

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JANUARY 18, 1907.

NO. 3.



Raised on It

The grocers of England found that

## ROBINSON'S PATENT BARLEY

was a healthful, nourishing, family necessity—  
That's why they all sell it.—The same argument  
applies to the Canadian grocery trade—

*Let us tell you all about it—  
Send post card for particulars*

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

SINCE THE PLACING ON THE CANADIAN MARKET OF

## “CROWN” BRAND TABLE SYRUP

PUT UP IN TINS		
2-lb. tins—cases 2 doz.	5 “ “ “ 1 “	Also in Brls., ½-Brls Kegs and Pails.
10 “ “ “ ½ “	20 “ “ “ ¼ “	

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

the consumption of this healthful, nourishing, rich and delicious table food has taxed the capacity of our plant to the utmost.

The purity, cleanliness, richness and flavor of “Crown” brand Corn Syrup are things no consumer can forget.

*For sale by all jobbers*

### EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East  
TORONTO, Ont.

Works,  
CARDINAL, Ont.

164 St. James Street  
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

# CROSSE & BLACKWELL, LTD.

London, Eng.



**C. & B.** Pickles, corked pints and ½ pints

**C. & B.** “ lever stoppered pints and ½ pints

**C. E. Colson & Son, Montreal, Agents**



## COX'S REFINED SPARKLING GELATINE

Guaranteed absolutely Pure and of the highest quality manufactured. Unrivalled for making Rich Crystalline Jelly, and many other Dainty Dishes

Sold to the Public in Packets only.

“ I can conscientiously state that Cox's Gelatine is a pure and unadulterated article of excellent quality.”—  
A. B. GRIFFITHS, Ph.D., F.R.S. Edin.

“ Highly refined, and Pure.”—  
Each Genuine Packet bears the  
MAKERS' SIGNATURE  
Gelatine Works, Gorgie Mills, Edinburgh.

# Cox's Powdered Gelatine Cox's Shredded Gelatine

Halifax    St. John, N.B.    Montreal    Toronto    Winnipeg    Vancouver

**C. E. Colson & Son, Agents**

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Order now  
for Le

# Standard Fish Specialties

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

## QUALITY TELLS

### "THISTLE" Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the  
**CHEAPEST**  
but always  
**BEST**

### "TYNE" Herring in Tomato

The Choicest of  
**SCOTCH**  
that are packed.

This year's pack  
is specially  
fine.  
NO OLD  
STOCK.

### Codfish Cheese

In 1-lb. tins. Each tin contains the equivalent of 2 lbs. of the finest

### Newfoundland

Codfish, packed while hard and fresh, and is without an equal.

One trial will  
convince  
you.

Order now  
for Lent

The **BEST**  
houses sell these.

FOR SALE BY ALL FIRST-CLASS HOUSES

*Arthur P. Tippet & Co., Agents*  
Montreal Toronto



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

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

**MOOSE JAW.**

**THE MOOSE JAW FRUIT & PRODUCE CO.**  
D. STAMPER, Prop.  
Wholesale Agents and Jobbers  
Fruits, Groceries, Tobaccos, Cigars, etc.  
Correspondence Solicited.  
P.O. Box 793.  
Office and track warehouse. City spur track.  
Cor. 3rd Ave. and Fairbord St., - MOOSE JAW

**MONTREAL.**

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers Agent  
and Jobber,  
1483 Notre Dame Street, MONTREAL  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
  
27 St. Sacrament Street, Montreal  
  
TEL. MAIN 778. BOND 28.

**REGINA.**

**G. C. WARREN**  
REGINA  
Direct Importer of Pure Ceylon  
green and black teas of all grades,  
and coffees. Will act as manufac-  
turers' agent in other lines of  
merchandise.

**HONEYMAN, HAULTAIN  
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STORAGE AND TRANSFER  
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REGINA, SASK.

**TORONTO.**

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

**MacLAREN IMPERIAL CHEESE CO.** Limited  
AGENCY DEPARTMENT.  
Agents for Grocers' Specialties and Wholesale  
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and  
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**McGAW & RUSSELL**  
Manufacturers' Agents and Importers  
Room 302, St. James Chambers, cor. Church and  
Adelaide Streets, TORONTO.  
Highest References. Correspondence Solicited.  
Phone Main 2647

C. E. KYLE S. HOOPER  
**KYLE & HOOPER**  
Wholesale Grocery Brokers and  
Manufacturers' Agents  
27 Front St. E., Toronto  
Highest references Commissions solicited

**WHITE BEANS  
EVAPORATED APPLES  
CANNED GOODS**  
  
**W. H. MILLMAN & SONS**  
Brokers  
TORONTO

**WINNIPEG.**

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

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

**W. A. TAYLOR**  
BROKER and WAREHOUSEMAN  
243 Main Street  
WINNIPEG, MAN.  
HIGHEST REFERENCES

ESTABLISHED 1887.  
**JOSEPH CARMAN**  
Wholesale Grocery Broker and Manufacturing  
Agent.  
Union Bank Block, Rooms, 722 and 723  
Winnipeg, Man.  
Correspondence Solicited. Highest References.

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

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

**R. B. WISEMAN & CO.**  
WINNIPEG, MAN.  
Wholesale Brokers and Storage  
Warehousemen.  
CENTRALLY LOCATED.  
Can handle a few additional lines.

(Continued on page 4).

# TEAS TEAS TEAS

## We are Headquarters for all Kinds of Teas

No matter what kind, make or grade of Tea that you are wanting, we can give you better values than are offered elsewhere. With our large and carefully selected stock, and bought at the lowest point of the market, we can quote prices that defy competition.

Samples and Quotations  
for the asking

## Just because you don't smoke

is no reason why you should not make a profit out of the man who does.

## Our "ANCHOR" brand CIGAR

"The best 5c. straight on the market"

gives you the opportunity to build up a good paying cigar trade

We have just passed into stock another importation of our famous  
"DUFRESNE"



1-lb.  
Packages



Also in Vermicelli  
and Spaghetti

## MACARONI

A first-class Macaroni at a low price.

Retails 15c., or 2 for 25c

TRY A CASE WITH YOUR NEXT ORDER

# The EBY, BLAIN CO., Limited

Tea and Coffee Importers  
Wholesale Grocers, Etc.

# TORONTO

Manufacturers' Agents—Continued.

BARBADOES, W. I.

**JONES & SWAN**

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C.,  
Watsons' Scott's and Private Codes.

REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Lafamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspébiac.

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**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

**SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS**

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on commission to the jobbing trade. Best references.

**SHALLCROSS, MACAULAY & CO.**  
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL  
" " " " "DAN" INCANDESCENT LAMPS—COAL OIL

**Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market**

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills.
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made. A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets.



This design a guarantee of quality.

**CANADA PAPER CO., LIMITED,**

Toronto.

"Headquarters for high grade Fibre and Manilla Papers"

Montreal.

Windsor Mills, P. Q.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

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MONTREAL, QUE.  
TORONTO, ONT.

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TORONTO.

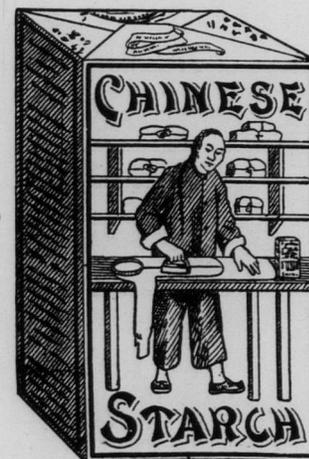
**Anderson, Powis & Co.**

Grocery Brokers  
and Direct Importers

Highest References

15 WELLINGTON STREET, EAST  
TORONTO

Sun Fire Building



We want you to write for sample package—Our prices show you a larger profit than any other Starch.

TO ALL USERS OF

**CHINESE STARCH**

OCEAN MILLS, MONTREAL



**If you have Money to Burn**

Why! Go burn it. There is 10 times more satisfaction in burning money than in losing it in driblets, through carelessness of clerks or disputed accounts. Who that has "pass-book" customers has not had accounts disputed and partially repudiated? The best way to avoid all complications and misunderstanding is as follows.

**IF A MAN WANTS CREDIT**

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

**THE EBY BLAIN CO., Limited, TORONTO.**

**C. O. BEAUCHEMIN & FILS, MONTREAL.**

**WM. T. SLOANE, WINNIPEG, MAN.**

**ALLISON COUPON CO.,**

Manufacturers

Indianapolis, Indiana.

Hamilton, January 3rd, 1907

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

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

Yours faithfully,

CANADIAN CANNERS,  
LIMITED

& Co.

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N CO.,

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

1. As Montreal is by far the largest buying centre in the country, enormous quantities of all kinds of fruit are sent to be marketed here, and as ripe fruit has to be disposed of within 24 hours of arrival a glut is sure to occur in some fruit every day—it might be peaches to-day, or strawberries to-morrow—some fruit is sure to be over-shipped, which we can buy at a price averaging as low as what it would pay to grow it; and buying fruit at this price naturally we can afford to use more of it.
2. Our Jam plant is the largest in Canada, contains the finest, cleanest and most modern equipment, which enables us not only to turn out an enormous quantity but give far better quality as well.
3. We can buy sugar on the wharf at a great saving over what it would cost if freighted west, and consequently are enabled to put in a much larger proportion in the cheaper qualities.
4. Having the turnover, we are able to purchase our packages at the very lowest price.
5. As we believed that these natural advantages would enable us to take the lead in the Jam business, we sent to England for the most expert Jam cook we could find. As money was no object, we got him and placed him in charge of our Jam Department, where his 28 years of practical experience are enabling him to turn out goods which are a revelation to the trade, and are causing a large increase in sales in this line with the people who are handling them.
6. Notwithstanding our ability to turn out a product equal to any made in the country at a lower price, our aim is to put this saving in the cost of production into bettering the quality of the goods, thus putting purchasers of our goods beyond the reach of competition.

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

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

**The OZO CO., Limited**  
**MONTREAL**

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# THE INCREASE ALONE OF

# "SALADA"

## CEYLON TEA

in 1906 over 1905 amounted to more tea than we sold altogether in the first **FIVE YEARS** we were in business.

In the City of Toronto, where we have only been doing business for 15 years,

out of every two pounds sold, one is "SALADA"

and "SALADA'S" sale is still growing.

What stronger proof can be given of its merits? We will gladly show proofs of above to anyone interested.

The "SALADA" Tea Co., Toronto

The original makers of \_\_\_\_\_

## "Gillett's Goods"

started business 50 years ago in a modest way. To-day we operate the largest factory of its kind in the British Empire, and one of the largest in the world. Our goods are sold all over the world. Only good goods, upright dealing and continued improvement could have attained such growth.

Magic Baking Powder.  
Gillett's Cream Tartar.  
Gillett's Perfumed Lye.  
Royal Yeast Cakes.  
Good goods with a reputation.



Merchants should recommend food-products that are produced in clean factories.

The Favorite  
Relish of  
Bygone Years



Ahead in  
the Race for  
the New Year

Sterling  
Brand  
Pickles

Sterling  
Brand  
Pickles

Made in Canada by

The T. A. LYTLE CO.  
Limited

TORONTO, CANADA



## National Licorice Co.

Brooklyn, N.Y.

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

Montreal Depot, 17 St. Therese St.,  
J. M. BRAYLEY, Agent.

# Molasses

We are prepared for

## SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

GEO. MUSSON & CO.	- - -	TORONTO
JOHN W. BICKLE & GREENING,	- - -	HAMILTON
GEO. H. GILLESPIE,	- - -	LONDON
JOSEPH CARMAN,	- - -	WINNIPEG

## VALENCIA RAISINS

That Please

When placing your next order  
ask for these Reliable Brands.

**"M.D. & CO."** Special Fancy  
Quality.

**"W. Abel"** Standard Quality.

4 Cr. Layers.  
Selected.  
Fine off-Stalk.

**They Sell at Sight**

**Rose & Laflamme**

Montreal - Toronto

## Hundreds of Grocers

in Canada are making  
money selling



## Paterson's Worcester Sauce

This is the Sauce that always  
gives satisfaction to the user,  
and amply rewards the re-  
tailer. If you are not already  
selling it, why not begin now?

ROSE & LAFLAMME  
Agents, Montreal

“O.K.”  
REGISTERED

# England's Foremost Fruit Sauce

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

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

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

## \$5000 Challenge

We Guarantee every ingredient of the

### "O.K." SAUCE

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

*Georg Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

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

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

**GEO. MASON & CO., LTD.,**

LONDON, Eng.

Telephone. Main 6285

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

# GREEN RIO

Choice Flinty Greens

**COFFEES**

Price Right

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

### A Small Ad, but a Large Quantity of Goods to Offer in TEAS, COFFEES and SPICES

1400 h/c of **CONDOR** Japan Teas from - - 18c. to 42½c.

No change in quotations from last year, although market is much higher.

**SPECIAL** 30 pkgs. choicest Darjeeling Indian Black Teas at - 40c. and 50c.  
90 chests Indian Black at - - - - - 13c. and 15c.

If bought to-day, these 90 chests would cost us more than what we are asking for them.

ASK FOR SAMPLES. IT PAYS!

### OUR BRANDS OF COFFEES

attract the attention of buyers by the perfection of their blends as well as by their unchallenged value and superiority. They possess strength and aroma, please the consumer and are profitable to the retailer. Our Coffees are roasted by the most improved gas machine.

<b>OUR BRANDS</b>	<b>Plantation</b>	<b>Old Crow</b>	<b>Condor</b>	<b>EMD</b>
<i>Whole or Pure Ground</i>	18½c. per lb.	25c. per lb.	30c. per lb.	35c. per lb.

**MADAM HUOT'S COFFEE** *The Gem of all Coffees*  
1-lb. tins, 32c. 2-lb. tins, 62c. per tin.

A fancy tin free and freight paid on all trial orders of 50 lbs. and over.

## THE E. D. MARCEAU CO., LTD., Montreal



### VINEGAR PERFECTION

To do one thing well ensures SUCCESS.  
To sell one perfect vinegar is to win trade.

### OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

**WHITE, COTTELL & CO.** Warner Road, Camberwell  
LONDON, ENG.

## ITALIAN PRUNES

40/50s. 50/60s. 60/70s. in 10lb., 25lb. and 50lb. Boxes,

Now in Store.

Price Right

# Thomas Kinnear & Co.

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

## Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand.

Wire for our prices.

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

**SEND US YOUR ORDER**

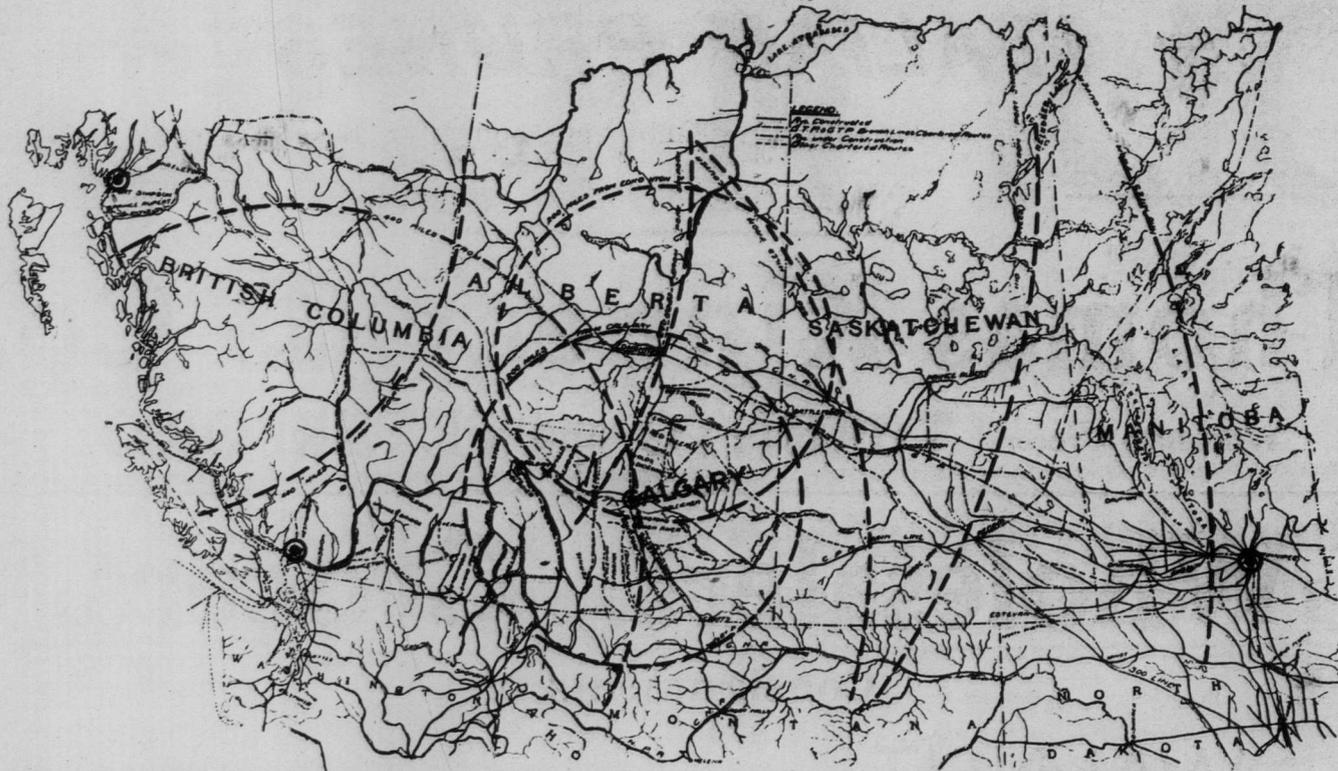
for

**LARGE VALENCIA RAISINS in bags at 7 1-2 cts.**

**WE ARE OVERSTOCKED**

in Easter Brand Prunes. Get our prices.

**T. A. BOURQUE & CO., Wholesale Grocers, Sherbrooke, Que.**



# CALGARY, ALBERTA

## CALGARY'S AIM

IS TO HAVE A POPULATION OF

# 100,000

IN TEN YEARS

## DOES THIS INTEREST YOU, MR. MANUFACTURER ?

**Do you want** a share of the immense volume of business to be had from a city of this size ?

*If so*, now is the time to place your account in reliable hands.

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

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

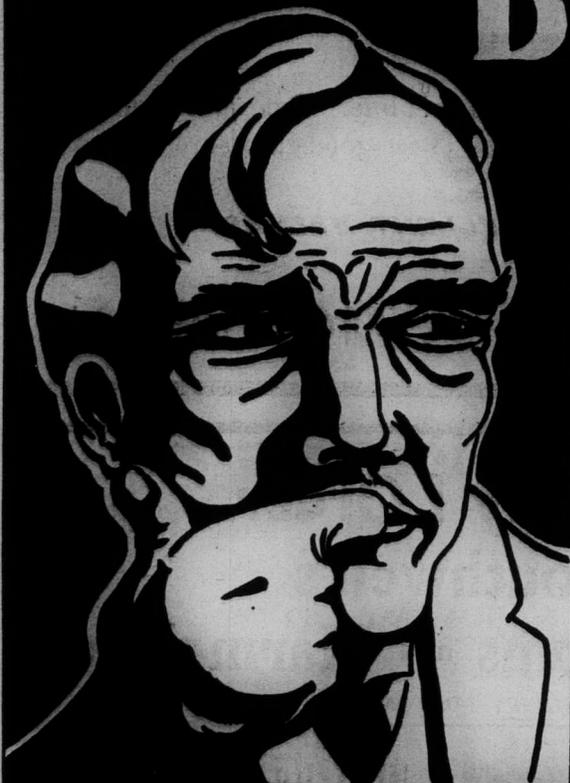
We will distribute and store cars of merchandise of almost any description. Write us for our rates.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers  
CALGARY, ALTA.

Head Office  
WINNIPEG

# Don't worry!



Have you any customers to whom you sell everything **but** Coffee? People who are content to buy their sugar and salt from you, but who go to the other grocer, round the corner, for their **Coffee**? What's the reason? Don't you give attention to the Coffee department of your business? There is no single line you handle that affords the all-round profit to be got from an intelligent handling of Coffee. Perhaps you have never had the right blends.

## Your Coffee Problem is Solved

and you will have no further need to worry if you use the **White Swan** blend. It is a blend selected by experts who have spent a lifetime in the business. It is specially prepared for particular people, and its peculiar excellence always satisfies the most fastidious palate. The very tin, too, is high grade. You will soon get a profitable coffee trade if you handle it, and the profits that have been going "round the corner" will once again find their way into your till.

We will cheerfully mail samples on request.

**The Robert Greig Co., Limited, Toronto**

**GREIG'S White Swan BRAND**



# 1907

Make the year 1907 the best in your Coffee Department by selling Chase & Sanborn's High-Grade Coffees.

**Chase & Sanborn,**  
The Importers, Montreal

# EWING'S HERBS

If it is anything in herbs you want, we have it.

**Sage, Savory, Parsley, Thyme,** and everything else in this line. Put up on our own premises, in ¼-lb. sealed tins, they are the best on the market. These goods are sure to please you the more so since—

**WE ARE AT PRESENT OFFERING EXCELLENT VALUES**

WRITE FOR QUOTATIONS

**S. H. EWING & SONS - MONTREAL**

**CAMP**  
**COFFEE**

**Tell your Customers**

"CAMP" Coffee is the very best beverage for cold weather. "CAMP" not only quickens the circulation and stimulates the body, but induces a comfortable sensation of warmth and well-being—a sensation that lasts for hours. "CAMP" pays you a handsome profit. It serves you well—serves your customers well. Stock it freely.

Manufactured by—  
R. Paterson & Sons, Coffee Specialists, Glasgow.

**Sole Agents:**  
**ROSE & LAFLAMME**  
Montreal

**PUREST BEST**

## Why I Order Southwell's Jams and Marmalades

By HENRY BOLTON

### HINT No. 6

So you see I had a reason for ordering Southwell's Jams and Marmalades and have a reason for perpetuating the order.

I tell you it pays to study the supply question.

If you act on my advice you will study it in your store—you will give Southwell's Jams and Marmalades a try.

WRITE

**FRANK MAGOR & CO.**

Canadian Agents, Montreal, for particulars.

**Diamond Brand  
Maple Syrup**

**Twin Block  
Pure Maple Sugar**

# Sugars Limited, Montreal

**Pure Fruit  
Jams**

**Pure Fruit  
Marmalade**

# Tartan BRAND

SIGN OF PURITY

## OUR ANNUAL TEA SALE

### BIG VALUES

GOOD TIME TO BUY. GET YOUR GOODS **NOW** AND GET THE CHOICE.

PHONE 596. FREE TO BUYERS.

# BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

## Alibert Sardines

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

### Here's a Good Proposition

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

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

**C. A. Chouillou & Co.**  
14 PLACE ROYALE  
MONTREAL

## W. H. MERRIMAN

WHOLESALE GROCER  
ST. CATHARINES, ONT.

### SPECIAL NOTICE TO THE TRADE:

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

I am, yours truly,

**W. H. MERRIMAN.**

### WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

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

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

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

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

Write to **W. H. MERRIMAN, ST. CATHARINES,** for the best money-making proposition of the year.

A beautiful colored lithograph of Dan Patch, 1.55 and Creseus, 2.02½, making a fast mile, will be mailed, absolutely free postage prepaid, to any grocer in the above-mentioned territory who writes to **W. H. MERRIMAN** telling where he saw this advertisement. Grocers in other parts of Ontario address

**INTERNATIONAL STOCK FOOD CO.**  
TORONTO, CANADA

### Our Travellers Will Tell You

how easy it will be for you to get a beautiful old Mission Style, Cathedral Gong

## 8-Day Clock

No loading up with goods; no long price. You simply buy a stated quantity of the highest quality goods in their line to be secured at the price of ordinary goods, and the clock is yours.

# W. H. GILLARD & CO.

*Wholesale Grocers*

HAMILTON

Branch House—Sault Ste. Marie

# Redpath

IS

## CANADA'S STANDARD

FOR

## REFINED SUGAR

*Manufactured by*

THE

## CANADA SUGAR REFINING CO.

LIMITED

*Montreal*

# Japan Tea

has a fresh, soothing flavor that is delicious ---the result of expert cultivation in the most successful tea-growing districts in the world.

The first sip tells you that it is a different tea from any other. In Japan are only found the soil and climate necessary to produce the superior quality.

