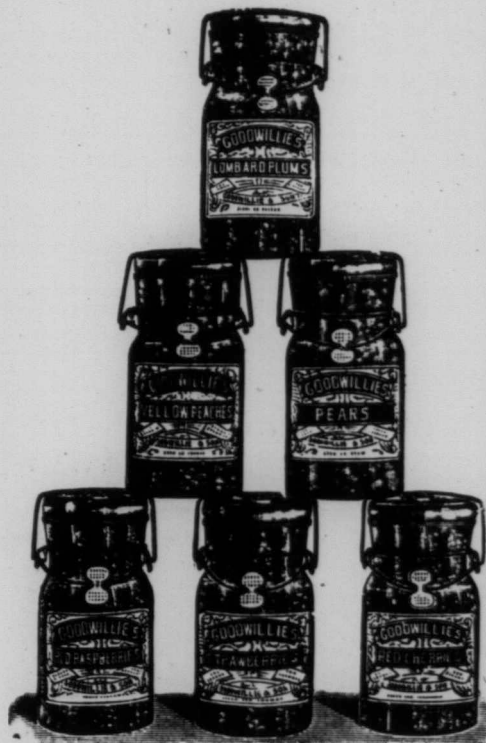
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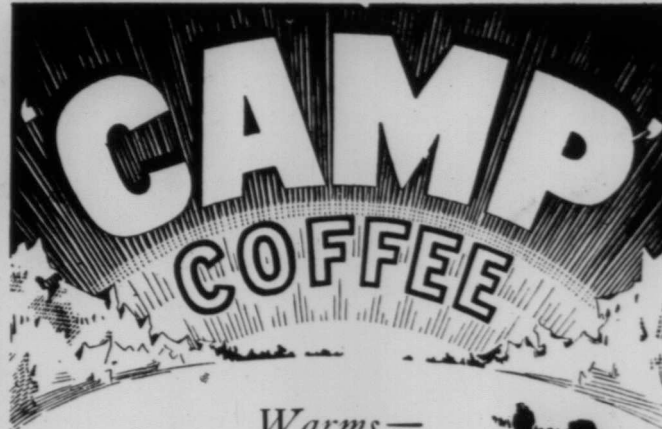
The
Fresh
Fruits
are
care-
fully
selected

Their
delici-
ous
flavor
appeals
to
every-
body

You should have them in stock.

Agents:

ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO



Warms—
Refreshes—
Invigorates

Easiest to make of all Coffees—most
delightful of all when made. That's
why so many specify—

'CAMP'
COFFEE

Replenish your stock, or get it into stock to-day.

R. Paterson & Sons, Coffee Specialists, Glasgow.

Jams and Jellies.

BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and
Toronto.
1-lb. glass jar, screw top, 4 doz., per doz \$ 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case, per lb. 07½
5 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 07
7 and 14-lb. wood pails, per lb. 07
30-lb. wood pails, 0 06½
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case per lb. 07½
7 and 14-lb. wood pails, 6 pails in crate
per lb. 07
30-lb. wood pails, 0 06½
Pure Jams—1-lb. glass jars (12-oz.
gem) 3 doz. in case, per doz. \$1 35

Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.
Soap
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases, 5 25
Five cases, or over, 5 15



List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

THE ROBERT GREIG
COMPANY.

White Swan, 15
flavors. 1 doz. in
handsome counter
carton, per doz., 90c.



Lard.

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

Tierces... \$0 09½
1-bbls. 0 09½
Tubs, 50 lbs. 0 09½
20-lb. Pails, 2 00
20-lb. tins.. 1 90
Cases 3-lb. 0 10½
" 5-lb. 0 10½
" 10-lb. 0 10½



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (25 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 0 40
" Acme " pellets, 5-lb. cans... per can 2 00
" " (fancy boxes 60) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans... per can 3 00
Licorice lozenges, 5-lb. glass jars... 1 75
" " 30 5-lb. cans... 1 50
"Purity" licorice 10 sticks... 1 45
" " 100 sticks... 0 75
Dulce large cent sticks, 100 in box... 0 75

Lye (Concentrated)

GILLET'S PERFUMED. Per case

1 case of 4 dozen... \$3 40
3 cases of 4 dozen... 3 50
5 cases or more... 3 60

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 3 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 3 lb. glass
5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

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

SHIRRIFF-BRAND

"Imperial Scotch"—
1-lb. glass, doz. 1 55
3-lb. " " 3 80
4-lb. tins, " 4 45
7-lb. " " 7 25
"Shredded"—
1-lb. glass, doz. 1 90
3-lb. " " 3 10
7-lb. tins, " 6 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wethay's condensed, per gross net... \$13 00
" per case of 3 doz. net... 3 00



ST. CHARLES CO
CONDENSING CO.

