

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, JANUARY 17, 1908.

NO. 3



## Stock it Now !

You'll be asked for it, and it is good business to be able to fill your orders.

## Robinson's Patent Barley

is right in your line of food supplies.

We will tell you all about it, and how profitable a line it is to sell. Drop us a post card.

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



It's put up in just the right size of tins to suit every buyer :  
2-lb., 5-lb., 10-lb. and 20-lb.

## "Crown" Brand Table Syrup

(Made from Corn)

You can also get it in Pails,  
Kegs, ½-Brls. and Brls.—  
to measure out.

You have a call for table Syrup—See that you  
get THE BEST—"Crown Brand"

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St. MONTREAL

THE CANADIAN GROCER

**LEA'S**

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

PACKED BY

**The Lea Pickling & Preserving Co.**  
Limited

**SIMCOE, - ONTARIO**

## Taylor's Candied and Dried Peels

¶ The vital fact that the essential Oil has not been extracted from the imported fruit skins exclusively used in the preparation of these justly famous Lemon, Citron and Orange Peels, makes them superlatively the "best." The new season's Peels are ready—the favorites.

QUALITY  
COUNTS

¶ Each of the various brands of Griffin and Skelley's Seeded Raisins represents the best of its kind at the quoted price.

¶ Clean absolutely and always packed full weight. For the holiday demand it is a brand that wins and keeps permanent custom.

**Griffin's  
Seeded Raisins**

ARTHUR P. TIPPET & CO., Agents

8 PLACE ROYALE, MONTREAL

84 VICTORIA ST., 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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**F. J. FOLEY & CO.**  
Manufacturers' and General Commission Agents for  
**ALBERTA and SASKATCHEWAN**  
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Highest references. Prompt attention

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

**FOR SALE**

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

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and Warehousemen

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Phone Bell Main 3938.

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Wholesale Manufacturers of  
**OILS AND ESSENCES**  
Write for prices and particulars  
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**BUNNELL & LINDSAY**  
**MOOSE JAW**

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

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Wholesale Fruits and Produce  
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**THE MOOSE JAW FRUIT AND  
PRODUCE CO.**

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

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

**MacLAREN IMPERIAL CHEESE CO.**  
Limited

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Agents for Grocers' Specialties and Wholesale  
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TORONTO, Ont. DETROIT, Mich.

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**G. C. WARREN**

Box 1036, - REGINA

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

**W. G. Patrick & Co.**

Manufacturers' Agents  
and  
Importers  
29 Melinda St., Toronto

**TORONTO.**

**ON SPOT**

**BEANS  
RAISINS  
SALMON**

**W. H. MILLMAN & SONS**

Grocery Brokers  
TORONTO

**Many Good Lines Lie Dormant**

On Grocers' Shelves

**Keep Yours on the Move**

by appointing a

**Working Resident Salesman and  
Advertiser**

**JNO. J. WATT**

Manufacturers' Agent

Good References TORONTO, ONT  
Special Attention to Advertising

(Continued on page 4.)

We have a very large and complete stock of all kinds of

# EVAPORATED FRUITS

"Nonpareil" Santa Clara Prunes }  
"Webbfoot" Oregon Prunes } 25 and 50 lb. boxes. All sizes.

Fancy Silver Prunes }  
"Nonpareil" Fancy Peaches }  
"Nonpareil" Fancy Apricots } In 25-lb. boxes only.  
"Nonpareil" Fancy Pears }

**NOW** is the time to buy at our present low quotations.

SAMPLES AND QUOTATIONS UPON REQUEST.

## EBY-BLAIN, LIMITED

WHOLESALE  
GROCERS

TORONTO

# WAIT

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

THE BLUE RIBBON TEA CO.  
Toronto and Montreal



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Pearl.  
bags.

& Co.

at, Toronto

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Agents.

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Manufacturers' Agents—Continued.

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

VANCOUVER

**F. G. EVANS & CO.**  
Grocery Brokers and Commission Merchants  
139 Water St., - Vancouver, B.C.  
Correspondence Solicited.

WINNIPEG.

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

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

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

**STRANG BROTHERS**  
Commission Brokers and Manufacturers' Agents  
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Correspondence Solicited

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

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

**Do You Want to Buy**

**A BOILER, ENGINE OR MACHINERY?**

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

**CANADIAN MACHINERY**

TORONTO MONTREAL

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

**JAMES METHVEN, SON & CO.**  
St. George's House  
EASTCHEAP, LONDON, ENG.  
Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

**TOOTH'S EXTRACT OF MEAT CO.,**  
12 Duke Street, London Bridge, S.E.  
We have a large and old established connection amongst leading wholesale and retail grocers and druggists throughout the United Kingdom with agencies on the continent of Europe, and are open to represent Canadian houses.

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

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

...ESTABLISHED 1849...

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Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World  
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

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

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

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

**BASKETS**

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

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

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

**TEA;**

**Its History and Mystery**

BY

**JOSEPH M. WALSH**

*A Great Tea Expert*

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

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
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**TRADE WITH ENGLAND**

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

**"Commercial Intelligence"**

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

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



**Cheap goods at any price are not what you want as a reputation builder.**

If you handle **Canadian Cannery's** goods you will keep your old customers and make new ones.

**"Aylmer," "Little Chief," "Log Cabin," "Horseshoe," "Auto," "Kent," "Lynnvalley," "Maple Leaf," "Lion," "Thistle," "Grand River" and "White Rose"** Brands are all **guaranteed** as to **quality**. They have been popular brands for over a quarter of a century.

Fruits and vegetables of these brands are canned only when at their best for table use.

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# A New Style Package QUAKER OATS

The grocers are not the only people having trouble this season.

The Oatmeal millers have been busy trying to keep up with the advance on grain—no easy thing to do with the unusual markets this Fall. It has been difficult enough on bulk Rolled Oats, but on package goods of fixed weight sold at a price which seldom varied from year to year, it proved a harder problem for the miller.

It finally became necessary to advance the price of Quaker Oats, a thing which has rarely been done in the history of this well known brand.

Now, another change has been necessary; to avoid a higher and awkward price to the consumer, the weight has been reduced to one and one-half pounds net,

## And the Price Proportionately Reduced

For a short time, until the stocks of the old size package in the hands of the trade are consumed, there will be two sizes at different prices on the market.

If your stock of Quaker Oats is low, place an order with your wholesaler at once, or send it to us, naming the jobber through whom you wish it invoiced.

## The Quaker Oats Company

Manufacturers of Quaker Oats Quality Cereals

PETERBOROUGH

# 22 PER CENT.

Our increase in Canada alone in 1907 over 1906 amounts to 22 per cent. and this in our sixteenth year. This means for every four pounds we sold in Canada in 1906 we sold five pounds in 1907. Surely, this must be of interest to every grocer selling Tea in Canada. It speaks the confidence the consumer has in the merchant who always sells the best. It shows that the Tea trade is coming year after year to

## "SALADA"

The following figures tell a story of progress, and the history that "SALADA" has made" in the past sixteen years as the Tea of absolute reliability. What can speak more strongly for its quality?

The figures below are all branches combined in United States as well as Canada.

**We had 123 per cent. increase in 1893 over 1892**  
**We had 145 per cent. increase in 1894 over 1893**  
**We had 115 per cent. increase in 1895 over 1894**  
**We had 85 per cent. increase in 1896 over 1895**  
**We had 86 per cent. increase in 1897 over 1896**  
**We had 39 per cent. increase in 1898 over 1897**  
**We had 34 per cent. increase in 1899 over 1898**  
**We had 18 per cent. increase in 1900 over 1899**  
**We had 15 per cent. increase in 1901 over 1900**  
**We had 11 per cent. increase in 1902 over 1901**  
**We had 25½ per cent. increase in 1903 over 1902**  
**We had 12 per cent. increase in 1904 over 1903**  
**We had 18 per cent. increase in 1905 over 1904**  
**We had 23 per cent. increase in 1906 over 1905**  
**We had 18½ per cent. increase in 1907 over 1906**

No firm or corporation in the world ever gave such cup quality.

Our 18½ per cent. increase in 1907 over 1906 amounted to more pounds of "SALADA" than our total output was in the first five years we were in business.

By far the largest tea trade in America. Highest Award and Gold Medal, St. Louis, 1904.

THE "SALADA" TEA CO.



## National Licorice Co.

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Toronto Depot, 120 Church Street.

R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.

J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.

H. S. Daly, Agent, St John, N. B.

J. F. Mowat & Co., Agents, Vancouver, B. C.

### Molasses

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

### Molasses

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

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

#### Gingerbread Brand Molasses—

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

#### Golden Sling Syrup—

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

#### Agents

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

## Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

## There is a Big Demand for Seeded Raisins

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

## Jose Segalerva Malaga, Spain

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

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

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

## Malaga Seeded Raisins

YOU WILL MAKE A GOOD PROFIT

Agents for the Dominion

ROSE and LAFLAMME

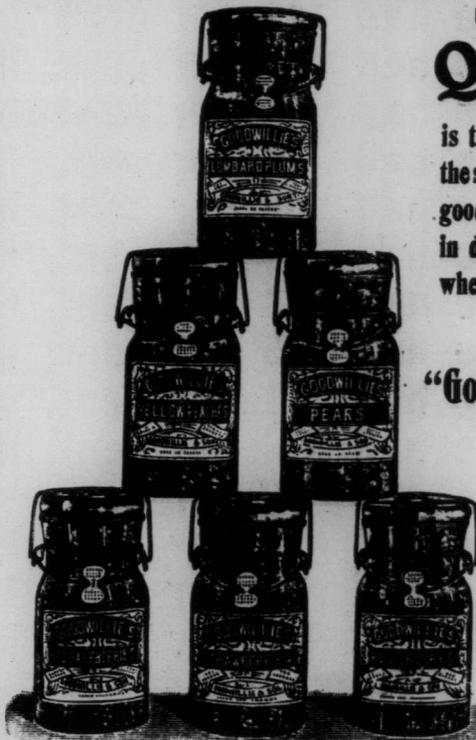
Montreal and Toronto

## Quality

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

“Goodwillie’s”

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



ROSE & LAFLAMME  
AGENTS

Montreal

Toronto

THE CANADIAN GROCER

# 2,000,000

Packages of

# LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in airtight tins

## THOMAS J. LIPTON

Canadian Office, 75 Front St. East,

TORONTO



A sure selling line with every grocer who aims for the best kind of trade is

### STERLING BRAND PICKLES

This is a line the grocer need never hesitate to offer his customers. The customer who once commences using these famous Canadian-made pickles will ask for them each time as she makes up her list of "home wants."

Keep well stocked for the New Year, ordering from your jobber or direct from the manufacturer.

### The T. A. LYTLE CO. Limited

124-128 Richmond St. West, Toronto.

There is an

## Enormous Difference

between Sealshipt Oysters and the other kind. And it is a difference which, if you grasp the opportunity, will enable you to corner the high-class oyster trade of your locality. Here is the difference.

Ordinary oysters come in wooden tubs, mixed with chunks of filthy ice and other unhealthy substances inadequately covered by a loose dust and germ admitting lid. That's why the ordinary oysters are so flabby and flavorless. But

## Sealshipt Oysters

come in hermetically sealed, airtight and watertight, germ proof, steel cans surrounded by clean cracked ice, which preserves **without** touching the oysters. Result: clean, fine-flavored, healthy meaty oysters, free from water.

Write for more information

### NATIONAL OYSTER CARRIER CO. KENOSHA, - WISCONSIN

**We Believe**

we have the finest values in

**COFFEES**

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

**W. H. GILLARD & CO.**

*Wholesale Grocers*

**HAMILTON**

*Branch House—Sault Ste. Marie*

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

**Manufacturers!**

Do you want your goods

**Sold in British Columbia?**

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

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

**VANCOUVER, B.C.**

**Bonded and other Warehouse Facilities.**



# DELICIOUS

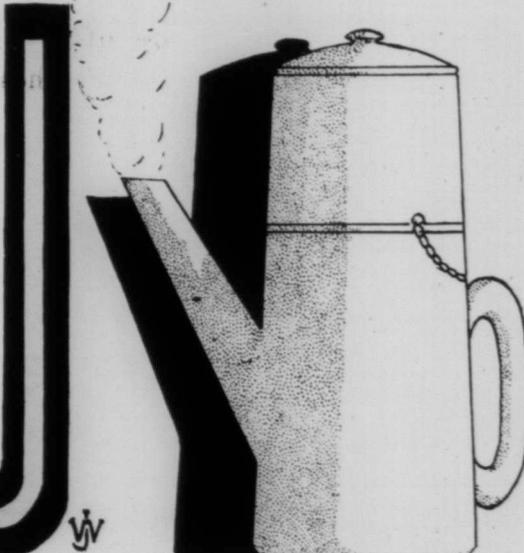
"It is the best and only good coffee we get." So writes an esteemed customer in forwarding his order for

## GREIG'S WHITE SWAN BLEND COFFEE

That is just the point—its peculiar excellence always satisfies. It is the kind critical customers come back for—the kind that **stays** sold. The 1-lb. decorated square tins are just as high-grade as the coffee itself. Try a lot and see how your coffee trade will grow. We depend on our first sale to make the second one.

**THE ROBERT GREIG CO., Limited, TORONTO**

### GREIG'S **White Swan** BRAND



## Grasp This Opportunity!



The fact that so many grocers have found our

### PURE APPLE JUICE

such a profitable line, is a strong reason why you should handle it. A trial order would convince you.

Write us to-day about this really fast selling and profitable line.

**The Belleville Fruit and Vinegar Co.**  
LIMITED  
BELLEVILLE . . . ONTARIO

## "Pride of Canada"



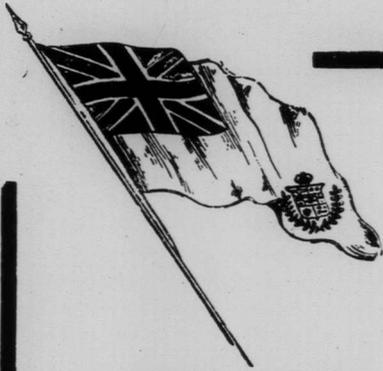
This brand on a line of Maple Syrup or Maple Sugar signifies highest quality.

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

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

Your customers will be quite as much pleased as yourself.

IT PAYS  
**Maple Tree Producers Association**  
WATERLOO, . . . P.Q.



**EMPIRE BRAND**

**4 FREE PHONES  
USE THEM.**

# "Good Buys"

Pays you to find out what you can do with us by getting our prices on

**Rice,  
Rolled Oats,  
Canned Fruits,  
Teas,**

Our travellers will show and quote goods.

**LUCAS, STEELE & BRISTOL,**

**Wholesale Grocers,**

**HAMILTON,**

- - - -

**ONTARIO**

## "Non-Pareil Oil"

Highly Recommended by

**Leading Bakers and  
Confectioners**

**The most Economical  
and Satisfactory Oil**

**Kentucky Refining Co.,**

Incorporated

**Louisville, Ky.**

**J. M. BRAYLEY, Manager Montreal Branch,**

**322 East Notre Dame Street,**

**MONTREAL**

Samples and prices on application.

Phone Main 3938.



# Naptho

**SOAP**  
MADE IN CANADA

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

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

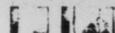
NAPTHO IS A SOAP that was bound from the first to be successful because it possessed just those qualities which make it stand out above others.

**The Welcome Soap Co.**

Limited

**St John,**

**N.B.**



“O.K.”  
REGISTERED.

## England's Foremost Fruit Sauce

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

Muscatele, from Malaga	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Ginger, from Jamaica
Red Peppers, from Zanzibar	Capsicums, 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.

*Gerry Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

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

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY **McTavish & Worts,**

**74 Yonge Street Arcade, Toronto.**

Telephone. Main 6255

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

**LONDON, Eng.**

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

THE CANADIAN GROCER

# FRUIT JARS

ORDER NOW AND GET IN AT THE LOW PRICE

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

# EMPIRE SALT

*The Salt  
that's all Salt*

If your Wholesale Grocer is not quoting "Empire Salt," write us for prices on straight or assorted carload lots. We manufacture all grades of salt.

Our large production and approved modern machinery and appliances, used in the process of manufacture, insure prompt service and the highest standard of quality.

**Satisfaction Guaranteed**

## EMPIRE SALT COMPANY, LIMITED

MANUFACTURERS AND SHIPPERS

**SARNIA, ONT.**

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

# SYMINGTON'S

EDINBURGH

## COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

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

# E.D.S. Brand Jams and Jellies ARE THE ACME OF PURITY



The delicious flavor of E.D.S. Brand is obtained by the exclusive use of pure, well-grown ripe fruit, grown in our own orchards. We have government documents which prove that E.D.S. Brand is really the **PUREST SOLD IN CANADA.**

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

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

**REINDEER condensed COFFEE**

Hot Water Only
Required for

A CUP OF COFFEE  
**A SPLENDID SELLER**

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



## White Moss

If you sell cocoanut sell the best and **satisfy** your **customers.** Our brand is the market standard and will satisfy you and your customers.

**The Canadian Cocoanut Co.** 613-619 LaGauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO. ST. JOHN, N.B.—W. A. SIMONDS  
WINNIPEG—J. M. SCOTT QUEBEC—ALBERT DUNN

KINGSTON, ONT.—W. H. DALBY.

Dealers are requested to write for special free deal.



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

SURPRISINGLY SUSTAINING

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

E. NICHOLSON  
D. H. BAIN

CODES  
ABC 4<sup>th</sup> & 5<sup>th</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901

CABLE ADDRESS  
NICHOLSON, WINNIPEG  
CALGARY  
EDMONTON

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

*Winnipeg Man.*

# Rolled Oats and Oat Feed

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

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

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

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

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

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

# NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

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

# JAPAN TEA IMPORT BUSINESS

and will stay in Canada for a short time. I shall be very pleased to hear from all my wholesale tea friends."

**SHAW T. NISHIMURA,** Sole Agent,  
Japan Consolidated Tea Co. Japan Tea Firing Co.

Ito's Tea Firing Dept.

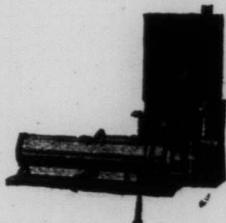
55 St. Francois Xavier Street, Montreal  
Nakamura's Tea Firing Dept. Fuji Company

## MAKE YOUR OWN LIGHT

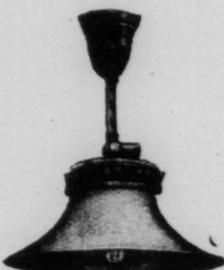
IT'S CHEAPER AND BETTER.

### "S.S." GAS LIGHTING MACHINES

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



MODEL E MACHINE



OUR No. 1 SINGLE ARC  
500 Candle Power



OUR No. 3 SINGLE ARC  
500 Candle Power



OUR No. 2 SINGLE ARC  
500 Candle Power

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

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

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

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

WRITE US FOR PRICES—DO IT NOW.

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



## Shirriff's Highly Concentrated Pure Fruit Essences

are goods that should be handled by all high-class grocers. They are bought by people who want real, unadulterated fruit essences. Moreover, the profits are really worth having. Write us for prices.

**Imperial Extract Co. - 18-22 Church St., Toronto**

# Diamond E. Blend Coffee

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

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

## S. H. EWING & SONS. MONTREAL

### Profitable Goods

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

—  
THE OZO CO., LIMITED  
MONTREAL

### Coffee, Its History, Classification and Description

By Joseph M. Walsh

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

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

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

**\$2.00**

IT WILL PAY YOU TO SEND AT ONCE.

**MACLEAN PUBLISHING  
COMPANY**

Technical Book Department

10 Front St. East, - TORONTO



### Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

**ABSORBINE**

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle, delivered. Book 8-C free. ABSORBINE, JR., for mankind, \$1.00. Removes Soft Bunches, Cures Varicose Veins, Varicocele, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays Pain. Mfd. only by

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



## "Essex" Shipments

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

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

Factory at Essex, Ont. 28 Wellington St. E., TORONTO, Can.

## NEW YEAR RESOLVES

are useless if they are not carried out. You have resolved to carry a full assortment of

## Pernot's Biscuits

That is well. Have you ordered yet? Get prices and samples from us.

**L. Fontanel & Co.**

4-6 St. James St., MONTREAL

20 Rue Reamur, Paris (France)

STOCK THE BEST.

# "KIT"

## COFFEE

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

### "K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

### WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

### A Word to the Wise

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.  
Quebec City, Albert H. Dunn, 87 St. Peter St.  
Ontario, A.E. Bowron, 18 King William St. Hamilton  
Winnipeg, Mason & Hickey, 108 Princess St.



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Knee or Throat.