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# — LENT — 1907

We are ready to supply the following Lenten lines :

## **CODFISH**

Quintal Hard Dry  
Skinned and Boned Cases  
Acadia Skinless  
Sealy 1-lb. bricks  
Sealy 2-lb. bricks  
Quail on Toast, 1's  
Quail on Toast, 2's  
Imperial, 1's  
Bluenose, 1's  
Acadia, 1's  
Acadia, 2's  
Memory Food

## **HERRING**

Smoked  
Labrador Barrels  
Labrador ½-Barrels  
Labrador Pails  
Split ½-Barrels  
Split Pails  
Mackerel ½ Barrels  
Mackerel Pails

## **CANNED FISH**

Clams  
Bloaters  
Finnan Haddie  
Fillet of Herring  
Fish Balls  
Kippered Herring, Canadian  
Kippered Herring, Imported  
Fresh Herring, Canadian  
Fresh Herring, Imported  
Herring in Tomato, Canadian  
Herring in Tomato, Imperial  
Herring Smoked in Oil  
Herring in Shrimp Sauce  
Lobsters, 1's, ¾'s, ½'s  
Oysters, 1's and 2's  
Salmon  
Shrimps, Pickled  
Shrimps, Dry  
Sardines, Canadian  
Sardines, Imported  
Sea Trout

**James Turner & Co., Limited - - Hamilton**

## **"EDINBURGH'S PRIDE"**

EVERY OTTLE OF



## **Symington's "Edinburgh" Coffee Essence**

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

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

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

**Thos. Symington & Co.  
EDINBURGH**

Agents—W. B. BAYLEY & CO.  
Cor. Church and Colborne Sts., Toronto.

## **TEAS TEAS**

Our Specialty, and the largest stock in the trade to select from

**Ceylon and Indian Blacks**

**Ceylon Greens, "Butterfly" Brand**

**Japan Greens, "Butterfly" Brand**

**Coronation Blend**

**King's Royal Blend**

**Ceyloya and Queen Bee Packages**

**WARREN BROS. & CO.  
Toronto**

# COST OF DOING A RETAIL BUSINESS

An Address by H. C. Beckett before the Hamilton Retail Grocers' Association.

Only four or five in a hundred of the people who go into business succeed. The other ninety-five or six either go to the wall or eke out a bare existence.

Ninety per cent. of the retailers don't know the cost of doing business. If this be true, and the view is strongly held by a great many business men, it is time to make a thorough study of the cost of doing business. The old school definition that profit is the difference between the cost and selling price of an article is wrong. The expense of doing business must be subtracted from the profit and the grocery trade affords a great many instances of where that can't be done.

There are two reasons for this lack of knowledge of the cost of doing business. The first is bad or inefficient methods of bookkeeping; the second a failure to include in the cost of doing business all the items of expenditure that go to make it.

### An Example.

To illustrate: Suppose a man is doing \$12,000 business per year with \$3,000 invested, I would figure the cost something like this:

Interest on capital, 3½ per cent.	\$105
Rent .....	200
Salary to proprietor .....	800
Wages to employes.....	850
Insurance .....	50
Taxes .....	30
Horse keep, repairing rigs, etc.	75
Light and heat .....	50
Telephone .....	20
Depreciation in value of fixtures...	25
Postage, etc.....	25

\$2,230

Now suppose he figured 20 per cent. profit on selling price of goods, \$12,000, we have.....	2,400
Less .....	2,230

Net Profit .....

The first item is interest on the capital invested. If a man were working on borrowed capital he would pay interest. If a storekeeper borrowed half his capital, the interest on his own money would be as legitimate an item of expense as the interest on what he had borrowed. This should include also interest on the value of stock not paid for. It should include also interest on all outstanding accounts owing him. If a firm has \$1,000, or \$25,000 open accounts on their books the interest on that is assuredly a legitimate cost of doing business.

### No Doubt About These.

Then there are items that leave no room for questioning—rent, taxes, fuel, light, wages, advertising, insurance. If a storekeeper owns his premises he should include rent, or what is the same thing, interest on the value of the property.

If a storekeeper employed a manager, the business would have to pay the manager's salary. If a man manages his own business he should have a salary just the same.

Some people might say "his profits are his salary." Not at all. That is putting him in a worse position than his hired manager. If a business failed, the worst that could befall a hired manager would be the loss of a position. He risks nothing. The storekeeper risks all he puts into the business.

### Fixtures Wear Out.

Depreciation of stock and plant is not a myth. Scales wear out, horses get old. The loss of goods in weighing is a case of "many a mickle makes a muckle." It is a very natural tendency in salesmen to appear liberal and the effort to fight against it is not likely to be so strong if one is dealing with some



H. C. BECKETT.

one else's goods. Some people will rashly assert that what is given away in over-weight won't amount to a hill of beans in a year. Suppose that on an average a man gave over-weight of an ounce every time he sold a pound. Many sales would be more than one pound, many would be less. The best cure for over-weight is to have goods weighed up in advance wherever possible.

No one will dispute bad debts as a legitimate item—in the cost of doing business account, but some may not have the courage to make a clean breast of it and admit the loss.

Repairs are continually necessary. Every person utilizing any kind of plant should know the percentage of depreciation and provide for it. If a horse lasts

five years, in one year a fifth of his value is used up, has gone into the cost of doing business.

### Cost of Delivery.

The cost of delivery would surprise some merchants if they would give it careful consideration. Here is how a retail grocer in an Ontario city doing a business of \$125,000 a year figures it out. He keeps eight delivery wagons:

Interest on investment, 6 per cent.:	
Barn .....	\$1,300
Rigs .....	1,000
Horses .....	1,200
	\$3,500
Wages of drivers.....	4,000
Keep of horses.....	1,162
Taxes on stable .....	33
Repairs .....	400
Total.....	\$5,805

This is just a little over 5 per cent. on the turn-over and shows that it costs this grocer \$725 a year to keep one delivery wagon. It will cost the man who keeps only one more.

A man in business is not in business for fun, or for a mere living. He should accumulate a certain sum each year to the good that would keep him from want by the time he is 55 or 60 at any rate.

### Curse of Business.

The temptation to cut prices is the curse of business, and it is ignorance that is at the root of all cutting, the lack of knowledge of the cost of doing business. It is the principal reason for failures. The result of cutting is that a man's family suffers. He is not able to give them a proper education. He is not able to take the recreation due himself.

There is no man works harder than the retail grocer; he seldom takes a holiday; he is grinding all the time. Quite a number of the retail grocers and general merchants throughout the country never could make ends meet if it was not for a family combination. They get in their sons and daughters and don't half pay them.

The proportion of those who succeed in the grocery business is very, very small, probably not over five per cent. It doesn't necessarily follow that all the rest fail; they simply exist.

I place the cost of doing a retail business at 22 per cent. of the total turn-over, and suggest the following as legitimate charges: Interest on investment; interest on open accounts, salary, wages, rent, fuel, light, taxes, advertising, depreciation of stock, loss in over-weight, bad debts, delivery, repairs and renewals, paper and twine, incidentals, telephone, etc.

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## WHOLESALE WHOM HIS STAFF DELIGHTED TO HONOR

Hugh Blain Presented by the Travelers and Staff of Eby, Blain With a Handsome China Cabinet and Ornaments.

The traveling and office staffs of the Eby, Blain Co. took Hugh Blain of that firm by surprise on Saturday at noon and presented him with a very handsome china cabinet and a pair of ornaments of exquisite design and workmanship as an expression of their hearty appreciation and good wishes on the occasion of his recent marriage. Of course the travelers were into it and they were all there but R. W. Ritchie, the senior member of the staff, who was only kept away by illness. The other travelers present were:—J. W. Borsbery, J. A. Milne, F. J. Watson, H. C. Baker, T. A. Wilson, L. E. Morden, D. Casey, A. L. McKechnie, J. N. Notter, T. S. Grant, J. A. Taylor, J. A. Montgomery and J. W. Maybee, manager of the coffee department.

Mr. Blain, when he saw them moving in the fine furniture and the staffs assembling, "tumbled" but he had no time for effective action before he found himself arrayed against the multitude that crowded the private office and swarmed out into the sample room and general offices and J. W. Borsbery, the senior member of the traveling staff present, reading the following address:—

"To Mr. Hugh Blain:

"It is with more than an ordinary amount of pleasure that the travelers and staff of The Eby, Blain Company, Limited, have an opportunity presented to them to show in a little more tangible form than usual, the very high esteem with which they have always regarded you, and they feel that the occasion of your recent marriage is a favorable and opportune time for this.

"I feel specially happy at being chosen to present this address, and with it this china cabinet and contents, not only because of the unanimous good wishes of every employe which I know go with it, but also because I am proud to be one of the oldest employes of the largest exclusively wholesale grocery house in Canada, and to have been associated with you for so many years.

"In reviewing the past 26 years, during which I have been continuously connected with The Eby, Blain Company, I can only look back with the most pleasant recollections, and I feel sure that the harmony and good feeling that has always existed among all the employes during all that time, has been due in a great measure to the courteous and honorable treatment that everyone has received at your hands. We all respect your high sense of public duty, and your character as a man, and sincerely hope that you

will be spared for many years to enjoy a well-earned prosperity.

"We wish you to convey to Mrs. Blain our hearty congratulations, and although we have not the pleasure of her acquaintance, we know she must be a very fine woman, or she would not be the wife of our esteemed employer and respected citizen. We trust that your journey through life may be over a pleasant road, and crowned with success and happiness.

"Signed in behalf of the travelers and office staff.

J. W. Borsbery."

Jan. 12th, 1907.

It was not in any too steady a voice that Mr. Blain responded. He said:—

"Mr. Borsbery, Ladies and Gentlemen:



HUGH BLAIN.

"This has not taken me by surprise altogether, because I came in five minutes ago and saw the beautiful cabinet being covered over, although Capt. Maybee did not see me, and I have been trying ever since to read a letter in the other office. I can say, without any reflection on my conscience at all, that this is indeed a surprise, of which I had not the slightest intimation, I am sure, without intimation of some kind, it is pretty hard for one to know what to say. It is worse than sitting down to dinner with the first intimation of such a presentation and having at most a few minutes to put your thoughts into some sort of shape.

"I must confess that there is no source from which I could so highly value a presentation as the source from which this comes, (because I

think every person is entitled to value the good opinion of others, in proportion to the nearness that they are to them), and, outside of my own family, I feel that we are nearer together as employers and employed, as members of an institution of this character, than any other relationship in life, except the domestic relationship, and I am sure that there is no source from which I could receive a remembrance of this kind with the same degree of pleasure as I feel at receiving this from the ladies and gentlemen who are here. I thoroughly appreciate this. I appreciate it the more because I am afraid I have not had the opportunity of being as close to them as I should like to be, associated with them as I am. Unfortunately for me, in many ways I have been mixed up with a great many things outside of our own business, and I have not been able to give that close attention to details to become interested in and understand all those who are in the institution as thoroughly as I would like. It is a grand opportunity for anybody who has the ability and time, to become thoroughly and properly interested in those with whom he is associated, and I would like very much, if my natural ability and opportunities had been such as to be able to say that I was, in a very much greater degree than I feel I am.

"I most heartily thank you for this splendid gift. I am sure it has been entirely unexpected. In fact the event which prompted your kindness was kept so quiet, that I did not expect anything. I have a very handsome article of furniture that corresponds very nicely with this beautiful cabinet in my drawing room, which came from the members of the firm here. This is a very nice companion for it. I assure you. I am extremely pleased, and I know that my wife will be very much pleased indeed. I do not know how I can express the appreciation that I know she will feel. A thing of this kind is possibly valued more highly by ladies than by gentlemen. They understand these finer feelings of domestic concerns in the way that a man has not the opportunity, and cannot possibly understand, and I am sure that their appreciation is in proportion to their realization of the advantages and beauty of such things in their own household. I am quite certain that Mrs. Blain will appreciate, and enjoy, and value this as highly as it is possible for a woman to appreciate and enjoy. I feel that there is an enjoyment to me even beyond that, in the recollection of the kind spirit in which it is given by those who are here, and I regret that I am not more worthy of receiving it. I assure you that I will always appreciate this as long I live, with deepest and fondest recollections, and with the greatest possible gratitude to you, ladies and gentlemen, for your kindness on such an occasion, in which I know my wife will cordially join."

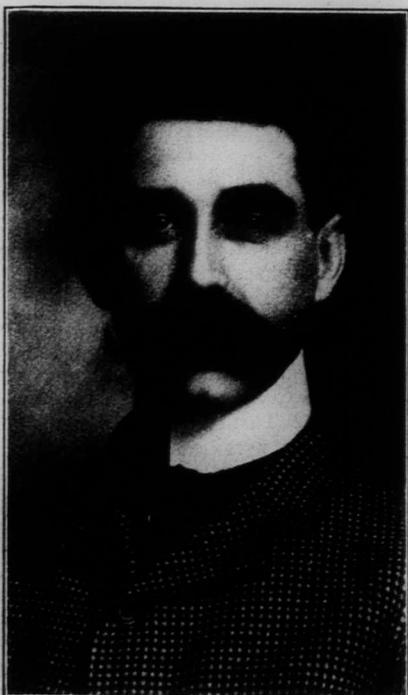
## WEIGH OR COUNT, THEN PAY

Incidents Illustrating a Good Practice in the Grocery Trade—They Show, Too, How Organization is a Benefit to the Retail Grocer.

It was urged in an article published in The Canadian Grocer a couple of weeks ago "What to do this month," that grocers should see to it that they are allowed the "tare" on all goods and with that end in view should weigh all goods received.

A representative of The Grocer was in Hamilton last Friday, and, talking with John O. Carpenter, was told a good thing just along that line with the addition that it illustrated the benefit of a grocers' association.

Mr. Carpenter said he undertook one time to weigh sal soda as it was delivered to him and found that he was being charged for the package, about



Fred Dane.

40 pounds, as soda. He made a "kick" and the tare was allowed him thereafter.

Then like a consistent member of the Grocers' Association he brought the matter up in meeting and found that nearly or quite everyone present was paying for the package in the same way.

While in Hamilton The Grocer man was told by another member of the trade in the city with flat-wheeled street cars that one of their troubles was the selling of wholesalers to boarding-house keepers and other consumers. This matter came up at an association meeting, when an offending wholesaler was present. His denial was not as strong as the proof and he promised not to do it again. This is another illustration of the advantage of a strong retail grocers' organization.

In the current number of the Bulletin, issued by the National Retail Grocers' Association of the United States, to

get back to the question of tare, President John A. Green says over his own signature:

"There have been many inquiries of late and considerable agitation in regard to short weight cheese.

"The ruling of the pure food commission on this point is as follows:

"The person packing the goods is not compelled to stamp the weight of the package, but when they do, it must be correct."

"January 10, 1907, a grocer purchased two cheeses, and after weighing them, sent for me. The weights marked on the boxes were 29 and 27. The weight of the cheese when weighed was 27½ and 24, a loss of four and a half pounds in 56 at 15 cents per pound.

"Such business methods as these are what the members of the association want rectified. The above difference in weight added one and one-fourth cents per pound to the cost, and of course lessened the profit.

"Let this fact be known of any concern that they are charging for what you do not receive, and they will soon feel the influence of publicity.

"The trouble has been when we have found a shortage we simply let them make it right for the time being, and then do the same thing with the next shipment.

"I would recommend that the local associations begin suit under the federal law wherever a discrepancy of this kind occurs, and if the local association is not strong enough, then the state or national.

"My advice would be: 'Weigh and count everything you buy, and pay for nothing but what you receive.'"

### GROCER COMMISSIONER.

Fred Dane, Who Takes a Place Among Rulers of T. & N.O.R.

In the appointment of Fred Dane, Toronto, as a member of the Temiskaming and Northern Ontario Railway Commission, in succession to Cecil B. Smith, C.E., another name has been added to the list of grocery men prominent in public life.

Mr. Dane was born in Belfast, Ireland, 45 years ago, and has been connected directly or indirectly with the grocery trade during a business career of 27 years. He was brought up in the brokerage business, in which he engaged, first in Londonderry, later in Belfast, and finally in Toronto, where he has now been established nearly 20 years. During his first years in Canada he was engaged more particularly in pushing the sale of Ceylon and Indian teas, but he now handles practically anything in groceries. Among the firms represented in Toronto by Mr. Dane are the Colombo Commercial Company, of London and Colombo; P. A. Burlumi, currant shipper; and Kearley, Tonge & Co., of London, Calcutta and Colombo. Besides being prominent in business cir-

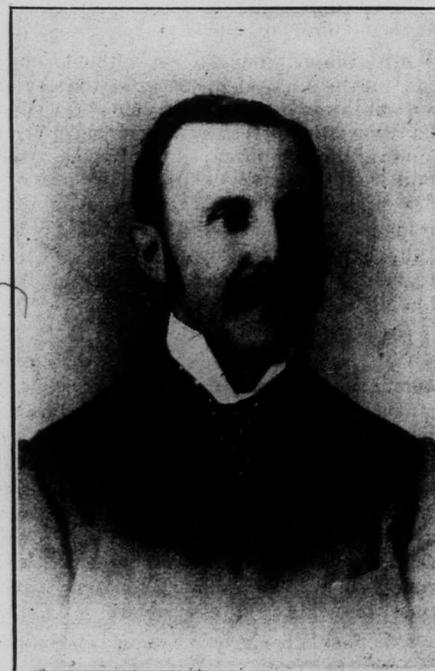
cles, Mr. Dane occupies important positions in various societies and fraternal organizations.

The commission to which Mr. Dane has now been appointed meets in Toronto twice a month, so that he does not expect any serious interference will be caused by it with his business interests. Mr. Dane intends, however, to familiarize himself completely with the situation he has to do with, being no believer in the "dummy director" system. He has already been over the line since his appointment, and only returned from a visit to Cobalt and the end of steel on Saturday last.

### THE LATE GEO. E. BROADFIELD.

Funeral in Hamilton on Saturday—He was Highly Esteemed.

The funeral of the late George E. Broadfield, of the firm of McMahon, Broadfield & Company, chockery deal-



The Late George E. Broadfield.

ers, Toronto, who died in Dresden, Germany, after undergoing an operation for appendicitis, took place from St. Thomas' Church, Hamilton, on Saturday, January 5.

Mr. Broadfield was born in Hamilton, where he lived for many years. The partnership of McMahon & Broadfield was formed in that city, and the firm was in business there for several years prior to removal to Toronto. Mr. Broadfield was widely known, and highly esteemed in business circles both in America and Europe.

A caller upon the grocery jobbing trade this week was Harry T. Graham, representing the Halifax Fish Co., Ltd., Halifax, N.S. Mr. Graham was introduced to the trade by Mr. Wallace Anderson, of Anderson & Powis, Toronto agents.

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## WITH THE HAMILTON RETAILERS

**E. M. Trowern Talks of Legislation and a Bad Debt Bureau—Editor of Canadian Grocer Suggests Organization for Trade Betterment.**

At the regular January meeting of the Hamilton Retail Grocers' Association Thursday evening of last week in the Board of Trade of the City under the Hill, E. M. Trowern, secretary of the Retail Merchants' Association, delivered an address on the legislative activities of his association and outlined the bad-debt collecting system adopted last November. While there was a good meeting, about twenty being present under the chairmanship of President Smye, there was by no means a full attendance. The Hamilton association is a strong and active one and is doing a good work for the grocery trade of that city.

"All retailers have common interests and they have become class conscious," began Mr. Trowern, and proceeded to explain how section 520 of the criminal code prevented the putting into effect of the "contract selling plan." This is an arrangement by which the manufacturer puts a price on his goods and the retailer agrees not to sell for less than that. This means of eliminating price cutting would require the co-operation of the retail, wholesale and manufacturing branches of the trade, and such an arrangement would, Mr. Trowern stated, be contrary to section 520 of the code and he drew attention to the fact that work people had accorded to them specifically under the code the right to combine to fix the price of labor and he argued that grocers and all retailers should have the same privilege. "Merchants want to get some of the good things," he declared. He insisted upon the need for a change of the code to permit of trade agreements. "Get it changed," he asserted, "then the clouds will roll by."

A gentleman present asked: "If you get the change will it give the wholesalers more power to combine?"

"It wouldn't be reasonable for us to ask the legislature to give us what we would not let everyone else have. I am not in favor of class legislation, but we are all business men," replied Mr. Trowern. He was sure that if the retailers had power to combine the wholesalers could not do otherwise than comply with the retailers' reasonable demands.

Mr. Trowern made no secret of his opinion that the Department of Trade and Commerce was very dead. He wanted that department resurrected and under it a commission appointed consisting of a manufacturer, wholesaler, retailer and solicitor to whom could be submitted all trade agreements for approval. Answering an imaginary protest of the consumer, Mr. Trowern said, "we are not going to hold up our customers. They are the most valuable asset we have."

He denounced the legislation proposed by Mr. Monk to permit of co-operative trading and explained the legislation relative to hawkers, pedlars and transient traders. He stated that the Ontario Division Court Act was to be revised at the coming session of the legislature and he expected it would be provided that small debts could be collected before a magistrate at an expense of 25c for a summons.

Mr. Trowern then explained the bad debt bureau of the Retail Merchants' Association. Books of blank forms are sold by the association at one dollar each. There are four detachable forms on each page. The first is a letter to be sent to the delinquent customer stating that if something is not done towards liquidating the account before a certain date his name will be placed on the association black list. If that is not effective a second form is detached and sent to the secretary of the association. The secretary sends a form letter to the customer giving him a certain time to pay up. If that doesn't answer, the name goes on the black list, and is available for all local branches of the association.

W. S. B. Armstrong was called upon by the chairman and said he had been much interested by Mr. Trowern's address; but he thought one of the troubles of this country was too much legislation. Competition among grocers he believed should be along the lines of the quality of the goods and the service, and not in prices. To that end the organization of the retail grocery trade was essential. In Great Britain there was a National Association, said to represent 40,000 grocers. They were engaged in fostering a scheme of technical education for grocers and grocers' assistants. In the United States there was a powerful national organization of retail grocers, based upon state and local organization. The speaker's observations in regard to the effect of price arrangements among the wholesale trade had led him to the opinion that they engendered distrust. He had not come to make a speech, but to meet the grocers. It was the aim of The Canadian Grocer to keep in as close touch as possible with the trade.

W. H. Seyler, manager of The Grocer, was also present, and was called upon. He entertained the meeting with a racy account of how years ago he graduated from the wholesale grocers' trade in Hamilton, and was translated to New York. His account of his association with the trade in the American metropolis, and how he held his own against Yankee shrewdness, was highly amusing. Having established

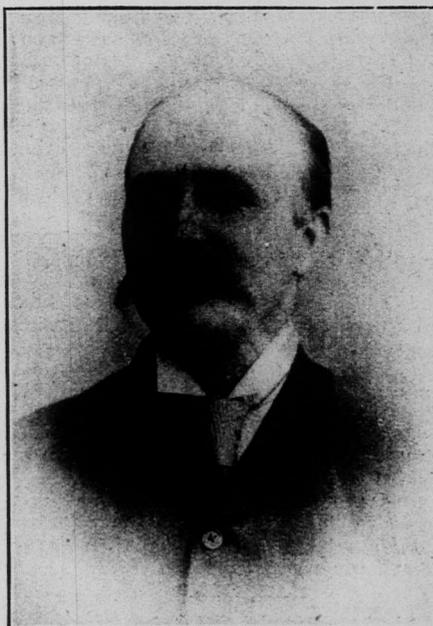
amicable relations with the trade, Mr. Seyler told his audience The Canadian Grocer's ambition was to serve the grocery trade to the limit of its powers. He urged them to make the needs and ills of the trade known through the paper, and invited thorough discussion in its columns of all subjects of trade interest.

A communication was received from St. Peter's Infirmary, stating that for \$35 an organ that would be of great service to the institution could be secured, and asking a contribution. It was at once and unanimously decided to contribute \$20 to help buy the organ for what was felt to be a very worthy institution.

### TRAVELERS' VICE-PRESIDENT.

**Study the Details—Geo. West's Advice to the Retailer.**

Geo. West, Toronto, is the newly elected first vice-president of the Commercial Travelers' Association. Mr.



GEO. WEST, TORONTO  
Commercial Travelers' Vice-President.

West is senior member of West, Taylor, Bickle & Co., manufacturers of brooms, brushes, woodenware, baskets, etc. In conversation with The Canadian Grocer recently, he said:

"I have had the pleasure of calling on the grocers and hardwaremen of Ontario for some twenty-five years and close observation of the methods of the different men in their lines of business, leads to the conclusion that the man who looks closely after the details (and there are many) is the successful man. This applies equally to office and stock.

"As an instance of this: Mr. M— went into business in 1870 and sold out in 1890, taking enough out of the business to live easily for the balance of his life, but being a comparatively young man, was not satisfied to lead an idle life and went into manufacturing, which proved a failure and he lost what he

had made in his first venture, but nothing daunted he procured a stock of hardware and started again in an entirely new district, applying his old methods of looking strictly after the details; and, keeping everything in stock that would likely be called for, from a needle to an anchor, he soon recovered lost ground. The saying goes that if you cannot get an article at any other place in town, go to Mr. M—, he is sure to have it. This opens a new account for him. The customer reasons that if he has the article that is not called for every day he is sure to have the one that is.