PRICES:
St. Charles Cream,
family size, per case
..... \$4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk... 4.70
Good Luck... 4.30

Mustard

COLMAN'S OR KEEN'S

D.S.F. 1-lb. tins... per doz. \$ 1 40
" 1-lb. tins... " 2 50
" 1-lb. tins... " 5 00
Durham 4-lb. jar... per jar 0 75
" 1-lb. jar... 0 25
F.D. 1-lb. tins... per doz. 0 85
" 1-lb. tins... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts. 24's 6 50
" 1/2-pt. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, 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

COW BRAND

Case of 1-lb. contain-
ing 60 packages, per
box, \$3 00
Case of 1-lb. contain-
ing 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, \$3.00

MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages... \$ 2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " } 2 75
" 60 1-lb. " }

No. 4 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 2 75

THE CANADIAN GROCER

"TO BEGIN WITH"

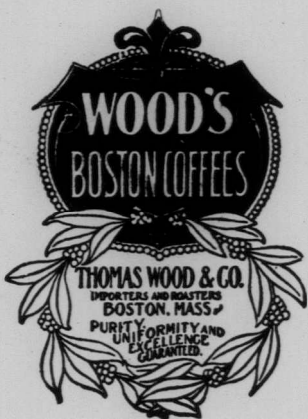
You mean to build up a big Coffee Trade this new year. It can be done, and we can help you. Go about it as you would to accomplish any other work of lasting character. Lay in the solid foundation with

WOOD'S COFFEES

We furnish direct and powerful aid to the Grocer in establishing trade and increasing sales.

Now is the time to start in. Let us hear from you.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL



Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maypole soap, colors per gross \$10 90
" black " " 15 90
Oriole soap " " 10 90
Gladiator soap " " 12 00
Straw hat polish " " 12 90



3 doz. to box \$3 45
6 doz. to box \$6 90
30 days.

Starch.

EDWARDSBURG STARCH CO., LIMITED.
Laundry starches—
No. 1 White or blue, 8-lb. cartons—
Canada laundry 0 06
Silver gloss, 8-lb. draw-lid boxes 0 08
Silver gloss, 8-lb. tin canisters 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kegs silver gloss, large crystal 0 08
Benson's satin, 1-lb. cartons 0 08
No. 1 white, blue, and kegs 0 06
Canada White Gloss, 1-lb. pks. 0 06
Benson's enamel per box 1 50 to 3 00

Ordinary Starch—
Benson & Co.'s Prepared Corn 0 07
Canada Pure Corn 0 08

Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " " " or blue, 4 lb. lumps 0 24

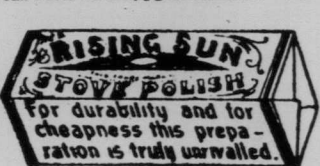
BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.

Laundry Starches—
Canada Laundry, boxes of 40 lb. \$0 06
Aume Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 64
Finest Quality White Laundry—
8-lb. canisters, cases of 48 lb. 0 06
Barrels, 300 lb. 0 72
Cases 100 lb. 0 72

Lil. White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
8-lb. toy trunks, 8 in case 0 08
8-lb. enamel tin canisters, 8 in case 0 08
Kegs, ex. crystals, 100 lb. 0 07

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 06
Canadian Electric Starch—
Boxes of 40 fancy pks., per case 3 00

Stove Polish.