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JR., for mankind,  
Bunches, Cures  
rocele, Hydrocele,  
ments, Enlarged  
only by

R. Springfield, Mass  
h Co., Montreal.

# Are You Successful As a Grocer ?

Have you ever stopped to consider whether or not you could attain a higher degree of success as a grocer ? Have you ever thought out the reason why some grocers were more successful than others ? There are many reasons, but the main one is : a reputation of selling really good goods at reasonable prices. Such a grocer gets the confidence of his public, and can hardly help succeeding. Are you well posted on the quality of the goods you handle ? It is important that you should be—especially about canned goods. One bad can may alienate a lot of customers. But if you handle the best of all canned fruits and vegetables—

## Old Homestead Brand

you will gain increased friendship with every can that passes over your counter. We have set a pace in purity which we must keep up. Consequently every can of Old Homestead Brand is an example of unalloyed purity and excellence of flavor.

**BE SURE OF YOUR PERMANENT PROFITS BY  
ORDERING OLD HOMESTEAD FROM YOUR JOBBER.**

**The Old Homestead Canning Co.**

**Picton, Ontario**

**QUAKER  
CANNED  
GOODS**

Packed by

**The Bloomfield Packing Co.**

**at Bloomfield, Ont.**

THE CANADIAN GROCER

# FIGS

We are clearing a few cases of Fine Eleme fruit at very attractive figures.

SEE OUR TRAVELLERS

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

### The Perfect Shoe Polish Is

# 2 in 1



This is a fact which cannot be successfully disputed. Not only does a rigid chemical analysis bear it out, but the unanimous declarations of thousands of satisfied users and dealers echo it increasingly. It shines shoes as no other polish can, and at the same time acts as a leather preservative.

**Better Renew Your Stock!**

## The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

## Don't Experiment

with other foods said to be the same as or better than

# Molassine Meal

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

Ask your Feedman for sample 100 lb. bag.

**ANDREW WATSON**

Telephone Main 4409 91 Place d'Youville, MONTREAL

### EASY

Easy to buy and easy to sell—that's

# 'Camp' COFFEE

No coffee sells so well. No coffee pleases so well. No coffee pays so well. Have you stocked it yet? Order to-day from your wholesaler. You will not regret it.

R. PATERSON & SONS  
Coffee Specialists, GLASGOW.

Agents—  
**Rose & Laflamme**  
Montreal



## CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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

# Tartan BRAND

SIGN OF PURITY

## Twenty-Fifth Annual Tea Sale

Bargains in every line. Our travellers have some good ones. Write or Phone for samples.

No. 596 Free to Buyers.

# BALFOUR, SMYE & CO.

Wholesale Grocers, - HAMILTON

## QUAKER SALMON

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

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

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

<i>Quaker Salmon, Flats,</i>	<i>.....\$2.05 doz.</i>
<i>Quaker Salmon, Talls,</i>	<i>..... 1.90 doz.</i>
<i>Viceroy Salmon</i>	<i>..... 1.75 doz.</i>
<i>Empress Salmon</i>	<i>..... 1.50 doz.</i>



**Mathewson's Sons**

202 MCGILL STREET, - MONTREAL  
ESTABLISHED 1834

## It is Profits You Want in 1908

One of the most staple articles in  
your business is

# Matches

Now "Laurier" and "Togo"  
brands show you a better profit  
than you can make on any other  
brands.

Write for our special prices and terms.

## The Improved Match Co.,

Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P.Q.

In every trade there is generally one firm whose goods are considered the standards for that particular line.

For Coffees it is

**CHASE & SANBORN**

Montreal

EVERY JAR ALIKE

**"BALMORAL"**

Reg'd

**Scotch  
Marmalade**

THE BEST THAT'S MANUFACTURED

Finest Seville Oranges and  
Pure Granulated Sugar.

An easy seller.  
Shows a handsome profit.

Prices and terms  
That will be of interest to you.

**J. W. WINDSOR**

MONTREAL

**1908**

**Begin it Well**

To succeed in your business this year you must be able to satisfy your customers at all times.

You can only do this if you are served by a wholesale house with facilities for supplying you with the best groceries at all times. Deliveries must be prompt and complete, and prices right.

*We can serve you to your entire satisfaction.*

SEND US A TRIAL ORDER.

**S. J. CARTER & CO.**

WHOLESALE GROCERS

58 MCGILL ST., MONTREAL

# BEFORE MOVING

We desire to reduce our stock to its minimum in order to reduce our cartage and storage expenses before moving into our new storerooms; this has induced us to make large reductions in our prices, especially in all our lines of

## Dried Fruits and Nuts

### CURRENTS

½ c/s Cleaned Currants Loose  
¼ c/s Cleaned Currants Loose  
Barrels Filiatras Currants uncleaned  
½ c/s Filiatras Currants uncleaned  
Cleaned Currants, 1 lb. pkgs., c/s 36 s.

### VALENCIA RAISINS

Palares Fine, c/s. c/s 28 lbs.  
Palares Selected, c/s 28 lbs.  
Aranda F.O.S., c/s 28 lbs.  
Trenor 4 Crowns Layers, c/s 28 lbs.  
Trenor Selected, c/s 28 lbs.

### SEEDED RAISINS

G. and S. Brand, 1 lb. pkgs., c/s 36 s.  
Winner Brand, 1 lb. pkgs., c/s 36 s.  
Gold Brand, 12 oz. pkgs., c/s 45 s.

### LOOSE MUSCATEL

Bevan Malaga, 3 Crowns, Box, 22 lbs.

### SULTANA RAISINS

Sultana Raisins, loose, box, about 25 lbs.

### TABLE RAISINS

Empress Clusters, box 22 lbs.  
Empress Clusters, ¼ box, 5½ lbs.  
Princess Clusters, box 22 lbs.  
Princess Clusters, ¼ box, 5½ lbs.  
Duchess Clusters, box 22 lbs.  
Duchess Clusters, ¼ box 5½ lbs.  
Duchess Clusters, 1 lb. pkgs., box 20 lbs.

### PEELS

Morton Orange Peels, box 7 lbs.  
Morton Lemon Peels, box 7 lbs.  
Morton Citron Peels, box 7 lbs.

Imported Canned Fruits and Vegetables of the celebrated "Soleil" Brand. We have a large stock which we desire to dispose of before we move. This stock is made up of Green Peas, Beans, Asparagus, Soups, Carrots, Medleys of Vegetables, Celery; Assorted Fruits: Apricots, Pine Apples, Strawberries, Raspberries, Peaches, Medleys of Fruits, Jams, etc. Our prices are bound to draw the attention of all prompt and wise buyers. They are bound to command a rapid sale.

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

# Laporte, Martin & Co., Ltd.

Wholesale Groceries, Wines and Liquors

Montreal

### PRUNES

G. and S. Brand, 50/60 box 25 lbs.  
G. and S. Brand, 60/70 box 25 lbs.  
G. and S. Brand, 70/80 box 25 lbs.  
Webbfoot Brand, 30/40 box 25 lbs.  
Webbfoot Brand, 40/50 box 25 lbs.  
Webbfoot Brand, 50/60 box 25 lbs.  
Webbfoot Brand, 60/70 box 25 lbs.  
Webbfoot Brand, 70/80 box 25 lbs.  
Webbfoot Brand, 80/90 box 25 lbs.  
Webbfoot Brand, 90/100 box 25 lbs.

### EVAPORATED FRUITS

Apples, c/s 50 lbs.  
G. and S. Peaches, box 25 lbs.  
G. and S. Pears, box 25 lbs.  
G. and S. Apricots, box 25 lbs.

### DATES

Hallowie loose, c/s about 60 lbs.  
Excelsior, 1 lb. pkgs., c/s 36s.

### FIGS

3 Crowns, square box about 10 lbs.  
4 Crowns, square box about 10 lbs.  
6 Crowns, square box about 10 lbs.  
5 Crowns, umbrella box 12 lbs.  
Figs in bags, about 30 lbs.

### NUTS

Tarragona Nuts, bag about 100 lbs.  
Filberts Nuts, bag about 120 lbs.  
Pecans Nuts, brl. about 150 lbs.  
Brazil Nuts, bag about 150 lbs.

### PEANUTS

Coon Brand, green and roasted.  
"G" Brand, green and roasted.  
Sun Brand, green and roasted.  
Bon Ton Brand, green and roasted.

### SHELLED ALMONDS

Britz Brand 3 Crowns, box 28 lbs.

### SHELLED WALNUTS

No. 1 Shelled Walnuts c/s 55 lbs.

# Stock Taking Sale

Bargains in the following lines :

**FIGS.**—3 to 7 Crown, in 10-lb. boxes.

**CURRENTS.**—Clean, in half cases and 1-lb. packages.

**DATES.**—Golden Holloway.

**PRUNES.**—in 25-lb. boxes. 90/100, 80/90, 70/80, 60/70, 50/60,  
40/50, 30/40.

**RAISINS.**—Valencia and California Muscatel.

2, 3 and 4 Crown.

California Seeded Raisins, in 12 and 16  
ounce packages.

**SALMON.**—A limited quantity of **Fraser** river  
**Sockeye**, flat tins, at **\$1.60** per doz.  
Also Pink Salmon, in tall tins, at \$1 per doz.

**TEAS.**—We can sell you Green and Black, costing you  
from 17 cents upwards.

All the above lines are offered at attractive prices, which  
it will pay you to investigate, as they are genuine bargains.  
Send us your requirements and we will send you prices.

## HUDON & ORSALI

Wholesale Grocers,

MONTREAL

THE CANADIAN GROCER

ESTABLISHED 1840

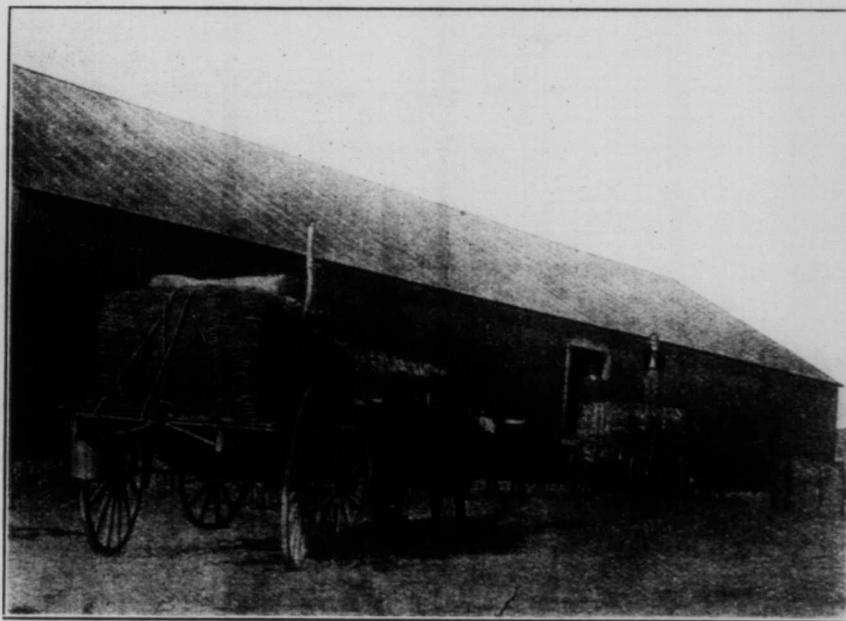
Old enough to have the benefit of the experience of a lifetime. Strictly up-to-date in every particular.

# "PANSY" BROOMS

ARE MADE ONLY IN ONE SIZE AND WEIGHT.  
THEY ARE HIGH-PRICED GOODS BUT THEY ARE WORTH THE MONEY.

THE MAKING OF "PANSY" BROOMS.

If your broom trade has not been as satisfactory as it might have been, try urging your customers to buy only high-grade brooms.



BRINGING THE CORN TO MARKET.

How would you like to haul fifty miles by ox team?

IF OUR TRAVELLERS DO NOT REACH YOU, DROP US A LINE.

## H. W. Nelson & Co., Limited

Office and Warehouse:  
92 Adelaide St. W.

Toronto, Ont.

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

# Marmalade Marmalade

ROBERTSON'S SCOTCH,  
MACONOCHIES'  
CROSSE and BLACKWELL'S  
KEILLER'S

1-lb. Jars, 7-lb. Tins.  
1-lb. Glass 7-lb. Tins.  
1-lb. Glass, 1-lb., 2-lb., 7-lb. Tins.  
1-lb. Glass.

PRICES RIGHT. A FULL LINE OF ABOVE BRANDS IN STOCK. QUICK SHIPPERS.

**WARREN BROS. & CO., Limited, TORONTO**



Place your orders for

## Brushes and Brooms

now and be

**"Johnnie on the Spot"**

when the Spring trade begins

KEYSTONE BRAND--THE STANDARD

**Stevens-Hepner Company**

Limited

Port Elgin, Ont., Canada.

## The Grocery Clerks Are Getting Wise

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

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

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

# STOVE POLISH

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

## James Dome Black Lead

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

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



# AETNA Self-Heating Soups

We are making a "Special" of this seasonable line. If our travelers don't call write us.

## JAMES TURNER & CO.

LIMITED

Hamilton, Ont.

### Your Syrup Trade



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

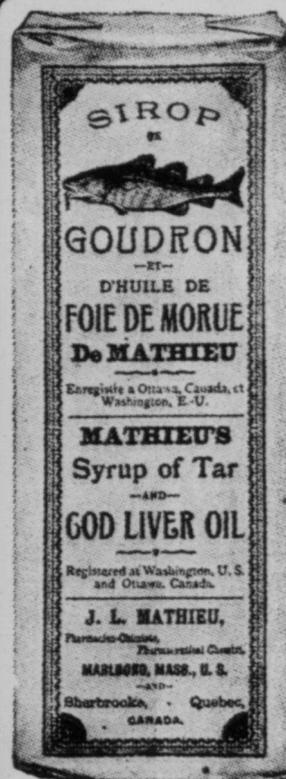
**"GOLDENETTE"**  
Table Syrup

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

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

### Imperial Syrup Co.

MONTREAL.



WHY YOU SHOULD SELL

### Mathieu's Syrup

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine.

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nerve Powders—another simple family medication—that is very good for headaches.

Just look over your stock and send us your order.

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

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

# Prize-Winning Christmas Windows

Results of The Grocer's Recent Competition With Reproductions and Descriptions of the Favored Entries—Awards Go to Grocers' Clerks in Brantford, Walkerton, Brandon and Toronto.

The judges faced a mighty big pile of photos of grocery windows when they started in to do their work of selection last week. And quite a task it was. There were big photos and little photos, some mounted and some prints all curl-

ingly the prizes have been awarded as follows:

## Class I.

1st prize—Window dressed by J. C. Ecklin, clerk with J. Blood, 419 Yonge street, Toronto.

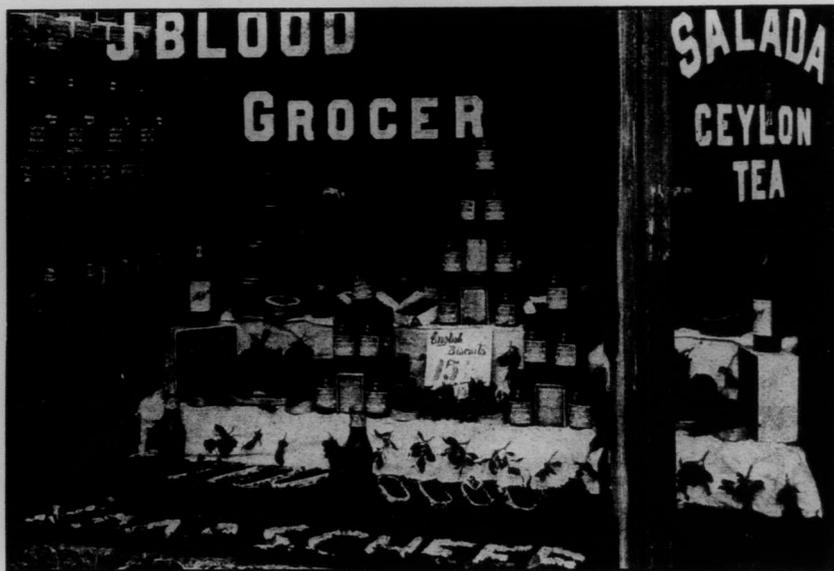
2nd prize—Window dressed by E. A. Reed, clerk with W. Dowling & Co., of Brandon, Man.

There was not a great deal of margin between these and the best of the other windows in each class, but after careful and lengthy consideration the judges unanimously agree on these as the best from both standpoints before mentioned. Quite a few really good windows were handicapped by being represented by very poor photographs, several contestants mentioning that conditions of light, etc., made it impossible to secure good pictures. In every case, however, this difficulty was taken into consideration by the judges. One of those here reproduced seems to have been affected by some outside lighting, but this, fortunately, did not interfere with the best part of the window display.

Descriptions of the prize-winning windows, as sent in by the contestants, are given herewith.

Regarding window No. 1, J. C. Ecklin who dressed it, writes as follows:

"Round the inside of the window was an evergreen trimming, with a sprig of holly here and there, covering all woodwork. Along the front of the window was placed a layer of the best quality of currants, on which was spelled, in loaf sugar, the two words, 'Xmas Cheer,' while back of this was placed three platters of table raisins, with a bottle of cherries sitting behind them. The floor of the back part of the window was covered with cranberries inlaid with boxes of dates placed in zig-zag form. Two rows of boxes were set back of this, one step higher than the other, which was covered with white hunting. On the first row a box of Huntley & Palmer's biscuits were placed at each end, topped by a bottle of



First Prize Window, Class I., Dressed by J. C. Ecklin, Toronto.

ed up. There were some taken by the best photographers in the various towns from which they came, and some, and not the worst ones, either, snap shots by amateurs. There were windows filled with candy, and windows filled with fruit, some with goods all enclosed in glass cases, some where the currants and raisins and nuts and figs and dates and oranges, and etc., etc., all lay in heaps or in boxes. Some windows were exclusively displays of groceries. Others had Santa Clauses with fat packs on their backs, or chimneys with suggestive-looking bulging stockings of both long and short variety, hung in front to attract and were incidental displays of the good things in the store as suggestions. The windows here reproduced, which, by the way, are very different in nature, are good representations of four of these styles.

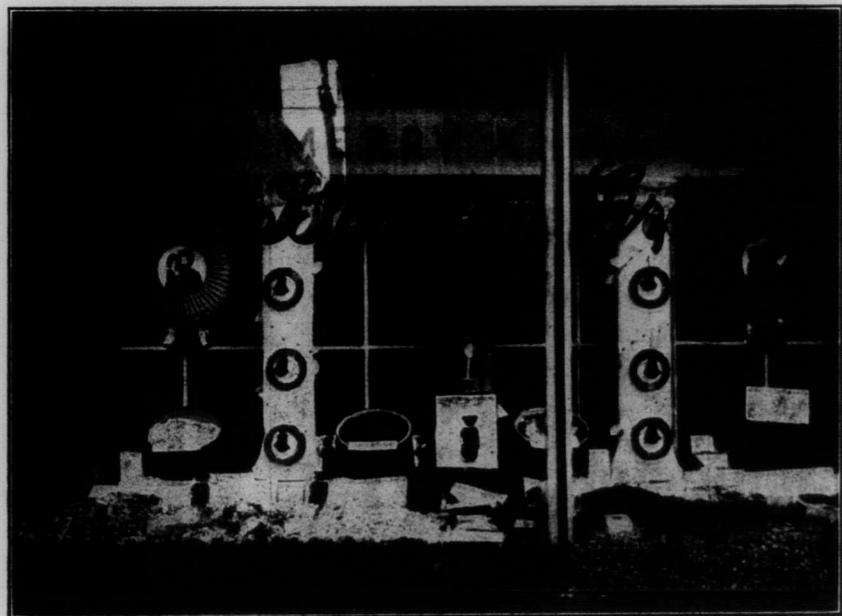
The judging was done on a basis as follows: The first consideration was the real attractive power of the window, which, after all, is the main thing, how many people it will bring into the store, and secondly, the artistic ability displayed in the process of dressing was considered.

It will be remembered that this year the contest has been carried on under new lines, namely, the entries were divided into two classes, Class I. including those from cities and Class II. those from the towns and villages, with a view to putting the contestants, as far as possible, on an equal basis. Ac-

2nd prize—Window dressed by Delmere D. Butler, clerk with Fred C. Harp, 104 Dalhousie street, Brantford.

## Class II.

1st prize—Window dressed by Iden Tolton, with Whitehead & Huether, of Walkerton, Ont.



Second Prize Window, Class I., Dressed by Delmere D. Butler, Brantford.