"There is nothing that hurts a business so much as being continually out of some line of goods. There are times when it is unavoidable, but this should be the exception and not the rule."

**PURNELL, WEBB & CO.'S DINNER.**

**Vinegar Brewers and Sauce Manufacturers—A Pleasant Time at Bristol.**

Messrs. Purnell, Webb & Co., Ltd., vinegar brewers and sauce and pickle makers, held their annual dinner on Saturday, Dec. 29th, at the Crown and Dove Hotel, Bristol, Eng. Mr. Fleetwood Webb, managing director, presided, and the company included travelers, office staff and workmen.

The chairman stated that during the past year the company had opened a larger number of accounts than in any previous one in its history. There had been an especially large increase in the business of the sauce and pickle departments, and the demand was increasing every day. The staff of travelers and local agents in various parts of Great Britain had been considerably added to, while a special representative sent to Canada had visited all the important centres and appointed agents, and had traveled as far as Vancouver, where the company had for many years done a satisfactory business.

An excellent musical programme was rendered during the evening, and the usual gift of half a crown was given to the men for their wives.

**A SUGAR MAKER.**

Raymond, Alberta, is said to be the youngest town of its size in Canada. In 1903 the townsite was a bare prairie. Now it contains 500 residences, stores, warehouses and public buildings, and has a population of 2,500 people. It is the headquarters for some of the largest ranching and cattle enterprises in the Canadian West, and of the Knight Beet Sugar Factory, the only one of its kind in Canada west of the Great Lakes. This factory represents an investment of \$500,000, and has been in operation for three years. In 1904, this factory sliced 11,900 tons of beets, and manufactured 3,160,000 pounds of sugar.

M. Descelles, representing L. Chaput Fils & Cie, Montreal, was a caller upon the Toronto trade last week. Mr. Descelles was making his calls with special lines represented and controlled by his house.

**FROM GROCER CORRESPONDENTS**

**CHATHAM.**

At a meeting held on Friday evening, the 4th inst., the business men of Blenheim formed an association for purposes of mutual betterment. The meeting was well attended and enthusiastic. The following officers were elected: Geo. Taylor, president; C. E. von Gunten, first vice-president; E. G. Thompson, second vice-president; Theo. Pickering, secretary-treasurer. A committee was struck to nominate the various working committees who will direct the efforts of the association, which looks forward to a useful career.

The grocery and allied trades will be pretty well represented on Chatham's governing bodies for the year 1907. At the municipal elections both Ald. Jas. N. Massey and Ald. Wm. Potter were re-elected to the city council. This will be Ald. Potter's third year of continuous service, in addition to which he was a councillor for one year under the old ward system. During the past year he has been chairman of the civic property committee. Ald. Massey's services during the past year have been deservedly recognized by a substantial vote of confidence on the part of the electorate. Ald. John Edmondson, who made a good run and missed re-election by only a few votes, will be much missed by his old colleagues. His defeat came rather as a surprise to most people, and is largely explained by the fact that he made no canvass whatever.

In the race for the new board of education, Grocer John McCorvie polled 978 votes, standing third in the list of candidates, while E. A. Mounter came within a few votes of re-election, and that in the face of a remarkably strong list of candidates. Mr. McCorvie's magnificent run was no source of surprise to his many friends. As he was one of the five highest candidates, he is ensured a two-years' term at the board.

H. A. Stonehouse was re-elected Mayor of Wallaceburg by acclamation.

Reeve W. C. Crawford, of Tilbury, was on Monday re-elected in a sharp contest against two competitors.

Strong efforts are being made to revive the local branch of the Retail Merchants' Association, formed some years ago. A meeting has been called for Thursday evening, the 10th, when the election of officers will take place. S. A. Brubacher, organizer of the association, is to be present to explain many new features of the work of the association, among them the new Pedlars' Act and the Dominion system to collect accounts and report bad debts.

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The grocery trade was well represented at the organization meeting of the local branch of the Retail Merchants' Association, held here on Thursday, the 10th.

Organizer Brubaker, of Toronto, was present and delivered an address, in the course of which he claimed that the local merchants paid a 35 per cent. business tax, where dealers in other cities paid only 30 per cent. Apparently, when

Chatham was incorporated a city, the matter of reducing the assessment from the 35 per cent. required in towns and villages to the city tax of 30 per cent. has been overlooked.

Mayor-elect Stone promised to have the matter at once dealt with.

The question of instituting a delinquent list, for the purpose of protecting the retailers from bad debts, was discussed at length, the suggestion being heartily commended.

The following officers were elected:—Geo. W. Cowan, president; Wm. Anderson, vice-president; C. H. Mills, second vice-president; H. G. Hodges, treasurer. The matter of appointing a permanent secretary was left to the executive.

**CALGARY.**

The Hudson's Bay Co.'s stores have had an addition made to them, and have undergone extensive alterations internally. They have made a new departure in the West by the opening of a tea and rest room where they serve Tetley's tea and Christie's biscuits every afternoon to their patrons free of charge. This is very much appreciated these cold days, more especially by people from the country.

The early-closing by-law came into force on Jan. 1. With a few exceptions all stores must close at 6 p.m. during the week, and at 10 p.m. on Saturdays. This is a great boon to the assistants, and at the same time does not interfere with the amount of business.

A W. Ward, who gave up the grocery business some time ago, has gone into the real estate business, in partnership with Mr. Paterson.

Calgary's bank clearings for the month of December reached the very high figure of \$6,727,198. With a population of less than 20,000, this puts Calgary in the front rank from a business point of view.

The Alberta hotel has changed hands. N. D. Jackson has leased it to a Mr. Tapprel from Vancouver.

**LONDON.**

Mr. John Garvey, London, wholesale grocer and liquor dealer, recently purchased property on the south side of King Street, between Clarence and Richmond Streets, and will erect a five-story warehouse there. The price paid for the land, half an acre, was \$25,000. Mr. Garvey has been in business in London 21 years, having come to this city from Peterboro. His store near the corner of Richmond and Dundas Streets, is now too valuable a site for a wholesale business, he says, property in that vicinity having increased in value four-fold in the 21 years. This is probably high water mark for the increase in the value of business property throughout the city for the same period, but it is significant of the general and steady growth of the Forest City in that time. Mr. Garvey's experience in the grocery business in

Peterboro' & over 38 years wholesaler & His sons are him now, a most widely

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The Xmas weather and favorable to busy and ha Xmas cake, the reaction indigestion, weather, sno sound of slush, rain a sight drafts.

Jim, the g around him grocers gener chat. Afte Mayor?" an derman in y went on to c you getting in." "Oh,

## THE CANADIAN GROCER

Peterboro' and London, has extended over 38 years, although he has been a wholesaler for the past eight years only. His sons are associated in business with him now, and the firm is one of the most widely known in Western Ontario.

Business is dull and the quiet of this week is accentuated by comparison with the remarkably large holiday business that the trade generally enjoyed, when practically all the grocers did the biggest holiday business in their experience.

### INGERSOLL.

The grocers of Ingersoll report an unprecedented volume of business during the holiday season. They are agreed that their stocks were larger than ever at the opening of the Christmas trade, and that they sold out closer than on any previous year in their histories. The sleighing during the week was an important factor in the Christmas trade, as many of the buyers made long trips on the snow which probably would not have been undertaken with wheeled vehicles.

That these are prosperous times there can be no doubt. All branches of the mercantile business enjoyed an increase of patronage and the merchants as a whole unhesitatingly declare that more and better purchases, than in former years, were the general rule. For Ingersoll grocers, at any rate, the year 1907 opened auspiciously, and they are looking ahead to another period of prosperity.

Thomas Seldon, the well-known apple and poultry exporter, returned on Saturday night from his annual business trip to the Old Country. Mr. Seldon was absent about six weeks, and he reports a splendid trip. He arrived home in time to study the municipal situation and to cast his vote in good time on Monday.

E. E. Dundass, a native of Ingersoll, and a former grocer of many years experience, is here on a visit from the West, whither he went some five years ago. Mr. Dundass has been following the less strenuous life of a rancher, and he speaks in glowing terms of the possibilities of the "Far West."

### KINGSTON.

The Xmas trade is now over. The weather and all other conditions were favorable to trade, and merchants were busy and happy, and full of turkey, Xmas cake, and plum pudding. Alas, the reaction after the holiday season: indigestion, liver complaint, etc.—bad weather, snow all gone, no cheery sound of sleigh bells,—nothing but slush, rain and bank messengers, with sight drafts.

Jim, the grocer, had his usual crowd around him on the market, where the grocers generally meet and have a short chat. After "who's going to be Mayor?" and "who's going to be alderman in your ward?" the discussion went on to canned goods. "What are you getting for tomatoes?" "12½ a tin." "Oh, I'm selling for 10c. By

the way, I had several cans of tomatoes returned." "So had I." "So had I." "What was the cause?" "They were new goods. They had a sweet flavor,—tasted as if they were made of spoiled vegetables with sugar added. The tin inside was black,—rub your finger on and the black came off on your finger. Looks dangerous to health. Why doesn't the legislator look after the factory instead of sending its blood hounds into groceries and getting innocent retailers fined? What gross ignorance and carelessness on the part of those supposed to mete out justice!"

One of the grocers on the market said you didn't know what you were selling now since the trust was formed. He didn't believe factories were allowed to use their own labels. He said he saw a car loaded up at a western city, and four different factories were represented according to the labels seen, yet the shipment was all from one factory. Perhaps the factory was used as a store house. If it is true that labels are put on indiscriminately the Trust ought to have its head punched.

Ferdinand Sears, at one time owner of the North Star Grocery here, bought out the stock and goodwill of the late Mr. Hawkins, Seeleys Bay. Ferdinand is a thorough grocer and will make things hum at the Bay. He intends to run it on a cash basis. Credit system involves a lot of work, worry, and bad debts.

John Brydge, who has spent the last two or three years in Kingston, has removed with his family back to his old home, Renfrew, and bought out a confectionery and restaurant business. He is doing a big trade, and his son who has been in the Northwest for over a year has come back to help him. They are popular and bound to succeed. Popularity wins every time.

The sad drowning of Ernest Instant, brother and helper of Reg. Instant, grocer of Emerald, has cast a gloom around, and made hearts heavy that knew him. He was a great favorite with the boat people, always pleasant and obliging, ever willing to lend a hand to unload freight. He will be greatly missed indeed. He and three others ventured out in a cutter to attend a doctor across from Bath to attend a sick woman. The ice gave way and only two were saved. Our years are like the shadows  
On sunny hills that lie,  
Or grasses in the meadows,  
That blossom but to die—  
A sleep, a dream, a story,  
By strangers quickly told—  
An unremaining glory  
Of things that soon are old.

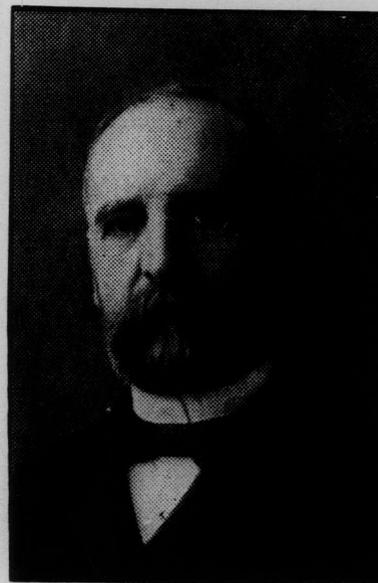
Well, the municipal elections are over, and many are glad and more are sad. Dan Couper, the popular grocer, is in again. He is too darned popular to be defeated. Bert Robertson, the commercial traveller made a big run, and got there. He did very little canvassing. It is quite an experience for a knight of the grip. Just think of him

praising himself instead of his samples! The knights know how to say good-day, and shake the voter's hand, and kiss the baby, and tell its ma it is the sweetest in the land. The vote of the electors for the reduction of liquor licenses carried by a large majority. Mayor John Mowat again occupies the coveted chair. He is too well-liked to displace. The labor union candidate, Dr. Richardson, was distanced. Evidently partyism is dearer to the hearts of many than unions.

### GROCERS IN CIVIC LIFE.

#### Food Stuff Men Who Are Elected Mayors of Their Towns.

The recent municipal elections in Ontario placed a considerable number of food stuff men in executive charge of municipalities. Amongst the mayors elected were T. B. Shillington, general merchant, Blenheim; S. H. Armstrong, butcher, Bracebridge; W. E. Milner, grain merchant, Brampton; Harrison



Ald. T. A. Lytle, Toronto.

Wiltse, grocer, Clinton; W. H. Moss, baker, Dundas; F. Slater, wholesale flour and grain merchant, Gravenhurst; R. A. Smith, grocer, Newmarket; M. Snetsinger, apple and coal dealer, Thornbury; Geo. E. Clavet, grocer, Port Arthur.

T. A. Lytle, of the vinegar firm of T. A. Lytle & Co., was elected an alderman in Toronto.

Grocer S. M. Fleet, Ingersoll, who has had several years' experience in municipal affairs, was a mayoralty candidate last Monday. Mr. Fleet, who is recognized as one of the town's shrewdest business men, follows all matters pertaining to the welfare of the town very closely and in his capacity as alderman has rendered very efficient service. His opponent was Dr. J. B. Coleridge, a native of Ingersoll, by whom he was defeated by a majority of 365.

Another grocer who has won the confidence of the electors is Mr. C. A. O'Neill, who entered the municipal arena last year for the first time. He was returned to the council by a handsome majority.

## EFFECTIVE WINDOW DISPLAY

A Holiday Idea That Was Worked Out by a Beeton Grocer—"The Night Before Christmas" in a Grocery Store Window.

Here's an idea in window trimming that is worth a place in any grocer's scrap book of ideas. Ben Miller, of the Red Rose Tea traveling staff told The Grocer about it. He thought it unique and he saw how attractive it was. The window was trimmed by Walter A. Pringle, of Beeton, and was the grocery window of his fine store.

The window was fitted to represent a cosy sitting room on Christmas eve after everybody but Santa Claus had gone to bed. At the back, and the principal feature of the window was a

top, and the shade hid it from the street view.

The rest of the room furnishing consisted of a fine art square of carpet on the floor, a quarter-cut oak library table and bookcase, a leather upholstered easy chair and a child's rocking chair. Upon the table was a Battenburg centre piece, and a large fancy lamp. A doll lay asleep in a doll's cradle and three pairs of slippers, papa's, mamma's, and Toddie's, were ranged by the fireside, and the child's red cashmere hose were hung from the

was in business very successfully in Beeton 22 years. When Mr. Pringle retired he built for his son on the old site one of the finest stores in Simcoe county. It is 105 feet long by 28 feet wide. Mr. Pringle carries a large general stock of fine goods and specializes in fine furs.

### A NORTHERN ONTARIO STORE.

This illustration shows an interior view of the Marks, Clavet, Dobie Co.'s store, Port Arthur. This shows only a portion of the grocery department of one of the largest and finest general stores in Canada. Some people have the idea that Northern Ontario is a backwoods country. This picture ought to undeceive them. Or they should talk with some of the grocery travelers who do business in that country. They



Marks, Clavet, Dobie Company's Grocery Department, Port Arthur.

large fire place in yellow and white. Black cloth was used to represent the fire hole and the fire was an ingenious contrivance indeed. A shallow box trimmed with black cloth and covered with wire netting was the foundation. Over the netting was red tissue paper, three-ply. On this was a heap of borax, pieces about the size of coals and about this was ranged some coal. A 32 c.p. electric lamp was placed in the box from the rear and when that was lighted the borax was a fine imitation of a blazing coal fire. The only other light in the window was a shaded one at the

mantle. The mantle was trimmed with a handsome drape and supported three fine vases. Two or three fine pictures adorned the walls and a large red Christmas bell was suspended from the ceiling. The motto, "A Happy Yuletide," tastefully done and nicely framed, hung on the wall.

This window attracted a great deal of attention and amply repaid Mr. Pringle for his trouble and expense in connection with it.

Mr. Pringle has been in business for himself only since March last. He succeeded his father, Geo. G. Pringle, who

assert that there are stores in North Bay, Port Arthur, Fort William and other centres of development which excel any stores in the southeastern peninsula of the province bounded by the great lakes. Mr. Clavet, whose career was recently sketched in The Grocer, besides being a progressive and successful merchant, is mayor of Port Arthur, having been re-elected last week by a large majority, and takes an appreciative interest in everything affecting the public welfare.

Our idea of a hopeless liar is a person who says he never makes any mistakes.

The Ontario... of adding... education... throughout... tic idea is... the moment... reasonable... free the... free; but... and if the... greater... gain?

The ret... Minister... other day... ing away... revenue... reason th... tribution... present... There an... question... the life... where th... free text... partment... prolongs... book. I

# THE CANADIAN GROCER

Established 1886

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**NEW ADVERTISERS.**

Mason, G:o., & Co., Ltd., London, Eng.

**FREE SCHOOL BOOKS.**

The Ontario Government is thinking of adding to the cost of public school education by supplying text books free throughout the province. The socialistic idea is spreading pretty fast just at the moment. It may at first blush look reasonable that if education is to be free the necessary books should also be free; but it is largely a question of cost and if the cost indirectly is going to be greater than at present, where's the gain?

The retail booksellers waited on the Minister of Education at Toronto the other day and protested against the taking away of one of their sources of revenue. They put forward the cogent reason that the cost of Government distribution would not be less than the present retail profits on school books. There are many considerations in this question of cost. For instance, what is the life of a school book? In Toronto where the Board of Education provides free text books an extensive repair department is maintained, which greatly prolongs the usefulness of the average book. In rural districts this would be

impossible without doubling the cost of transportation by having books sent to a central depot for repair.

Most general merchants are directly interested in this question and should express their views to their representative in the Legislature.

**ORGANIZATION OF THE GROCERY TRADE.**

The retail grocery trade in Canada should be very much better organized than it is. There should be a national organization based upon provincial and local organizations. How can that be accomplished? It must begin with the retail grocers' associations already established. If the existing associations at Montreal, Toronto, Hamilton or Ottawa would take the matter in hand and issue a call for a convention success would be assured.

The aggregate membership of all the grocers' associations in Canada is probably not much over a thousand and there are more than ten thousand grocers in the Dominion. The few segregated present associations exert a scarcely perceptible influence upon the trade as a whole. United in a coast-to-coast alliance through provincial, based on local, organization, they could end many existing evils, put the trade upon a very much higher plane and in many ways advance the interest of the individual grocer.

The Canadian Grocer would like to have this subject discussed in its columns by grocers in or out of existing organizations.

**DELAYED GOVERNMENT PRINTING.**

"At a recent sitting of the British House of Commons, in reply to a question, a representative of the Government explained that beginning with 1907 the force engaged in editing consular reports would be largely increased and that every effort would be made to expedite their issue. It was further explained that consular officers had been instructed by the Foreign Office to report at once to the Board of Trade any matters of immediate commercial importance which may come to their knowledge, using the telegraph whenever deemed necessary."

This is a statement from the United States consular reports, and it is true enough. Sometimes the reports in question are eight or ten months behind, long after they can be of any use.

In Canada the reports of trade agents are published pretty punctually. But there are other Government publications that come in blue paper covers that die, are buried, and are resurrected before

the public sees them. Take for instance the reports of the Dairymen's Associations. There's no reason why the reporter, who is paid a good fee for the work, should not transcribe his notes within a week or two after the meeting and the report be printed within a reasonable time and be issued to the farmers and the trade while they are fresh and interest in them is alive. The public then would be getting value for the large sums expended in this kind of printing.

**FROTEST AGAINST PARCELS POST**

The executive committee of the Ontario Retail Hardware Association urge the trade throughout Canada to protest against the proposed legislation extending the parcels post to include a e.o.d. collection feature. They suggest that every retail dealer mail a letter to the Postmaster-General so that it will arrive in Ottawa about Feb. 1.

The accompanying draft form of letter should not be copied entire, but is suggested as a basis upon which to outline an argument against the proposed legislation. All letters should be written on the firm's business paper. If the local member of Parliament has not been written yet he should be asked to oppose the measure by a letter or petition signed by every retail merchant in each town or village.

**FOR BETTER FREIGHT HANDLING AT MONTREAL.**

Shipping interests in Montreal are taking steps to see what can be done to form a terminal company to handle freight on the wharves. The congestion at the railway terminals in Montreal has come to such a pass that shipping men are preparing now to save themselves the possibility of any loss next season. It is believed that were a company formed to handle all freight there would be no congestion or trouble of any description. The idea at present is to form a company which to all practical intents and purposes would be the Harbor Board. This terminal company would receive the freight arriving in Montreal by the different railways, and charging the railways a sufficient sum to cover operating expenses, would deliver the freight to its destination. Any surplus which might be left at the end of the year would be refunded to the railway companies in amounts varying according to the business they had given the company during the year. This arrangement, it is thought, would be eminently fair to all concerned, and would ensure the wharves being kept reasonably clear of freight at all times.

# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

Fish—Revised.

Montreal, January 17, 1907.

Wholesale houses are satisfied with the manner in which the New Year has begun. Their travelers have not yet been on the road very long, but their returns made indicate good business ahead. Stocks throughout the country appear to have been pretty well diminished during the holiday trade, and retailers are buying freely. The recent advance in canned goods has not yet effected the market materially. Little business is being done in this line. Sugar has not changed since last report. Considerable buying was done immediately after the decline, but present trade is limited. A very firm tea market rules. Stocks are by no means large. Some lines are particularly scarce, as for instance Ceylon greens. Black teas have been advanced. Siftings and fannings are also higher. The statistical situation in currants is quite interesting. From it, it would seem that we are likely to see higher prices all round before the new crop is harvested. Evaporated apples continue interesting. There has been no actual advance this week, but prices are firm. Beans are firmer. An advance in gingers is talked of among spice men.

**CANNED GOODS**—Higher prices in canned goods have not affected the situation one way or the other to date. Grocers have, in most cases, good stocks of canned goods and do not yet require anything in this line. It is unlikely that when their stocks do require replenishing they will be greatly affected by the recent advance. Wholesale houses will in most instances allow their customers any line in stock at the old prices, except, of course, in cases where they themselves have had to renew at advanced figures. There is considerable interest in gallon apples in some sections of the trade. Quite an export business has been going on during the past while. As a matter of fact, the export trade had grown so much that the shippers were looking around for more supplies. It is understood that they tried to secure stocks held in Nova Scotia, for export purposes, but that they did not succeed. Some local pack tomatoes are offering at prices about the same as those quoted hereunder.