JAMES' DONE BLACK LEAD
Per gross
5a size \$2 40
2a " " " " " 2 50

NICKLE PLATE STOVE POLISH.
Pints 2 90
Quarts 5 40
1/2 gallons 5 10
Gallons 4 80
gallons 4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 600 lbs. 0 03 per lb.
Half-barrels, 350 lbs. 0 03 " "
Kegs, 150 lbs. 0 03 " "
2-gal. pails 25 lbs. 1 25 each
3 " " 38 1/2 lbs. 1 76 " "

Plain tins, with label— Per case.
1 lb. tins, 3 doz. in case 2 40
5 " " " " " 2 75
10 " " " " " 2 65
20 " " " " " 2 60

(5, 10 and 20 lb. tins have wire handles.)
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.
Barrels, 60 lbs. 0 03 per lb.
Half-barrels, 350 lbs. 0 03 per lb.
Kegs, 150 lbs. 0 03 " "
2-gal. pails 25 lb. 1 25 each
3 " " 38 1/2 lbs. 1 75 " "

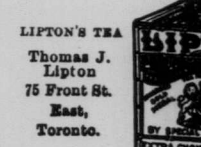
2-lb. tins, 24 in case, per case 2 40
5-lb. " " " " " 2 75
10-lb. " " " " " 2 65
20-lb. " " " " " 2 60



Wholesale Retail.
Brown Label, 1's, 1/2's \$0 25 \$0 30
Green Label, 1's and 1/2's \$0 27 \$0 35
Blue Label, 1's, 1/2's, and 3/4's \$0 30 \$0 40
Red Label, 1's and 1/2's \$0 35 \$0 50
Gold Label, 1's \$0 44 \$0 60



Wholesale Retail.
Cases 30 and 50 lbs. each—
Black, Mixed, and Green Ceylon.
25c. 1s. 20c.; 1/2s. 21c.
30c. 1s and 1/2s. 23c.
40c. 1s and 1/2s. 28c.
50c. 1s and 1/2s. 35c.
75c. 1s and 1/2s. 50c.
100 lb. lots freight paid.



Packed in air-tight tins only.
wholesale retail
Blue label 1/2's and 1's 0 24 0 30
Orange " " 1/2's and 1's 0 30 0 40
Pink " " 1/2's & 1's tins 0 35 0 50
Red " " Dominion blend, 1/2's and 1's 0 44 0 60
Gold " " Afternoon blend, 1/2's and 1's 0 50 0 70



Wholesale Retail.
Blue Label, 1's 0 20 0 25
Green Label, 1's 0 21 0 30
Orange Label, 1's and 1/2's 0 23 0 40

Brown Label, 1's and 1/2's 0 25 0 40
Green Label, 1's and 1/2's 0 25 0 50
Red Label, 1's and 1/2's 0 40 0 60
LAPORTE, MARTIN & OIL, LTD.

Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf-c, 90 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19



Wholesale Retail
Yellow Label, 1's 0 20 0 25
Green Label, 1's and 1/2's 0 24 0 30
Blue Label, 1's and 1/2's 0 25 0 35
Red Label, 1's, 1/2's, and 3/4's 0 30 0 40
White Label, 1's, 1/2's and 3/4's 0 35 0 50
Gold Label, 1's and 1/2's 0 42 0 60
Purple Label, 1's and 1/2's 0 55 0 80
Embossed, 1's and 1/2's 0 07 1 00



Wholesale Retail
Pink Label 1's and 1/2's 30c 40c.
Gold Label 1's and 1/2's 35c 50c.
Lavender Label 1's and 1/2's 42c 60c.
Green Label 1's and 1/2's 50c 75c.
Canisters
Gold Tins, 5's 35c. 1.75 50c. 2.50
Gold Tins 3's 35c. 1.05 50c. 1.50
Gold Tins, 1's 36c. each 50c. each
Gold Label, 1's 18c ea. 36 lb. 25c ea. 10 lb.
Red Tins, 1's 35c ea. 70 lb. 50c ea. 1 00 lb.
Red Tins, 1/2's 18c ea. 72 lb. 25c ea. 1 00 lb.