## THE CANADIAN GROCER

wine, while next to these were placed two platters of mixed fruits, and next to these were two pyramids of Goodwillies' fruits, and comb honey, while in the centre was a platter of Huntley & Palmer's mixed biscuits. The back row was finished with a pyramid of canned tomatoes at each end, topped by a bottle of cherries, while next to these were two glass globes, one filled with shelled walnuts and the other with shelled almonds, and next to these were boxes of figs. In front of these were placed boxes of crystallized fruits. In the centre was a pyramid of Goodwillies' pears and comb honey. On the side shelves were placed pyramids of figs, package raisins and extracts."

The second prize window in Class I. was sent in by Fred. C. Harp, the employer of Delmere Butler, the winner. No description was enclosed, but, as may be seen, the window brings out strongly the Christmas idea, with its white pillars decorated with holly and Christmas bells, and with the motto, which is somewhat amateurish-looking, by the way, on the beam across the top. This feature has been worked out very well, indeed, and with the bright colors introduced, the window must have looked exceedingly well. The candy and nuts in the base of the window may induce buying, but from an artistic point of view they look as if they were simply dumped in and left to take care of themselves. Much more shapely and attractive-looking piles might very easily have been made. One good feature of this window is the use of plainly-printed price tickets, and we venture to say that those pails labelled 20 cents a pound sold a good deal of candy during Christmas week.

In Class II. Whitehead & Huether, the Walkerton grocers, have forwarded the following description of the 1st prize window, dressed by Iden Tolton:

"The bottom of the window is dressed with re-cleaned currants and select Val-

encia raisins, divided by a row of good large navel oranges, with two small pyramids of oranges on either side and one large one in the centre, and a five-pound box of dessert raisins in front

tions. Price tickets are on everything, although they do not show very plainly in photo. In fact, it is quite difficult to get photo without some shadows or reflections. Price tickets on currants and



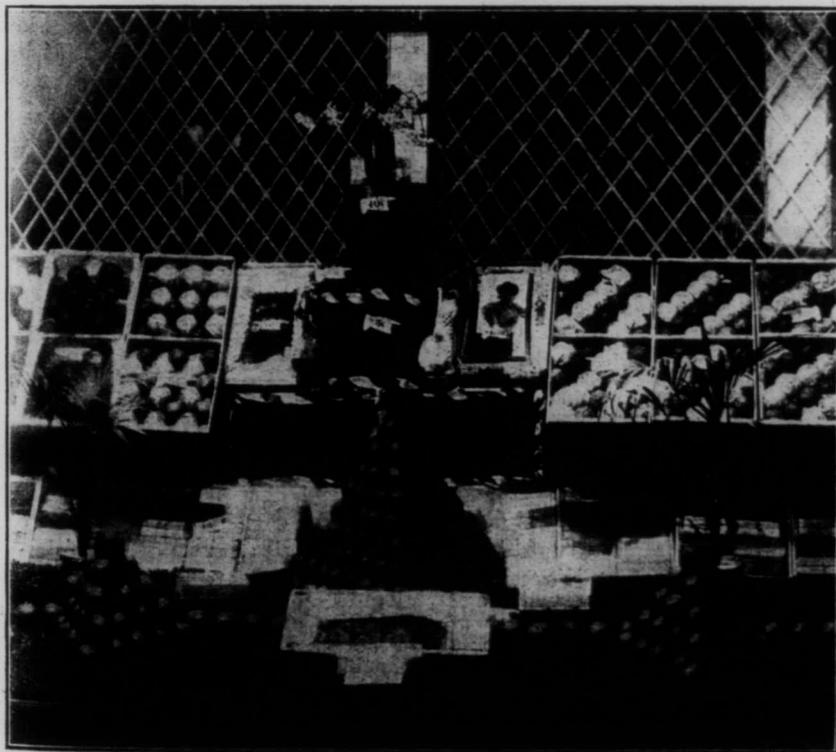
Second Prize Window, Class II., Dressed by E. A. Reid, Brandon.

nearest the street. The background is made up as follows: Banked up to orange cases with package figs and centre of window has three cases dates and two more boxes of dessert raisins and a large glass jar of shelled walnuts, all topped off with a vase of fresh carna-

raisins read as follows: 'Choice re-cleaned currants, 3 lbs. for 25c.' 'Choice Valencia raisins, 3 lbs. for 25c.'"

E. A. Reed, clerk for W. Dowling & Co., Brandon, Man., sent in a candy window, with a suggestive-looking chimney and fire-place, stockings and all, as an added attraction. Mr. Reed's interesting description of the second-prize window is as follows:

"As candies, etc., are one of our leading side lines, the entire window is devoted to such. The absence of fruit and bottled goods is accounted for by the extreme cold, making it necessary to have the interior of the window almost as cold as out-doors to avoid it frosting over. The very attractive color effect of the window is lost in the photo, the background being of red cheese cloth hung with white of the same, and bright colored novelties, as the photo shows. The grate or fire-place is of red cloth over a wooden frame, painted with white ink to represent brick, the fire being an electric light covered with red paper, topped with lumps of coal and alum, having a very striking resemblance to a real fire. On the mantle shelf are fancy boxes of chocolates, while under it are hung four filled stockings to represent Santa Claus' work. The bottom is of different varieties of nuts, to represent a tiled floor, on which are placed baskets and dishes of candies, nuts, raisins, boxes of chocolates, etc. Everything has the name and price on it, the name being there makes it much easier for the person to know what they want when entering the store. The cards are of white, printed in blue. Altogether the window has a very attractive, as well as pleasing, appearance, more especially when the lights are on. It was very much admired by



First Prize Window, Class II., Dressed by Iden Tolton, Walkerton.

the children, as well as grown-up people, and served well the purpose for which it was trimmed—that of selling Christmas candies, etc.”

**Some of the Other Windows.**

Mention may very justly be made of several of the other windows submitted in each class. Very many of them have points of excellence which ought to be noted.

The Barnsdale Trading Co., of Stratford, submitted a series of windows, several of which deserve reproduction, though, unfortunately, the photographs will not permit of satisfactory cuts being made. A small window, especially, with a jolly-looking Santa in the process of going down a big chimney to a fire-place below, as a centrepiece, showed considerable ingenuity.

Dan McClean, "The Kash Grocer," of Owen Sound, submits a window which is more than filled with Christmas groceries. The window offers a multitude of suggestions, but shows rather too many lines of goods.

Bruce & Sanderson, 377 Parliament street, Toronto, sent in a photograph of their splendid store front, showing a couple of excellent windows, but as the photograph was not of the windows, exclusively, it could scarcely be entered in the contest.

In Class II. there were also a large number of good windows, not one whit less better dressed than the ones from the cities.

Fink Mercantile Co., of Cranbrooke, B.C., submitted a particularly attractive window, showing crockery, bottled goods and well-built pyramids of Wagstaffie's jam pails. This was one of the best windows received and would have been among the prize-winners except that it could scarcely be regarded as complying with the conditions of the contest, in that no distinctly Christmas goods were displayed.

A window from J. B. Kemp, Pembroke, shows an attractive display of Batger's tinned goods, Goodwillie's jams and seasonable fruits and Christmas goods. While the window has many commendable features, its arrangement might be somewhat criticized.

J. H. Langhton, Parkhill, sent in an excellent window, built up mostly of bottled and package goods and dates, figs, raisins, etc., in boxes. While giving an impression of cleanliness and excellence of goods in the store, the window is rather stiff in treatment.

A Christmas window sent in by Harry Young, of Carne's grocery, Victoria, B. C., while it arrived too late to be considered in the contest, is particularly worthy of mention here. Of a distinct Christmas nature, it includes a small house covered with cotton wool, to represent snow, open at one side to show the interior, while a miniature Santa, standing to one side, adds to the effect.

It would only be a pleasure to mention the good and bad points of all the windows sent in, if that were possible. The ones which have been treated seemed to particularly deserve it. We wish to thank, however, all who took part in the contest. The large number of clerks who participated by dressing a special Christmas window, shows what an important feature of a grocer's business this department of window display has come to be.

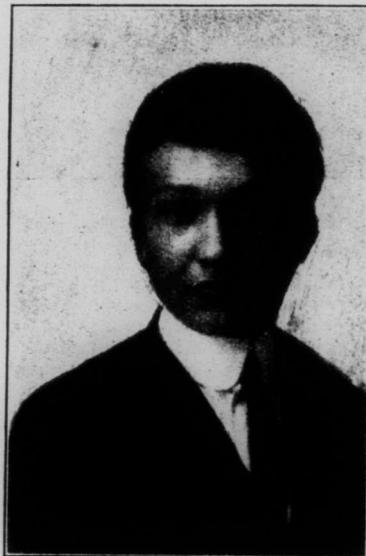
**One of the Winners.**

J. C. Ecklin, the winner of the first prize in Class I., whose photograph is shown herewith, is a bright young man only nineteen years of age. This is not the first prize Mr. Ecklin has won in The Grocer's window dressing contests. Last June, while working in Goderich, he won a prize in one of this paper's monthly contests. Shortly afterwards he came to Toronto, and, judging by results, seems to have been doing good work in the city.

**THE ADVERTISING CONTEST.**

In The Grocer's Christmas advertisement contest, after a good deal of consideration by the judge, W. F. Ralph, advertising specialist with the MacLean Publishing Co., the prize has been donated to Rowat & Co., 234 Dundas St., London, on an ad. prepared by R. J. Donahy, the firm's advertising manager. The runner-up in the contest was an ad. sent in by Bradley & Sons, of St. Catharines.

It was our intention to reproduce the



J. C. ECKLIN

Winner First Prize, Class I.

winning advertisement in this week's issue, with two or three of the leading entries, but with the large space devoted to the Window Dressing Contest, it would be impossible to do the matter justice. By holding this matter till next week's issue we will be able to present it in a much more interesting form than would now be possible.

**HOLD-UP IN WINNIPEG GROCERY.**

**Daring Robbery by Ruffians at Busy Time of Evening.**

The following item, from a recent issue of the Winnipeg Tribune, will be of interest to brothers in the trade: "A daring hold-up that reads like a narrative from the lives of Dick Turpin or the James' boys, occurred shortly after seven o'clock Saturday evening, in the grocery store of W. B. Frances, 19 Salter Street.

The manager, A. H. Holt, was alone

in the building at the time when two men walked in and commanded him at the point of the revolver "to hold up his hands and make no outcry or they would blow a hole through him." One of the ruffians held the gun trained on the head of the manager, while the other went behind the counter, opened the till, and abstracted funds to the sum of \$74 in bills and currency, a portion of which had been placed there but a short time before by one of the collectors.

"The man who held the revolver was the larger of the two and he held the collar of his coat together with one hand at his throat, while his eyes were shaded with a peaked cap. The smaller man went about his work with an air of bravado that stamped him as an old-timer at the business. He did not take the trouble to turn up the collar of his coat and his cap was thrown jauntily back on his head.

"When they had rifled the till they backed out of the store and running down the street, ran into a dark alleyway.

"The police were immediately notified and acting on the description furnished by Mr. Holt are making every effort to locate the hold-up artists."

**MAKING CANADIAN CONNECTION.**

**French and Italian Firm Extending Business Here.**

The importance of pure olive oil for household and manufacturing purposes makes the visit of M. Squeglia, managing director of the English department of the firm of Sassesno, Piccon & Munnier, of special interest to the Canadian trade, both wholesale and retail. The headquarters of the firm are in Nice, France, and Bari, Italy. Being growers, manufacturers and exporters of olive oils, their business is world-wide. The oil is used by all the big sardine packers in France, who send their goods to Canada. The firm has never had direct connections with Canada, though their products have been handled by different firms. Arrangements are now being made to divide the importing trade into groups, covering the wholesale grocery, drug and Syrian trade.

J. Russell-Murray, 6 St. Sacramento street, Montreal, is the Canadian representative of the firm and all enquiries regarding the above French and Italian oils should be sent to him.

**WILL REPRESENT BUSINESS INTERESTS.**

**Montreal Wholesaler Will Contest Election on New Lines.**

S. J. Carter, head of the firm of S. J. Carter & Co., wholesale grocers, Montreal, has been induced to offer himself as a candidate for alderman, running in the interests of the Business Men's Committee of the Board of Trade. Mr. Carter is well known as a public spirited citizen and a great temperance worker. His nomination among others, is the outcome of a movement in Montreal to interest more business men in municipal affairs, a step which The Grocer has long advocated.

## THE SITUATION IN THE WEST

### Wheat Markets Stronger Under Keen Demand — Possible Removal of Grain Exchange From Winnipeg with Probable Results.

By our Special Winnipeg Correspondent.

The situation in wheat circles continues to be one of great interest, as the market is developing steadily along the lines that have been indicated from week to week in these articles, that is, one of increasing strength, as British buyers and home millers realize that the amount of wheat still in farmers' hands is very small, compared to the same date last year. Thornton, of the Commercial Record, of Duluth, has asked to go on record as stating that the amount of wheat in interior elevators and farmers' hands in the western States is the smallest since 1888. This would not be true of the Canadian west, because of the tremendous increase in wheat areas in the intervening years since 1888, but it is entirely true to say that in proportion to the crop raised the amount in farmers' hands is the smallest since 1888. During the week there have been some serious fluctuations of the American market, but the feature of the Winnipeg market has been its steady strength and the keen demand for cash wheat and the constant shrinkage of the amount of contract wheat coming forward. A striking instance of this was noted on Friday. The inspections showed the receipt of nineteen cars of contract wheat on Thursday and when the market opened on Friday morning one well-known broker came on the floor with buying orders for twenty-three cars of contract grade, he secured the nineteen cars, but was unable up to closing to fill the balance of his order.

Another feature of the market has been the rapidly increasing demand for low grades for export and the consequent narrowing of the spread between No. 1, 5, 6, and the lowest contract grade, No. 3. It is expected that next week will see a greatly increased demand for number three, now that the spread between three and four has narrowed so materially.

Receipts from interior elevators have kept up fairly well all week and, of course, are more than treble what they were this time last year. The weather is simply ideal, no railway company could ask for better weather for the movement of cars and the railways are certainly doing their best, over 100 cars daily have left the head of the lakes during the week. Receipts at interior elevators are not in proportion to the outward movement and many interior elevators have been closed owing to the small receipts and the utter impossibility of operating them at a profit, or, indeed, operating them without a heavy loss.

Trading in coarse grains has begun to move again more freely and the demand for the last few days of the week was decidedly brisk, with a good upward movement in prices. Receipts of coarse grains are light and offerings small.

The wheat market is not the only thing that has engaged the attention of grain men and business men generally during the past week. The report of the Royal Grain Commission has been received and proved interesting reading in many respects, in none more so than their report that the operations of the

Winnipeg Grain Exchange are altogether fair and honorable, and in the interests of the farmers as well as of the grain trade. There are a number of recommendations and amendments suggested, one that will meet with almost universal endorsement and that is that the terminals at the head of the lakes be owned and operated by the Federal Government.

But even interest in the report of the Grain Commission has paled before the introduction into the local Legislature now sitting, by Premier Roblin, of an act to amend the charter of the Grain Exchange. The act is brought at the request of the Manitoba Grain Growers' Association and has been drafted by them. It is so sweeping and radical in character that were it to pass, as it now stands, it will practically put the Exchange out of existence, as the present membership would certainly not attempt to work under such a charter. No Canadian bank would attempt to finance men operating under such a charter, as there is not sufficient protection. The bill has passed its second reading and has been referred to the Committee on Agriculture to hear representatives from both sides. The Grain Exchange are, very wisely, saying nothing for publication as to what they intend doing. There was a largely attended meeting of members held on Thursday afternoon last, when the discussions were of a very lively character. It was learned privately that it was resolved to fight the bill tooth and nail, and no doubt this will be done. Just now the Grain Exchange and the Grain Growers' Association are both political footballs and are being made use of for purposes of the next election and it would be hard guessing just what will happen with the bill.

There is a side of the situation that the Grain Growers' Association and farmers generally never appear to have considered and over which the citizens of Winnipeg do not appear to have been any more alert to the interests, but which the towns down by the lakes have seen and prepared to act upon. It is this. The grain trade of the Canadian west would never have been operated under a provincial charter, only, of course, in the old days, when the charter of the Winnipeg Grain and Produce Exchange was obtained apparently no one realized how big a thing the grain trade would grow to. In this way the anomaly has arisen of the grain trade of three provinces, two-thirds of which is exported out of the provinces and a large part of it beyond seas being operated through a Grain Exchange with only a provincial charter, which is subject to amendment at the request of the people of one province only. Long ago the Winnipeg Grain and Produce Exchange should have had a Dominion charter, then, if amendments were required they would have been made in accordance with the needs and wishes of the whole Dominion and not of one province only. With so much agitation stirred up and the

near approach of a general election, it is quite easy to understand that the time is not opportune for the present Exchange to ask for a Dominion charter, that would be making themselves the football of Dominion, instead of provincial, politicians.

What, then, is likely to happen should, for political reasons, the present proposed bill of amendments be passed by the Manitoba Legislature? It is more than a probability that the big export houses and the old line elevators, who have already large interests at the head of the lakes, will move their offices from Winnipeg altogether and establish themselves at the head of the lakes, presumably Port Arthur, for the reason that some three years ago the Board of Trade of Port Arthur secured charter powers that would enable them to run an exchange and clearing house. If the big houses go all the brokers and commission men will follow and it is quite among the possibilities that the inspection office will be moved to the head of the lakes.

Of course, the lake towns would be delighted and would welcome the grain men with open arms, indeed, there are whispers that grow louder as the days pass, that overtures have been or are about to be made to secure the export and line elevator houses.

To be strictly truthful, the grain business could be operated, on the whole, quite as well, possibly better, from the head of the lakes than from Winnipeg, but the loss of the Grain Exchange and all the grain trading business to Winnipeg would be a most serious one, far more serious than the average citizen realizes, while it is questionable whether there would be any corresponding gain to the farming community.

It would take away from Winnipeg an enormous amount of the banking business, besides some 150 firms that do business in a large way. It would be an immense loss in prestige, and all for what? Sifted to the bottom, the whole grain growers' grievances peter down to the lack of adequate car supply and careless farming that produces weedy crops of low-grade that are difficult to handle.

In addition to the removal of the Grain Exchange proper, with all its adherents, it would mean the curtailment of milling industry at Winnipeg, for though the present mills would be retained and operated, the head of the lakes would present a more attractive field for the erection of other mills, there is cheap power in plenty and there is no doubt that a sample market would be one of the first things established in connection with such an exchange. The malting companies would give Winnipeg the go-by, they are dissatisfied now because Winnipeg is not an order point for barley, and this difficulty would be entirely gotten over by establishing themselves at the head of the lakes.

The whole question is one of grave seriousness and it is a matter of profound regret that it could not have been adjusted aside from party politics.—H.

A very attractive calendar has been produced by W. H. Snook & Co., of Truro, N.S. The calendar contains a capital picture of their store and also pictures of noted places in that vicinity.

**THE CANADIAN GROCER**

Established . . . . . 1886

**The MacLean Publishing Co.**

Limited

**JOHN BAYNE MACLEAN** . . . . . **President**

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

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ST. JOHN, N.B. . . . . Geo. S. B. Perry  
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**GREAT BRITAIN—**

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Published every Friday.

**A LOSING PROPOSITION.**

Are you selling a 25-cent package tea, Mr. Grocer? Hundreds of you are, and you're losing money on it every day. You may not realize this, but you will if you stop right now and figure it out.

Considering the small percentage of profit you are making and the low grade of tea, which must be more or less unsatisfactory, that you are handing out to your customers in every one of these 25-cent packages, it would pay you to drop that line at once. In any event, don't let the travelers load you up with any more of it.

With the present unusually high prices of teas all the world over a satisfactory quality cannot be supplied in packages at 25 cents per pound. It may have been possible a few years ago, with teas at perhaps 50 per cent. of the present price. The advance has made this an impossibility and in addition to the fact that tea itself has advanced must be considered the fact that lead for packages, paper for lining, and wrappers, and the cost of lithographing and printing of wrappers has increased enormously during recent years.

All the wholesale firms handling 25-cent pound packages admit that they are losing money on these, and that the retailer also is selling them to disadvantage. And yet they still keep on doing their best to unload this line.

The situation is a very peculiar one,

but it only seems to need a small amount of co-operation and agreement among the larger Canadian houses to provide the remedy, which is not far to look for. Thus far some spirit of jealousy seems to have kept these houses from making any overtures toward co-operation, but the situation must be dealt with shortly and the sooner the better, both for wholesaler and retailer.

**SOME NEW YEAR'S ADVICE.**

The following paragraphs, clipped from a recent issue of the Peterboro Review contain some advice which can be applied with value to all lines of business.