	Group No. 1.	Group No. 2.
<b>Cherries—</b>		
2's, red, pitted	2 27½	2 25
2's, red, not pitted	1 77½	1 75
2's, black, pitted	2 27½	2 25
2's, black, not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, white, not pitted	1 92½	1 90
<b>Currants—</b>		
Red, heavy syrup	1 82½	1 80
Red, preserved	2 02½	2 00
Black, heavy syrup	1 92½	1 90
Black, preserved	2 15	2 12½
<b>Gooseberries—</b>		
Heavy syrup		
Gallons, standard		6 50
<b>Lawtonberries—</b>		
Heavy syrup	1 80	1 77½
Gallons, standard		5 50
<b>Apples—</b>		
3's	1 07½	1 05
Preserved	1 32½	1 30
Gallons	2 92½	2 90
Preserved	3 62½	3 60

<b>Peaches—</b>		
Yellow, flats, 1½	1 72½	1 70
" " 2	1 92½	1 90
" " 2½	2 65	2 62½
" " 3	2 90	2 87½
whole 3	2 42½	2 40
<b>White—</b>		
2	1 77½	1 75
2½	2 55	2 52½
3	2 75	2 72½
Pie, not peeled, gal.	3 72½	3 70
Pie, peeled	4 67½	4 65
<b>Pears—</b>		
Flemish beauty 2	1 67½	1 65
" " 2½	2 02½	2 00
" " 3	2 17½	2 15
Bartlett 2	1 82½	1 80
" " 2½	2 22½	2 20
" " 3	2 37½	2 35
Pie, not peeled, gal.	3 42½	3 40
Pineapples—		
2's, sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 62½	2 60
<b>Plums—</b>		
2's, Damson, light syrup	1 20	1 17½
3's " " "	1 72½	1 70
2's " heavy syrup	1 35	1 32½
2½'s " " "	1 67½	1 65
3's " " "	1 97½	1 95
Gals. " standard	3 37½	3 35
2's " Lombard, light syrup	1 25	1 22½
3's " " "	1 75	1 72½
2's " heavy syrup	1 40	1 37½
2½'s " " "	1 72½	1 70
3's " " "	1 97½	1 95
Gals. " standard	3 57½	3 55
2's " Green Gage, light syrup	1 30	1 27½
2's " heavy syrup	1 45	1 42½
2½'s " " "	1 72½	1 70
3's " " "	1 97½	1 95
Gals. " standard	3 87½	3 85
2's " Egg, heavy syrup	1 72½	1 70
2½'s " " "	2 00	1 97½
3's " " "	2 32½	2 30
<b>Raspberries—</b>		
Red, light syrup	1 55	1 52½
Red, heavy syrup	1 77½	1 75
Red, gallons, standard		5 65
" " solid pack		8 65
Black, heavy syrup	1 77½	1 75
Black, preserved	1 92½	1 90
Black, gallons, standard		5 40
" " solid packed		8 40
<b>Strawberries—</b>		
2's, heavy syrup	2 02½	2 00
2's, preserved	2 17½	2 15
Gallons, standard	6 42½	6 40

### VEGETABLES

<b>Asparagus—</b>		
2's, tips	2 80	2 77½
<b>Beets, sugar</b>		1 02½
<b>Beans—</b>		
2's, wax	0 87½	0 85
2's, refugee	0 87½	0 85
<b>Corn—</b>		
2-lb. tins, per doz.	0 95	0 92½
Gallon, per doz.		4 65
<b>Peas—</b>		
2's, standard (No. 4)	0 87½	0 85
2's, early June (No. 3)	0 97½	0 95
2's, sweet wrinkled (No. 2)	1 02½	1 00
2's, extra fine sifted (No. 1)	1 27½	1 25
<b>Pumpkins—</b>		
3-lb. tins	0 95	0 92½
<b>Rhubarb—</b>		
2's, preserved	1 20	1 17½
3's, preserved	1 97½	1 95
Gallons, standard	2 77½	2 75
<b>Spinach—</b>		
2's, table	1 45	1 42½
3's, table	1 87½	1 85
Gallons, table	5 17½	5 15
<b>Squash—</b>		
3-lb.	1 20	1 17½
<b>Tomatoes—</b>		
3-lb. tins, per doz.	1 20	1 17½
Gallon tins, per doz.	3 62½	3 60

### FISH

<b>Lobster, tails</b>	3 50
" 1-lb. flats	3 85
" ½-lb. flats	2 00
<b>Mackerel</b>	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf	1 80
1-lb. Tails, per doz.	1 95
1-lb. Flat,	1 20
½-lb.	1 75
Arrow brand, sock eyes, per doz.	1 15
1-lb.	1 00
Pink salmon, various brands, per doz.	1 40
Cohoos,	1 30
"Thistle" haddies, 4 doz 1-lb. flats, per doz.	1 20
Canadian kippered herring, 4 doz. ovals, per doz.	1 00
ovals, per doz.	1 00
Canadian plain herring, per doz.	1 25
Scotch kippered herring, per doz.	1 30
" herring in tomato sauce, per doz.	1 35

**SUGAR**—Grocers bought more freely after last week's decline, but demand at

present is only fair. Prices are steady, and while they may change, nothing is expected at the moment.

<b>Granulated, bbls</b>	44 20
" " bags	4 35
<b>Paris lump, barrels</b>	4 85
" " half-barrels	4 85
" " boxes, 100 lbs	4 75
" " boxes, 50 lbs	4 85
<b>Extra ground, bbls</b>	4 60
" " 50-lb. boxes	4 70
" " 25-lb. boxes	4 80
<b>Powdered, bbls</b>	4 60
" " 5-lb. boxes	4 20
<b>Phoenix</b>	4 00
<b>Bright coffee</b>	4 05
" yellow	4 05
<b>No. 3 yellow</b>	3 90
<b>No. 2</b>	3 80
<b>No. 1</b>	3 80
<b>No. 1 " bbls</b>	3 75

**SYRUPS AND MOLASSES**—No new feature has developed in the molasses market. Trade is fairly good considering the season.

<b>B. Lake, in puncheons</b>	0 30
" " in barrels	0 32
" " in half-barrels	0 33
<b>New Orleans</b>	0 22
<b>Antigua</b>	0 30
<b>Porto Rico</b>	0 40
<b>Corn syrups, bbls</b>	0 02
" " 1-bbls	0 03
" " 3-lb. pails	1 40
" " 25 lb. pails	1 00
<b>Cases, 2 lb. tins, 2 doz per case</b>	1 95
" " 5-lb. " 1 doz.	2 40
" " 10-lb. " ½ doz.	2 35
" " 20-lb. " ¼ doz.	2 25

**TEAS**—The tea market is as firm today, if not firmer, than it was three weeks ago. Stocks are not large and demand is good. There is more or less inquiry for different lines, but otherwise the situation has not changed since last report. Siftings and fannings are higher—one to two cents a pound advance having been recorded within the past week. Ceylon greens are even more scarce than they have been. Early in the week some Japan fannings were turned over at a good profit. Blacks are high, being advanced as much as five cents in some instances.

<b>Japans—Fine</b>	0 24	0 30
<b>Medium</b>	0 20	0 23
<b>Good common</b>		0 18
<b>Common</b>	0 15	0 17
<b>Ceylon—Broken Orange Pekoe</b>	0 20	0 38
<b>Pekoes</b>	0 17	0 20
<b>Pekoe Souchongs</b>	0 15	0 20
<b>India—Pekoe Souchongs</b>	0 12½	0 18
<b>Ceylon green—Young Hysons</b>	0 17	0 20
<b>Hysons</b>	0 16	0 17
<b>Gunpowders</b>	0 13½	0 14
<b>China greens—Fingsuey gunpowder, low grade</b>	0 11	0 15
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

**COFFEE**—Coffee are moving out in limited quantities. Large business is not expected at this season.

<b>Jamaica</b>	0 10½	0 11
<b>Java</b>	0 18	0 30
<b>Mocha</b>	0 19½	0 22
<b>Rio, No. 7</b>	0 19	0 10
<b>Santos</b>	0 10	0 11
<b>Maracaibo</b>	0 11	0 13

**FOREIGN DRIED FRUITS**—Quiet prevails locally. Dealers are doing very little in the way of sales. Seeded raisins are stiff in New York, but locally there is no change in the situation. Californias are half a cent higher on the coast. Prunes are firm, and an advance would not be a surprise. In currants the statistical situation is very strong. Last year there were 55,000 tons of currants in Greece available for shipment between January and the new crop. This year only 17,000 tons are obtainable. For this reason it is likely that there will be an advance rather than a decline in the market. In 1905, 98,000 tons of currants were shipped

from Greece 33,000 tons in 1906. Figure that not a pound that to Canada. An advance considered possible. Tarragoberts are up

<b>Valencia Raisins—</b>	
Fine off-stalk, per selected, per lb.	
Layers,	
<b>Dates—</b>	
Halloweys, per lb.	
<b>California Evaporated</b>	
Apricots, per lb.	
Peaches,	
Pears,	
<b>Malaga Raisins—</b>	
London layers	
" Connoisseur Cl	
<b>Royal, Buckingha</b>	
" Excelsior Wind	

<b>Californian Raisin</b>	
Loose muscatels	
" " "	
" " "	

<b>Prunes—</b>	
40-50s	
50-60s	
60-70s	
70-80s	
80-90s	
90-100s	
Oregon prunes (I)	

<b>Oregon prunes (I)</b>	
" "	
" "	

<b>Currants—</b>	
Filiatras, uncles	
Fine Filiatras, p	
" "	

<b>Finest Vostizza</b>	
Amaliss	
<b>Sultana Raisins—</b>	
Sultana raisins,	

<b>Eleme Table Figs</b>	
Six crown, extra	
Four crown, fan	
Three crown	
Glove boxes, fan	
Fancy washed fig	
" pulled fig	
" stuffed fig	

**SPICES**—going to be All lines are except Jam are unchanged good v

<b>Peppers, black</b>	
" white	
<b>Ginger, whole</b>	
" Cochin	
Cloves, whole	
Cream of tartar	
Allspice	
Nutmegs	

**EVAPORATED**—applied inquiry at price whole are being various take 9½ cent for less than shade more is certain.

<b>PEELS—</b>	
though they	
Orange peel, per 1	
Lemon peel, per	
Orange peel, per	

<b>BEANS—</b>	
prices quot	
Choice prime be	

<b>MAPLE</b>	
products is	
are reporte	
Maple syrup, bull	
Pure Townships	
Pure Beauce Cor	

<b>RICE</b>	
for tapioc	

from Greece up to December 31, against 33,000 tons during the same period in 1906. Figures compiled in Patras show that not a pound of currants was shipped to Canada during December last. An advance in package currants is considered possible on the New York market. Tarragona almonds are firm. Filberts are up in New York.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08½	0 09
Selected, per lb.	0 09½	0 10
Layers,	0 09½	0 10
Dates—		
Hallowees, per lb.	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "	0 17	0 17
Pears, "	0 17	0 17
Malaga Raisins—		
London layers	2 25	
"Connoisseur Clusters"	2 50	
1-box	0 80	
Royal Buckingham Clusters, 1-boxes	1 10	
3-boxes	3 50	
"Excelsior Window Clusters"	4 50	
1/2 s	1 30	
Californian Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs.	0 11	0 12
choice seed-d, 1-lb. pkgs.	0 11	0 11½
" 2 crown	0 09	0 10
" 3 crown	0 09	0 10
" 4 crown	0 10	0 11
Prunes—		
40-50s	0 08½	0 09
50-60s	0 08	0 08½
60-70s	0 07½	0 08
70-80s	0 07	0 07½
80-90s	0 06	0 06½
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 08½	0 09
60-70s	0 07½	0 08
Oregon prunes (French style), 60-70s	0 08	0 08½
90-100s	0 06	0 06½
100-120s	0 05½	0 06
Currants—		
Filiatras, uncleaned, barrels	0 07½	0 08
Fine Filiatras, per lb., in cases	0 08	0 08
" cleaned	0 08	0 09
" in 1-lb cartons	0 09	0 09
Finest Vostizza	0 08½	0 09
Amalias	0 07½	0 08
Sultana Raisins—		
Sultana raisins, per lb.	0 12	0 15
1-lb carton	0 16	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown	0 03	0 03
Glove boxes, fine quality, per box	0 10	0 10
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " box	0 25	0 30

SPICES—		
Gingers look as if they were going to be higher in the near future. All lines appear to be about to advance except Jamaica. Nutmegs and peppers are unchanged. The former are considered good value at current quotations.		
Peppers, black	Per lb.	0 16 0 25
white	0 25 0 32	
Ginger, whole	0 16 0 20	
Cochin	0 17 0 14	
Cloves, whole	0 17 0 37	
Cream of tartar	0 25 0 32	
Allspice	0 12 0 10	
Nutmegs	0 30 0 55	

EVAPORATED APPLES—For evaporated apples there is considerable inquiry at prices ruling, but sales on the whole are not many. Holders are asking various prices. Some houses will take 9½ cents, but others will not sell for less than 10 cents, and sometimes a shade more. That prices will be higher is certain. It is but a question of time.

PEELS—Locally peels are firm, although they are easier in New York.

Orion peel, per lb.	0 20	0 21
Lemon peel, per lb.	0 11	0 12
Orange peel, per lb.	0 11	0 12

BEANS—Beans are unchanged at prices quoted.

Choice prime beans	1 45	1 50
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MAPLE PRODUCTS—Trade in maple products is becoming better. Good sales are reported by dealers.

Maple syrup, bulk, per lb.	0 07½	0 09
Pure Townships sugar, per lb.	0 10	0 11
Pure Beauce County, per lb.	0 11	

RICE AND TAPIOCA—The market for tapioca is firm at prices quoted.

Little business is being transacted just now in either rice or tapioca.

B rice in 10 bag lots	3 05	
B rice, less than 10 bags	3 15	
C rice, in 10 bag lots	2 95	
C rice in less than 10 bag lots	3 05	
Tapioca, medium pearl	0 07½	0 08

RAW FURS—Dealers are still paying prices quoted hereunder.

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 01	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Lynx	1 75	7 00
Fox, red	4 50	5 50
Weasels	0 10	3 00
Skunk		0 60

ONTARIO MARKETS.

POINTERS—  
Sugar—Firm.  
Canned Goods—Selling well.  
Evaporated Apples—Higher.  
Toronto, Jan. 17, 1907.

The grocery trade has opened up strong and good business is reported in nearly all lines. There is a good healthy interest in canned goods. Sugars are firmer, but an immediate advance is not looked for. In dried fruits prices all continue firm. Collections are satisfactory and the wholesale trade is in good spirits. Evaporated apples are firmer and the demand is good. Beans also are slightly stronger in tone, due to a rise of 10 cents at points of production.

CANNED GOODS—The new prices are for the most part merely nominal. Wholesalers are getting them where they can, but to a large extent the old prices prevail. In regard to tomatoes and onions, others are inclined to demand full figures. Golden wax beans also bring top prices, and strawberries bring \$2.40 to \$2.50. The advance in prices by the canners has stimulated to some extent, and some grocers are reported to be providing for their season's requirements.

Group No. 1 comprises—  
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.  
Group No. 2 comprises—  
"Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.  
Group No. 3 comprises—  
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.	Group No. 1	Groups No. 2
Apples, standard, 3's	1 07½	1 05
" preserved, 3's	1 32½	1 30
" standard, gal.	2 92½	2 90
Blueberries—		
2's, standard	0 95	0 92½
3's, preserved	1 45	1 42½
Gals., standard		4 65
Cherries—		
2's, red, pitted	2 27½	2 25
3's, " not pitted	1 77½	1 75
Gals., red pitted		8 90
2's, black, pitted	2 27½	2 25
3's, " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
3's, " not pitted	1 92½	1 90
Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals., " solid pack		8 15
Gooseberries—		
2's, H.S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		5 60

Peaches—		
1's, yellow (flats)	1 72½	1 70
2's, yellow	1 92½	1 90
2½'s, yellow	2 65	2 62½
3's, yellow	2 90	2 87½
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 65	2 62½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 72½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, I. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 72½	1 70
2's, preserved	1 97½	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup	2 40	2 50
2's, " preserved	2 17½	2 15
Gals., standard		6 42½
Gals., " solid pack		9 17½

VEGETABLES.		
Asparagus—		
2's, tips, California		3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 02½
2's, whole		0 92½
3's, sliced		1 25
3's, whole		1 15
Beans—		
Fancy brands		0 95
2's, golden wax	0 95	0 90
3's, " "	1 35	1 32½
Gals., " "	3 92½	3 90
2's, refugee or Va'enrine (green)	0 92½	0 90
Gals., " "	0 97½	0 95
2's, crystal wax	0 97½	0 95
Red Kidney, 2's	1 05	1 02½
Lima, 2's	1 30	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob		4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3's	0 95	0 92½
Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
2's	1 20	1 17½
Gal.	3 52½	3 50



**THE  
WISE**



**THE  
LEADER**

## Owl Chop Japan Teas

*In One-pound Lead Packages.*

**Without exception the best value to-day on the Canadian market.**

OWL CHOP, No. 1, hf.-c., 80 x 1-lb.....	<b>36c.</b> lb.
OWL CHOP, No. 4, " " " .....	<b>30c.</b> lb.
OWL CHOP, No. 50, " " " .....	<b>26c.</b> lb.
OWL CHOP, No. 100, " " " .....	<b>24c.</b> lb.

**Terms 3%, 30 days**

Freight paid on lot of 3-h. c. or more, Ontario and Quebec

We will give **Free** with each 3-hf.-c. lot, a nice **Japanese Color Framed Picture.**

Give us a trial and you will be convinced we are leaders in the tea trade.

## Spanish Onions

400 CRATES (to clear).....**75c.** crate

## Canned Pineapples

"Full assortment." - 350 CASES, All Sizes, 1s, 1½s, 2s, 2½s and 3s—Sliced, Grated, Whole.

## Canned Salmon

(Talls, Flats and ½-Flats)

6550 CASES to select from, **Including the Best Brands.** (All 1906 Pack).

**Horse Shoe, Clover Leaf, Sovereign, Lynx, O-Wee-Kay-No, Peacock, Columbia, Eagle, Sunflower, Totem.**

We want to reduce our stock and will make special prices.

**TRY US. WE ARE SELLERS. YOU WILL BE SATISFIED.**

# L. CHAPUT, FILS & CIE

*Wholesale Grocers and Importers of Teas, Wines and Liquors*

**2, 4, 6 and 8 DeBresoles St. - - Montreal**

# MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Jan. 17, 1907.)

Matters are still quiet in local jobbing circles, most of the trade being busy getting things into shape after the Christmas holidays and sending their travelers out on the road. The most notable decline for the week was that in sugar, all grades of which declined 10 cents on January 8, in Manitoba only, and on the 11th the decline was extended to points west of Manitoba. The dullness of the market and the small demand is accountable for this falling off in values. Foreign dried fruits are firmer on the continued good demand and limited supplies, it being almost impossible to get goods in anything like reasonable time, owing to the tie-up in freights.

FRUITS.		Group No. 1	Group No. 2 & 3
Apples—			
gallons, per doz.	3 24	3 20	
3-lb.	2 49	2 44	
Cherries—			
red pitted, per 2-doz. case	4 73	4 78	
red unpitted, " "	3 73	3 73	
black pitted, " "	4 73	4 78	
white pitted, " "	5 03	5 08	
Currants—			
new, red, 2 doz. cases per case	3 83	3 88	
black	4 13	4 18	
Gooseberries—			
new	4 53	4 58	
Pears—			
2's, F.B., per 2-doz. case	3 58	3 53	
3's, " "	4 69	4 61	
Peaches—			
2's	4 08	4 03	
3's	6 14	6 09	
Plums—			
Danson, 1's	2 63	2 58	
Lombard, 1's	2 73	2 68	
Greengage, 1's	2 83	2 78	
Pumpkins—			
3's	2 29	2 24	
Pineapples—			
2's, sliced, 2 doz. cases, per case	4 20		
2's, whole, " "	3 75		
2's, whole, " "	4 60		
2's, grated, " "	4 40		
Raspberries—			
red (new)	3 78	3 73	
black (new)	3 78	3 73	
Strawberries	4 80	4 75	
gallon, per doz.	6 80		
Blueberries, 2's, per case	2 10		
gallons,	2 15		
Goodwillie's Goods.			
Strawberries, per case	3 10		
Red raspberries, per case	2 60		
Red cherries, " "	2 60		
Red currants, " "	2 60		
Black currants, " "	2 60		
Lawtonberries, " "	2 60		
VEGETABLES.			
Beans—			
golden wax, " "	1 98	1 93	
refugee, " "	1 98	1 98	
crystal wax, " "	2 18	2 13	
Corn—			
2's	2 13	2 08	
Peas—			
(No. 4) 2's	1 98	1 93	
(No. 3) 2's	2 18	2 13	
(No. 2) 2's sweet wrinkle	2 28	2 23	
(No. 1) 2's extra fine sifted	2 78	2 73	
Succotash—			
2's	2 63	2 58	
Beets—			
whole, " "	2 08		
sliced, " "	2 28		
whole, 3-lb., " "	2 54		
sliced, " "	2 84		
Spinach—			
2's, per doz.	3 13	3 08	
3's	4 09	4 04	
gallon, per doz.	11 10		
Asparagus, per doz.	2 89		
Tomatoes—			
per case	2 79	2 74	
Beans, golden wax, " "	1 98	1 93	
refugee, " "	1 98	1 93	
FISH.			
Salmon, Fraser River sockeye, per case	7 25		
" Skeena River, " "	7 10		
" River's Inlet, " "	6 85		
" Red Spring, " "	6 30		
" humpback, " "	4 00		
" cohoes, " "	5 75		
(Prices are for delivery in October-November.)			
Lobsters (new), 1-lb. flats, per case	16 50		
" " " " 1-lb. tails, per case	10 50		
" " " " 1-lb. tails, per case	15 00		
" " " " flats, per case	15 50		

# THE MARKETS

## MEATS.

Fork and beans 1's, per doz.	1 25
" " 2's, " "	1 90
" " 3's, " "	2 60
Clark's 1 lb. plain, per case	2 30
" " 2 " " " "	1 85
" " 3 " " " "	2 40
" " 2 " tomato sauce, per case	2 30
" " 1 " " " " "	1 85
" " 2 " " " " "	2 40
" " 3 " " " " "	2 35
" " 1 " Chili " " "	2 25
" " 2 " " " " "	1 95
" " 3 " " " " "	2 35
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz	3 25
" turkey	3 25
" chicken, per doz	3 30
" turkey	3 30
" duck	3 30
Corned beef " 2's	2 80
" " 1's	1 60
" Man. Can. Co. 2's per doz.	2 50
" 1's	1 35
Roast beef (Man. Can. Co.) 2's, per doz	2 50
" 1's	1 35
" (Clark's) 1's, per doz	1 55
" 2's	2 65
Potted meats, 1's, per doz.	2 50
Veal loaf 1/2 lb., per doz.	1 25
" 1 lb.	2 50
Ham loaf 1/2 lb.	1 25
" 1 lb.	2 50
Chicken loaf 1/2 lb.	1 85
" 1 lb.	3 50
Luncheon 1's	3 00
Sliced smoked beef 1-lb. tins, per doz.	1 80
" " 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 35
Chipped " 1-lb. tins, " "	1 45
" " 1-lb. glass, " "	2 50
Sliced bacon, 1-lb. tins, " "	3 05
" " 1-lb. glass, " "	3 10
Corned beef 1-lb. tins, per doz.	3 25
" 2-lb.	1 50
" "	2 65

SUGAR—Prices are weaker than last week's level, as follows:

Montreal granulated, in bbls.	4 90
" " yellow, in bbls.	4 85
" " in sacks.	4 50
Wallacburg, in bbls.	4 45
" " in sacks.	4 80
Berlin, granulated in bbls.	4 75
" " in sacks.	4 70
Icing sugar in bbls.	4 75
" " in boxes.	5 50
" " in small quantities.	6 10
Powdered sugar, in bbls.	5 30
" " in boxes.	5 50
" " in small quantities.	5 55
Lump, hard, in bbls.	5 60
" " in 100-lb. cases.	5 65
Raw sugar.	4 40

## SYRUPS AND MOLASSES—

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 " "	2 70
" " 10-lb. tins, per 1 " "	2 65
" " 20-lb. tins, per 1 " "	2 60
" " barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz. case	3 10
" " 5 " " 1 " "	3 60
" " 10 " " 1 " "	3 30
" " 20 " " 1 " "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bats, each.	2 25

## COFFEE—

Whole green Rio, per lb.	0 10 1/2
" roasted " per lb.	0 14
Ground roasted Rio	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracabo	0 19
Choice Rio	0 17
Pure	0 16 1/2
Seal Brand (O & S) in 2-lb. tins, per lb.	0 33
" " 1-lb.	0 33
Local Blends—	
Mocha, and Java in 2-lb. tins, per lb.	0 23
" " 1-lb.	0 24

## MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 09 1/2
" " 28 " " " "	0 08 1/2
" " 12 oz pkgs., per doz.	1 05

FOREIGN DRIED FRUITS—Prunes are held very firmly at present prices, and an early advance is expected. We quote:

Sultana raisins, bulk, per lb.	0 13 1/2
" cleaned,	0 14 1/2
1 lb pkgs	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert,	3 40
Royal Buckingham,	4 00
Imperial Russian	5 25
Connoisseur clusters, 1 lb pkgs, per case (20 pkgs.)	3 85
" Connoisseur clusters, boxes (3 lbs).	0 80

# The Canadian Grocer

Valencia raisins, f. o. s.	1 75
" " selected.	1 85
Trenor's Valencia raisins, f. o. s., per cask.	2 70
" " layers	2 85
" " layers	2 95
California raisins, muscatella, 2 crown, per lb.	0 08 1/2
" " 3	0 08 1/2
" " 4	0 09
" " choice seeded in 1-lb. packages	0 10 1/2
" " fancy seeded in 1-lb. packages	0 10 1/2
" " choice seeded in 1-lb. packages	0 12 1/2
" " fancy seeded, 1-lb. packages, per package	0 13
Prunes 100-120 per lb.	0 04 1/2
" 90-100 " "	0 05 1/2
" 80-90 " "	0 05 1/2
" 70-80 " "	0 06 1/2
" 60-70 " "	0 06 1/2
" 50-60 " "	0 07 1/2
" 40-50 " "	0 08
Currants, uncleaned, loose pack, per lb.	0 07 1/2
" dry cleaned, Filiatras, per lb.	0 07 1/2
" wet cleaned, per lb.	0 08 1/2
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 08 1/2
" Vostizas, uncleaned.	0 08 1/2
Hallowee dates, new per lb.	0 06
" in packages, per lb.	0 07 1/2
Figs, cooking, in topnets, per lb.	0 15 1/2
" " in sacks	0 05 1/2
" table, 1 crown	0 10
" " 3	0 11
" " 5	0 13
" " glove boxes, per box	0 09 1/2
" " square boxes (12 oz) per box	0 08 1/2
" " 1 lb baskets, per basket.	0 15
Figs, cooking in taps and sacks	0 05 1/2
" boxes	0 05 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 22 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 17
Peaches, " "	0 16 1/2
Pears, choice (halves), per lb.	0 14 1/2
" standard	0 14
Plums, choice (dark pitted) per lb.	0 14 1/2
Nectarines, choice.	0 16

## CANDIED PEEL—

Lemon, per lb.	0 12 1/2
Orange	0 12 1/2
Citron	0 21 1/2
Mixed, in 1-lb. drums per doz.	2 35

## NUTS—

Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" in small lots, per lb.	0 11 1/2
Filberts	0 14 1/2
Peanuts,	0 13
Jumbos,	0 15 1/2
Walnuts, new, Greenbles, per lb.	0 1
" Marbots	0 30
" shelled,	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery.	0 86
Brazil, per lb.	0 15

## OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 85
" " 40 " " "	0 85
" " 20 " " "	0 39
" " 8 " " "	0 22 1/2
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

## SPICES.—

GROUND SPICES.	
Pepper, black, in 10 lb boxes, per lb.	0 18
" white, " 5	0 25
Cayenne pepper, in 2 and 5 lb. tins, per lb.	0 20
Cloves, in 5 lb. boxes, per lb.	0 22
Cassia, " "	0 12
Allspice, " "	5 11
Ginger, in 10-lb. boxes, per lb.	0 13
Mixed spice, in 5-lb. boxes, per lb.	0 20
Mace, in 5-lb. boxes, per lb.	0 70

BUCKWHEAT—Quoted as before at \$1.70 per half sack.