Wholesale Retail.
Black, green, mixed, 1's 0 70 1 00
" " " " 1/2's 0 55 0 80
" " " " 1 lb. & 1/2 0 44 0 60
" " " " 1 lb., & 1/2 0 38 0 50
" " " " 1 lb., & 1/2 0 35 0 50
" " " " 1 lb., & 1/2 0 30 0 40
" " " " 1 lb., & 1/2 0 32 0 40
" " " " 1 lb., & 1/2 0 25 0 30
" " " " 1 lb., & 1/2 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

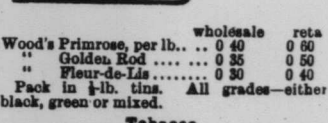


Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 50c. \$0 20
" " " " " " " " 0 21
Blue Label, retail at 60c. 0 23
Green Label, " " " " 0 30
Red Label, " " " " 0 35

Orange Label, 50c. 0 42
Gold Label, " " " " 85
RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



Wholesale, Retail.
Japan Teas—
Capital Household, 1's and 1/2's 0 40 0 50
Old Country, 1's and 1/2's 0 35 0 50
5 o'clock, 1's and 1/2's 0 42 0 60
H.M.B., 1's and 1/2's 0 75 1 00
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.
Montreal and Boston

Wholesale Retail
Wood's Primrose, per lb. 0 40 0 60
" Golden Rod " 0 35 0 50
" Fleur-de-Lis " 0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco
THE EMPIRE TOBACCO CO., LIMITED
Smoking—Empire, 4s, 6s, and 12s \$0 46
" Amber, 8s and 3s 0 60
" Ivy, 7s 0 50
" Rosebud, 7s 0 15
Chewing—Currency, 12s, and 6s 0 48
" Old Fox, 12s 0 48
" Snowshoe, 6s 0 51
" Pay Roll, 7s 0 52
" Stag, 10 cs. 0 45
" Bob's, 6s, and 12s 0 46
" " 10 cs. bars, 6s 0 46
" Fair Play, 8s, and 12s 0 53
" Club, 6s, and 12s 0 46
" Universal, 12s 0 47
" Dixie, 7s 0 58

JOS. COTE, QUEBEC.
Cigars
St. Louis (union), 1-20 \$33 00
St. Louis, 1-40 35 00
st. Louis, 1-100 35 00
Champlain, 1-20 35 00
Champlain, 1-40 38 00
El Sergeant, 1-20 55 00
El Sergeant, 1-40 55 00
El Sergeant, 1-100 55 00
Out tobaccos.
Petit Havana, 1, 1-12-1-6 0 40
Quenal, 1-4, 1-3 0 65
1-9 0 68
Cote's Choice Mixture, 1-lb tins 0 75
" " " " 1-lb " 0 70
" " " " 1-lb " 0 00

Veterinary Remedies.
W. F. YOUNG
Absorbine, per doz. \$18 00
Absorbine Jr., per dozen 9 08
Yeast.
Royal yeast, 3 doz. 5 cent. pks \$1 70
Gillett's cream yeast, 1 doz. in case 1 10

FACTORY.

ing trade

TREAL

Capital Household, 1's and 1/2's 0 30 0 40
 Old County, 1's and 1/2's..... 0 35 0 50
 5 o'clock, 1's and 1/2's..... 0 42 0 80
 H M.B., 1's and 1/2's..... 0 75 1 00
 Ridgway's Standard Bulk Blend in stock
 at all our branches in Canada.



"GLOVER" with Percolator.
 This pot speaks for itself. When tea
 is drawn take the Percolator out and tea
 remains free from stannin.
 We make seven sizes of this, also
 The Champion Tea Pot. Send for price
 list.

R. CAMPBELL'S SONS

CHAMPLAIN POTTERY
 MONTREAL, ONTARIO

**A SLIGHT
 DIFFERENCE**

IN PRICE ON A CHEAP ARTICLE LIST

Sal Soda

WHOLESALE AND RETAIL, WHEN QUALITY IS CONSIDERED
BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and
 therefore GIVES FURTHEST of any
 Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

TRONKAS
 WOOD & CO.
 Montreal and
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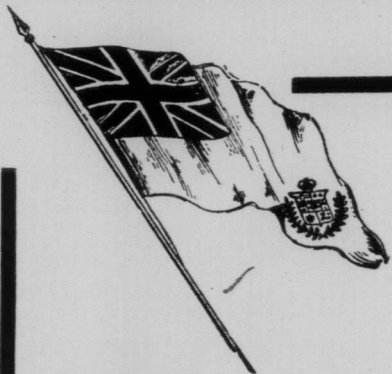
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