"In St. John's Church, on Sunday evening last, the rector, Rev. Canon Davidson, made an appeal to his congregation—as is his custom on the first Sunday in each new year—to settle all their small bills, and larger ones, too. He strongly advised his hearers to wipe out all obligations and commence 1908 with a clean slate. The admonition is certainly opportune and apropos, and if lived up to would result in a more pleasant and satisfactory order of things all around. If merchants and others are kind enough to extend credit to you, do not abuse this privilege and keep the one who has obliged you waiting month in and month out for his money. If the business man does not receive a settlement from his customers, he is not in a position to pay the wholesale house, and the wholesale house cannot square up with the bank. An irksome and undesirable state of affairs is thus created, throughout the whole medium of trade and business relations by certain people well able to discharge small debts neglecting to do so. Do not procrastinate. Your bill may be small, but when several such amounts are owing the merchant, in the aggregate they total a large sum. It is well in these matters just to sit down and think.

"Do unto others as you would be done by and consider that if you were a merchant would you not sincerely wish all people to settle up with you. Now, carry this thought into action and practice. Business would lose one-half of its terrors, disappointments and drawbacks if customers at the beginning of each year would make an honest, earnest effort to liquidate all indebtedness. If you cannot do so entirely, do so in part.

"Canon Davidson's appeal is timely and much needed. It evidences an appreciation of business conditions too rarely referred to from the sacred desk, and reference to which will not be viewed by all good citizens other than in the light of excellent judgment and sound, practical, common sense."

**THE ABOLITION OF CREDIT.**

No more insistent problem confronts the retailer in Canada than the elimination of bad debts, and there is but one solution—the abolition of credit.

In the last generation the methods of business have entirely changed. Transportation systems have annihilated distances; catalogues have supplemented samples, and the facilities for doing every kind of business have increased enormously.

When we consider the conditions on the North American continent, the great momentum that exchange or trade has acquired is easily explained. Nearly one hundred million of the most energetic people on the earth are engaged for the most part in business, each animated with an intense desire to produce—a people to whom Carlyle's essay on work would be superfluous reading.

Holding the commanding position in this vast army of workers are the huge consolidations or trusts with practically unlimited resources. These shade down to the small joint stock companies, which, as a rule, are one man companies, and at the end of the chain we have the final distributor, the retailer.

As a matter of simple reason it would be logical to suppose that the conditions of credit exacted so vigorously by the trusts would be carried through all ranks of the commercial world, but the reverse is the case, and we find that the last link of the chain is weakest, and the retailer smallest in resources is the one most lax in the respect to his credit.

Examine the bad or doubtful accounts of our large institutions which issue annual statements and note the comparatively insignificant proportions compared with business transacted. The writer has in mind a huge industrial concern whose bad debts amounted to one thousandth part of one per cent. two years ago. We venture to say that not one retailer in America, doing a credit business, could make such a showing.

During the early periods of the country, when trade was not highly organized, credit may have been necessary, but to-day it is more than unnecessary—it is suicidal.

If the retailer wishes to be a leader, and if he desires to serve the entire trade of his district he must rigorously exact the cash payment, otherwise the mail order house, the larger centres, will absorb the best of his trade, and he earns, instead of a competency, a bare living, instead of an establishment, a precarious business.

**CHECK YOUR SHIPMENTS.**

A number of complaints have been made recently by jobbers at the growing laxity on the part of the retail trade in signing railroad receipts. Many a retailer sends his carter to the railroad station for a shipment of goods without impressing on him the necessity of checking the number of pieces and examining the condition of the packages before signing any receipts. The result is that in a number of cases a carter signs the receipt before he obtains the goods. Probably no check is made by the merchant himself for some days. When he finally does do it and discovers an error, he immediately writes the jobber to the effect that he is short a number of pieces or that the goods are damaged. When questioned in regard to the receipt given to the transportation company, he endeavors to be evasive and hints at the withdrawal of his custom unless the claim is settled to his satisfaction.

"A very pretty piece of business," one might exclaim, but it is surprising the number of cases that occur. A retailer would have a very high opinion of himself or staff if, when a sale of \$25 was made, \$24 was accepted as a settlement, \$4 of which was bad money. Yet there is an analogy between a merchant who would do that and one who signs for something which he did not receive.

The manufacturers and jobbers in the United States have had so much experience along these lines that they will not recognize any claims of this nature, throwing the onus where it belongs—to the man who signed for the shipment. Nearly every invoice received from the United States has a slip attached bearing this inscription:

**IMPORTANT.**

Before accepting and receipting for the material called for by bill of lading herewith, please see that you get the correct number of packages and that they are in good condition.

If the shipment is "short" or the packages broken or damaged so as to expose contents to the weather, do not give the railroad company your receipt until after the station agent notes condition of the shipment on your express bill.

If you accept shipments from the railroad company "short" or damaged, you do so at your own risk.

Many merchants in Canada are stamping their invoices with a similar notation, and the larger firms refuse to entertain claims for loss or damage unless a proper receipt has been given to the transportation company.

In times like these, when the transportation facilities of the country are overtaxed, it behooves every retail mer-

chant (especially those engaged in the grocery and provision trade) to make a strict check of all their shipments. It is one of the most important details of business.

**LET US HAVE YOUR VIEW.**

With a view to summing up comprehensively the outlook of the trade in Canada The Grocer is seeking the ideas of manufacturers, wholesalers, brokers, and others who are in close touch with Canadian business life, and hereby solicits letters on this subject. We should be very glad to receive any ideas you may have regarding this matter and purpose publishing in a short time an article covering the subject suggested. Let us have your opinion. If the majority agree with the views of several men of authority we have already heard from such an article should be of considerable value in restoring confidence to retailers and business men of Canada generally.

**HOW TO GET TO THE TOP.**

The man who does his work right is bound to get the head position because he has so little competition. In every line indifference and worthlessness are more in evidence than ability and worth to handle a business with willingness and despatch.

Consider the man who has brains and uses them to his employer's interest. This man is bound to be recognized as he close attention to work in working hours he will often stand out alone and sooner or later will attract the attention of his employer. So many young fellows are in the business because they must have money for their pleasures and excesses that the man who is interested in his work must surely rise to the responsible position. To build business—to sell goods or to manufacture them—these are the things, and the future of the man who will do his duty is assured.

Consider the man who feels himself above his work. He is getting perhaps ten dollars a week. He hasn't any new ideas for getting business and no ideal other than dressing above his income and shining in certain "social events" for the silly crowd of girls and men who make up his acquaintance.

He wonders why his neighbor is earning fifty or seventy-five dollars a week and because he refuses to see things right puts it down to pull. Pull sometimes helps a man to a position but

"results" must be shown to hold a place.

Learn to do your work with your whole heart. During business hours keep your mind on your work and by absorbing such knowledge as will come your way you will not only find your work a pleasure but will fit yourself for a better position in the end.

This policy will, if followed, meet with success whether you are running your own business or working for another. Try to get in a line for which you have a natural liking; pay strict attention to business and your future is assured.

**STOCK-TAKING SUGGESTIONS.**

Immediately following the new year, stock-taking engages the attention of the merchant and staff. Unfortunately, as carried out in some stores, it does not serve its intended purpose. When the work has been completed and the inventory list prepared, the proprietor or manager is by no means certain that the figures he sees before him, and which are supposed to represent the relative positions of his business at that time, and the year before, actually perform their function.

The reason for this—or one of the reasons—is the carelessness of clerks in weighing and counting. In order to ascertain if proper care had been exercised, packages of goods with the stock-taking tickets still on had been reweighed, and it was found that in one case a piece of goods marked 48 pounds actually weighed only 46 pounds, while another was almost as much astray in the other direction. It can be readily seen that discoveries of this character have a not unnatural tendency to shake the merchant's confidence in the accuracy, and, consequently, the value of his stock-taking sheets. The point we intend to convey is the necessity for impressing clerks with the importance of exercising the utmost care in weighing and counting.

Stock-taking affords an excellent opportunity for acquiring a thorough knowledge of the stock, and it is taken advantage of to get rid of the undesirable goods, those which, the longer they are allowed to remain, the more undesirable they become. Some merchants do not pay as close attention to this feature incidental to stock-taking as they should.

The Master Soap Specialty Co. has received letters of incorporation, to manufacture soaps and soap specialties. Its capital stock will be \$150,000 and Toronto will be the head office and business centre of the firm.

# Grocery News from Coast to Coast

Grocers Elected to Municipal Offices in Several Towns—Business Steady and Encouraging—Grocery Trade News From the Atlantic to the Pacific.

## GALT.

The merchants have been warned to beware of imposters who are using the names of local clergymen without authority in canvassing for help for the destitute.

Travelers arriving in Galt report a decided increase in business over the past month. They say that the public is gaining confidence in the financial position.

An unusually large demand for oranges is reported.

The article in The Grocer on Women Clerks was read with considerable interest by the trade in Galt. Lady clerks predominate in one store, and it is quite possible that the ladies will be given a chance to make good in others.

T. A. Rutherford, president of the Retail Merchants' Association, has been elected a school trustee.

The grocery trade in Galt is rapidly assuming normal proportions, as is also the case in Hespeler and Preston, and the merchants in these three towns are very optimistic concerning the future. The big boiler works of the Goldie & McCulloch Co., which have for some time been working only eight hours per day, on Monday resumed the ten hour schedule. An order for sixteen large boilers has been received from an eastern firm. It is thought to be only a matter of a short time before the other firms working short hours will return to the regular schedule. All of which goes to show the confidence of the manufacturers in the situation. If the manufacturers are confident, surely the public has every reason to follow suit.

Hunter, the baker, is issuing aluminum bread tickets, a fact which is greatly appreciated by the public. The ordinary cardboard tickets are a well known medium for the transmission of bacteria.

Will some of The Grocer correspondents give their opinion of the large quantities of green oranges at present being offered for sale. In Galt the market is very largely supplied with this unripe fruit.

The market on Saturday was fairly well attended, but high prices prevailed, and the buying was not as brisk as

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

usual. In his inaugural address Mayor Patterson made the statement that a fund should be set aside to be used for advertising and developing the Galt market. The suggestion met with the approval of the market committee and will be acted upon.

A number of local grocers were interviewed regarding a probable slump, particularly in canned goods, as predicted by the Kingston correspondent, and in every case the local grocers gave it as their emphatic opinion that a slump was improbable.

## BARRIE.

The very heavy snowstorms which affected our town in the early part of the week, and which left nearly two feet of the beautiful, have not crippled business any, in fact it has rather improved it. Our merchants seem to be

Barrie is expecting a large amount of new business with the building of the new G.T.R. shop.

Chatham experiences more trouble from the market by-law.

Toronto tells of a grocer who made a good thing selling oranges "by the peck."

Galt's big factory has resumed full time work.

A Peterborough grocer has been elected alderman.

Belleville is blessed in having two grocers in its council. And it almost had another.

Members of the trade in Kingston were interested in the municipal elections.

in a good mood, as everyone was predicting such a poor trade from the late fall, most merchants bought sparingly for Xmas, and the holiday trade, but are now ordering quite freely, as they had a bigger business than last year, and in most cases have a very low stock. A bright smile also adorns the merchants' faces as they tell about the Grand Trunk Railway's new car shops and repair shops, which are to be built here in the early spring. It will mean about three hundred men, with their families, brought in from outside points and will mean quite an increase in our trade.

Just now one of the scarcest articles in the foodstuff line is butter, although at no very high figure, the price buyers are paying being twenty-five cents. The scarcity is put down to the poor quality which is arriving on the market. There seems to be a lot of butter coming in with a strong flavor of turnips, and when all this kind is culled out it

leaves only a small percentage of number one dairy, which is salable, hence the scarcity of the good stuff.

New laid eggs are also very scarce, although there seems to be an increase from day to day in the arrivals, but just now even Mr. Merchant has to pay thirty cents a dozen for strictly new laid stock.

And fowl—just imagine, on Saturday last your correspondent saw chickens sold on our market at fifteen cents a pound, with heads on at that. Turkeys only sold at fourteen. Ducks sold at thirteen and geese at 12½c. A few hens sold at 10c. a pound.

S. Cronan is opening a confectionery and ice cream business in the Johnson Block, lately occupied by W. Johnson.

Our best wishes go with William Colville, of "Comfort Soap" fame, on his "News trip" around the world. Billy is an old Barrie boy and we were very glad to see him keep his first place in the competition from the beginning to the end.

Bakageorge Bros., of the Olympic Candy Kitchen, have this week installed two lovely, eighteen-foot, silent salesman cases. They are certainly a credit to the owners.

## LONDON.

Travelers report trade on the whole good. Retailers are buying rather conservatively as yet, but they seem hopeful and the prevailing belief is that in a very short time business will be as good as, if not better than ever it has been. "There is no depression to speak of," said one well known commercial man, who is here from Winnipeg. "There is everywhere," he continued, "a very hopeful spirit. The money stringency is now practically passed, and the westerner is hopeful of better times. And mark my words, times will be better than ever before the end of the present year."

The regular monthly meeting of the Retail Grocers' Association, held on Wednesday evening last, was but slimly attended, owing, no doubt, to the stormy weather. The matter of holding a banquet was taken up, and a strong committee was appointed to arrange preliminaries. The committee is composed of President Harry Ranahan, Treasurer Ed. Ryan, and Thomas Shaw. The affair will likely come off the latter part of February or early in March. Another letter was read by M. Moyer, treasurer of the Dominion Retail Merchants' Association, regarding affiliation. The fact that London is not in

affiliation with the Dominion Association is considered by the latter a source of weakness, which would manifest itself in the event of its going before parliament for legislation, regarded as of benefit to the merchants generally. So convinced is the Merchants' Association of this fact that Mr. Moyer has expressed his determination to visit London and try to interest what grocers remain out of the local association in the larger body. The chief obstacle in the way of affiliation seems to be that the members of the grocers' association have never got over the belief that they got the worst of the deal in the closing up of the affairs of the Pure Food Show, held here a few years ago, and in which both associations were interested. It was left to Treasurer Ryan to reply to Mr. Moyer. The question of admitting grocery travelers to membership in the association was left over for a more largely attended meeting to consider.

O. B. Drake, grocer, Hamilton Road, has made an assignment.

J. Bloomfield, grocer, Dundas Street, is retiring from business, and will sell out his stock.

T. Jaynes, grocer, South London, was the only man in the trade who sought municipal honors, and although unsuccessful, made so good a run that he is inclined to try it again next year. It is suggested that Mr. Jaynes attend meetings of the association with more regularity and thus increase his circle of acquaintances.

Saturday was the biggest day retail grocers have had for a long time, some storekeepers declaring it to beat any day before Christmas. All seem hopeful as to the outlook.

The consumption of fodder within the city and throughout the county is estimated to have decreased fifteen per cent. in the past year. This is due to the high prices of all feed for cattle and horses and to extra care and economy. Secretary Ahren, of the Western Dairymen's Association, declared on Saturday that this was undoubtedly true of all parts of the province. With the increase of knowledge in the feeding of stock has come a tendency to substitute corn, oats, straw and turnips for the ordinary feed. This is taken to show how agricultural education is playing directly into the pockets of the farmers.

**STRATORD.**

For some time past lack of interest has characterized the meetings held by the Stratford branch of the Retail Merchants' Association. The branch is not defunct—far from it, but yet, although it has a pretty large membership, the meetings, as a rule, are not attended by as many of the members as should be present. The organization is a helpful one to every merchant in the city who belongs and those who do belong should make it a point to attend all the meetings, while those who do not belong to the association should not hesitate another moment in joining and making

themselves members of this beneficial body of merchants. At these meetings the merchants get in touch with each other; business methods and interests are discussed and the members cannot help but receive some benefit.

On Thursday night last the annual meeting of the local branch was held and was addressed by E. M. Trowern, Dominion secretary of the R.M.A. For over an hour Mr. Trowern spoke to his audience on the aims and objects of the association; also the proposed legislations the association are endeavoring to have passed at the Ontario and Dominion Parliaments in the interests of the Retail merchants. The talk was interesting, inspiring and beneficial.

In closing, Mr. Trowern urged the Stratford merchants to work together. Cut out this keen competition. It was utter folly for merchants to cut prices—cut each other's throats—and yet he ventured to say that that was what was wrong in Stratford. There were some merchants who thought that by buying goods at 9 cents and selling at 10 cents they were making good profits. They were not. Instead, they were losing money. He advised the local retailers to get together and discuss matters so as to get from their businesses good living profits.

At the close of the meeting the following officers were elected for the ensuing year: President, C. N. Greenwood; 1st vice-president, R. S. Jones; 2nd vice-president, C. Welsh; secretary, E. A. Rea; treasurer, A. Johnston; auditor, T. Hislop.

C. McIlhargey, proprietor of the Stratford Wholesale Co., has again been elected by the ratepayers to represent the city on the city council.

The perfect weather and splendid sleighing resulted in a large market on Saturday, farmers and citizens turning out in large numbers. There was a large supply of apples, potatoes and fowl, all selling at the usual prices. Eggs were purchased at 29c a dozen, and butter sold for 27c and 28c per lb.

**CALGARY.**

The lull in business which invariably succeeds the Christmas season is now passing away and the temporary dullness is disappearing.

Fine weather is the order of the day, the thermometer registering from 35 to 40 with a regularity which is becoming tedious. There is no snow and consequently no sleighing, and building operations are in full swing.

The Standard Soap Company has temporarily closed its big works during the construction of its new glycerine plant. This important addition to the company's plant is about completed and the works will start up again in full blast this week. Last year it was found necessary to double the capacity of the soap plant, and with the addition of the glycerine plant, the Standard Soap Company has one of the best and most complete factories in Canada.

Eggs and butter are still scarce here and in an editorial, dated to day, the

Calgary Daily Herald calls attention to the egg question. The article commences with: "Why should new laid eggs be selling in Calgary at from 50 cents to \$1 a dozen with scarcely any obtainable? And why should thousands of dozens of Ontario eggs have to be imported into this city every year?"

**TORONTO.**

How's this for an original idea in advertising? As readers of The Grocer are aware, oranges have been selling at bargain prices for some time. A Parkdale grocer hit upon a good idea for selling them. Usually grocers stick a card over the oranges giving the price at so much per dozen. But this grocer went farther and added something which arrested attention immediately. Over a particular variety of oranges in his window he placed a card with the announcement, "Oranges, 10c per doz. or 15c per peek." Did it sell the fruit? Just ask that happy grocer who traces the sale of 25 cases in a few days to that advertising "stunt." The oddity of oranges being sold like potatoes sunk deeply into the minds of passers-by. It immediately suggested a good "buy" and consequently away went the oranges. It pays to advertise in a novel way and it also pays to use your store window for its true purpose, and that is, to attract transient trade and hold your regular customers.

Talking about store windows it is a pleasure to note the increasing attention which is being paid to this very valuable feature of every grocery. This is evident in all parts of the city. Not only the big downtown grocers, but the smaller ones off the main thoroughfares are paying more and more attention to their window displays. Some very attractively decorated ones were in evidence during the holiday season.

Along King St. east, at Kew Beach, there are some bright grocery stores which are a credit to their owners. They are all comparatively new since this section of the city has never been inhabited to any extent except during the summer months. Consequently summer is the banner time of the year for these grocers, the rest of the year being rather dull. However, conditions are changing and people are beginning to live there the year round. As a result the grocers are hopeful in regard to the future and, no doubt, will find their trade yearly increasing.

Kew Beach can boast of a model grocery, the property of W. H. Snell. Another branch is situated at East Toronto. But the one at the Beach is hard to beat. The interior has all the latest fixtures and devices for displaying goods and economizing its time and money. Everything around the shop is just so. The building was built with an eye to conveniences and it certainly has been accomplished. A big order

business is done among a high class of customers and on cash principles. A cash discount system is employed in a successful manner. In addition to the usual contents of a grocery store, a full line of confectionery is carried profitably. It would pay more grocers if they would see fit to handle such goods.

A few months ago a new grocery was started by J. Skelton, which, though not as elaborate as others, is kept in good order. Whitelock's grocery is also a likely-looking place and doing a good trade.

Another young firm which is making things hum at the Beach is Stennett Bros. Though only about three years in business these grocers are building up a substantial trade. Each year shows a marked increase. As far as possible a strictly cash business is carried on. Close care is given the windows which are changed often and used to good advantage. Sand and dust in the summer months are a great nuisance to these as well as the others grocers.

#### KINGSTON.

Kingston is quiet again now that the Christmas and New Year's trade is over and the municipal elections off. Dr. Ross defeated R. H. Toye, baker, for mayor, by 471. The bread question was brought against the baker and the needed support failed to raise him to the exalted position which he felt entitled to after fourteen years of hard work for this city.

H. N. Robertson, traveler for Geo. Robertson & Son, grocers, beat Jos. Tait, contractor, by about 200. Bert is good on the canvas.