# NOVA SCOTIA MARKETS

Halifax, Jan. 15.

Business is only fair since the holiday rush, but travelers will soon be on the road again and it is expected that trade will brighten up. The market throughout is steady, there being no very special changes in the price list. Some of the retailers are cutting prices to capture business, but otherwise there is nothing very noteworthy to record outside of a further advance in potatoes, which are now quoted at eighty cents per bushel. While there is actually no great scarcity those who have stocks on hand are putting up the price.

SUGAR—The demand for sugar at the present time is not very heavy. The price is firm. Quotations here are:

# CONDENSED ADVERTISING

Advertisements inserted. Contractions cost \$1,000 are allowed. Cash remittance advertisements. Advertisements re acknowledged. Where replies to contracts must be addressed.

# REPRESENTATIVE

AGENCY—V Eastern, W quired by large England, with s requirements of t stating territory Box 101, THE C. E. C., London, I

# AG

GOOD CANADIAN man with l and district. R Publishing Co.,

FOR SALE—G over sixty th capable of W premises. Wri B.C.

FOR SALE—G lumbering present ov CANADIAN GE

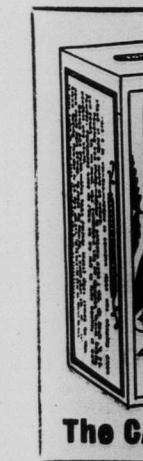
FOR SALE—G office, in ph ing comm GROCCER.

# Expert

Investig classes Trading, and balls of books collected

# PERCY

622 McIntyre Squar



THE CANADIAN GROCER

**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, i.e. a word each insertion.

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

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

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

**REPRESENTATIVES WANTED**

**AGENCY**—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

**AGENCIES WANTED**

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

**FOR SALE.**

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

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

**FOR SALE**—Good paying general store, with post office, in place of 300 inhabitants, and good farming community. Box 123, CANADIAN GROCER.

**Expert Bookkeeping**

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

**PERCY P. DAVENPORT**

622 McIntyre Block, - - WINNIPEG, MAN.

**Square your accounts**

Cut loaf, half barrels.....	\$5 15
Cut loaf, barrels .....	5 05
Extra granulated .....	4 40
Austrian granulated (bags)...	4 30
Bright yellow .....	4 20
No. 1 yellow .....	3 90
Yellow (unbranded) .....	3 75

**FISH**—The exports of live lobsters from provincial points to the American market are very heavy this season. Upwards of one thousand crates per week are being sent to Boston, which is the main point of distribution across the border. The steamers from Yarmouth and Halifax each take from 300 to 500 crates per trip. Lobsters are selling at about 20 cents per pound in Boston.

**MOLASSES**—There is only a normal demand for molasses now, and prices are steady, as follows:

Fancy Trinidad, 39 cents.
Fancy Porto Rico, 37 to 38 cents.
Extra choice Porto Rico 37 cents.
Choice Trinidad, 35 to 36 cents.
Fancy Barbados, 32 to 33 cents.

**BUTTER AND EGGS**—Both continue in good demand and high prices prevail. There is an abundant supply of case eggs on the market, and they are quoted from 23 to 25 cents per dozen. Fresh laid stock, which is very scarce, is worth 45 cents per dozen. It was thought that the mild weather the past several weeks would start the hens laying, but the desired result has not been brought about by the weather conditions. There is very little local made butter on the market, the scarcity of small tubs being very noticeable. Good stock is worth from 25 to 27 cents, while ordinary grades run from 22 to 25 cents.

**ST. JACOB'S GENERAL STORE FOR SALE**

W. and A. SNYDER

offer their General Staple Stock amounting to \$7,000. No Millinery, Mantles, Furs, Fancy Goods or Hardware.

Situated in the best section of Waterloo County, and being the only General Store in a village of 500 inhabitants.

This is an opportunity seldom offered.

Turnover last year \$23,000, of which seventy-five per cent. was cash.

Best of reasons for selling, and snap to quick buyer, as stock must be sold by February 1st, 1907.

Terms liberal. Premises can be leased.

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

**More Profit To You**



**BETTER GOODS TO YOUR TRADE THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" CAN TO YOU**

'Twill only cost a two cent stamp to get particulars Write now.

THE

**Codville-Georgeson Co., LIMITED**

Winnipeg and Brandon, Man.



**CAPSTAN BRAND PURE MINCE MEAT**

Package Mince Meat Put up in 1/4 Gross Cases

- 2-lb. Pails, 2 doz. in Crate
- 1/4 " 3/2 " "
- 25-lb. Pails. 75-lb Tubs
- 1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for it

**The CAPSTAN MFG. CO., Toronto, Ont., Can.**

Before buying

**SALT**

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.

# INDUCEM

must sometimes be offered with an article of real merit in order to get people to try it.

Now we want every first-class retailer to handle our

FROM GARDEN TO GROCER



CEYLON ORANGE PEKOE

Packed in Half-Chests of 50 lbs. net each

We know we have about the best value in a 25c. Black Tea that money can procure, and the tremendous increase in our sales has demonstrated this as a fact.

Though there has been a big advance in Ceylon Tea

**Our Prices Will Not Change**

and you can also accept our guarantee that

**Quality is Always the Same**

In selling *Maybell* you know that both you and your customers are getting exceptional value.

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# EMENTS

Besides, no time need be wasted in matching, as *Maybell* can be ordered with as much confidence as any staple proprietary article.

## Special Inducements for 1907

To the **retail merchant only** who buys the largest quantity during the year we will deliver at his station,

<b>free of charge,</b>	-	-	-	12 hf.-c. <i>Maybell</i>
Second largest quantity,	-	-	-	7 " "
Third " "	-	-	-	4 " "
Fourth " "	-	-	-	2 " "

In January, 1908, we will publish the names and addresses of the winners, with the quantities handled.

### Our Prices are :

For Province of Ontario,	-	-	16½ cts.	
" " Quebec,	-	-	16½ cts.	
" " Manitoba,	-	-	18 cts,	f.o.b. Winnipeg
" " Alberta and Saskat'n,	-	-	17½ cts.	} f.o.b. Vancouver
" " British Columbia,	-	-	17½ cts	

### ALL OUR QUOTATIONS ARE NET

We have direct shipments from Ceylon constantly in transit to various points throughout Canada, which ensures our customers getting fresh teas. Ontario and Quebec price is f.o.b. Toronto, or delivered in 25 hf.-c. lots when shipped direct from Ceylon.

### We Handle Everything in Groceries

# CANADA BROKERAGE CO., LIMITED

Phone Main 2282  
" " 870

9 Front St. E., TORONTO

# Our English Brawn

Put in 5 lb. packages.  
Twelve to the Case.

**Undoubtedly Wins Trade and Holds it**

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

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

# BEGIN THE YEAR RIGHT

Get in a stock of "Star Brand" Hams and Bacon now, and arrange with us for a weekly shipment. We will be glad to book this for you now. You give us the order and we will do the rest.

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED

## Corona Grass Creamery Butter

The Best to be had



Our regular line of "Corona" Selected Smoked Meats—

COOKED HAMS  
FRESH MEATS  
CORONA KETTLE REND. LARD  
CORONA PURE LARD  
CORONA COMPOUND

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

Did It  
Ever Occur  
To You



that there is a good sound reason for the immense success of some men in the grocery business? Those who feature the Sausage, Bologna, Hams, Bacon, Butter, Lard, Eggs and Cheese.

with the Ryan guarantee cannot help being successful.



**The WM. RYAN CO., Limited**  
70-72 Front St. E.  
TORONTO, ONT.

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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN.

It is some time since the market for cheese has been in such good condition as it has been of late. The feeling is perhaps not to be called very strong, but there is certainly a firm market. Brisk trade is being done at prices which are satisfying to holders. There was considerable cable inquiry from the other side, followed soon after by purchases, small lots at first, but later larger amounts. This demand has kept up wonderfully well during the past two weeks, and if it continues stocks of cheese in Canada will not last long, since they are not now large by any means. The continuance of business with the other side depends entirely upon the consumptive demand in England. Stocks of cheese in that country are rather large than otherwise. There is the English cheese to be considered as well as the imported article. A certain amount of Canadian cheese must be on hand, however, and since the public have bought so far at prices which, in the past, were thought too high for the consumer, it is likely that they will continue to do so. Dealers are quite satisfied with the figures they are obtaining. Buyers in England seem to recognize the fact that if they are to secure Canadian goods it is necessary that they should pay what holders here ask. Holders are not in a position to make any concessions. Stocks in Canada, and in Montreal particularly, are not such that there need be any fear as to whether or not they shall be disposed of at a profit. Holdings in Canada on the whole are considerably short of last year. In Montreal, stocks are becoming lower each week. Various estimates place the number of boxes now held anywhere from 100,000 to 150,000. A good average would be about 125,000 boxes. It is gradually becoming known in England that such are the conditions existing in Canada, and for this reason buyers do not hesitate to buy at the quotations given them, knowing that prices are likely to be higher if they wait until later. There is not in the Old Country at present very much more Canadian cheese than there was at this period last year. Also, a fact which helps Canadian sellers, the make of English cheese this year was not so large as usual. Cheese men expect to have continued good business unless some new factor appears in the market to upset their calculations.

There is a dullness noticeable in the butter market. Trade is still limited, and prices, while fluttering more or less, hold fairly steady. The New Year's business has not yet made its appearance, but dealers are hoping that trade will soon begin to pick up again. Stocks of butter brought from the other side have caused the quiet which now prevails. A larger quantity was brought in than at first thought, and this is not now moving out as freely as might be desired.

According to Board of Trade figures, receipts of butter during the week ending January 12 were 1,412 packages, and of cheese 857 boxes. Total receipts of butter from May 1, 1906, to the end of the week were 601,953. Of cheese, 2,-

348,577 boxes were received in that period.

### PROVISION SITUATION.

Live hog prices are soaring again this week. Quotations are \$6.65 f.o.b country points; \$6.90 at the Toronto cattle market, and \$7.15 off cars at the factory. The packers blame it on each other, but at the bottom of it is a determination to keep the factories going and the consequent competitive buying. The occasion for this is the attitude of the farmer, who has been holding back waiting for better prices. His idea seems to be 7 cents. That's almost famine prices and the packers think now he won't get it. At present prices the farmer gets 6½ cents out of it.

The result of this holding back is that there are a good many over-held hogs in the country that should have been marketed two or three weeks ago. For these, as has been pointed out before, the farmer will not get the market price.

Deliveries last week were fair for the time of year, probably 28,000 in Ontario, though one large packer placed them as low as 20,000. He had got only 60 per cent. of what he had expected. Average weekly deliveries in Ontario are about 30,000.

If these prices hold they mean higher prices for products in the domestic market as soon as the demand revives. At present sales are not large enough to make an advance worth while. About

the 1st of March, however, there will be something doing. At present prices of hogs and products the packers could scarcely clear themselves and whatever they may do at times on the British market, in Canada they want a profit on everything.

The English market this week is somewhat stronger, but at the advanced price for hogs, it does not yet show a profit for the Canadian packer. The improvement is due to shortage of Canadian supplies and for some time Danish killings have been running short, owing to bad weather, though last week they got up again to 27,000.

Last week has been rather unsettled in the option provision market in Chicago, realizing of profits on the strong spots having been the chief feature, while taking small profits on the breaks by shorts has been of more importance than hitherto, when they were generally covering at a loss. This shows both sides to be timid as to the future course of the market and inclined to scrap it, awaiting developments, as the general belief is that receipts of hogs sooner or later will show a considerable increase over last winter's packing season. In the meantime the spot trade is only of a hand-to-mouth character still and bids fair to remain so at present high prices, as consumption has apparently been somewhat curtailed thereby, though still very good. Exporters have been taking a little lard for current wants, the same as the home trade, and have done little in meats though weekly consignments continue on a liberal scale in that staple, while falling off somewhat in lard.

## PROVISION AND DAIRY MARKETS.

### MONTREAL MARKETS.

PROVISIONS—Smoked meats are expected to advance in the not distant future. The Easter season is approaching, and with it there comes a strong demand for this line. Already some good orders have been booked for the Easter season. Prices are sure to advance when the beginning of March comes, if not before. A good jobbing demand for lard is reported. Prices show no change.

Lard, pure tierces	0 12 1/2
"    "    56-lb. tubs	0 12 1/2
"    "    20-lb. pails, wood	0 12 1/2
"    "    cases, 10-lb. tins, 60 lbs. incase	0 12 1/2
"    "    5-lb. "	0 12 1/2
"    "    3-lb. "	0 12 1/2
Lard, compound tierces, per lb.	0 09 1/2
"    "    tubs	0 09 1/2
"    "    20-lb. pails, w. od.	1 85 2/3
"    "    20-lb. pails, tin	1 25 1/90
"    "    cases, 10-lb. tins, 60 lbs. incase	0 09 1/2
"    "    5-lb. "	0 09 1/2
"    "    3-lb. "	0 09 1/2
Wood net, tin packages, gross weight—	
Canadian short out mess pork	22 00
American short out clear	21 10
American fat back	23 00
Breakfast bacon, per lb	0 15 1/2
Hams	0 13 1/2
Extra plate beef, per bbl.	12 50 13 00

BUTTER—The market locally, while not brisk, is not entirely slow. There has been more or less selling at prices quoted during the week. The make of creamery has increased somewhat. Large dairy rolls are rather scarce, but prices are not changed.

Choicest creamery, salt, 56 lb. boxes	0 25
"    "    pound prints	0 2 1/2
Medium creamery	0 23 0 24

Western dairy	0 20 0 22
Large roll	0 21 0 22

CHEESE—Good inquiry from the other side has resulted in considerable business during the past couple of weeks. Dealers experience no difficulty in obtaining the prices they demand.

Ontario, September make	0 13 1/2 0 13 1/2
"    "    late make	0 13 0 13 1/2

EGGS—The egg market is firm. Demand is such as to take care of all receipts of new laid eggs which are reported a little larger than usual at this season of late. Storage are gradually getting cleared up. Some demand from the Old Country is reported. Prices are unchanged except for new laid, for which figures are easier.

Fall selects, doz	0 24 0 28
Storage "	0 24 0 25
Storage, No. 1, doz	0 21 0 22
Pickled, doz	0 21 0 21 1/2
New laid, doz	0 30 0 33

HONEY—Honey is without change since last week.

White clover comb honey	0 15 0 16
White clover, extracted tins	0 11 0 12
Buckwheat	0 09 0 10

POULTRY—Dealers report fairly good business in poultry. Prices keep up very well considering that holiday business is a thing of the past.

Turkey, per lb	0 13 0 14
Chickens and fowls, per lb	0 08 0 09
Geese, per lb	0 09 0 10
Ducks, "	0 09 0 10

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

**SALT SALT**  
 Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.  
**O. R. COOPER**  
**TORONTO SALT WORKS**  
 TORONTO, ONT.  
 AGENT FOR THE DOMINION SALT AGENCY

**BUTTER and EGGS**  
 —WE ARE—  
**BUYERS and SELLERS**  
 Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**  
**Rutherford, Marshall & Co.**  
 Wholesale Produce Merchants,  
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**Paper Bags** | **Twines**  
**Wrapping Paper**  
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 Hamilton and Winnipeg

**TORONTO.**

**PROVISIONS**—In view of the advance in the price of live hogs provision prices are very firm, though advances are not looked for until business picks up. This is not expected for some weeks. At the same time one or two packers are quoting long clear a shade higher.

Long clear bacon, per lb.	0 11 1/2	0 11 1/2
Smoked breakfast bacon, per lb.	0 15	0 15 1/2
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 15	0 15
Large hams per lb.	0 13	0 13
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, plain, per lb.	0 16	0 17
" pea meal, per lb.	20 00	20 00
Heavy mess pork, per bbl.	22 00	24 00
Short cut, per bbl.	0 12	0 12
Lard, tierces, per lb.	0 12 1/2	0 12 1/2
" tubs	0 12 1/2	0 12 1/2
" pails	0 08 1/2	0 08 1/2
" compounds, per lb.	11 00	12 00
Plate beef, per 200-lb. bbl.	7 50	8 00
Beef, hind quarters	5 00	6 00
" front quarters	6 50	7 50
" choice carcasses	4 00	5 00
" common	0 08	0 10
Mutton	0 11	0 12
Lamb	9 0	9 60
Hogs, street lots	0 09	0 10 1/2
Veal		

**BUTTER**—There is little change in the situation. Deliveries of dairy are large and the quality is nothing to boast of, much of it being feedy. Established choice brands of creamery bring 28 cents to 29 cents and even 30 cents, but the ordinary run is going at the prices quoted last week, 26 cents to 27 cents, and some as low as 25 cents. Otherwise prices are practically unchanged, with the exception of choice dairy rolls, which are quoted a cent higher. These are the prices at which butter is selling wholesale in Toronto:

Creamery prints, per lb.	0 26	0 27
" solids, fresh	0 25	0 25
Dairy prints, choice	0 23	0 24
" ordinary	0 20	0 21
" rolls, large choice	0 21	0 22
" tubs, choice	0 21	0 22
Baker's butter	0 18	0 19

**EGGS**—The market continues firm though small supplies of new-laid eggs continue to come and most shipments are adulterated with the salt-cured variety. Of course it's the farmer's fault, but it's a pity to encourage him. The price is down a little. Fresh (storage) eggs on the contrary are higher, which means that the holdings are not formidable.

Eggs (strictly new laid)	0 30	0 32
" fresh	0 23	0 24
" pickled	0 21	0 22

**CHEESE**—Fine September is quoted at 14 cents to 14 1/2 cents, and the cheese market is very firm. An advance is looked for.

Cheese, fine September large	per lb.	0 14
" twins	0 13 1/2	0 14 1/2
" later makes, large	0 13	0 14
" twins	0 13 1/2	0 14

**HONEY**—Prices are unchanged

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" in the comb, per doz	2 00
Buckwheat honey, per lb.	0 08
" in comb, per doz	1 50

**POULTRY**—The market is firm but there is little doing. Prices for fresh killed are rather tending upward. The following quotations are for fresh killed and stocks held in storage bring from one to three cents less.

Live Weight.		
Old fowl	0 07	0 09
Ducks	0 12	0 13
Young chickens	0 08	0 09
Dressed weight.		
Old fowl	0 07	0 09
Ducks	0 12	0 13
Young chickens	0 11	0 12
Geese	0 09	0 11
Young turkey	0 13	0 15
Old turkey	0 13	0 13

**ST. JOHN, N.B.**

**PROVISIONS**—In barrel pork price unchanged at full figures. Beef very firm and scarce. Lard is rather higher. Refined compound is still very scarce. Western beef unchanged, domestic slightly higher. There is improved demand for veal at a full price. Mutton continues to hold at full figures. Lamb has hardly as good inquiry. Pork is held firm.

Mess pork, per bbl.	\$22 00	\$23 00
Clear pork	22 00	22 00
Plate beef	13 50	14 50
Domestic beef, per lb.	0 06	0 07 1/2
Western beef	0 08	0 09
Mutton	0 06	0 08
Veal	0 08	0 09
Lamb	0 09	0 10
Pork	0 08 1/2	0 09
Hams	0 14	0 16
Rolls	0 12 1/2	0 14
Lard, pure, tubs	0 13	0 14 1/2
" " pails	0 13	0 14
Refined lard, tubs	0 10 1/2	0 11
" " pails	0 10	0 11 1/2

**BUTTER**—Market is rather dull. Ample supplies. Stock of poor butter is small.

Creamery butter	0 28	0 30
Best dairy butter	0 24	0 28
Good dairy tubs	0 21	0 24

**EGGS**—Prices are unchanged at the full figures of last week.

Eggs, strictly fresh	0 35	0 40
fresh	0 24	0 25

**CHEESE**—Market rather easier. Stocks not large.

Cheese, per lb.	0 13 1/2	0 14
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**WINNIPEG MARKETS.**

**BUTTER**—Prices are slightly easier.

Fancy fresh creamery, in 1 lb. bricks	0 31	0 32
Choice Mani oha, in 1-lb. bricks	0 25	0 26
Fancy creamery, solids, 56's, 28's, 14's	0 25	0 25

**CHEESE**—

Manitoba, large	0 14 1/2	
" small	0 14	
Ontario	0 15	0 15 1/2

**LARD**—

Tierce basis, per lb.	0 12 1/2
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00 1/2
20-lb. tin pails, in 80-lb. cases, per lb.	0 00 1/2
10-lb. " in 60-lb. " "	0 00 1/2
5-lb. " " " "	0 00 1/2
3-lb. " " " "	0 01
20-lb. net white wood pails, per lb.	0 00 1/2

**CURED MEATS**—

Hams, selected stock, special mild cure	0 17 1/2
Bacon, " " " "	0 22 1/2
Backs, " " " "	0 18 1/2
Hams, light, 10 to 12 average	0 16 1/2
" medium 14 to 16 average	0 16 1/2
" heavy, 20 to 30 for slicing	0 16 1/2
" heavy, skinned 2 to 30 for slicing	0 17
Picnic hams light, choice, 6 to 8	0 13 1/2
Shoulders light, choice	0 11
Breakfast bacon, clear, bellies, light, 8 to 10	0 17 1/2
" " " " "	0 17
Clear backs, b bacon light	0 16 1/2
" b bacon 12 to 14	0 15 1/2
Spiced rolls, long if in stock	0 17
" short	0 14
Dried beef ham sets	0 12
Smoked hams boned and roll d. 2. per lb. additional.	

**DRY SALT MEATS.**

Bacon, dry salt long clear	0 13 1/2
" " " smoked	0 13 1/2
" " " boneless backs	0 14 1/2
Shoulders	0 14 1/2

**Begin the New Year Right—**

Resolve that 1907 shall be the Banner Year; one way to do this is to keep always in stock the various lines of

**Clark's Canned Meats and Beans**

Consider the satisfaction there is in selling goods you can depend upon every time. Indications are that 1907 will be a year of great prosperity, so

**Make Hay While the Sun Shines**

# ACME CANS

IF you want cans of quality, cans that stand the test every time, then order ACME CANS.

IF you require anything in Syrup, Coffee, Baking Powder, Spice, Fruit or Meat Cans, do not hesitate to order ACME CANS

IF you demand satisfaction in every respect, and demand it every time, see that you order ACME CANS.

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**MONTREAL**

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*Firms Abroad Open for Canadian Business*

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PROVISIONS      POULTRY  
CEREALS  
LIVERPOOL, Produce Exchange Bldg.

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

This space \$15.00 per year.

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Est. 1878. 10 North John St. LIVERPOOL ENGLAND. Splendid connections and references. Try us with a shipment of  
**CANNED GOODS.**  
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invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference — Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds

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Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions. A1, Western Union. Highest References.

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invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

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Provision Merchants.  
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Liberal advances on consignments.

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Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes.  
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.  
Best attendance on consignments. HIGHEST BANK REFERENCES.

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*Reindeer*

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

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The Consumer uses it with satisfaction.*

**EVERY CAN GUARANTEED**

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

## THE Manitoba Canning Co. Ltd.

We are now working with new plant and all the latest improvements in canning machinery and start selling our new pack this month.

CALL or SEND for samples to

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WINNIPEG,**

and compare our goods with other brands.

TRY our new **Corned Beef** preserved by a **Vacuum** process. It is a delicacy.

## CEREALS AND CONFECTIONERY

**Car Shortage Curtails Supplies of Western Wheat East of the Lakes and There is a firmness in the Price of Wheat and Oats.**

There has been no marked activity in the Canadian grain markets. The car shortage continues a drag on business. Receipts at Fort William and Port Arthur are not half of normal. Stocks of western grain at eastern lake ports are about exhausted and there is no chance of getting all-rail shipments through within six weeks or a month. This gives a firmer tone to the market for both wheat and oats. The New York Journal of Commerce, reviewing last week's grain markets, says: "The speculative markets in grain have been characterized by more strength and a little more activity the past week, based upon increased export demand for both wheat and corn, of which the offerings have been moderate or even light, and this has deterred short selling. But the large shorts have not yet been driven to cover as there has been no especially new feature in the crop situation at home or abroad to drive them in, except in Argentina, but the smaller shorts have quite generally covered. The United Kingdom has been the largest buyer of both the export staples, but the continent has also been in the market. Statistics, both foreign and domestic, have been favoring the bulls since the last half of the crop year began, and while foreigners are patient buyers, and do not bid when stuff is not offered, they take everything on the market when it is offered. This has given a very firm undertone to the market for both staples on the spot, and this was communicated to the options though the feeling is still bearish, but gradually changing to the bull side, as it is pretty evident that Europe will want all the surplus of both wheat and corn that we have to give them and as fast as they can get it. In flour, however, there has been no improvement, but rather a weakening tendency, on some increased pressure to sell, in order to keep mills running, even without a fair miller's profit, as there has not been the export demand, so far on this crop that was expected, and foreign markets are still out of line with ours on both winters and springs, but there was a steadier feeling at the close on the belief that the home trade are getting sufficiently low in stock to be compelled to come in more generally for supplies in the near future. The concessions made during the week have not amounted to over 5c. on winters and 5 to 10c. on springs." This week the market turned a little easier again. Bradstreet's report of the world's visible supply showed a decrease of 2,200,000 bushels of wheat, compared with a decrease of 71,000 bushels last year; an increase of 1,276,000 bushels of corn, compared with an increase last year of 915,000 bushels; oats de-

creased 722,000 bushels; year ago 795,000 bushels. Primary receipts of wheat 486,000 bushels, against 630,000 bushels; shipments, 214,000 bushels, against 200,000 bushels. Receipts of corn, 829,000 bushels, against 714,000 bushels; shipments, 323,000 bushels, against 438,000 bushels.

### MONTREAL.

**GRAIN**—Grain continues quiet. The scarcity of cars which was so felt by grain merchants is not so bad this week, and a few lots have been shipped out of the city which have been delayed for a long time. Prices show no change.

No. 4 barley, store.....	0 53
Feed barley, store.....	0 51½
No. 2 white oats ".....	0 42½
No. 3 white oats ".....	0 41½
No. 4 white oats ".....	0 40½
New No. 3 yellow corn.....	0 54
No. 2 peas, basis 78 per cent. points.....	0 80

**FLOUR**—Trade is quiet at prices which are unchanged. There is little de-

### NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers.

### QUANCE BROS

MILLERS OF CHOICE

**WINTER WHEAT and MANITOBA FLOUR  
BUCKWHEAT and RYE FLOUR**

WRITE FOR QUOTATIONS.

DELHI, ONT.

### There May Be Other Ways—But

*your best way* of luring success is to carry a good supply of our *Pearl and Pot Barley*.

N.B.—Your address on a post-card will bring our prices

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Quick Shipment

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Granted the highest awards in competition with other makes.

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### Are You Content?

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## Things Are Coming Our Way

In the shape of orders, but we're always prepared to meet the demand.

### HOW ABOUT YOU?

Are you featuring

## McIntosh's Famous Brands?

That certainly is a sure way--the surest we know about--to build up a permanent and paying trade.

**"Swiss Food," "Beaver Oats"**  
and  
**"McIntosh's Crown Brand Rolled Oats"**

are all sureties of commercial success.

The big premium (766) goes with **"Beaver" Brand.**

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### 25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

## BEST BAKERS' FLOUR IN THE WORLD

is produced by the perfect union of skilled milling and fine wheat. This ideal is thoroughly realized in

## PURITY FLOUR

It contains nothing else than the very choicest Manitoba Hard Wheat. The Wheat itself is made into flour by the most skilled and scientific millers in the best improved milling plant in the world.

For Superior Bakers' Trade **PURITY FLOUR** is without a peer in the Great Dominion.

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**Cailler's**  
GENUINE  
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*Its purity and absolute perfection  
has made it the standard of all  
Milk Chocolates.*

It is distinctly a European household staple.  
The taste of the Canadian consumer will  
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Dominion that we are making  
the finest*

**Milk Chocolate**

*produced in the world, and are using  
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**Cowan's Cocoa**  
(Maple Leaf Label)

**Absolutely Pure.**

**THE COWAN CO., Limited**  
**TORONTO**

A LINE THAT WILL PLEASE YOUR CUSTOMERS

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

The merchants and grocers  
of 25 Years Ago  
and who are still in business found that

**MOTT'S  
Chocolate**

"Diamond" and "Elite"  
brands

was the most satisfactory all round, quality, price and  
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Mince Meat**

WE RECOMMEND

N. & B. Jelly Powder, N. & B. Icing  
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Seed.

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QUALITIES OF A GOOD SALESMAN

R. T. CRANE, in the Valve World.

Some people seem to believe that a good salesman is one who is able to deceive, humbug, cheat and defraud the buyer, and this, aside from the question of morality, and considered only from the money-making point of view, may be true where the business is such that the seller does not expect to meet or sell to the same person a second time. We claim, however, that any enterprise which is conducted in that manner is not entitled to the dignity of being classed as a business, for it is nothing more than a swindle.

We maintain that in an ordinary business it is not good policy for salesmen to practice the slightest deception, and one of the first things that we require of our men is that they shall be absolutely honest, frank and fair in their treatment of our customers. We think the value to a salesman of having these qualities appear in his every feature and action and suggested by every word that he utters cannot be overestimated.

Every purchaser is, we believe, desirous of dealing with a house that supplies honest goods at honest prices, that carries stocks in sufficient variety and quantity to take care of his requirements without delay, and where he can be sure of always obtaining the same line of goods.

It is a great relief to a buyer when he finds such a concern, and he should at once see that it is to his interest to confine his dealings to that house, as he is usually so fully occupied in looking after the other portions of his work that he cannot afford to spend his time endeavoring to ascertain whether he has been defrauded either in the quality of goods or in prices.

Trade Only With Reliable Firms.

From our own experience, we know it is a great satisfaction, when purchasing goods, to feel that we are dealing with a house having such a reputation. In fact, we have made it a rule to trade only with concerns of that kind.

For a firm to gain and maintain a reputation for fair dealing, it is not enough for the firm itself to be honest, but the policy of the house must be reflected by the salesmen, who, in many cases, are the only persons connected with the firm the trade ever meet. Hence the importance of having salesmen of good character, who, in soliciting business, make only such statements as the house can live up to. It is apparent, therefore, that an honest concern cannot afford to employ untruthful salesmen, as nothing will cause it greater injury than to have such men out among the trade.

On the other hand, a house selling inferior goods needs salesmen who can and will lie sufficiently to conceal the inferiority beneath a cloak of plausible phrases. Therefore, when we find by experience a salesman whose statements are always correct, and who will not stoop to misrepresentation, we are convinced that his house is honest and reliable, and are disposed to give him our business.

For a salesman to impress the trade in this way involves something more than simply refraining from lying. He must confine himself to what he knows

to be true, neither deliberately lying, nor mixing up guesses opinions and facts in such a way as to deceive or mislead the customer, who, after having discovered a deception, can rarely be sold to again by the salesman, with the result that the house loses a customer.

Salesmen Must Know Goods.

Many salesmen are apt to be slovenly and careless in their replies to questions, sometimes possibly with the intention to deceive, but probably many more times for the purpose of concealing their ignorance on the subject about which they are questioned. This is a practice that we most strongly condemn. We very much prefer that our men shall acknowledge their ignorance to the customer and suggest to him that he apply to the house for information, if the matter is of sufficient importance to take that trouble. While salesmen are not expected to give customers unusual or technical information, still it is exceedingly desirable that they should have an extensive knowledge of the goods they are handling so as to be able to describe their goods and answer questions likely to be asked.

Occasionally a salesman is asked his opinion as to market conditions. Our salesmen are instructed not to give any opinion in the matter of prospective rise or fall in prices, as in our judgment salesmen are not in a position to be reliably informed as to the prospective trend of prices, and we cannot afford to have them deceive or mislead the trade in this way. Any more than we can afford to have them misrepresent the quality of our goods. In any event, we do not care to encourage our customers to gamble on the market. However, if customers have contracts on which they would stand to suffer loss if prices were advanced, we feel that it would not be at all improper for our salesmen as a matter of safety to the customers, to recommend that they place orders to cover such contracts.

Cut Out Treating Habit.

One mistake that salesmen frequently make is to urge an audience with a man when he is busy, thereby annoying him so that he will not give them a proper reception. Besides being tactful, it goes without saying that salesmen should be men of good address and affable in manner.

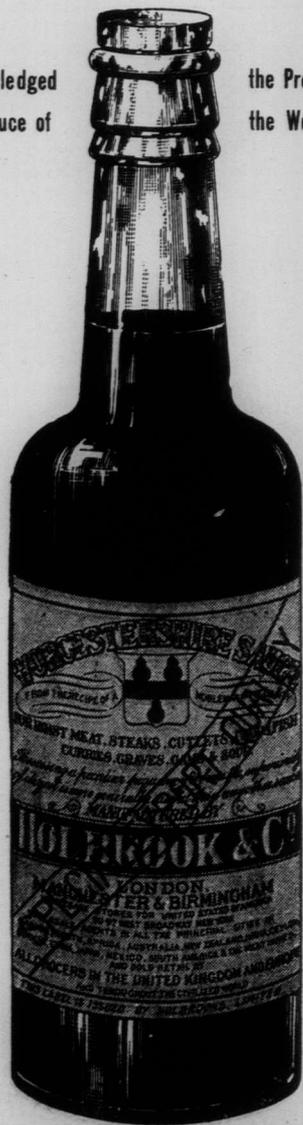
Another feature of the subject which some of the older people in business will remember was a common practice in the past, was the custom of drinking and carousing with customers. In those times some dealers kept a bar in their stores, others would have jugs or bottles of whisky on hand for their customers, and it was looked upon as being rather necessary for salesmen to take people out and entertain them by drinking and carousing with them in order to hold their trade.

We are pleased to be able to state that this practice has almost totally disappeared, business now being transacted more strictly on the basis of merit than was formerly the case. We laid down the rule years ago that if a man's trade could not be obtained without having our salesmen dissipate with him, we did not want it at all.

The Genuine  
**HOLBROOK'S**  
WORCESTERSHIRE  
SAUCE

Acknowledged  
Sauce of

the Premier  
the World



**Holbrooks Limited**

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Canadian Manager, - H. GILBERT NOBBS

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**CANADIAN BACON IN ENGLAND.**

(By P. B. MacNamara, C.C.A. at Manchester, Eng.)

The past twelve months has been by no means a bumper year for Canadian bacon. The first half of the year brought full supplies, and whilst prices at no point touched the curer's notion of what they should be, yet Canadian bacon held its own amongst numerous competitors and came out very little behind its two principal rivals—Irish and Danish. Since August, supplies of Canadian bacon to this country have been very meagre, owing to a deficiency in the supply of hogs and the unusually high prices prevailing. It has been fortunate for Canadian shippers that the quantities placed on the English market have been small, for the prices have been very unprofitable. If Canadian bacon is to maintain its position on the British market, the shipments must be on a more liberal scale. The English merchants look hopefully to the time when Canada can produce more hogs, and there is a generally expressed wish that her vast resources should be turned in this direction by an increase in the number of hog-producing centres.

The quality of Canadian bacon is uniformly good. The feeding of hogs, the selection of the bacon, the mildness of the cure, the transit to this country, and the facilities for placing it on the English market here could not be improved.

Canada has not been alone in the diminution of shipments of bacon to the English market, as the shrinkage in shipments from the United States during the last few months has been very great, and at the time of writing it has been estimated only 8 per cent. of the American bacon products is being sent to Great Britain; dear hogs and the good condition of the home trade being accountable for this fact.

**CANNED GOODS AND CHEESE IN AFRICA.**

W. T. R. Preston, acting Canadian commercial agent in South Africa, is a keen observer. If his views expressed in the succeeding paragraphs are well founded there are considerable possibilities of increasing South Africa's consumption of Canadian canned goods and cheese. This is important. Both industries are indigenous in Canada and the expansion of each is limited only by the consumption at home and abroad and the means of inter-continental transportation. This last is not at present what it should be for the development of trade between the African and American sections of the empire. Mr. Preston writes:

"There is very active demand for Canadian cheese and Canadian canned fruits. In respect to both these commodities in order to ensure profitable sale they must be of the best quality. In respect to fruit the cheaper or coarser grades grown here are always in the market, and that is why a demand exists for a finer fruit in canned goods. In reply to a late correspondent, a Canadian canning company manifested a desire to place their goods on the South African market by the labels used by them and forwarded to the correspondent a set or sets of the labels in question. Upon interviewing the gentleman I was informed that he found it practically impossible to secure orders without samples of the

goods. He told me that a set of samples, such as the letter from the Canadian company indicated, would ensure considerable business, but being without the samples he would not be able to secure orders. The general agency here with a full set of samples of goods would undoubtedly promote a profitable trade between South Africa and Canada.

"In as far as I have been able to learn on the question of Canadian cheese, the bulk of this commodity which reaches here comes via England, and is not the best quality of this Canadian product. I have seen a much better and finer grade of Canadian cheese both in Canada and in Great Britain then I have been able so far to find in South Africa. In my opinion on this subject is well-founded as it appears to be, the trade in this commodity is not being developed on favorable lines."

**ALBERTA GOVERNMENT CREAMERIES.**

The Government of Alberta's creameries have had another successful year. Dairy Commissioner C. Marker, reviewing the season of 1906, says:

Taken as a whole the past season has been one of the most successful we have had since the creamery work was inaugurated in Alberta. The Provincial Government operated thirteen creameries with a total butter output of 1,050,536 pounds for the six summer months netting at the creameries the handsome sum of \$222,970.77, giving an average price of 21.228 cents per pound at the creameries, which were patronized by 1,755 patrons, the vast majority of whom are now preparing to make next year's business the best on record.

Not so very long ago dairying in Alberta was regarded by many as a mere make-shift, a present necessity to provide a little ready cash, but only to be abandoned as soon as the herds of cattle or the grain crops became sufficiently large to provide for the farmers the necessities and comforts of life. But what do we find now? Dairying is rapidly becoming recognized as an industry in the province, an industry which gives both ample scope and satisfactory returns for the ability and intelligence devoted to it by the dairymen. During the past year over two million pounds of butter have been manufactured in the creameries in this province as against less than four hundred pounds in the year 1902 and the product of the Alberta creameries is rapidly becoming a factor in the supply of our western markets.

As long as the farmers of Alberta find it to their advantage to engage in dairying they should be satisfied with nothing short of the best, the best quality of product, the best market and the best returns.

**DEMONSTRATION AT CARSLY'S.**

Ribet's Swiss Chocolate and Cocoa are being demonstrated at Carsley's in Montreal. W. H. Halford, acting for S. H. Ewing & Sons, the agents, has charge of the demonstration, which has been very successful. Ribet's goods are newly before the Canadian trade, but have been received with favor. The various lines are neatly put up and the outside of the package by no means belies the inside, as the quality is of the first.

**TRADE NOTES.**

Cox's gelatine postal scales are being distributed by agents of that firm. The scales are quite useful, and are being given away to customers in all parts of the country.

G. O. Stratton has purchased the Main St. grocery of the late K. McLean, Moncton, but the Highfield Store will be continued under the name of D. L. McLean.

Robert T. Holman, one of Prince Edward Island's foremost merchants, and head of the firm of R. T. Holman, Limited, Summerside, died on Dec. 11th, at the age of 79.

Docker & Fraser, Heward, N.W.T., are dissolving partnership, and the business will be continued by G. B. Docker. Munro & Co., of the same town, have been succeeded by Munro Bros.

George Wenino, of Sarnia, is one of the grocers who believe in a confectionery department. Mr. Wenino has just added a home made baking department and a candy kitchen to his already complete grocery.

The Foster Pottery Co., Main St. West, Hamilton, is sending out a neat calendar, entitled "Black Bass Fishing." The photo is realistic and summery enough to cause many a sigh for "the good old summer time."

Recently the Canadian Sign Company, of Amherst, N.S., supplied the store of C. E. Bentley & Company, Toronto, with eight very attractive signs. The designs are very artistic, and it is likely that the company will reap benefit from their investment.

Herbert Crossthwaite, formerly a traveller for the Erie Tobacco Co., Windsor, died at his home in Toronto on Dec. 23rd. His death was due to an accident received while diving in Port Dover harbour a year ago last July, which resulted in paralysis. He was 26 years of age.

James Whitehead, of Whitehead & Huether, Walkerton, speaking to a grocery traveler of long standing, this week said the Christmas trade of 1906 has been, by long odds, the best and most satisfactory they had ever known. The traveller had got a share of it, and voiced the same opinion.

A dainty New Year's reminder reaches The Grocer from the editor and staff of Corn Trade News and Milling, London, Eng. The matter is printed in black and red on a heavy white stock, embossed with a gilt statue of Ceres. The Grocer heartily reciprocates the kind wishes contained in the card.

S. H. Ewing & Sons, Montreal, have issued, for 1907, one of the richest and neatest calendars noticed by The Grocer this season. The designs are in plaque style, richly colored and embossed, and the entire card finished in the highest lithographic art. These calendars, which are about 8 inches square, will be keenly sought after by the customers of Messrs. S. H. Ewing & Son. A post-card referring to this notice will bring one if the supply has not run out, there having been a good demand for these beautiful cards.

## A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

“Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with.”

**N**EW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

## FRUITS, VEGETABLES AND FISH

Dealers Now Satisfied January, 1907 Will be One of the "Best Ever" in the Fruit Trade—Fish and Vegetable Trade Quiet.

It is now expected that the protests of the fruitmen in regard to the new duty on muskmelons and peanuts will shortly result in something definite, and it is not improbable that when the final draft of the tariff is made, these articles will be placed on their former basis. The matter has been under discussion during the past few days, and a definite announcement is expected at any time.

The market for navel oranges in New York is very firm for desirable sizes. Rain in California and Mexico has again interfered with shipments, and the transportation problem is not yet solved. An example of the poor service is seen in the case of a Toronto firm who had a shipment of Mexican oranges 20 days on the road. The general trade is reported excellent, and for probably the first time in twenty years the market has passed the Christmas season without a bad after-effect. One dealer states that in the first week of January this year his sales were greater than for all four weeks of January, 1906.

In fish and vegetables there is little of interest.

### MONTREAL.

GREEN FRUITS—Dealers report a very fair business in fruits for the season. Florida oranges have been advanced and are now selling at \$4. Oranges are in good demand at prices quoted. Lemons are selling fairly well. Prices generally are well maintained.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	
" " bunch	2 00	
Cocoanuts, per bag of 100	4 25	
Pineapple, crate	4 00	
Kumquats, box	0 20	
Mandarines, box	1 00	
Tangerines, half box	2 50	3 00
Egg plant, doz	2 50	3 00
Apples, bbl	3 00	4 50
Lemons	2 00	2 50
Pears per half box	2 75	
Mexican oranges, box	2 40	
California oranges, row navel	3 35	3 50
Jamaica oranges, per bbl	4 75	
Jamaica oranges, per box	2 65	
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" " Canadian, bbl	8 00	
Florida grape fruit, box	3 50	
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	7 50	

VEGETABLES—Business is but fairly good. There is demand for many lines but large quantities are not being sold. Prices are too high to warrant business of any volume. Potatoes are quoted this week 85 cents to 90 cents a bag. Mushrooms are higher, 90 cents now being asked.

Parsley, per doz bunches	0 75
Sage, per doz	0 60
Savory, per doz	0 60
Montreal cabbage, per doz	0 50
California tomatoes, crate	2 25
Florida tomatoes, crate	6 00
Turnips, bag	0 75
Water cress, large bunches, per doz	0 75
Lettuce, per doz	0 40
Boston lettuce, per doz	0 75
California celery, crate	7 00
Spinach, per bbl	4 50
Cucumbers, per doz	2 50
Celery, per doz	0 25
Potatoes, per bag	0 85
New potatoes, lb	0 05
" " bbl	8 50
Jersey sweet potatoes basket	2 00
Spanish onions, crate	7 50
" " 56 lb cases	9 95
Red onions, bbl	3 50
Bets bag	0 75
Green Peppers, crate	8 00
Carrots, bag	0 90
Green beans	10 50
Mushrooms, lb	0 90
Horseradish, lb	0 15

FISH—Dealers are doing a good business in fish at prices, which, on the whole, are very steady. Cod and haddock, which are in good supply, are in demand at prices which have not changed since last week. Some small quantities of fresh frozen herring have arrived and are now on the market at figures which are likely to be maintained. There has been an advance in tomcods since last report. Receipts of bloaters and haddies are large. Prices are without change on these lines. Oysters in bulk are arriving very freely. Barrils are quoted at \$8. Standards and selects are down ten cents.

Fresh and Frozen Fish	
Fresh haddock, express, per lb	0 03 1/2
Halibut	0 04
Grass pike, round "	0 05
Grass pike, dressed "	0 06 1/2
Market cod	0 03 1/2
Steak cod	0 04 1/2
Mackerel, large	0 10
Dore	0 08
Whitefish	0 08
Small sturgeon	0 08
E. C. salmon	0 10
Qual'a salmon	0 07 1/2
Smelts	0 09
New tomcods, bbl	1 90
Frozen herring, bbls. 300 fish, per 100 fish	2 10
" " less than bbls., per 100 fish	2 10
Smoked and Salted—	
St. John bloaters	1 25
Haddies in 15-lb boxes, per lb	0 07
Smoked herring, per lb	0 11
Yarmouth bloaters, box	1 25
Skinless cod, 100 lb. cases	5 50
Boneless, 20 lb. boxes	0 01
Boneless fish, 20-lb. boxes, bricks	0 05 1/2
Boneless fish, 25-lb., boxes, per lb	0 04 1/2
No. 1 salt eel	0 05
Dry cod in bundles	6 50
Oysters—	
Standards bulk, per imp. gal	1 40
Selects, bulk, per gal	1 60
Malpaque shell oysters, bbl	8 00
Oyster pails, pints, per 100	1 00
" " quarts	1 25
Pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" " per half bbl	3 25
No. 1 N.S. herring bbls	5 00
" " half bbls	3 00
No. 1 Mackerel per pail	1 75
No. 1 Lake Trout, 10 lb. kegs	5 00
No. 1 Sea trout, 100 lb. kegs	5 50
Labrador salmon—	
" " in bbls	12 50
" " tierces	18 00
" " in 1/2 bbls	7 00
No. 1 green cod, in bbls. of 230 lbs	7 50
Small	5 50
New turbot, bbls 200 lbs	10 00
Pickled sardines " bbl	6 50
" " h.f. bbl	3 00

### TORONTO.

FRUIT.—A few minor changes in orange quotations are noted, and prices of bananas show greater range. Cranberries are quoted generally at \$10 to \$11 per barrel, as last week, although stock which has opened up a little soft is being offered at as low as \$5.50.

Oranges, Jamaicas, per bbl	4 50
" " per box	2 50
" Florida, 12's-21's	2 65
" Mexican, 12's-21's	2 25
" Tangerines, half box	2 50
" Valencia, 42's and 71's	4 10
" navel, 35's, 25's	3 00
Grape fruit, 45's 80's	3 00
Lemons, California, boxes	3 50
" Messinas, 30's-36's	2 50
Limes, per crate	7 00
Pineapples, Florida, 30's and 24's	4 25
Apples, snows	2 00
" Spies	3 00
" Baldwins	2 00
" Greenings	2 00
" Kings	2 10
Bananas, per bunch	1 40
Red bananas per bunch	3 50
Grapes, Almeria per barrel	6 50
Chestnuts, per c k. \$1.50 to \$1.75 per bush	5 50
Cranberries, per barrel	10 00
" " crate	3 50

VEGETABLES—The only alterations this week are in onions, which have ad-

## GRAPE FRUIT

is now at its best. Just the fruit to recommend to your customers. It is a great favorite in the sick-room. Our brand is the best out of Florida.