The same old trouble which occurs every winter is on us again. What's the matter with the butter? Why don't the farmers stop feeding turnips? Does ensilage taint? They seem to think at our dairy school that neither pasteurizing nor anything else will work out the flavor caused by feeding turnips. Too bad, but what's to be done? Orange meat and corn flakes are too dear for cattle, so I guess we will have to wait for grass.

Mr. Stonehouse, of Port Perry, is again assuming control of the butter department of our dairy school. He is a competent man and popular, and is bound to advance.

The purchasing of N. P. Woods' stock by Marshall Reid did not materialize. Marshall is negotiating with Hodgson Bros. for the store on the corner of Division and Union streets. He speaks of enlarging it. Mr. Reid occupied this store before and no doubt sees possibilities ahead.

The grocers do not hold any more meetings like they used to and they are the poorer for it. When they met regularly opinions were exchanged and topics discussed, such as "Early Closing," "Dead Beats," "Picnics," "Market By-laws," "Trading Stamps," etc.

The only meetings are when Jim and a few meet on the market and chat about frenzied finance, etc.

The by-law for road improvements voted on by the people, passed by a large majority, so when the work is completed, you can come along with your autos.

Gas for fuel and lighting purposes is reduced to one dollar. It will be a grand thing when you can run your furnace with gas and escape the dust and ashes. Kingston's magnates are talking about heating buildings by steam from a central plant—a fire plant, I guess. It is green yet, but may turn red by next autumn.

Chas. Saunders, who changed his business from credit to cash, is well pleased with the change. No books, no disputes, all cash. Ideal ideal.

Hard to get a good tea less than 20c any more to run at 25c. Those who put up package teas can't make much on their 25c lines, unless they had stock on hand.

A lady telephoned to every real estate man in the city the other day for a house, furnished or unfurnished, from \$10 to \$15 a month, and she was not successful. Speaks well for Kingston, but hard on her.

A lot of canvassing for orders is done by local retailers. It is better to let the people come to you, and the best houses here do so. Canvassing means more credit and more work.

Many grocers have nice stores, but the arrangement of goods is anything but tasteful. They get into a rut and when you look in a year hence you see the same goods in the same place. Rearrange your stock and make your store look different at least once a month. It will help sell your goods. People notice these changes and comment on them, for people do talk.

Nearly all the toll gates have been bought up by the county, after years of fighting, and now you can travel without being held up.

Quite a lot of complaints are coming in about canned goods tasting of the tin and sometimes of an acid flavor.

A. Rankin, Collinsby, is doing a large trade here in flour and feed. He has a fine mill and the best machinery money can buy.

#### BELLEVILLE.

Both the retail and wholesale grocers of this city and district inform your correspondent that business has been both brisk and profitable so far during the winter months. In fact, they say that they have hardly felt the money stringency which has been reported in so many places. This city has been quite fortunate so far as the calls upon the charitable organizations were concerned, despite the fact that the city has so many new arrivals from the Old Land. The closing down of the rolling mills in December has necessitated the

grocers doing a considerable credit business but they have implicit faith in their customers, as they are nearly all married people, and work will soon resume.

The municipal elections created considerable interest here, owing to the fact that there were three grocers seeking election. Two of them were victorious, while our old friend John Harker lacked but a few votes of being elected. The two elected were William Panter and A. S. Vermilyea, both members of last year's council. Both were well up in the list. At the inaugural meeting, held on Monday, Jan. 13, Alderman Panter was appointed chairman of the public works committee and Alderman Vermilyea was again appointed chairman of the waterworks committee.

M. A. McCrodan, grocer, did not seek re-election this year, as he found he could not attend to his increasing business and do his duty to the council. His intimate friends, however, state that his better half had a lot to do in inducing him to give up civic affairs.

#### ST. CATHARINES.

John Killroy has purchased the premises at the junction of Welland avenue and Niagara street, the property formerly owned by the late Mr. Prowton, and has embarked in the general grocery and green grocer trade.

John W. Timmons, one of the young and enterprising grocers, on St. Paul street, who was the principal dealer in early foreign fruits and vegetables, has been compelled to close his doors.

The canners are already in the field to make contracts for the coming season's work, so that the producer can regulate his business accordingly. A new variety of potatoes that has been propagated by one of the most prominent farmers and fruit growers has come into vogue and its yields had been so enormous this last autumn that it will be the staple for the next year's growth.

Good roads has been the agitation for some time back in Grantham township, and the recent municipal elections hinged on that point. The reeve for 1907 had been a prominent worker for good roads, but he was met with obstacles, which, when election day came, he, as it were, snowed his opponent under. Mr. Arbithnot, the re-elected reeve, is one of the progressive men of his municipality and he had co-workers who were bound to make Grantham the banner township for good roads. A great many hundreds of dollars were spent in the year 1907 on roads, and during the coming season something like thirty thousand dollars will be spent in completing the works that have been promoted.

#### PETERBOROUGH.

George A. Gillespie, of the grocery firm of White & Gillespie, is now an alderman of the city of Peterborough. Mr. Gillespie was induced to enter the field by a large number of friends, and polled a great vote, coming second from the top of the list. He was only eleven votes behind the man who headed the poll. Ald. Gillespie should make a good representative. He is vice-president of

the board of trade and is prominently identified with the Peterborough Cheese Board. He is being heartily congratulated by his many friends in the trade on his election to such an important position.

Ex-Ald. E. F. Mason, who is a prominent local grocer, was also nominated for the council, but did not remain in the field. Mr. Mason's friends were sorry that he could not be induced to stand.

Trade has been somewhat quiet since the holidays, but grocers report that it is well up to that of former years. The Christmas trade was well up to the average, in fact, some grocers report it better than in former years.

Ald. Gillespie, of the firm of White & Gillespie, attended the annual convention of the Eastern Ontario Dairymen's Association in Picton last week. He states that the convention was one of the most successful in the history of the association. Mr. Gillespie was elected to the directorate, representing the Peterborough district.

**NEWCASTLE.**

Robert A. Loggie, Wallace W. Loggie, Mary Loggie, Elizabeth Alice Loggie, and Robert Murray, M.P.P., are applying for incorporation as the Miramichi Fish Company. Their object is to carry on a general fishery business in this province. The proposed capital stock is ninety-nine thousand dollars.

Thomas, Maltby, late chief clerk in Mayor Miller's grocery, has engaged with Baird & Peters, wholesalers here.

Reports from all sections indicate that the price of hay is coming down at a rapid rate. In the fall those who had hay to sell held it at almost fabulous prices—anything under \$15 a ton was laughed at. But now the best pressed hay can be bought for \$13.50.

The year 1907 resulted in a serious interruption in the successful prosecution of the potato business. A larger acreage than usual was planted, blight and rot became general and the yield and quality was bad.

The salt springs, together with 1,400 acres of land, at Plumwaseep have been purchased by an English company, who intend placing the salt industry in this province on a firmer footing.

**LEASES NEW YORK WAREHOUSE.**

**Lipton Interests in United States Secure New Premises in Heart of Wholesale District.**

The following paragraphs from a recent issue of the New York Commercial gives a good idea of the growth of this English company's business in America:

"A lease of the building at the corner of Hudson and Franklin Sts, now occupied by the firms Bennet & Sloan and Bennet, Day & Co., has been secured by Sir Thomas Lipton. The lease covers a period of 20 years and the rental aggregates \$325,000. The Lipton interests will use the structure as a

warehouse, the object in securing the location being to maintain permanent show-rooms in the centre of the grocery district.

"Occupation of the building will be effected on May 1 next. Of the present tenants, Bennet & Sloan, tea merchants, have secured quarters in a new building at the corner of Hudson and Hubert Sts. Bennet, Day & Co., nut and fruit importers, have had no plans for removal. The matter of erecting a new building in the district is under consideration. This firm has occupied the premises for 18 years."

**DOMINION PHARMACAL CO. ASSIGNS.**

**Toronto Patent Medicine Concern Recently Organized Goes to the Wall.**

The assignment of the Dominion Pharmacal Co., of Toronto, who have been manufacturing and extensively advertising the patent remedy "Briek's Tasteless," since their organization last June, was announced on Tuesday. The failure is supposedly due to the extravagance of the management and difficulty in securing financial consideration. The liabilities are given out as \$15,000 with \$18,000 assets.

**MAPLE LEAF MILLS BURNED.**

**Large Flour Mill at Kenora Destroyed on Tuesday Night.**

The Maple Leaf Milling Co.'s mill at Kenora, one of the largest and best equipped mills on the continent, was destroyed by fire late Tuesday evening. An elevator adjoining was also damaged. The loss is placed at \$500,000 and is said to be fully covered by insurance.

The Maple Leaf Milling Co. is a branch of the Hedley, Shaw Milling Co., of Toronto.

**CANADIAN EXHIBITS AT LONDON.**

**Government Making Good Accommodation for Manufacturers at Franco-British Exhibition.**

The Canadian Government has in course of erection a large special building for the accommodation of Canadian exhibits at the Franco-British Exhibition, which opens in London, England, May 1 next.

The Government part of the display will consist of exhibits of the natural resources of Canada, such as agricultural products, minerals, forestry, fish and game, horticulture, dairying and food products. There will be accommodation reserved for the display of Canadian manufacturers and where acceptable exhibits are offered, very generous treatment will be accorded them by the Government.

Applications will be received up to the end of the present month and enquiries should be addressed to Mr. W. A. Burns, Exhibition Branch, Department of Agriculture, Ottawa.

**NEW FOOD AND WEIGHT INSPECTORS.**

**Recent Appointments of Interest to Grocery Trade.**

The following appointments made by order in council were handed out at Ottawa last week:

J. L. Cruickshank, of Toronto, has been appointed assistant inspector of weights and measures for the district of Toronto.

John Talbot, of London, has been appointed food inspector for the counties of Brant, Norfolk, Oxford, Wellington, Waterloo, Middlesex, Lambton, Elgin, Essex and Kent.

Other appointments are as follows: Harry M. Wood, of Milkbrook, Ont., to be deputy collector of inland revenue at Port Hope; F. H. Butler, Windsor, to be assistant inspector of weights and measures for the district of Windsor; E. B. Parkinson, Vancouver, to be collector of inland revenue for the district of Vancouver; J. E. Miller, Vancouver, to be district inspector of inland revenue for the Province of British Columbia.

**HAVE YOU THOUGHT ABOUT THIS?**

Keep your hands clean. Dig under your finger nails. Never mind if it takes time. It pays. Women are critical right here. The sight of a man handling butter or cheese with dirty finger nails is disgusting. It's enough to queer a sale, and it does lose sales many and many a time. Don't allow it to happen with you. The rule holds good in every department. It's one of those small-big details that count.

**TRADE NOTES.**

H. C. Garner, grocer, of Toronto, has made an assignment.

J. A. Campeau, general merchant, of Leeds, Que., has assigned.

Jos. Quesbel, Montreal, has sold his grocery to J. A. O. Mallette.

Mackie & Lecky, general merchants, of Battleford, Sask., have assigned.

Sam Walker Hamilton, has taken over the grocery business of H. Baker.

T. Legault & Co., general merchants, of Sturgeon Falls, Ont., has assigned.

Crawford, Weeks & Graydon, Strathcona, Alta., have opened a new grocery.

Miller & Soyki, Langenburg, Sask., have succeeded the Soyki Co., merchants.

Thos. White, Bowmanville, Ont., has taken over the grocery business of C. L. Brown.

W. D. Beattie, Essex, Ont., has sold his grocery and crockery business to Geo. Rounding.

**"NO SIMILAR TROUBLE."**

In the article regarding the matter of tea inspection in Toronto in last week's issue, a typographical error caused J. W. Musson, of Geo. Musson & Co. to appear to have said that he had heard of delay in tea inspection in Toronto. The paragraph should have read: "We have heard of no similar trouble in Toronto." We sincerely regret the error.

# Markets and Market Notes

Business Generally Very Encouraging and New Year is Opening Out Well—Grocery Markets Continue Steady With Slight Changes in a Few Staple Lines.

## QUEBEC MARKETS

### POINTERS—

- Sugar—Firm.
- Prunes—Strong.
- Nuts—Easier.
- Furs—Firm.

Montreal, January 15, 1908.

Wholesalers report very favorably on the trade of the past week, and judging from orders already in and coming trade during the first of the year will not in any sense be dull.

The recent advance in sugar does not seem to have had any effect on the market, for the tone is very firm.

The butter and egg markets are firm, with a very active demand for finest fancy butter. New cheese advanced half a cent this week over last week's prices.

TEA—The demand has been good, prices remain firm, no change noticeable.

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

COFFEES—The market is featureless with no changes apparent.

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

SUGAR—Demand continues strong. Late advance does not seem to have affected the market. The usual easing-off noted in January in past years has not been felt this year.

Granulated, bbls	\$4 40
“ 1/2 bbls	4 55
“ bags	4 37
Paris lump, boxes, 100 lbs	5 25
“ 50 lbs	5 35
“ 25 lbs	5 55
Extra ground, bbls	4 80
“ 50-lb. boxes	5 00
“ 25-lb. boxes	5 20
Powdered, bbls	4 60
“ 50-lb. boxes	4 50
Phoenix	4 35
Bright coffee	4 30
No. 3 yellow	4 20
No. 2	4 10
No. 1 1 bbls	4 07
No. 1 bags	3 95

SYRUPS AND MOLASSES — Business is quiet on a steady market.

Barbadoes, in puncheons	0 27	0 32
“ in barrels	0 31	0 33
“ in half-barrels	0 34	
“ fancy	0 32	0 33
“ extra fancy	0 35	
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03	
“ 1/2 bbls	0 03	
“ 1/4 bbls	0 03	
“ 3/4 lb pails	1 75	
“ 2 1/2 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
“ 5-lb. “ 1 doz “	2 75	
“ 10-lb. “ 1/2 doz “	2 65	
“ 20-lb. “ 1/4 doz “	2 60	

MAPLE PRODUCTS—Only a nominal

amount of business is being done at steady prices.

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

DRIED FRUITS—There is a fair demand for Valencias. Prunes are in great request. The market is generally strong with a slight advance noted in some lines.

Currants—		
Filiatras, uncleaned barrels	0 06	
Fine Filiatras, per lb., in cases	0 06	0 06
“ cleaned	0 06	0 07
“ in 1-lb cartons	0 07	
Finest Voetizaa	0 03	0 09
Amalias	0 08	0 08
1 lb. packages		0 08

Sultana Raisins—		
Sultana raisins, per lb.	0 19	0 13
1-lb cartons		0 15

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

Valencia Raisins—		
Fine off-stalk, per lb.	0 05	
Selected, per lb.	0 06	
Layers	0 03	0 07

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

California Evaporated Fruits—		
Apricots, per lb.	0 32	
Peaches	0 18	
Pears	0 18	
Malaga Raisins—		
London layers	2 25	
“ Connoisseur Clusters	2 40	
“ Royal Buckingham Clusters, 1/2-box	1 07	
“ boxes	1 37	
“ Excelsior Window Clusters	4 50	
“ 1/2 boxes	5 50	
“ 1/4 boxes	1 50	

California Raisins—		
Fancy seeded 1-lb pkgs	0 12	
Choice seed d, 1-lb. pkgs	0 11	0 11
Loose muscatels 3 crown	0 10	0 14
“ 4 crown	0 11	0 11

Prunes—		
Oregon prunes 25-lb. boxes, 30-40s.	0 11	
“ “ “ 40-5 s	0 10	
“ “ “ 50-65 s	0 19	
“ “ “ 60-70s	0 09	
“ “ “ 0-0s	0 08	
“ “ “ 90-100s	0 08	

NUTS—Walnuts declined half a cent on last quotations.

SPICES—Trade has been good, but no advance is expected.

Peppers, black	0 16	0 20
“ white	0 25	0 30
Ginger, whole	0 16	0 20
“ Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	0 25	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 25	0 60

RICE AND TAPIOCA—There is no change in last week's prices.

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

EVAPORATED APPLES—A decline of a cent is noted this week under better supplies.

Evaporated apples	0 08	0 10
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BEANS—Firm prices are holding with good business.

Choice prime beans	1 90	
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RAW FURS—The fur market is firm, with a tendency to higher prices in evidence.

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

## CANNED GOODS

MONTREAL—Demand continues good in all lines with the opening of the New Year's business.

TORONTO—Business is brighter than for several weeks and goods are going out at an encouraging rate. A few complaints are heard from retailers of spoiled goods; some tasting of the can, some with an acid flavor, but this cannot be confirmed.

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,” and “White Rose,” brands.

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3s.		1 20	1 17
“ preserved, 3s.		1 42	1 40
“ standard gal.		3 27	3 25
“ preserved, gal.		3 97	3 95
Blueberries—			
2s, standard		1 17	1 15
2s, preserved		1 67	1 65
Gals, standard		5 17	5 15
Grapes—			
2s Preserved		1 52	1 50
Gals Standard		3 77	3 75
Cherries—			
2s, red, pitted		2 27	2 25
2s, “ not pitted		1 77	1 75
Gals, red pitted		7 40	
“ “ not pitted		2 27	2 25
2s, black, pitted		1 77	1 75
2s, “ not pitted		2 42	2 40
2s, white, pitted		1 92	1 90
2s, “ not pitted			
Currants—			
Gals, red, solid pack		7 65	
Gals, red, standard		5 40	
2s, red preserved		2 12	2 10
2s, red, H.S.		1 92	1 90
2s, black, H.S.		2 02	2 00
2s, black, preserved		2 25	2 22
Gals, black, standard		5 50	
Gals, “ solid pack		8 40	
Gooseberries—			
2s, H.S.		2 27	2 25
2s, preserved		2 50	2 47
Gals, standard		6 75	
Gals, solid pack		8 75	
Lawtonberries—			
2s, H.S.		2 27	2 25
2s, preserved		2 52	2 50
Gals, standard		7 77	7 75
Peaches—			
1 1/2s, yellow (date)		2 17	2 15
2s, yellow		2 37	2 35
2 1/2s, yellow		3 27	3 25
3s, yellow		3 62	3 60
3s, yellow (whole)		3 02	3 00
2s, white		2 32	2 30
2 1/2s, white		3 22	3 20
3s, white		3 57	3 55
3s, not peeled		1 75	1 75
Gal, pie, peeled		7 52	7 52
Gal, pie, not peeled		5 52	5 50
Pears—			
2s, Flemish Beauty		1 52	1 50
2 1/2s, Flemish Beauty		2 27	2 25
3s, Flemish Beauty		2 43	2 40
2s, Bartlett		2 12	2 10
2 1/2s, Bartlett		2 47	2 45
3s, Bartlett		2 52	2 50
3s, pie		1 74	1 45
Gal, pie, peeled		4 52	4 50
Gal, pie, not peeled		3 77	3 75
2s, light syrup		1 40	
3s, “		1 95	

ESTABLISHED IN 1842

# 66 Years in Business

This is a very good record, isn't it?

We have some splendid values in all class of goods, more specially in

## TEAS

How about your stock?

We have nearly

### 5000 PACKAGES

to be cleared before spring, including

Japans, Siftings and Fannings,

Indian, Black and Green,

Ceylon, Black and Green,

Pea Leaf and Pin Head Gunpowder,

Young Hyson, etc.,

(Bulk and Packages.)

During January and February, we will pay freight to any railway station, in quantity of 5 packages or more.

They Possess Quality, Strength and Aroma

### HERE IS A BARGAIN

100 cases extra fine Peas	(100 white tins)	per case, \$13.50
100 " Pois Moyens	(100 white tins)	" " 9.00
100 " Fine Mackerel, 1s tall		" doz. 1.00
100 " Thistle Whole Peaches, 3s		" " 3.00
400 boxes G. & S. Prunes, Santa Clara, 90/100, 25 lbs.		per lb. .06

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FIRST SERVED

SAMPLES FURNISHED ON APPLICATION

"PROMPT SHIPPERS"

## L. CHAPUT, FILS & CIE.

WHOLESALE GROCERS and IMPORTERS of TEAS, WINES and LIQUORS.