## ORANGES

Navels, Floridas, Mexicans

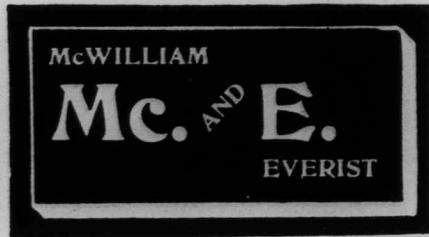
Our selections in these Oranges have been made with the greatest care.

Condition, Quality and Price.

## LEMONS

The large importing markets show an increase in cost of Lemons, but our prices remain firm. We are direct importers from Messina, and we give this advantage to our customers.

Evaporated Apples, California Celery,  
Bananas, Nuts,  
Etc., Etc., Etc.



TORONTO

## DRIED APPLES

BRIGHT, DRY STOCK  
WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

# BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

Oakville Basket Co.  
Oakville, Ont.

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selling at p  
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Potatoes, Delawa  
" Ontario  
Sweet potatoes, imp  
Onions, Spanish,  
" Yellow  
" Canada  
Cabbage, new Ca  
Beets, new, per b  
Carrots, Canadian  
Lettuce, per doz  
Lettuce, Boston,  
Green onions, per  
Radishes, Canadi  
Cucumbers, hot l  
Mushrooms, imp  
Beans, white, per  
" har  
" Lima, per l  
Watercress, per c  
Tomatoes, Califo  
Peppers, per basi  
Parsley, per doz  
Turnips, per bag  
Mint, per doz...  
Celery,.....  
" Californi  
Squash per doz  
Vegetable marro  
Leeks, per doz  
Pumpkins, per d  
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Sage, savory, th  
Oyster plant, per  
Artichokes, per  
Rhubarb, per do

FISH—P  
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Fresh halibut  
Haddock, fresh  
Fresh cod, per l  
Fresh lobsters, l  
Shrimps per gal  
Whitefish, per  
Salmon trout, p  
Clasoes, per bas  
Striped bass, pe  
Blue fish, per lb  
Fresh mackerel  
Home cured blc  
Eastern salmon  
Finnan haddie,  
Oysters, per gal  
Labrador herrin

Frozen Halibut  
Pink Salmon, p  
Red  
Fancy Manibot  
Smelts, No. 1, p  
" extra, p  
Lake Superior l  
Pike, per lb...  
Yellow pickerel  
Kippered herri

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tomatoes

vanced slightly, and cabbage, which is selling at prices up to \$2 per barrel. California celery is now in great variety. The potato market is reported very quiet.

Potatoes, Delawares, per bag	0 85	0 90
"    Ontario	0 75	0 75
Sweet potatoes, per hamper	2 60	2 25
Onions, Spanish, per large case	2 50	2 75
"    small case	0 90	1 00
"    Yellow Danvers, bags	1 15	1 25
"    Canadian, per bag	1 15	1 15
Cabbage, new Canadian, per bbl.	1 25	2 01
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads	1 03	1 25
Green onions, per doz.	0 50	0 60
Radishes, Canadian round, per doz.	2 50	2 50
Cucumbers, hot house, per doz.	1 00	1 00
Mushrooms, imported, 1-lb. boxes, per lb.	1 50	1 60
Beans, white, prime, bush	1 65	1 75
"    hand-picked, bush	0 08	0 06
"    Lima, per lb.	0 25	0 25
Watercress, per doz. bunches	2 75	2 75
Tomatoes, California, per crate	0 20	0 25
Peppers, per basket	0 35	0 35
Parsley, per doz.	0 15	0 20
Turnips, per bag	0 40	0 50
Mint, per doz.	0 40	0 50
Celery, California, per case, 5 to 9 doz.	5 50	5 50
Squash per doz	1 03	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	0 75	1 00
Pumpkins, per doz	0 75	1 00
Parsnips, per bush	0 10	0 10
Sage, savory, thyme, etc, per doz bunches	0 40	0 40
Oyster plants, per doz bunches	1 00	1 50
Artichokes, per bag	1 50	2 00
Rhubarb, per doz. bunches	1 50	2 00

FISH—Pike is quoted again this week; also yellow pickerel and kippers. Sea herring is not listed, all stock being exhausted. Oyster quotations are in greater range, prices running from \$1.70 to \$1.90.

Fresh halibut	0 18	0 18
Haddock, fresh caught, per lb.	0 08 1/2	0 09
Fresh cod, per lb.	0 08	0 09
Fresh lobsters, boiled, per lb.	0 20	0 25
Shrimps per gal.	1 25	1 25
Whitefish, per lb.	0 10	0 12
Salmon trout, per lb.	0 09	0 10
Oscoes, per basket	1 00	1 25
Striped bass, per lb.	0 15	0 15
Blue fish, per lb.	0 20	0 25
Fresh mackerel	0 20	0 25
Home cured blasters, per basket	1 25	1 25
Eastern salmon, per lb.	0 20	0 20
Finnan haddie, per lb.	0 07 1/2	0 08
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl.	3 00	3 25
"    bbl	5 50	6 00
Frozen Halibut, per lb.	0 10	0 10
Pink Salmon, per lb.	0 09	0 09
Red	0 10	0 10
Fancy Manitoba white fish, per b.	0 10	0 10
Smelts, No. 1, per lb.	0 15	0 15
"    extra, per lb.	0 11	0 11
Lake Superior herrings, per lb.	0 07 1/2	0 07 1/2
Pike, per lb.	0 05 1/2	0 05 1/2
Yellow pickerel	1 25	1 25
Kipperred herrings	1 25	1 25

**TOMATOES AND PURE FOOD LAW.**

An American Broker's View—New Law a Good Thing for the Trade.

A Maryland firm of canned goods brokers, Strasburg, Silver & Co., dilating on the situation after the holiday festivities and in view of the fact that the Pure Food Law came into effect on Jan. 1, say: "The unexpected has happened, and the round dollar is the low-down price, not many to be had at that. Of course a car or two can be had for less, but who wants canned tomatoes that are not pure legally and effectually pure, the kind after which the Pure Food Law was framed and with which it was compelled to comply, not the reddish, over-green, unripe, cholera-morbus kind, but the kind that invigorates and does not inebriate. Packers down this way are overjoyed over the new law; nolens volens, it will keep the other fellow from packing inferior grades, the kind that fill and continue to fill the retailers' shelves instead of filling the wants of the consumer. When the retailer stocks up with tomatoes of the "trashy sort" his same

**FISHING FOR BUSINESS**

We use as our bait "Low Prices" and you catch High Quality Fish

**HALIFAX FROZEN SEA HERRINGS**

We have the only two cars of this season's catch in Toronto. Guaranteed 60 lbs. to 100 count, and fine bright stock.

**FRESH CAR BRITISH COLUMBIA SALMON AND HALIBUT**

**QUALLA SALMON**

Pink flesh, headless and dressed, our leader, 9c. lb., case lots, 8 1-2c. Also

**CAR GEORGIAN BAY FROZEN TROUT**

We can satisfy the most exacting on their fish business. One of the largest stocks to choose from.

**WHITE & CO., Limited**  
TORONTO

BRANCH AT HAMILTON

**DO YOU HANDLE?**

**"ST. NICHOLAS"**—The standard of an honestly packed prime box of Lemons  
W. B. STRINGER & CO., Sole Agents, TORONTO

**California Navel Oranges** We have the best.

Fancy, \$3.50 per box. Choice, \$3.25 per box. Off sizes, \$3.00 per box.

**THE DAWSON COMMISSION CO., Limited, TORONTO**

Cor. West Market and Colborne Sts.

Good demand for Chickens now.

**ARRIVALS THIS WEEK**

ONE CAR FANCY CALIFORNIA NAVELS      ONE CAR FANCY BANANAS  
Fine color and excellent quality  
ONE CAR VALENCIA ORANGES      Also CALIFORNIA CELERY—OYSTERS—  
Ordinary and large 420s, fine quality and      HADDIES, Etc.  
cheap  
**HUGH WALKER & SON      GUELPH, ONT.**

**HEAD QUARTERS FOR**

**Florida and California Green Fruit and Vegetables**

We are sole Eastern Canadian Agents for Chase & Company, Florida; Stewart Fruit Company, California; also represent Glover, Hill & Co., Liverpool, for the distribution of Valencia Oranges and other Spanish products. Prices for carload lots furnished the wholesale trade on application. We also cater to the retail dealers for small lots of all kinds of Fruit and early Vegetables in our market—our prices consistent with good quality. Give us your orders.

Long Distance Phone      MONTREAL FRUIT EXCHANGE      195 MCGILL STREET, MONTREAL  
M. 2702

**BANANAS**

exclusively the year around.  
Best fruit Properly crated Lowest prices

**JOSEPH BROWN & SONS**  
29 and 31 Youville Square  
Montreal

**FINKLE & ACKERMAN**

BELLEVILLE and BOWMANVILLE  
ONT.      ONT.

**DRIED APPLES**  
Highest Prices paid.

customer seldom makes a second purchase and never a third, but when the consumer meets with a pure unadulterated brand, having been packed in its highest state of lusciousness from a near-by field, and then hermetically sealed, retaining all of its natural flavors he wants more and many more. This new federal law will therefore be a boom to the tomato business, increasing consumption. Demand and necessities of supply will naturally insure higher prices for future tomatoes, which cannot be packed pure in high-priced cans and everything away above last year at indefinitely higher prices and sold at 80 cents for 3s and 60 for 2s, without loss to the packer. Verily, the packer and his employe must be paid to insure a healthy condition of affairs, and we don't believe that the jobber, retailer or consumer wants to escape a reasonable profit to the producer, nor does the jobber want a future contract for delivery ten months hence signed by a straw seller, making him feel more like chaff at delivery time, if the market is up a little, as it will doubtless be. Pure goods increase consumption and higher prices must prevail as long as demand is greater than supply. Demand increases output likewise and yet there is no danger until the output exceeds the demand. We would suggest the early covering of futures if you can find the right seller, but a contract with the wrong seller is worse than valueless; to think that you stand on a prop when you don't is disappointing;

if it should be a contract, why not for a given quantity as well as quality, not the pro rata kind because sufficient goods will always be packed to fill all future orders and the buyer has a right to what he buys as well as the seller to settlement as per contract. An esteemed contemporary has said: 'Children pay with marbles, men with money.'

Newton A. Hill, representing L. Chapat Fils & Cie., Montreal, in the Northwest and British Columbia, is leaving this week on his first trip for 1907. This is Mr. Hill's fifth year on that ground, and he has secured a good share of the trade of that section.

**THOUSANDS  
SAY OUR**

**Jams and Jellies**

**ARE THE BEST.** Those who have used our

**Pure Apple Juice**

**WILL HAVE NO OTHER.** Would you like to know our special proposition? A post card brings it.

The Belleville Fruit and Vinegar Co., Ltd.  
Belleville, Ont.

**OUR BUSINESS**

IS

**Fruit and Nuts**

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

**We Are Fully Alive**

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

**We Are Reaching Out**

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

**Fruits, Green and Dried, and Nuts are our Specialties.**

**Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.**

C. & F. prices given for car lots.

**FRED<sup>K</sup>. FISHER & SONS**

St. Magnus House, Monument St.  
LONDON, ENGLAND

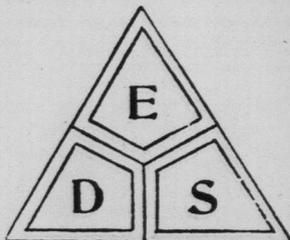
**J.V. DE YBARRONDO & CO**  
Successors to James Violett & Co.  
IMPERIAL PLUMS IN BOTTLES

OF THE OLD & WELL KNOWN BRANDS	WALNUTS IN SHELL & SHELLED
R <sup>o</sup> ROSE CHOICE	GREEN PEAS OLIVE OIL
SUPERIOR EXTRA	MUSHROOMS SARDINES &c
EXCELSIOR	
EXCELSIOR FLOR	

BORDEAUX FRANCE

Shippers Also of

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



**THE BEST BRAND IN CANADA**

I state emphatically, without the least hesitancy, that

**"E.D.S." BRAND  
Jams and Jellies**

is the best brand manufactured in this wide Dominion. It's easy to make assertions. Ask me to prove mine. I promise to satisfy—even suppose there's none but Missouri blood in your veins.

**"E.D.S." Brand Jams and Jellies**

purest, most wholesome as well as best.  
Now is a good time to send in that test order.

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

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



**SHIP TO US**

We pay highest market prices for

**DRIED APPLES**

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

**THE W. A. GIBB CO.**

Packers and Exporters

7 and 9 Market Street,  
HAMILTON

**W.S. LOGGIE CO., LIMITED**

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

**GROCCERS, CONSIDER YOUR CUSTOMERS'  
HEALTH BY BUYING**



**WAGSTAFFE'S Fine Old English  
Pure Orange Marmalade**

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

**Pure Orange Marmalade**

---

---

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

**Wagstaffe's Fine Old English  
Pure Orange Marmalade**

---

---

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

**WAGSTAFFE'S FINE OLD ENGLISH PURE ORANGE MARMALADE**

**MADE IN HAMILTON, CANADA, BY**

**WAGSTAFFE, Limited  
The Pure Fruit Preservers.**

<b>FRESH</b>	<b>FROZEN</b>	<b>SALTED</b>
Haddock Cod White	Lake Herrings Trout Halibut Qualla—Pink Salmon Manitoba White B. C. Salmon Smelts Flounders Mackerel Striped Bass Yellow Pickerel Pike	Labrador Herrings Salmon Trout Mackerel
<b>SMOKED</b>		<b>PREPARED</b>
Ciscoes Finnan Haddie Bloaters—Mild Cured Kippered Herrings Digby Smoked Herrings		Green Cod Skinless Cod Boneless Cod Shredded Cod

We are carrying a full line of the above and stocks are Al.  
Send along your orders

**The F. T. JAMES CO., Limited**  
Catchers and Wholesale Distributors of Fish and Oysters  
76 Colborne Street . . . . . Toronto

## 6 Reasons for Buying and Selling King Oscar Sardines

- 1 KING OSCAR SARDINES are packed from the choicest fish.
- 2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.
- 3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.
- 4 KING OSCAR SARDINES are boneless and scaleless
- 5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.
- 6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers  
**John W. Bickle & Greening**  
(J. A. HENDERSON)  
Canadian Agents, HAMILTON

**DELICIOUS KIPPERED HERRING**

*We have the Best Pack that was ever placed on the Canadian market.*

Ask your Wholesale Grocer for the

**“BRUNSWICK BRAND”**

**KIPPERED HERRING**  
ALSO  
**FINNAN HADDIES**

PACKED BY  
**Connors Bros., Limited**  
Black's Harbour, N. B.

ST. JOHN  
**FR**  
A choice

We have

P.O.  
Long Dis

**STOC**  
**BO**

All good  
Montre  
Hamilt

**H**

“

A P

ST. JOHN, N.B.

GRAND RIVER

## FRESH FROZEN LARGE SEA HERRING

A choice lot just arrived. They're offered by **Leonard Bros.**, which is a guarantee of their quality. Our prices for the asking.

## FISH OF ALL KINDS

We have the facilities to enable us to supply you at all times with fish of all kinds. It's worth your while getting our price list.

P.O. Box 639

**LEONARD BROS.**

Long Distance Phones

20, 22, 24 and 26 Youville Square - MONTREAL

GASPE

# STOCK TAKING being over, what about fish for LENTEN TRADE?

## BONELESS CODFISH

PACKED AS FOLLOWS:

**H.F. CO.**—In 1 and 3-lb. boxes, and shredded

**SCOTIA**—In 2-lb. boxes, and 1 lb. tablets

**CHEBUCTO**—In 1 and 2-lb. bricks

**WOODSIDE SKINLESS**—50 and 100 lb. boxes

All good profit makers.

Write or see our nearest Agent—

Montreal—A. A. Perry, 6 St. Sacrament St.

Toronto—Anderson Powis & Co.

Hamilton—Alfred Powis

London—Wm. G. Coles & Co

Ottawa—Frank Grierson

Or write us direct. We can interest you

# HALIFAX FISH CO.

LIMITED

## IT'S THE QUALITY

THAT CAUSES PEOPLE TO STICK TO

# "MELAGAMA"

MOTHER'S FAVORITE TEA

A Pure Blend of Ceylon and Himalayan Teas. It Holds Trade. For prices see list in back of this issue.

We have in stock a full line of bulk Teas and our prices are low. Write us for samples.

MINTO BROS., Importers

TORONTO

# THREE HUNDRED AND SIXTY MEN EVERY MINUTE

.....  
 "None of my  
 cigars ever  
 come in for  
 the Tight-  
 Rolling that  
 makes the  
 draw hard,  
 nor the Loose-  
 Rolling that  
 makes them  
 burn badly."  
 J. BRUCE PAYNE.  
 .....

of every hour of every day in the year light either a **PEBBLE** or a **PHARAOH** Cigar. Mr. Grocer! Are you getting your share of the profit?

## PEBBLE and PHARAOH

suit the taste of the man in the street and you'll admit that he's a pretty numerous party.

Since these cigars are so popular they certainly ought to be on your order list.

Once you have proved the absolute squareness of The Payne Plan of doing business you know the better way.

Particulars in January 11th issue. If you have mislaid it drop me a card.

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

# The Smokers of Canada

Do  
 You  
 Know  
 How  
 Much  
**T. & B.**  
 Means  
 To  
 Grocers?  
 You  
 Ought  
 To  
 Know.

**are** practically unanimous in their decision regarding pipe tobacco. All admit that most manufacturers honestly try to produce a perfect pipe tobacco. But—they go on to state emphatically that

## T. & B.

stands in a class by itself—being the best tobacco sold in the Dominion, and equal in fragrance to any high-grade tobacco manufactured on earth. This decision is gratifying to us and to most grocers, because most grocers feature **T. & B.**

**NOTE.—The margin of profit is right—just what you expect.**

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

**HAMILTON, CANADA**

Some Canadian houses, not all their acquaintances, enterprising Syrian early last year, has imprudently to the extent of this story illustrates character that happens to be better not said.

When the Syrian in blossom arrived in Aleppo, dark, with a spare, dark, with a moustache artistic line and had a partner in a small already done on a large scale in Aleppo the Parisian spoke six languages and was engaged in talking fast and others got small eastern adage.

When he arrived some claims against former business, made the and settled with saler he paid others got small

These dispose sell figs and raisins easy; why should a firm that settled as he had? A the wholesale themselves in the

Remember the Sultana crop was prophet knew his fig business turned the crop was raisins that the salers were the Sultanas, necess five one, on a from 12s. 6d. t

When the crop found to be ab the dried fruit very firm. Pri immediately be The Canadian ions, but could their versatile

To appreciate be understood do this fig and basis of a letter way it works:

got an order amount of the through the cu some bank in in Turkey. A be sent to the l Syrian would l shipped the go ter of credit v say to the Ott

## HOW A FRUIT SELLING TURK DID THE WHOLESALE GROCERS

Some Canadian wholesale grocery houses, not all of them in, nor all of them out of Montreal, are mourning their acquaintance with a young and enterprising Syrian, who visited them early last year. He, on the other hand, has improved his bank account to the extent of \$25,000 or \$30,000.

This story illustrates some phases of character that are not all foreign. It happens to be true, so the names are better not said.

When the Sultana raisin crop was in blossom a young man of Smyrna arrived in America. He was tall, spare, dark, with a thin line of black moustache artistically on a horizontal line and had lately been admitted a partner in a Smyrna fruit firm that had already done business on a considerable scale in America. He looked more the Parisian than the Oriental and spoke six languages fluently. His manner was engaging, but strenuous, he talked fast and by preference about figs and Sultanas. His mind was aglow and each idea was illuminated by an eastern adage or oriental imagery.

When he arrived in Canada he found some claims against his firm arising out of former business. These he considered, made the best bargains he could and settled with the cash. To one wholesaler he paid as much as \$300 and others got smaller sums.

These disposed of he started in to sell figs and raisins. And selling was easy; why shouldn't it be, representing a firm that settled the claims against it as he had? As a broker expressed it, "the wholesalers were falling over themselves in their eagerness to buy."

Remember this was long before the Sultana crop was gathered, or any save a prophet knew how it would turn out. The fig business turned out all right because the crop was a good one; it was on raisins that the hopes of the wholesalers were wrecked. His price on Sultanas, necessarily a purely speculative one, on a growing crop, ranged from 12s. 6d. to 17s. a hundredweight.

When the crop was gathered it was found to be about half an average and the dried fruit situation generally was very firm. Prices opened at 30s. and immediately began to climb higher. The Canadian buyers were a bit anxious, but could only wait and see what their versatile friend would do.

To appreciate the situation it must be understood that Canadian houses do this fig and raisin business on the basis of a letter of credit. This is the way it works: When the lively Syrian got an order he got with it for the amount of the order a letter of credit through the customer's bank on, say, some bank in England with business in Turkey. A copy of this letter would be sent to the bank in England and the Syrian would have a copy. When he shipped the goods he presents the letter of credit with the bills of lading, say to the Ottoman Bank in Smyrna,

and in due course it would be honored by the bank in England. The letter of credit might be cashed at any of a dozen banks so that it can be understood that once given it cannot be withdrawn. This means that a letter of credit bears a strong resemblance to gold coin.

The feelings of the gentlemen who had dealt with the Syrian in raisin futures may be guessed at. He did not leave them long in suspense. In due course they got their advices and they were probably more mad than surprised.

The wily Turk knew that if he did not fulfil his contracts his cake was dough. Having decided that he couldn't or could not afford to keep faith he boldly decided to turn the situation to profit. Raisins had risen to 38s. He charged his Canadian customers as high as 50s. and at varying rates shipped orders to exhaust the letters of credit.

Some orders he at first repudiated asserting that they were "confidential" and to be filled or left at his discretion. He changed his mind with regard to these, however, and filled them after his fashion, but his victims wished he had adhered to his original intention. His was an old established concern. The banks had reported his financial standing good and his reputation for integrity blameless. But this young man was new blood. Most foreign speculators in dried fruits prefer to lie down rather than be wiped out when the market goes against them. This enterprising Turk saw larger possibilities in the

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all the Wholesale trade

## CLAY PIPES

The best in the world are made by

### MCDUGALL

Insist upon this make

D. MCDUGALL & CO., Glasgow, Scotland.

To all my customers I wish  
a Prosperous and  
Happy New Year

## JOS. COTE,

IMPORTER AND WHOLESALE TOBACCONIST

Office and Store, 186-188 St. Paul St.  
Warehouse, 119 St. Andrew Street

PHONE  
1272

QUEBEC

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

situation. As default would forever prohibit him from doing business under the same name again, his conscience enabled him to decide that robbery would make the case no worse. A common matter of fact thief would have sat down and figured out his letters of credit in raisins at his factitious price. Not this elegant trifler with wholesale grocery surpluses. He was a man of ideas and imagination. He was blessed with the great gift of humor and made the punishment fit the crime. He distributed favor in the raisin deal in proportion to the size of the fig orders he had secured. One gentleman not only gave him a large fig order but dined him at the leading hotel and it is alleged this wholesaler got his entire order at contract price. Only an artist, and one of fine social sensibilities like Raffles would have taken thought to do that. But he carried the joke to a mean issue and this is where admiration of the Turk must farry. He played with the weights. One firm that got 300 boxes when they should have had 1,000 found the weight of the contracted order short about 2,000 pounds. This was low down. After that we must pass the Turk up.

J. A. Henderson, who has been chief clerk with Geo. Adams, New Westminster, for the last six years, has gone into business for himself in Vancouver.

AN EGG-O-SEE BANQUET.

Annual Gathering of the Big Cereal Company at Quincy, Ill.

The fourth annual gathering of the managers of the Egg-o-See Company at the Newcomb hotel in Quincy, Ill., on Friday evening, Dec. 28th, was an important event for Quincy and a landmark in the history of the company. There were representatives on hand from all corners of the continent. Among the Canadians present were the Hon. John Bain, Ottawa; E. M. Trowern, Toronto; H. C. Beckett, Hamilton, and B. F. Blakeslee, Toronto, Canadian representative of the firm. General regret was expressed at the absence of general manager John E. Linihan, who through illness was unable to attend. Another cause for expressions of regret on the part of several of the speakers was the approaching removal of the general offices from Quincy to Chicago.