2, 4, 6 and 8 DeBresoles Street, - Montreal

THE CANADIAN GROCER

Pineapple—		
2s, sliced	2 02½	2 00
2s, grated	2 12½	2 10
whole	2 82½	2 80
Plums, Damson—		
2s, light syrup	1 32½	1 30
3s, light syrup	1 87½	1 85
2s, heavy syrup	1 147½	1 45
2½s, heavy syrup	1 82½	1 80
3s, heavy syrup	2 12½	2 10
Gal., standard	3 62½	3 60
Plums, Lombard—		
2s, light syrup	1 37½	1 35
3s, light syrup	1 92½	1 87½
2s, heavy syrup	1 52½	1 50
2½s, heavy syrup	1 87½	1 85
3s, heavy syrup	2 12½	2 10
Gal., standard	3 82½	3 80
Plums, greengage—		
2s, light syrup	1 42½	1 40
2s, heavy syrup	1 57½	1 55
2½s, heavy syrup	1 87½	1 85
3s, heavy syrup	2 15	2 12½
Gal., standard	4 12½	4 10
Plums, egg—		
2s, heavy syrup	1 85	1 82½
2½s, heavy syrup	2 15	2 12½
3s, heavy syrup	2 47½	2 45
Rhubarb—		
2s, preserved	1 77½	1 75
3s	2 52½	2 50
Gal., standard	3 54	3 50
Raspberries, Red—		
2s, L. S. (Shafferberries)	2 12½	2 10
2s, H. S.	2 24	2 25
2s, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
“ solid pack	10 52	10 50
Raspberries, Black—		
2s, black, H. S.	2 27½	2 25
2s, preserved	2 52½	2 50
Gals., standard	7 77½	7 75
“ solid pack	10 52½	10 50
Strawberries—		
2s, heavy syrup	2 27½	2 25
2s, “ preserved	2 52½	2 50
Gals. “ standard	7 77½	7 75
Gals. “ solid pack	10 52½	10 50

VEGETABLE

Asparagus—		
2½s, tips, California	3 77½	3 75
2s, Canadian	2 80	2 77½
Beets—		
2s, sliced, sugar and blood red	1 10	
2s, whole	1 00	
3s, sliced	1 35	
3s, whole	1 25	
Beans—		
Fancy brands	1 32½	1 30
2s, golden wax	0 92½	0 90
3s	1 37½	1 35
Gals. “	4 02½	4 00
2s, refugee or valentine (green)	0 92½	0 90
2s, crystal wax	1 02½	1 00
Red kidney, 2s	1 07½	1 05
Lima, 2s	1 32½	1 30
Corn—		
2s	0 97½	0 95
Gal., on cob	4 90	
Carrots—		
2s	0 97½	0 95
3s	1 07½	1 05
Turnips—		
3s	1 07½	1 05
Cabbage—		
3s	0 92½	0 90
Cauliflower—		
2s	1 47½	1 45
3s	1 87½	1 85
Succotash—		
2s	1 27½	1 25
Parsnips—		
2s	0 97½	0 95
3s	1 07½	1 05
Peas—		
1s, extra fine sifted	1 07½	1 05
2s, standard	0 92½	0 90
2s, early June	1 02½	1 00
2s, sweet wrinkled	1 07½	1 05
2s, extra fine sifted	1 37½	1 35
Gals., No. 4	3 72½	3 70
Pumpkins, 3s	0 95	0 92½
Gal.	3 62½	3 60
Spinach—		
2s	1 52½	1 50
3s	2 62½	2 60
Gals.	5 17½	5 15
Squash—		
3s	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2s	1 07½	1 05
3s, all kinds	1 27½	1 25
Gals., all kinds	3 17½	3 15
Baked Beans—		Per doz.
1s baked beans, plain, 4 doz		\$0 50
1s “ in tomato sauce, 4 doz		0 50
1s “ in chili sauce, 4 doz		0 50
2s “ plain		0 50
2s “ in tomato sauce		0 81
3s “ in chili sauce		0 80
3s “ plain		1 01
3s “ in tomato sauce		1 00
3s “ in chili sauce		1 00
Brands—Red Cross, Little Chief, Log Cabin, Aylmer, Delhi, Simcoe, Clark's, etc.		

Catsup—		
2s tomato catsup, tins, Red Cross	0 75	
2s “ “ Delhi	0 85	
Gal. “ “ Aylmer	5 00	
Gals. “ “ (screw tops)	5 50	
Gal. “ “ Tiger	4 50	
Gal. “ kegs (10 gals.), per gal	0 45	
Gal. “ jug	8 00	
½ p/s “ Delhi “New Process”	1 00	
“ “ Aylmer, Canada First	1 00	
“ “ Simcoe, Lyon Valley	1 00	
“ “ Lalo, “Monarch”	1 00	
“ “ Delhi, “Epicure”	1 20	
Pts. “ Delhi, “Epicure”	1 50	
Pts. “ Red Seal	1 50	
Qts. “ Delhi, “Epicure”	3 00	
“ “ Red Seal	3 00	
“ “ Delhi “New Process”	3 00	
“ “ Aylmer, Canada First	2 00	
“ “ Simcoe, Lyon Valley	2 00	
“ “ Lalo, “Monarch”	2 00	
“ “ Tiger	5 17	

ONTARIO MARKET'S.

POINTERS—

Sugar—Firmer.  
Evaporated Apples—Easier.  
Canned Goods—Moving well.  
Produce—Firmer.

Toronto, Jan. 16.

Business continues to be encouraging in the grocery markets, with demand opening well. Wholesalers almost without exception express themselves as very well pleased with the amount of business passing and with the general outlook for the next two or three months. Almost every man on the street reports his business so far this year ahead of the same period in 1907. This seems to bear out the opinion expressed a couple of weeks ago that grocers' stocks are light.

And the financial side, also, seems to be pretty fairly satisfactory. Collections continue fairly good and there seems to be no lack of money evident among the majority of the retailers.

TEAS—There has been no change in the critical situation during the week, everything pointing to a continuation of the present high prices. Nothing of interest has developed in the local markets.

COFFEE—There is nothing new in local markets. In summing up the situation abroad, Willett & Gray say:

It is now seen that the financial crisis was the cause of rather poor seaport deliveries for the month of December, but even so, the average of the first six months of the season is one million, five hundred thousand bags a month withdrawn for consumption in Europe and the States, equal to 50,000 bags a day. The interior must continue to draw supplies from the seaports on the same scale to satisfy actual necessities, as the port deliveries point more closely than ever to the amount of coffee consumed. During the money stringency the hand to mouth buying was more rigidly observed, and now that the general financial condition is clearer, money easier and confidence returning, it is not to be wondered at that a general inquiry for actual coffee is coming in from the interior.

Reports from different quarters show that stocks are lighter than ever, so the trade here and in Europe must buy supplies equal to the daily 50,000 bags of coffee required for consumption, which introduces the strength of the actual position and shows how it will grow stronger from day to day. The daily receipts are running small and the combined arrivals of Brazilian and mild coffees fall short of daily consumption, so that the influence of supply and demand is the strong natural feature to

be considered, and on this account coffee should do a great deal better. The price is low, crops are small and consumption heavy and constantly increasing.

SUGAR—The local market is very firm, even on top of last week's advances. There was an advance of ten cents in New York on Wednesday, but at the time of writing this had not been reflected locally. Prices, however, may have advanced before this reaches our readers, though as far as can be judged, the present basis will probably be maintained for this week at least. Reports of wet weather in Cuba seem to be somewhat responsible for the stronger feeling in New York, but various reasons may contribute to the situation.

Willett & Gray, in their weekly Journal, dated Jan. 9th, say of the situation in raws:

“The features of the week have been a number of quiet transactions in new crop Cuba centrifugals, showing at the close an advance of 1-16c in cost and freight, and 9c per cwt. in spot quotations—say to 2 9 16c c. & f. and 3.94c, duty paid. Also, the first estimate of Cuba crop by Messrs. Guma-Mejer, of 1,165,000 tons; also an increase in centrals grinding from 21 to 70 this week, and an increase in receipts from 2,000 tons to 9,000 tons. Also, the very interesting annual statistics of the sugar trade of the United States, given in this paper. The hearings on the Philippine tariff bill are delayed until about the 20th instant, and the suggestion made by us in preceding papers, regarding reciprocity between Japan and the Philippines, is receiving attention in Washington.”

The world's visible supply is estimated this week as follows:

Total stock of Europe and America, 3,177,242 tons, against 3,202,558 tons last year at the same uneven dates. The decrease of stock is 25,316 tons, against a decrease of 56,458 tons last week. Total stocks and afloats together show a visible supply of 3,217,242 tons, against 3,292,558 tons last year, or a decrease of 75,316 tons.

The following table shows the fluctuations of Canadian refined during 1907. Quotations are given on a basis f.o.b. Montreal:

	Extra Standard No. 1	
Quotations on	Granulated. Yellow.	
1st January	430	3.90
8th January	420	3.80
27th February	430	3.90
11th April	440	4.00
6th May	450	4.10
15th May	460	4.20
18th June	450	4.10
9th July	440	4.00
22nd November	430	3.90

Toronto prices quoted at time of writing are as follows:

Paris lumps, in 50-lb. boxes	5 45
“ “ in 100-lb. “	5 35
St. Lawrence granulated; barrels	4 50
Redpath's granulated	4 60
Acadia granulated	4 35
Berlin granulated	4 40
Flonix	4 45
Bright coffee	4 40
No. 3 yellow	4 30
No. 2 “	4 20
No. 1 “	4 10
Granulated and yellow, 100-lb. bags 1c less than bbls.	

SYRUPS AND MOLASSES—A steady staple business is being done, with no new features.

Syrup—	
Dark	0 33 0 35
Medium	0 33 0 35
Bright	0 38

THE CANADIAN GROCER

<b>Molasses—</b>	
New Orleans, medium	0 30 0 35
Barbadoes, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Per ase.	
2 lb. Tins, 2 doz. in case	2 40
5 " " " " "	2 75
10 " " " " "	2 60
20 " " " " "	2 60
Barrels	0 03 1/2
Half Barrls	0 03 1/2
Quarter "	0 03 1/2
Pails, 38 1/2 lbs. each	1 75
" 25 "	1 25
<b>Maple syrup—</b>	
Gallons 6 to case	4 80
" 2 "	1 10
Quarts, 24 "	5 40
Pints, 24 "	2 90
<b>DRIED FRUITS—</b> Business locally is somewhat quiet, though steady. A cable from Patros in regard to currants, to a local broker, on Wednesday says:—"The market is active and a stronger tone is evident."	
<b>Prune, Santa Clara—</b>	
Per lb.	
100-120s	0 06
70-80s	0 07
80-90s	0 06 1/2
60-70s, 50-lb boxes	0 08 1/2
Note—25 lb. boxes 1c. higher than 50 lb.	
<b>Candied and Drained Peels—</b>	
Lemon	0 11 0 11 1/2 Citron
Orange	0 11 0 12
Peaches	0 18 0 20
Figs	
Elmets, per lb.	0 18 0 15
Tapnets	0 03 1/2 0 03 1/2
Bag Figs	0 04 1/2 0 05
<b>Currants—</b>	
Fine Filiatras	0 07 0 07 1/2
Patras	0 08 0 08 1/2
Uncleaned, 1c less.	
<b>Raisins—</b>	
Sultana	0 10 0 11
Fancy	0 11 0 12 1/2
Extra fancy	0 14 0 15
Valencias, new	0 06 1/2 0 07
Seeded, 1-lb packets, fancy	0 12
" 16 oz. packets, choice	0 11 1/2
" 12 oz.	0 09
<b>Dates—</b>	
Hallowees	0 05 0 05 1/2
Sains	0 04
Fards choicest	0 08 0 09
choice	0 08 1/2

NUTS—An easier feeling is evident, though prices remain steady.

Almonds, Tarragon, per lb.	0 50
" Formigetta	0 13 1/2 0 15
" shelled Valencias	0 32 0 35
Walnuts, Grenoble	0 12 1/2 0 13 1/2
" Bordeaux	0 10 1/2 0 11
" shelled	0 27 0 28
Filberts, per lb.	0 11

SPICES—Business is still quiet at regular quotations. Firms speak favorably, however, in comparison of the year's business with the same period in 1907.

Peppers, blk.	0 16 0 20
" white	0 25 0 30
Ginger	0 18 0 25
Cinnamon	0 35
Nutmeg	0 30 0 35
Cloves, whole	0 30 0 40
Creom of tartar	0 22 0 25
Allspice	0 16
" whole	0 17 0 20
Mace	0 15 0 20
Mixed pickling spices, whole	0 15 0 20
Cas-ia, whole	0 20 0 25
" ground	0 25 0 30

RICE AND TAPIOCA—A steady jobbing business is being done, with no new features evident.

Per L.	
Rice, stand. B.	0 03 1/2 0 03 1/2
" white	0 03 1/2 0 03 1/2
Patna	0 35 0 40
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	0 07 1/2 0 07 1/2
Carolina rice	0 10
Tapioca, medium pearl	0 07

BEANS—The tone of the market is slightly stiffer this week and a somewhat larger amount of business is being done, though prices are still at last week's level.

Bean, hand picked, per bush	1 60 1 75
" prime No. 1	1 50 1 60
" Lima, per lb	0 07

EVAPORATED APPLES—Prices are a shade easier, with larger stocks on hand.

Evaporated apples	0 80 0 08 1/2
-------------------	---------------

HIDES AND WOOL—The market is still very dull. There is good demand for fall hides, but dealers have none of this variety in stock. Prices are unchanged.

Hides, speckled, cows and steers, No. 1	0 05
" No. 2	0 04
Country hides, fat, per lb., cured	0 04 0 04 1/2
Calf skins	0 07 0 08
Kips	0 06
Lamb skins	0 70 0 80
Horse hides, No. 1	2 25
Rendered/tallow, per lb.	0 05 0 06
Horse hair, per lb.	0 17
Wool, washed	0 10
" unrejected	0 20
" rejections	0 15

L. Jodouin & Co., general merchants, of Mattawa, Ont., have assigned.

Ed. Lefrancois and A. Pelletier, general merchants, of Ste. Anne Des Monts, Que., have made assignments.

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GIVES PERFECT LIGHT

FOR SALE BY ALL DEALERS

It pays to have proper connections in

## The West

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

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

Charges Reasonable Satisfaction Guaranteed

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Storage, Warehousing and Distributing Agents

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## General Stores

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# "Young-Tom" Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

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

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

The YOUNG-THOMAS SOAP CO., Limited REGINA, CANADA

## Choicest Cured Meats AT RIGHT PRICES

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

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

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

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

## CHEESE

We can interest you in this line. Note the markets and see how prices are advancing. We would not advise buying on speculation, but you cannot do better than buy now for what you may require. Our stock includes White and Colored Canadians, both in large and twin sizes. Canadian and English Stiltons, in prime condition. Limburger, both imported and domestic.

Our travellers start out this week. We shall be pleased to have you book sample orders with them.

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



**CORONA  
BRAND**



## HAM AND BACON

has never yet been excelled for purity and flavor. It is the kind of Ham and Bacon that will keep your old customers with you and draw new custom perpetually. Why not give it a trial?

We have no retail stores.

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

## Provisions of Purity

are necessary in these days of pure food agitations. You make no mistake when you go to your customers with the "purity" argument. The best argument of the quality which can be attained by provisions is to sell your customer

## Ryan Brand Provisions

They are convincing proof of the deliciousness of purity. The government food inspector has declared Ryan Brand to be perfectly pure.

Write Now for Prices!

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



choice lots selling several points above the ruling prices. Geese are very scarce.

Live Weight.	
Spring chickens, per lb.	0 10
Old fowl	0 07
Ducks	0 08
Geese	0 08
Turkeys	0 10 0 12
Dressed weight.	
Spring chickens, per lb.	0 11 0 13
Old fowl	0 07 0 08
Ducks	0 10 0 11
Geese	0 10 0 12
Turkeys	0 13 0 20
Squabs, per doz.	2 50

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

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

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

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

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

**SUGAR AS FOOD.**

**Shown to be a Powerful Stimulant Under Certain Conditions.**

Some interesting experiments with reference to the nutritive value of foods containing sugar were recently made at the instance of the War Office at Berlin. It is a fact well known to Alpine tourists that on difficult climbing excursions an increased desire is felt for sweets and sweetened foods, and many who never touch such things at home devour large quantities of them on these tours. It is also frequently remarked that the guides eagerly appropriate any sugar that may be left over, and consume it on the journey. Whether the sugar afforded real benefit to the mountain climber was the subject of the German investigation; that is, did the consumption of sugar render the tired muscles capable of renewed exertion? To answer the question conclusively, the subject of the experiment was not allowed to know that a test was being made. One day a sweet liquid, containing thirty grams of sugar, was administered; on the next a similar liquid, sweetened by saccharine to render it indistinguishable from the other, as far as taste was concerned, took the place of the sugar. The result was a complete triumph for the sugar. It was found that a greater amount of work could be accomplished on the days when the sugar was given than on those when saccharine took its place. This serves, as far as it goes, to prove that sugar is food in a true sense, and that it is in particular food for the muscles.—  
 New England Grocer.

**DEATH OF E. A. DALLEY.**

**Prominent Hamilton Manufacturer Passed Away Sunday Evening.**

Not only business circles, but also municipal, political and fraternal bodies will sincerely regret the passing away of E. A. Dalley, of the firm of F. F. Dalley & Co., and one of Hamilton's oldest and most esteemed citizens, who died at his home on Sunday evening, Jan. 12th.

Mr. Dalley had suffered for many years with locomotor ataxia. Until about ten days before his death, however, he had been able to walk to his office, and the serious nature of the disease was scarcely suspected. At that time, however, he caught cold and this developing into a malignant case of la grippe in conjunction with the chronic trouble, caused his death.

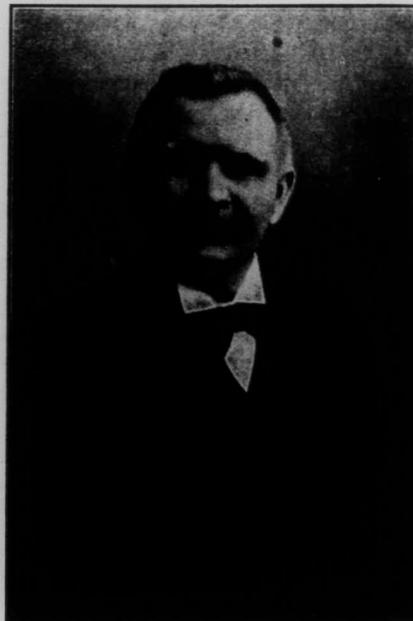
Edwin A. Dalley, a son of the late Edwin Dalley, who founded the business which bears his name, was born in Elgin county in 1844. When he was about two years of age his parents moved to Hamilton, and with the exception of a few years spent in business in New Haven, Conn., the deceased has always been a resident of that city. He was educated in the city schools and as a young man entered his father's business. For a number of years he traveled for the firm and in that time there was not a more popular man covering territory in Ontario. Later he became vice-presi-

dent, and a good measure of the firm's success and growth is due to his energetic efforts.

As a citizen and a friend E. A. Dalley was also a man to be regarded very highly. He did not take a particularly active part in municipal affairs directly, except that for some years he held the vice-presidency of the Board of Trade, but through public discussion and letters to the press his sane judgment had much influence. He was a member of the Liberal-Conservative Association for some twenty years and for a year had been chairman of the Board of License Commissioners. He was also a prominent member of the Canadian Commercial Travelers' Association, being at one time president of the local board.

Mr. Dalley was connected with several fraternal institutions. He was perhaps best known as a Mason, but was also a member of Hiram Chapter, No. 2, R.A.M., of the Knights Templar, and of the Independent Order of Foresters.

He is survived by a widow and one son, Marvin Dalley.



**THE LATE E. A. DALLEY.**  
 Vice-President the F. F. Dalley Co., Hamilton.

The funeral, which was held on Wednesday, Jan. 15th, from the family residence, 122 Hughson street north, was very largely attended by citizens, friends, business acquaintances and representatives of the various fraternal organizations.

**FIRM DINNER IN BIRMINGHAM.**

A clipping from a recent issue of our esteemed contemporary, the English Grocer, gives an interesting account of a dinner enjoyed by the management, traveling and clerical staffs of Holbrooks, Ltd., which was held in Birmingham on Dec. 20th. Particular reference was made to Gilbert Nobbs, the company's Canadian representative, who by the way has just returned from the Old Land.

A. W. Malcolm, Wingham, Ont., has bought the grocery and crockery business of C. N. Griffin.

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## CLARK'S Canned Meats

With the New Year begun there stretches before you season and opportunity for the building up of a large new patronage.

To win and hold such trade you must stock the leading and best lines of food-stuffs.

### Clark's Canned Meats

will form the basis on which you may begin. Secure a full stock. You will never regret it.

DROP ME A LINE FOR PRICES

**WM. CLARK - MONTREAL**

Manufacturer

## O'MARA'S BACON

### Increasing Sales

ARE PROOF THAT

### O'MARA'S BACON

IS WHAT THE TRADE DEMAND.

A FULL LINE OF ALL PORK AND PORK PRODUCTS ALWAYS IN STOCK.

**JOSEPH O'MARA**

**PALMERSTON, - ONTARIO**



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

## HORSESHOE BRAND HAM AND BACON

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

WRITE NOW FOR QUOTATIONS

**JOHN DUFF & SON**  
Hamilton, Canada

By  
Royal Warrant  
Purveyors



To  
H. M. King  
Edward VII

There is only **one**

# BOVRIL

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

Supplies can be obtained from—

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

and from all wholesale houses  
throughout Canada

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**FIRST MATCH TO BROKERS.**

**Toronto Wholesalers' Hockey League  
Opens With Rousing Game.**

The opening game of the Toronto Wholesale Grocers' Hockey League was played on 'Varsity rink on Friday evening, Jan. 10th, between the Brokers and the T. Kinnear Co. teams. After a rousing game the Brokers won with a score of 5-1, though the match was well fought all through. The losers were ahead at half-time. Though there were some evidences of lack of practice, the quality of hockey shown was pretty fair and was an evidence of the interest that may be expected in the league this season.

The line-up of the teams was as follows:

Brokers—Goal, Ferguson; point, T. Millman; cover point, May; forwards, Webber, Blackburn and A. Millman.

T. Kinnear Co.—Goal, Marks; point, Grimbleby; cover point, Humphrey; forwards, Rennie, Long and Kinnear.

Wes. Lumbers made a pretty satisfactory referee.

The next game will be held to-night, ice permitting, between James Lumbers Co. and the fast Brokers.

Gordon B. Drake, grocer, of London, Ont., has made an assignment.

The grocery business of the estate of Wm. Gillies, Hamilton, has been discontinued.

The general store of W. A. Melick, of Decewsville, Ont., was recently destroyed by fire.

BUTTERFLY BRAND

# FUSSELL'S

# MILK

'GREEN BUTTERFLY'

BEST KNOWN—BEST LIKED.

being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

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

**Western Canada Flour Mills Co., LIMITED**

**PURITY FLOUR**

Mills at  
**WINNIPEG  
GODERICH  
BRANDON**



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

It pays you to pay for quality.

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

**PURITY**

**IN SELLING FLOUR**

you cannot be too particular about the quality. Flour is an article about which the average housekeeper is very particular. She wants the very best quality. That's just why hundreds of grocers are increasing their profits by handling

**B U D A**  
"The Flour of Quality"

It is a flour made from a perfect blending of Eastern and Western wheat—blended by a man with a half century of experience at his back.

Write for Our Lowest Prices

**J. B. HARTY**  
PICTOU, : : N. S.



**CHATHAM CORRESPONDENCE.**

That, with the commencement of the New Year, prosperity is beginning to resume her accustomed sway in Chatham, is the gist of an article which recently appeared in the Chatham News, giving a canvass of the most important Maple City industries. The article shows that factories have recommenced operations as usual after the annual "short time" period in December, and that the Maple City's business and industrial outlook for 1908 is certainly most encouraging.

At the inaugural meeting of the city council, held on Monday morning, the slate for the various committees for 1908 was formally adopted. Ald. Massey, who was chairman of the railway committee last year, has been promoted to the chairmanship of the property committee—Ex-Ald. Potter's old post. Ald. Massey is also a member of the industrial committee. Harry A. Andrew, the other grocer representative, is associated with Ald. Massey on property, and will also try his prentice hand on parks and cemeteries. Ald. John Edmondson is a member of the finance and railway committees.

Last week the market by-law was again to the fore. This time the various market square butchers were the victims, four of them, Messrs. Robert Keeley, Gordon Duff, Wm. Bodger and W. J. Easton, being charged with purchasing meat for the purpose of retailing, before the hour of 10 o'clock. In three cases the fine and costs amounted to \$3.75, the amount in each case being paid before trial without going to court. In Mr. Bodger's case the matter went into court. The man from whom he purchased the meat brought it into

his store, and he raised the question as to whether or not this constituted purchasing on the market. The magistrate, after carefully studying the by-law, held that it was. The words, "What is usually sold on the market" and "purchased directly or indirectly," he held came close enough to the point. Mr. Bodger admitted purchasing for retail, and was taxed \$4.50. He declared that he would appeal.

Though grocers have repeatedly suffered from the 10 o'clock by-law, this is the first occasion on which the liability of the butchers has been brought in to question. The butchers have always considered it perfectly proper to purchase whole hogs on the market before the legal hour. Mr. Easton, for instance, states that he has been doing this for a long time, and until the present had no idea that it was contrary to law.

"I am opposed to the by-law as much as I possibly can be," remarked Magistrate Houston, in the course of the Bodger case. "I have worked to eradicate the by-law for a long time, and it is now in better shape than years ago, when I started. If I had my way I would strike the whole clause out."

It is probable that the repeal of the clause in question will occupy the attention of the city council at an early date. A couple of years ago Ald. John Edmondson had the hour changed to 9 o'clock. Later, the council altered it to 10 o'clock. Now that Ald. Edmondson has been once more returned to the council, he states that he will again bring the matter up, and there is little doubt that he will receive quite a bit of support in the council, and a great deal out of it.

The item in last week's issue of The Grocer with reference to the Berlin Su-

gar Company desiring to pay beet growers in sugar finds no echo down this way. The Wallaceburg Sugar Company pays in good hard cash, every time. From all accounts the concern is in a most flourishing state, and sugar beets are now recognized as a staple crop throughout the western peninsula, beets being grown as far north as Bruce and as far west as Elgin and Middlesex—possibly further. The concern has profited largely by the permission recently granted by the Dominion Government to beet sugar companies, to import foreign raw sugar duty free in the proportion of two pounds of raw sugar for every pound of beet sugar manufactured in Canada. This enables the factory to run the greater part of the year, instead of three months, as would be the case if it had only beets to rely upon. At the present moment 70,000,000 pounds of raw sugar are on the way for refining after the conclusion of this year's beet campaign. The company state that they find a ready and growing market for their product.

Brown Bros. are the new proprietors of the Wheatley butcher shop, conducted for the past 20 years by A. B. Lounsbury, who recently moved to Leamington.

Justice Little, formerly of Wallaceburg, has moved to Tupperville, where he will conduct a grocery and general store in partnership with his brother.

E. J. Buzzard, the Erieau grocer, has received word that the post office at Erieau, hitherto open during the summer months only, will be henceforth continued as an all-the-year office.

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S  
CHOCOLATE  
& COCOA**



Registered,  
U. S. Pat. Off.

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

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



**A Good Investment**

**PEANUT ROASTERS  
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00  
EASY TERMS.  
Catalog Free.

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

**SUCHARD'S COCOA**

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

FRANK L. BENEDICT & CO., Montreal Agents.

**H. CONSTANT**

First and sole maker in Canada  
of all kinds of

**MACARONI, VERMICELLI AND PASTES**  
92 Beaudry Street MONTREAL

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Canadian Grocer.

Flour, Grain, Feed, Seeds, etc.

Send your quotations

The leading Quebec Flour and Grain House.

C. A. PARADIS, - Quebec.

**NAP G. KIROUAC & CO.,**

Receivers and Shippers

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

125 St. Peter St., QUEBEC.

**BODE'S CHEWING GUM**

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

## There is More Money

in pushing the sale of the genuine article than in trying to exploit imitations. Nothing can successfully imitate the appetizing tang of

# Lea & Perrins'

## Worcestershire Sauce

(The Only Original and Genuine)

Therefore the wise grocer avoids inferior articles and pushes Lea & Perrins' with all his might. It pays well to do so; because every bottle of Lea & Perrins' sold brings in orders for more. Are *you* among the *wise*?

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857



CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

## Keeping at it—

That's what we have been doing for over a quarter of a century in Canada, making the Best Cooking and Eating Chocolate.

# Mott's

"Diamond" and "Elite"  
brands of

# Chocolate

are always reliable, always the same and always the Best.

All Jobbers sell them.

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

SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jos. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver

## Absolute Purity

is One of the Qualities which Distinguish

# COWAN'S

## Cocoa and Chocolate



Our private process (which is the envy and despair of competitors) adds a flavor which cannot be equalled for deliciousness.

**The Cowan Co., Ltd.**

## THE DAIRYING INDUSTRY OF CANADA

Convention of Eastern Ontario Association at Picton Last Week Discusses Matters of Particular Interest to Trade.

The thirty-first annual convention of the Eastern Ontario Dairymen's Association, which was held in Picton last week, included discussion of several matters which are of special interest to the trade. The convention has been one of the best, both in point of attendance and the programmes carried out, in the history of the organization.

John R. Dargavel, M.L.A., of Elgin, president of the association, in his address regarding the outlook said:

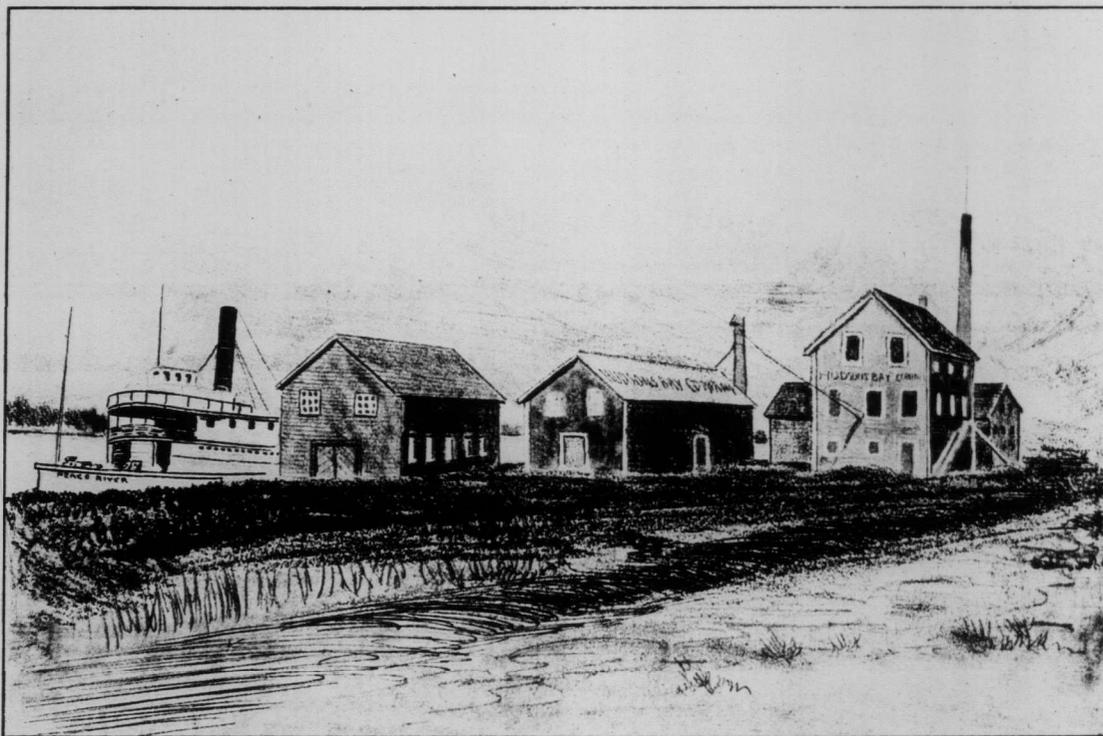
"We regret to say that the dairy season of 1907, as far as the export movement is concerned, has been disappointing, showing a marked falling off from that of last year, as well as being short of the average of the past few seasons. The aggregate value of Canadian cheese

discountenanced by experts in the industry and by representatives of the buyers at Montreal. G. G. Publow, chief dairy instructor and sanitary inspector for Ontario, thought that if the cheesemaker attempted to export whey butter there was a danger that the cheese industry might suffer, and that injury might be done to the reputation of Canadian butter. Should the system of skimming whey become generally adopted he feared that it might necessitate the passing of an act compelling the branding of all butter.

H. A. Hodson, as a Montreal buyer and member of the Montreal Produce Merchants' Association, warned the dairymen against the whey product. He stated that, whereas that kind of but-

each vat of cheese with a designated number, the same being placed upon the boxes the same as upon the cheese vat in order that a fair and proper inspection of each shipment may be made both by the buyers and the official referee at Montreal." The objection made to the present method of inspecting the cheese on its arrival in Montreal is that of one shipment the inspector in taking "any five" boxes may have selected cheese all made from one vat, and, therefore, perhaps all faulty. If these samples are adjudged below the standard the whole shipment is marked down. If the samples are considered "A1" the shipment may bring a higher price than it really is worth. In this way injustices are done both buyer and seller, whereas, as was pointed out by Mr. Barr, the five cheese may all have been of only one bad or good vat in the factory. The system recommended by him and referred to in the resolution would require one sample to be taken from each vat represented in the shipment.

It was the opinion of the association as expressed in another resolution that



Hudson's Bay Company's Flour Mill at Fort Vermilion.

and butter exports for 1907 will be about \$23,000,000, against \$29,000,000 in 1906.

"The small make of cheese this past year, compared with previous years, was due to the very late spring and poor pasturage. Throughout eastern Ontario the season was very backward owing to the continued cold weather which retarded growth. Towards the close of the season the make was reduced by the cold wet weather, coupled with the shortage and high prices of feed, which is used at this time to keep up the milk flow. Feed was so scarce at this time that many farmers sold stock at a great sacrifice. In our opinion this could have been remedied."

The matter of "whey" butter was quite comprehensively discussed and was

ter often tasted and looked as well as the regular article, the former would not keep well, even under the best cold-storage conditions.

J. Stonehouse, discussing the creamery outlook, testified that the butter in question would not keep satisfactorily. Tests made at the Kingston Dairy School had shown, he said, that the average cost for fuel alone in making 3 pounds of butter from 1,000 pounds of whey had been one and a half cents.

In reference to the faults in the present system of inspecting cheese, as pointed out by George A. Barr, of the Dominion Dairy Commission, the association passed the following resolution: "That this convention of dairymen would strongly urge upon factory men the necessity of branding consecutively

the Dominion Government should take such means as might be necessary to insure correct returns from the railway and steamboat companies as to the daily receipts and shipments of butter and cheese at and from Montreal, and that these returns be handed in to the Board of Trade daily. This resolution arose out of a plea for these returns made by A. A. Ayer, of the Montreal Produce Merchants' Association. A copy of a further resolution expressing the dairymen's appreciation of the Government's work in the interests of the industry is to be sent the Department of Agriculture.

Alex. Gordon, Toronto, has taken over the grocery business of Charles Dickin.

**CANADA'S NORTHERNMOST FLOUR MILL.**

In a recent issue of this paper a short article commenting on a unique souvenir, namely a little barrel of flour, sent out by the Winnipeg Free Press, told something about the location of the mills where the flour was ground. We have pleasure in presenting herewith a map of the Canadian northwest, showing the location of the Hudson's Bay Company's flour mill at Fort Vermilion and giving a good idea of the extent of the Canadian wheat belt. Fort Vermilion is 700 miles north of the international boundary, just 400 miles south of the Arctic Circle, and 650 miles from Hudson's Bay. The mill in which the flour was ground is shown on the opposite page.

This mill grinds flour from wheat grown in the Peace River district to supply the Hudson's Bay Company's far northern posts, and the settlers in the basins of the Peace and Mackenzie Rivers. It is worthy of note that the wheat grown in this district took first prize at the World's Fair in Chicago in 1893.

The flour which the Winnipeg Free Press sent out in its little barrels traveled first some 300 miles in a stern wheel steamer down the Peace River to Lake Athabasca and across to the mouth of the Athabasca River, thence by that river to Athabasca Landing, nearly 400 miles, in a yoke boat. It was then brought 100 miles by pack train to Edmonton, which is marked by a small circle on the map at the fork of the Canadian Northern Railway, and from Edmonton, by rail, 1,032 miles, to Winnipeg.

The cuts and statistics here given are furnished us by the courtesy of the Winnipeg Free Press, and were used in the booklet accompanying the little barrel of wheat souvenir mentioned in the former article.

This little barrel of wheat, by the way, with a card describing it, would make a very attractive feature for any grocer's window. The Free Press may still have some of these souvenirs on hand and if so, we are sure they would be glad to send one to any of our subscribers, who requests it, at the same time mentioning, as an assurance of good faith, that they saw the article in this paper.

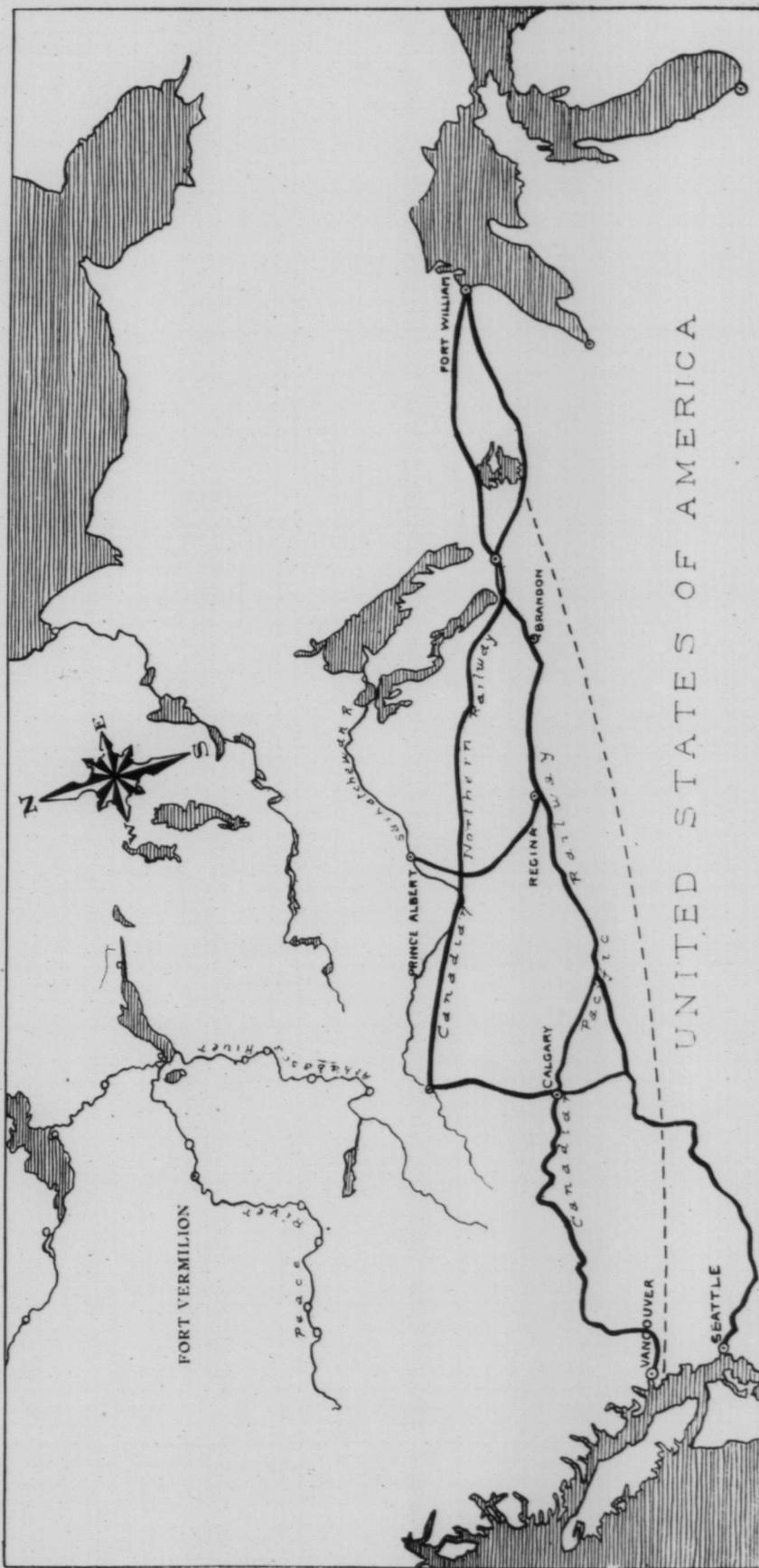
**WILL OF H. O. HAVEMEYER.**

**Sugar King's Millions Bequeathed Entirely to Family.**

The will of Henry O. Havemeyer, the New York sugar magnate, who died recently, which has just been probated, contains no public bequests. The entire estate is put in trust for the benefit of the children of the testator, with an allowance of \$50,000 a year to the widow for life and the use of the house at No. 1 East 66th street. There are three children, Mrs. Peter H. B. Frelinghuysen, Miss Electra Havemeyer and Horace Havemeyer.

The estate is believed to be well over \$5,000,000, in improved city real estate, and in addition there is a large amount of personal property.

Jones & Wood, general merchants, of Sifton, Man., have been succeeded by C. V. Jones.



Map of Canadian Northwest. Showing Location of Northernmost Flour Mill on the Continent, at Fort Vermilion.

## FRUITS, VEGETABLES AND FISH

**An Upward Tendency in Oranges—Sharp Advance Reported in Potatoes—  
Good Catch of Fish this Season.**

During the past week fruits have been moving slowly. Dealers seem quite satisfied, however, with sales, considering the time of the year. Oranges have an upward tendency and advances have occurred in Mexican and navels. Although the American lemon market has been firmer, conditions there have not been reflected in the market here, and as a result no advances are to be noticed. Apples are in heavy supply and selling according to quality. A steady demand prevails for Almerias.