The banquet itself was a magnificent affair. The menu was elaborate and included things new as well as appetizing. The menu card was a work of art, with the familiar trade mark of the company embossed on the cover, while inside were pictures of the new office quarters and the famous "There ain't goin' to be no leavin's." The tables, which were adorned with American Beauty roses, were each arranged to seat congenial little groups of four, with the exception of the long table for the speakers, which was elevated above the floor and had seats for fourteen.

At the conclusion of the banquet the oratorical portion of the programme was begun, and addresses were given by President John W. Cassidy, who acted as chairman and toastmaster; John A. Steinbach, Mayor of Quincy; J. L. Mahin, of the Mahin Advertising Agency, Chicago, who talked on the career of Egg-O-See, and the part played in its success by advertising; Brode B. Davis, Chicago; Thomas Balmer, New York, who gave a very practical talk on trade lines; Dr. Otto Bell, St. Louis, on the medical and scientific side of Egg-O-See; Chas. H. Williamson; W. R. Emery, advertising manager of Everybody's Magazine; Judge C. F. Perry, Quincy; Col. Hunter, Chicago; A. C. Monagle, New York manager on "Salesmanship in Cereals"; Robert E. Lee, editor of the Eli Grocer, St. Louis; W. D. Whitmore, New England manager; J. S. Dinkelbohler, Jr., Cincinnati representative, and several others.

During the evening a musical programme was rendered by an orchestra, quartette, and several soloists.

PRODUCE MERCHANTS' ELECTIONS.

January 14, is the date set for the annual meeting of the Montreal Produce Merchants' Association. The election of officers will take place on that day. Nominations for the Presidency already in, are: Fred. Fowler and A. A. Ayer.



## "THE FAIRBANK PLAN"

### LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

- Gold Dust Washing Powder**
- Fairy Soap, Copco Soap**
- Fairbank's Glycerine-Tar Soap**
- Fairbank's Scouring Soap**
- Fairbank's Sanitary Soap**

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.



“Made to Sell”—Good  
“Made to Serve”—Better

A common trait in mankind is to manoeuvre towards what pleases—people who are affable, places that are habitable, goods that are reliable.

It is just as natural for grocers to want to sell reliable goods as it is for grocers to want to get reliable trade.

That is exactly the reason grocers ask their jobber for

**BOECKH'S BRUSHES,  
BROOMS, ETC.**

Always look for the name “Boeckh”

**UNITED FACTORIES, Limited, TORONTO, CAN.**

—BUY—

**Star Brand**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE.

TRY IT



SOLD BY ALL  
JOBBERS

3/4-lb. tins—8 doz. in case.

**1907**

The Black Lead to handle in the New Year will be James' Dome Lead. Gives satisfaction to Customers and saves Dealers trouble. Sales of this article increase steadily each year. Other leads come and go, but **this make** stands the test of time. The reason of this is quality of goods.

**JAMES' DOME BLACK LEAD**

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

# Here

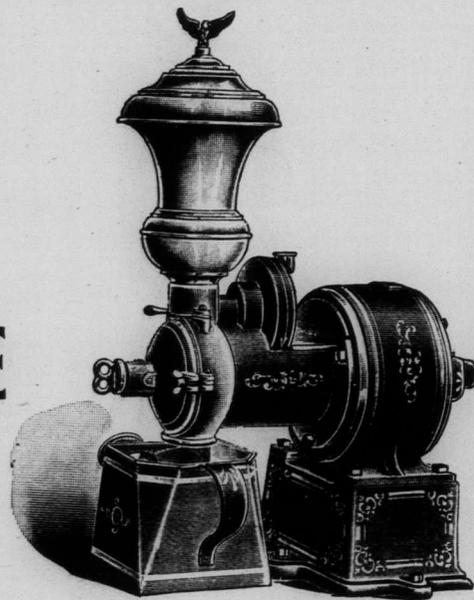
You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

## THE ENTERPRISE

### Electrically Driven Coffee Mill

The  $\frac{1}{4}$  H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize  $\frac{1}{4}$  lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.



## PLANS FOR THE NEW YEAR

should include the perfecting of your store interior so as to insure the best facilities for your customers and for yourself.

**Increase Your Business, Improve the Character of It and Insure the Most Profitable Handling of It by installing**

### "WALKER BIN" FIXTURES

Write for Illustrated Catalogue "Modern Grocery Fixtures"

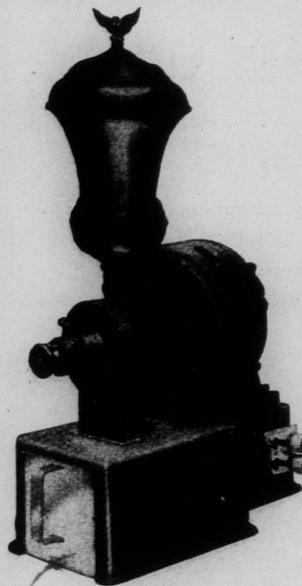
The Walker Bin and Store Fixture Co., Limited

BERLIN, ONTARIO

Representatives:

Manitoba: Stuart, Watson & Co, Winnipeg; Saskatchewan and Alberta: The H. W. Laird Co., Limited, Regina, Sask.

## COLES Electrically Driven Coffee Mills



Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest

Height, 29 in.  
Length, 33 in.  
Width, 23 in.  
Weight, 275 lbs.

**GRINDING CAPACITY**  
Granulating 2 lbs. per minute.  
Pulverizing  $\frac{1}{2}$  pound per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.

We make 25 other styles and sizes of Grocers' Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U. S. A.

AGENTS:

Fodhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

**TOL**

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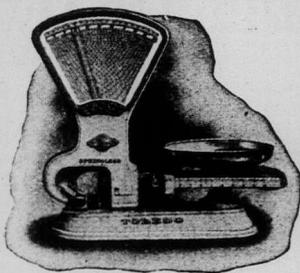
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Sold

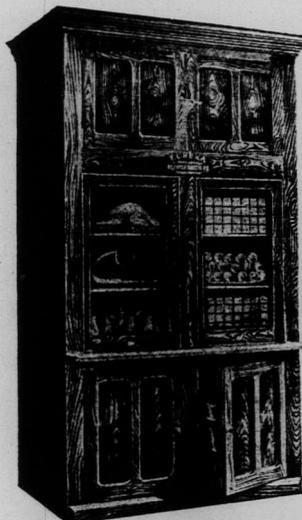
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## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**



**REFRIGERATORS**  
 FOR BUTCHERS AND GROCERS.  
**EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.**

### Be Happy

The Grocers who have installed

## Duplex Counter Check Book

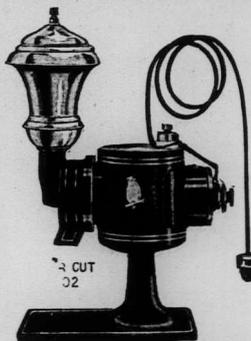
are happy—

Because the necessity for worry exists no longer in their stores. Let's send you particulars.



**The Carter-Crume Company, Limited**  
 Toronto and Montreal

## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

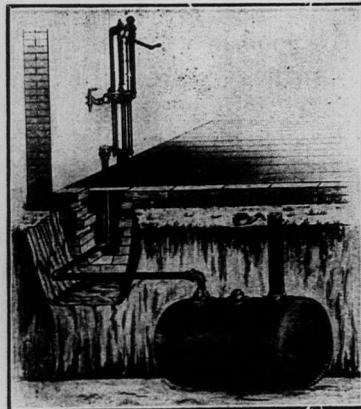
Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

**A. D. FISHER CO., LIMITED, - TORONTO**

Wherever the Insurance requirements are most rigid, there you find the greatest number of grocers using Bowser Outfits for Gasolene.



CUT No. 42.

FOR GASOLENE-TANK BURIED.  
 PUMP IN BUILDING.

**S. F. BOWSER & CO., Inc.**  
 66-68 Fraser Ave., - - TORONTO

It's a significant fact and worthy of thorough investigation. The reason is found in Gasolene Catalog B. Send for it.

## Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

**WHOLESALE ONLY**

**THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.**

**The Arctic Refrigerator**, made for all lines of business. We have **just what the grocer needs**. The best on the market. Write for our new catalog.  
**JOHN HILLOCK & CO., LIMITED - TORONTO, ONT**

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

# THERE ARE BIGGER FISH IN THE SEA

than **MACONOCHIE'S HERRINGS**, but if there are better fish, specimens have never as yet been caught. The Scotch Herring is of a truth the ne plus ultra of the species.

**Such is our raw material! Now for the finished product!**

The Maconochie Factory at Fraserburgh holds the unique position of being within a stone's throw of the water, no preservative therefore, is necessary to keep the fish for a long journey overland—the water is hardly out of their gills before they are cleaned and in the cans.



Did you ever notice how fastidious your fish customers appear to be? This fastidiousness will vanish before the real freshness of

## MACONOCHIE'S FRESH HERRINGS

The addition of pure Italian Tomato Paste to our Herrings is costly, but it imparts a delicious flavor and the best is none too good for—

## MACONOCHIE'S HERRINGS IN TOMATO

We could use pine sawdust, driftwood or creosote in the Maconochie Smoke Rooms—but in our process we use oak imported from Flanders, and it is just this Flemish oak smoke that lends the distinctive subtle flavor to—

## MACONOCHIE'S KIPPERED HERRINGS

Maconochie's Herrings are packed 16 ozs. to the pound—honest value—intrinsically the best food value obtainable, and for this reason the output of Maconochie's preserved fish is greater than that of all other British factories combined. They are good enough for your most exacting customers. Ask your Jobber for them, decline to accept a substitute, and if he will not supply you, write to any of our agents who will give you the names of wholesalers who will willingly sell you any of our lines.

**MACONOCHIE BROS. Limited, LONDON, ENG.**

AGENTS FOR

Ontario, Quebec and North W.T.	—MACLAREN IMPERIAL CHEESE CO. LTD., TORONTO
United States	—MACLAREN IMPERIAL CHEESE CO. LTD., DETROIT
New Brunswick	—J. HUNTER WHITE, ST. JOHN, N.B.
Nova Scotia	—SEETON & MITCHELL, HALIFAX, N.S.
British Columbia	—MARTIN & ROBERTSON, VANCOUVER, B.C.

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Bakin  
Cook's Friend—  
Size 1, in 2 and 4 d  
" 10, in 4 doz, bo  
" 2, in 6 "  
" 12, in 6 "  
" 3, in 4 "  
Pound tins, 2 doz. 1  
12-oz. tins, " 1  
5-lb. " 1 "

W. H. G  
Diamond—  
1-lb. tins, 2 doz. in  
1-lb. tins, 3 "  
1-lb. tins, 4 "

IMPERIAL  
Cases.  
4 doz.....  
3 doz.....  
1 doz.....  
3 doz.....  
1 doz.....  
1 doz.....

OCE  
Ocean Baking Pow  
" "  
" "  
Borax, 1/2 lb.  
Cornstarch,  
Freight paid



ROYAL E  
Sizes.  
Royal-Dime ....  
" 1/2 lb. ....  
" 6 oz. ....  
" 3 lb. ....  
" 1 lb. ....  
" 3 lb. ....  
" 5 lb. ....

arrels—When p  
cent. discount  
CLEVELAND  
Sizes  
Cleveland's—Dime  
" 1/2 lb.  
" 6 oz.  
" 3 lb.  
" 1 lb.  
" 3 lb.  
" 5 lb.

Barrels—When p  
cent. discount  
T. KIN  
Crown Brand—  
1 lb tins, 2 doz. in  
1 lb. " 2 "  
1 lb. " 4 "

Keen's Oxford, pe  
In 10-box lots  
Beckitt's Square 1  
Beckitt's Square 1  
Gillet's Mammoth  
Gillet's "Cervus,"  
" "  
" "  
" according to

# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

Jan. 17, 1907.

## Baking Powder.

Brand	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$3 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 "	0 80
" 3, in 4 "	0 70
" 3, in 4 "	0 45
Pound tins, 3 doz. in case	3 00
12-oz. tins, 3 doz.	3 40
5-lb. " "	14 00

## W. H. GILLARD & CO.

Brand	Per doz.
Diamond—	
1-lb. tins, 2 doz. in case	\$3 00
1-lb. tins, 3 " "	1 25
1-lb. tins, 4 " "	0 75

## IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	6-oz.	1 75
1 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
1 doz.	24lb.	10 50
1 doz.	5lb.	19 75

## OCEAN MILLS.

Brand	Per doz.
Ocean Baking Powder, 1 lb., 4 doz.	\$0 45
" " " " 1 lb., 5 doz.	0 90
" " " " 1 lb., 3 doz.	1 25
Borax, 1 lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78

## MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	3 " "	0 75
4 " "	2 " "	0 75
4 " "	1 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 70
1 " "	24lb.	4 10
1 " "	5 " "	7 30
1 " "	16 " "	\$4 55

## ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	\$ 0 95
" 1 lb.	1 40
" 3 lb.	1 95
" 1 lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

## CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime	\$ 0 93
" 1 lb.	1 33
" 6 oz.	1 90
" 1 lb.	3 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

## T. KINNEAR & CO.

Brand	Per doz.
Crown Brand—	
1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45

## Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 15
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 15
Cliff's Mammoch, 1 gross box	2 00
Stey's "Cerrus," in bags, per lb.	0 16
" " in sacks, per gross	1 25
" " in pepper boxes,	
according to size	0 02 0 10

## Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz. or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes, per gross.	\$10 20

## JAMES' DOME BLACK LEAD.

	Per gross.
6a size	\$3 40
2a size	3 50

## Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	



## PETERBOROUGH CEREAL CO.

Canada Flakes "English"	Per
36/10's	\$2 85

Canada Flakes "Household"	Per
24/25's	5 00
5-case lots	4 90

Freight prepaid on 5-case lots assorted.

## Chocolates and Coconas.

### THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb., per doz.	\$2 40
" " 1-lb., " "	1 20
" " 10c. size " "	0 90
" " 5-lb. tins per lb.	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb.	0 20
" No. 2, 5 and 10-lb. tins, " "	0 18
Special quotations for cocoa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, 1/2's and 1/4's per lb.	\$0 40
Vanilla, 1/2's	3 35
Parisian 8s, per lb.	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.	\$0 30
Diamond, " "	0 25
Special Diamond, 1/2's, " "	0 22
" " 6's, " "	0 22
" " 8's, " "	0 30

The following unsweetened:

Perfection, 1/2's, per lb.	0 30
" " 1/4's, " "	0 30
Flat cakes, per lb.	0 30

### Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., per doz.	0 90
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.	1 75

### Confections—

	Per doz.
Cream bars, 60 in box, per box.	1 80
6 in box, per doz. boxes	2 25
Chocolate ginger, per lb.	0 30
Crystalized " " 1/2's, per doz. boxes	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.	0 25
Milk chocolate, 36 in box, per box.	1 35
36 in box, per doz. cakes	0 35

### FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

	Per doz.
Cocoa—	
Concentrated, 1/2's, 1 doz. in box	2 40
" " 1-lb. " "	4 50
" " 1-lb. " "	3 25
Homoeopathic, 1/2's, 14-lb. boxes	
" " 1/2's, 12 lb. boxes	

### EPF'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

## BENSODER'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 1/2 doz. to case	per doz., \$ 30
" " 2 " " " " " "	2 40
" " 1 " " " " " "	4 75
" " 1 " " " " " "	9 00

JOHN P. MOTT & CO.'s  
R. S. McIndoe, Agent, Toronto.  
J. A. Taylor, Montreal.  
Jos. E. Huxley, Winnipeg.  
Arthur Nelson, Vancouver, B.C.



	Per
Elite, 1/2's	\$0 32
Prepared cocoa, 1/2's	0 30
Prepared 1/2's	0 28
Mott's breakfast cocoa, 1/2's	0 40
" " 1/2's	0 35
" " Navy " "	0 32
" " No. 1 chocolate, 1/2's	0 28
" " Vanilla sticks, per gross	1 00
" " Diamond chocolate, 1/2's	0 24
" " Confectionery chocolate, 21c. to 31c.	0 31
" " Sweet Chocolate liquors, 21c. to 31c.	0 35

## WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 37
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 27
Caracas sweet chocolate, 1-lb. cakes, 6-lb. boxes	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins	0 41
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal.

## WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 28c.	

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 30c.	

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 28c.	
100 2-cent pieces in box, each	\$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box	\$1.25
6-lb. bxs., 12 bxs. in case, 1-lb. tins. 26c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins. 25c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 25c.	

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " " " " " " 22c.	

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case	36c.
10-lb. tins, 10 tins in case	33c.
XXX chocolate powder.	
5-lb. tins, 10 tins in case	35c.
10-lb. tins, 10 tins case	25c.

## TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks)	1 50
10c. tablets or croquettes (20)	1 50
20c. " " " " (20)	2 42

## Condensed Milk.

### BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
Cases. Doz.	
"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00

Evaporated cream—  
"Peerless" brand evap. cream.. 4 75 1 20  
" " hotel size .. 4 90 2 45



## TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 65  
"Reindeer" brand per case (4 doz.) 5 60



## Coffees.

### JAMES TURNER & CO. Per lb.

Mecca	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12

### E. D. MARONAU, Montreal. Per lb.

"Old Crow" Java	\$0 25
" Mocha	0 27
" Conдор" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.	0 20
Madam Huot's coffee, 1-lb. tins.	0 32
" " 2-lb. tins.	0 32
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Conдор I, 40-lb. boxes	45c.
" II, 40-lb. boxes	42c.
" III, 80-lb. boxes	37c.
" IV, 80-lb. boxes	35c.

## Cheese.



Imperial—Large size jars	per doz. \$3 25
Medium size jars	" 4 50
Small size jars	" 2 40
Individual size jars	" 1 00
Imperial holder—Large size	" 18 00
Medium size	" 17 00
Small size	" 12 00
Roquefort—Large size	" 1 40
Small size	" 2 40

## Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.	4c.	4 1/2c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

# RISING SUN AND PASTE

## STOVE POLISH STOVE POLISH

### Want Nothing Else

Almost every second of every minute of every hour of every day but Sunday somebody somewhere is asking for RISING SUN Stove Polish in cakes or SUN PASTE Stove Polish in tins. These goods are both put up under the well

known trade-mark of the RISING SUN which has had a world wide reputation for years. Families use them for generations without ever thinking of another brand. With increasing sales the RISING SUN sells on.

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

## CANADA'S TERMINAL WAREHOUSE



### FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND  
Custom's Bond No. 5  
Excise Bond Q.

### LOWEST INSURANCE RATES

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

**ly Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

12-38 Grey Nun Street, MONTREAL

## INCREASE YOUR SALES

By Selling Those Goods With Integrity and Reputation Behind the Label.

# BORDEN'S PRODUCTS

STAND

**Supreme for Purity, Richness, Flavor**

Borden's Condensed Milk Co.

"LEADERS OF QUALITY"



EAGLE BRAND  
CONDENSED MILK

Est. 1857



PEERLESS BRAND  
EVAPORATED CREAM  
(Unsweetened)

New York

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TRADE  
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Allison's Co

\$1.00 to \$3.00 book	.....
5.00 books	.....
10.00 "	.....
15.00 "	.....
20.00 "	.....
25.00 "	.....
50.00 "	.....



The Davidson &

Extra

LAPORTE, M

"Vita" Pasteurized

Bottles 1-oz., car	.....
" 2 "	.....
" 4 "	.....
" 20 "	.....
" 20 "	.....

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Robinson's patent br

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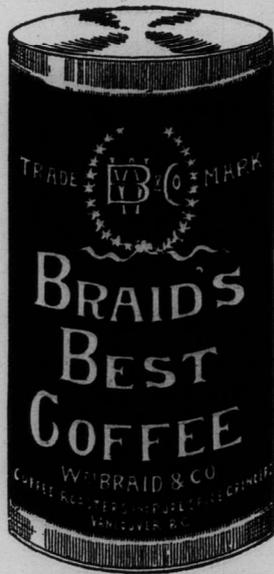
Frank Magc

Orange marmalade.

Clear jelly marmala

Strawberry W. F. Ja

**WM. BRAID & CO.,** Importers of **TEAS, COFFEES and SPICES**



**BRAID'S BEST COFFEE**

is not an experiment, but the result of careful, scientific blending and selection of the bean, combined with the use of the best and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.

Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

**WM. BRAID & CO., Vancouver, B.C.** BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

**Allison's Coupon Pass Book.**

\$1 00 to \$3 00 books	3 cents each
5 00 " "	4 " "
10 00 " "	5 " "
15 00 " "	6 " "
20 00 " "	7 " "
25 00 " "	8 " "
30 00 " "	9 " "
50 00 " "	12 " "



**Cleaner.**

Per doz.	
4-oz. cans	\$ 0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart "	3 75
Gallon "	10 00

Wholesale Agent

The Davidson & Hay, Limited, Toronto

**Extract of Beef.**

LAPORTE, MARTIN & CIE, LTD.

<b>"Vita" Pasteurized Extract of Beef.</b>	
Bottles 1-oz., case of 2 doz	Per case \$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 10

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co. Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00

Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 7 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 and 14-lb. wood pails	per lb. 0 07
30-lb. wood pails	" 0 06 1/2

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate	per lb. 0 07
30-lb. wood pails	" 0 06 1/2

Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 80
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

**Lard.**

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

Tierces	\$0 09 1/2
1-bbls.	0 09 1/2
Tubs, 60 lbs.	0 09 1/2
Pails	2 03
20-lb. tin pails	1 93
Cases 3-lb.	0 10 1/2
" 5-lb.	0 10 1/2
" 10-lb.	0 10 1/2

**Licorice.**

<b>NATIONAL LICORICE CO.</b>	
5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 50

Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" 100 sticks	0 75
Dulce large cent sticks, 100 in box	....

**Lye (Concentrated).**

<b>GILLET'S PERFUMED.</b> Per case.	
1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

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

**Mustard.**

<b>COLMAN'S OR KEEN'S.</b>	
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

E. D. MARCHEAU, Montreal.

<b>"Condor," 12-lb. boxes—</b>	
1-lb. tins	per lb. \$0 85
" 1-lb. tins	0 85
" 1-lb. tins	0 23 1/2
4-lb. jars	per jar 1 30
" 1-lb. jars	0 85

**Old Crow," 12-lb. boxes—**

1-lb. tins	per lb. 25
" 1-lb. tins	0 25
" 1-lb. tins	0 23 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

**Olive Oil.**

<b>LAPORTE, MARTIN &amp; CIE, LTD.</b>	
Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" 1-pt. 24's	4 25

**Orange Marmalade.**

T. UPTON & CO.

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

**Sauces.**

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

**Soda.**

COW BRAND.



Case of 1-lb. containing 60 packages per box	\$3 00
Case of 1-lb. (containing 120 pkgs. per box)	\$3 00
Case of 1-lb. and 1-lb. (containing 30 pkgs. per box)	\$3 00
Case of 5c. pkgs. containing 96 pkgs. per box	\$3 00

MAGIC BRAND.

<b>Per case.</b>	
No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	2 85
1 case	2 75
5 cases	2 75

**Soap and Washing Powders.**

GUELPH SOAP CO.

Royal City Soap (bar)	1 case. 5 case.
Peerless Soap (bar)	2 50 2 40
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Maypole soap, colors	per gross \$10 20
" black	15 30
Orion soap	" 10 20
Gladiator soap	" 12 00
Straw hat polish	" 10 20



# "Batger's" Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years**.

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

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Montreal and Toronto

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

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

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**ROSE & LAFLAMME**  
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It's after all the **"BURNING QUALITY"** of the matches you sell that is the **FIRST** consideration of your customer—

This consideration on our part as makers of matches has made

## Our Matches

the safest and most profitable for the trade to handle.

We save you money on freight as well.

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## The Improved Match Co., *Limited*

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Factory:  
**DRUMMONDVILLE,  
P. Q.**



Trade Mark

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**PUTZ TRIPLE EXTRACT**

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Ashley & Lightcap, Winnipeg.  
Carman, Joseph, Winnipeg, Man.  
Dawson Commission Co., Toronto.  
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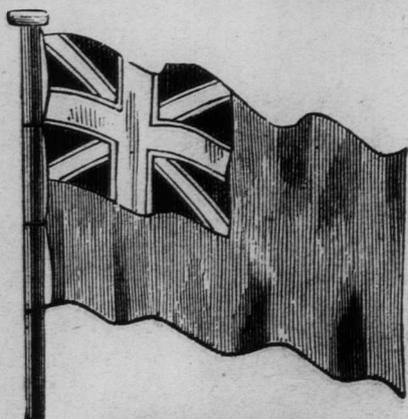
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VOL. XXI.

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