The feature of the week in the vegetable market is the advance in potatoes. For a few weeks they have been rather easy, but a lot of poor stuff has been cleared out and better lots are coming. Very little rot is to be found in the Delawares. Other domestic vegetables continue to sell well. Considerable imported goods are being handled. New strawberries, tomatoes and mushrooms have arrived.

All lines of fish have been selling very briskly and big sales are being made. The catch so far has been good in spite of much bad weather. Supplies are satisfactory. Prices are generally firm.

### MONTREAL.

**GREEN FRUITS**—Demand has been quite satisfactory for this time of the year. Navels are on the market in considerable quantities this week. Cranberries have dropped. Almerias are selling steadily. Prices remain firm for all lines.

Bananas, fine stalk	2 00
"    jumbos	2 25
Cocoanuts, new, per bag	4 50
Lemons	2 25
"    navel	2 75
"    Florida	2 75
"    Mexican	2 25
"    P. Rico	2 50
"    Jamaica	4 00
"    Valencia	2 75
"    Tangerines	3 00
"    Pineapples	5 50
"    Grape fruit	3 00
"    Almeria Grapes	4 00
"    Cape Cod	10 00
"    Nova Scotia	6 00
"    Kumquat	0 25
"    Strawberries	0 80
"    Apples	4 00
"    "    other fall varieties	2 75
"    Evergreen	2 00
"    Mistletoe	6 00

**VEGETABLES**—Business is not brisk but is satisfactory for this time of the year. Potatoes are firm. Imported lines are in fair demand. California cauliflower is on the market this week. Celery is selling freely. Turnips, cabbage and such lines remain unchanged.

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

Bermuda parsley, crate	3 00
Mushrooms, per lb.	0 75
Horse radish, per lb.	0 12
Beans, green, basket	5 00
Beans, wax basket	5 50
Egg plant, doz.	2 00
Green peas, basket	5 00
California cauliflowers, per crate	4 00

**FISH**—There has been some considerable changes in prices. Advances are noted in prepared fish. There has been a slight drop in fresh fish, which is now arriving in large quantities. The catch so far this season has been excellent, and there is no scarcity.

### Fresh and Frozen Fish.

Haddock, express, per lb.	0 64
Halibut, express, per lb.	0 08
Mackerel	0 09
Dore	0 07
Pike, lb.	0 04
Cod fish, l.	0 04
Steak cod, lb.	0 05
Whitefish, lb.	0 04
B. C. salmon, lb.	0 08
Qualla Salmon, lb.	0 07
No. 1 Smel's, lb.	0 22
New tomcods, bbl.	1 75
Sea herring, bbl.	1 85
Smoked and Salted—	
Haddies, box-s, per lb.	0 67
Kippered Herring, 50 in box.	1 10
Smoked herring, per small box	0 16
Yarmouth Bloaters, per box.	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 25
Boneless cod, 20 lb. boxes	0 05
Boneless fish, 20-lb. boxes, blo'ks	0 05
Boneless fish, 25-lb., boxes, per lb.	0 05
Oysters and Lobsters—	
Standards, bulk, per imp. gal.	1 50
Selects, Fulk, gal.	1 70
Paper pails, 100, pint size.	1 10
"    100, quart size.	1 50
Boiled lobsters, lb.	0 18
Live lobsters, lb.	0 15
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 50
"    per half bbl.	3 00
No. 1 Nova Scotia, per bbl.	5 25
"    per half-bbl.	2 90
No. 1 Haddock, bbl.	6 50
No. 1 Pollock, bbl.	6 00
No. 1 Mackerel, 20-lb. kits.	1 75
No. 1 sea trout, 100 lb. kegs.	6 50
Green cod, per bbl.	6 00
Medium "    "    "	7 50
Large "    "    "	8 00
Labrador Salmon, 1-bbls.	8 50
No. 1 salt eels, lb.	0 07

### TORONTO.

**GREEN FRUITS**—The market has been very quiet during the past week for all lines. Prices are looking up in oranges. Mexicans have advanced. Navels are also higher. Lemons, which are very firm on the American market, have not advanced here, and continue to move slowly at old prices. Apples are plentiful and selling according to quality. Cranberries are more active. Grape fruit is in fair demand. Almerias are moving nicely.

Oranges, Florida's, new	2 25
Oranges, Mexican, new	2 00
"    navel, new	2 75
"    Valencias	2 50
"    Murcias	1 75
"    Arizonas	3 80
Lemons, California, 240, 300, 360, 420	3 00
"    Messinas, new crop	2 25
Grape fruit, 54's 80's, 96's	4 50
Apples, No. 1 winter fruit	3 75
"    No. 2	2 75
"    lower grades	2 00
Bananas, Jamaica firsts, per bunch	1 65
Bananas, jumbo bunches	2 00
Bananas, 8 hands, green	1 25
Bananas, Firsts	1 65
Quinces, per basket	0 50
Cranberries, per bbl.	7 00
Almeria grapes, per keg	5 00
Tangerines	3 00

**VEGETABLES**—The feature of the market is the sharp advance in potatoes. A great deal of the stock of inferior quality has been cleaned out. Delawares of good quality are arriving

## "Satisfaction"

Are pleased to say that our sales of

### GOLDEN FLOWER BRAND NAVELS

have given entire satisfaction. In fact, one buyer says "best yet." Do not be afraid to order. Have several cars on the way. Also offer you

Extra Choice Pointer Brand Navels,  
Extra Fancy St. Nicholas Brand Lemons,  
Fancy Statue of Republic Brand Lemons,  
Extra Choice Kicker Brand Lemons,  
California Celery,  
Florida, Jamaica, Bahama Grape Fruit  
and Oranges, Almeria Grapes, etc.

McWILLIAM

Mc. AND E.  
EVERIST

25-27 Church St., TORONTO

## A REQUEST

We'd like every GROCER in Ontario to try our

## "Golden Flower"

(Extra Fancy, Redlands Navels.)

If it don't prove your "Bread Winner," why, we won't repeat the request. If it does, we won't need to.

McWilliam & Everist, Toronto, have them in stock. Please mention THE GROCER when ordering.

The Redlands Golden Orange Association  
Redlands - California

freely. Other lines of vegetables are meeting with a steady demand. Prices have not changed materially. Imported vegetables are arriving in nice lots. This week new tomatoes and strawberries are being quoted. Mushrooms are also on the market.

New Brunswick Delawares, per bag	0 95	1 00
New potatoes, Canadian, per bbl.	0 90	1 0
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
per bag	1 00	1 20
Green onions, per doz.	0 75	0 75
Beets, per bag	0 90	0 95
Cabbage, per doz.	0 40	0 60
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches	1 00	1 00
Turnips, per bag	0 35	0 40
Parsnips, per bag	0 75	0 80
Cauliflower, per doz.	0 60	1 50
Parsley, per doz.	0 10	0 10
Celery, Canadian, per doz.	0 35	0 40
" California, per doz.	0 75	0 75
Lettuce, imported	1 00	1 00
Cucumbers, imported, per doz.	2 50	2 50
Tomatoes, imported, per crate	5 00	5 00
Strawberries, per box	0 65	0 65
Mushrooms, per lb.	0 65	0 65

FISH—Brisk business characterizes the market this week. All lines are active and selling freely. Prices remain firm. No advances are reported. Supplies are satisfactory. A slight shortage is reported in smelts. Oysters are especially brisk.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	0 12
Whitefish, winter caught, per lb.	0 10	0 10
Haddock, frozen, per lb.	0 07	0 08
Holland herring	0 95	0 95
Herring, medium, per lb.	0 07	0 08
" jumbo, per lb.	0 10	0 10
British Columbia salmon, per lb.	0 12	0 12
Qualla, per lb.	0 09	0 09
Trout, fresh, per lb.	0 09	0 09
Ciscoes, per basket	1 00	1 00
Labrador herring, fresh, per 1 0.	2 40	2 40
Halibut, fresh caught	0 09	0 09
Shredded cod, per lb.	0 08	0 08
Shredded cod per doz.	0 90	0 90
Halifax fish cakes, case	2 40	2 40
Acadia tablets, per case	4 80	4 80
Live lobsters	0 20	0 35
Bluefins, small white, per lb.	0 20	0 07
Mackerel mediums, each	0 12	0 12
large	0 25	0 25
Finnan Haddie, per lb.	0 08	0 08

**HINTS TO BUYERS.**

Notes Sent in by Advertisers Which Are Worth Noticing.

Before moving, the firm of Laporte, Martin & Co., Ltd., of Montreal, in order to reduce cartage and storage expenses, has decided to let the retail trade have the benefit of a notable reduction in the price of its teas and other merchandise, which will be advertised in succession in this paper.—Advt.

Buyers of shelled walnuts would consult their best interests by seeing the MacLaren Imperial Cheese Co., Ltd., before placing orders.—Advt.

**SHIP TO US**

We pay the highest market price for

**DRIED APPLES**

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

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

Packers and Exporters

7 and 9 Market Street

HAMILTON

**Out of Season Delicacies**

We make a big specialty of these goods:

**Head Lettuce, Pineapples, Tomatoes, Cucumbers, Mushrooms, Strawberries, Grape Fruit, California Celery, Sweet Potatoes, Beets, Carrots, Parsley, Green Onions, Etc.**

A fine trade can be worked up by carrying a well assorted stock.

**WHITE & CO., Limited**  
Hamilton and Toronto

**HARKEN!**

*"Though Old and Wise  
Be still Advised."*

MOTHER EXPERIENCE says:—You will get larger returns from a "ST. NICHOLAS" Lemon investment than any other brand on the Market can give. Because the quality is there and that's what makes the "NOISE."

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

**Oranges**—Navels, Floridas and Mexicans.

**Lemons**—Californias and Messinas.

**Almeria Grapes**—Fancy quality at specially low prices.

**Grape Fruit**—Fancy Bahamas, all sizes.

**Bananas**—Fancy, Ripe, Yellow Fruit.

**Oysters**—Best Long Island and Baltimore Standards.

**Haddie**—Syda and Cousins and other best brands.

*Let your orders come to us and get the good goods and at the right prices.*

**HUGH WALKER & SON**

**Guelph, Ont.**

Established 1861

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

**CALIFORNIA  
NAVEL ORANGES  
"BRONCO"  
Brand**

Everybody is talking of this fine brand of Navels. Retail customers know it and are asking their dealers for them. Why not have the best? Same price nearly as ordinary brands.

**White & Co.**  
*Limited*  
Sole Distributors  
Toronto

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
Established 1880  
Ingersoll - Ontario  
WOULD YOU LIKE OUR WEEKLY CIRCULAR

**EVAPORATED APPLES**  
For choice Evaporated Apples send your order to  
**JARVIS & DODGE**  
MILFORD, - - ONTARIO

Your order solicited for  
**CUBAN ORANGES**, sweetest on the market  
**CUBAN GRAPE FRUIT**, and anything in fruit and early vegetables  
**THE DAWSON COMMISSION CO., - TORONTO**

**J.V. DE YBARRONDO & CO.**  
Successors to James Violett & Co.  
IMPERIAL PLUMS IN BOTTLES  
OF THE OLD & WELL KNOWN BRANDS  
R<sup>o</sup> ROSE CHOICE  
SUPERIOR EXTRA  
EXCELSIOR  
EXCELSIOR FLOR  
WALNUTS IN SHELL & SHELLED  
GREEN PEAS OLIVE OIL  
MUSHROOMS SARDINES &  
**BORDEAUX FRANCE**

**TAKING SALT FROM THE OCEAN.**

**Description of a New Industry Carried out Extensively in California—Gathered in Summer, Refined in Winter.**

"Transforming ocean water into salt is a wonderful process, and nowhere is it carried on to greater advantage than in a plant situated midway between San Pedro and Long Beach, where nature has supplies the necessary, low, level country, clean ocean water and warm sunshine in abundance," says the New York Commercial, in a recent issue.

"Salt has been gathered in this location for more than nine years, and the best method yet worked out is as follows:

"Pure water from the Pacific is pumped into ponds. It lies in these ponds, gravitating from one to another, until in fifty or sixty days, according to the weather, it becomes a saturate solution—brine—and is pumped into crystallizing vats. There are twenty-six of these, each averaging 50,000 square feet. Here the salt water crystallizes to a depth of more than one foot, while all impurities remain in the water and are drawn off through small ditches.

"This water contains epsom salts, magnesium chloride calcium chloride, potassium chloride and a small per cent. of sodium bromide, which until now has all gone to waste. November 1, however, a contrivance was put in for saving the magnesium chloride. There are great advantages in ocean water over the water of Salt Lake as a source of salt, for the former is purer and contains no alkali.

"When the water has been drawn off, a force of men invades the crunching salt to shovel it up in long winnows, much as eastern white wings do snow. When in this condition the enormous quantities of salt consumed can best be realized, for great ridges of it, sparkling in the sun, stretch away for acres; yet this company supplies only Southern California and Arizona. There it partly dries, is shoveled on small cars, dumped into a big one, and finally piled on a broad belt that carries it into the storage mill at the rate of twenty tons in twenty-five minutes. From the storage mill are sent annually many tons of salt for its first and crudest uses—for cattle and to freeze ice cream. About one-fourth of the output is consumed in this way.

"The remainder is drawn up through pipes into a loft, and forced through a crusher; then it is ready for pickling and meat packing. When not taken at this point it is blown through a drier, a tremendous iron cylinder which, revolving, tosses the salt about with hot air currents and dries it thoroughly, when it becomes fit for making glazed tile and sewer pipes and preparing hides. It is next ground in an attrition mill, and this time shaken through a sifter of silk and copper screen, which leaves it in condition for bakers' use and to send out in sacks for common cooking.

The sacking machine is worth describing. It is fed through a chute from the loft, which distributes the salt into small metal tubes, from which it empties into one and three-fourths pound sacks, filling 4,000 per hour. These latter, when full, close automatically and drop off and are carried away on a revolving belt. Only one operator is necessary, but she is kept busy hanging empty bags on the tubes.

"One final rolling and sifting machine to fit the salt for table use, when it is boxed, a clean and absolutely chemically pure product, of which more than 200,000 two-pound packages are sent out each month. In addition to this, much salt is put up with one-half percentage of calcium hydrate, many persons preferring it so, as it runs more freely. These packages are carefully labeled in accordance with the Pure Food laws.

"Nothing is thrown away. Every waste salt is utilized. The sifters and grinding machines cast out great quantities of powder. Much of it flies around the loft, settling everywhere and giving a weird, ghostly appearance to the place. But the greater part runs into a storeroom, from where carloads are sent out to the bean fields of Ventura, to kill morning glories that choke out the bean vines.

"In crystallizing, salt invariably forms in box shapes, or cubes, whereas gypsum, which crystallizes while the water is still in one of the settling ponds, takes the form of a dainty flower.

"To sum the matter up, it requires twenty-four processes to make refined salt, and the services of many men and women and tons of machinery. As winter rains prevent evaporation, the salt must be gathered only during the summer. The winter months are given to refining it. The work is agreeable and healthful, and therefore laborers are easily procured. Since the Colorado River destroyed the tremendous works at Salt Sea prices have again come back to normal, leaving this one of the profitable enterprises of the day."

**HIGH PRICES IN FRANCE.**

French papers have been inquiring recently into the cause of the increased cost of living in that country. One of its compilers of data says the telephone and telegraph inform the raisers of live stock of the metropolitan prices so soon that they can thus arrange their own prices, generally raising them. The sheep and cattle and the produce markets territorially in France are so small, compared with America, that the whole country is affected almost immediately.

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

# HALIFAX AND ACADIA CODFISH

These are the brands the skilful housewife demands - the brands she knows about. You no sooner get in a case of either than away it goes and you are out again. When that time comes don't let any fancy salesman stuff you with a big order of some strange brand, but just tell your jobber to hustle out some more "HALIFAX" and "ACADIA."

The profit on Atlantic Fish Companies' products is sure. Be sure that this trade mark is on every package.



## Atlantic Fish Companies, Limited

LUNENBURG - N. S.

<b>A. H. Brittain &amp; Co., Agents,</b>	-	-	-	<b>Montreal</b>
<b>Milne &amp; Gunn,</b>	"	-	-	<b>Vancouver</b>
<b>Stuart Watson &amp; Co., "</b>	"	-	-	<b>Winnipeg</b>



### Better Late than Never!

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

Wishing you the compliments of the season, we are,

Yours Respectfully,

**Connors Bros., Limited**

Black's Harbor, N.B.

### Particular People — want the best

There is a constantly growing number of people who are not satisfied with any kind of sardines so long as they bear a French name. People seem to be from Missouri "they want to know." You'll have no trouble with this class if you sell

## "King Oscar" Sardines

The finest Norwegian pack of fish. Pure olive oil and cleanly packed.

ASK YOUR JOBBER FOR THEM

**J. W. Bickle & Greening**

(J. A. HENDERSON)

Canadian Agents, HAMILTON

# HADDIES, KIPPERS, BLOATERS

Frozen Sea Herring, Boneless and Prepared Fish,  
 Haddock and Cod, Salted and Pickled Fish,  
 Halibut, Salmon, Lake Fish, Oysters in Bulk and Shell.

Large Assortment. Close Prices. Price List Mailed on Request.

**THE LARGEST FISH WAREHOUSE IN CANADA**

P.O. Box 639.  
 LONG  
 DISTANCE  
 TELEPHONES

## LEONARD BROS.

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

MONTREAL

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

# FISH <sup>a</sup><sub>n</sub><sub>d</sub> OYSTERS

Haddies—Bloaters—Kippers

Fresh and Frozen Fish of Every Description

Canned Fish

**THE F. T. JAMES CO., LTD.**

76-78 Colborne Street,

F. T. JAMES,

Manager

TORONTO

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

Few people realize the amount of labor and capital required to produce a first-class grade of cultivated oysters. To obtain their proper size they must be 5 years old; be transplanted at least twice when they become too thick to other grounds; the grounds must be continually patrolled and dragged to capture the star fish, which pierces the young oyster and destroys it. They must be gathered, opened, washed, measured, shipped, practically the same day to ensure freshness.

What is finer than choice Oysters?

Ask for "Long Island Natives"

**White & Co., Ltd.**

Toronto and Hamilton  
 Sole Distributors

**CANNOT UNDERSTAND APPRAISER.**

**Hamilton Firm Make Claim as Regards Recent Tea Seizure.**

An article in these columns last week gave particulars of the seizure of a shipment of tea of alleged non-passable quality by the U.S. customs authorities at Buffalo. This report came exclusively from the U.S. customs officials.

In an attempt to get at the real facts of the case, a request was made from the firm concerned, Balfour & McLaren, Hamilton, as to their side of the matter. In reply to this the following letter has been received:

Editor The Canadian Grocer,  
 Toronto.

"Replying to your favor of January 8th re shipment of tea to the United States by us last May. The exporters of this line of tea are one of the most reliable firms in Ceylon, and have mailed us cheque for the full amount of this shipment. This tea was not bought on actual sample by us, and we knew nothing of it being refused entry at New York, and cannot understand why it did not go through. It was sold to one of the best wholesale grocers in the United States, after he and his broker had tested the actual sample.

When we were advised that this entry was refused, and that the tea would be confiscated in a few days, we placed the facts of the case before the British Ambassador at Washington, and it is now in the hands of the Government and Ceylon shippers, and we have no further interest in the matter. The Canadian Government tea expert at Ottawa made no mistake in passing this line, as we have submitted samples of this tea to

the leading tea men in Canada and United States, who are unanimous in declaring the tea sound, and of good quality, and we cannot understand the action of the United States appraiser in refusing this tea. We are.

"Yours truly,  
 "BALFOUR & McLAREN."

**FUTURE TEA MARKET IN JAPAN.**

**Interview With Large Canadian Importer of Japans—Markets Likely to be Materially Higher this Year.**

In an interview with Shaw T. Nishimura, of Shaw T. Nishimura, tea importer and commission merchant, 55 St. Francois Xavier street, Montreal, recently, Mr. Nishimura dealt very strongly on "The Future Tea Markets in Japan."

Mr. Nishimura arrived in Montreal from Japan, Friday, Jan. 3, after an absence of two years, in which time he was looking after the firm's interests on the other side, in procuring choice blends of tea for their customers in Canada and the United States.

He finds that merchants in Canada doing business with his firm are very well satisfied from every standpoint. Further, Mr. Nishimura has lived in Canada for quite a number of years, and owing to this fact is well acquainted with the wants of his customers. He intends leaving for Japan for the new season in a short time, but at present is calling on the trade here.

The tea market in Japan, from his standpoint, for Canada during the past season, has been a very high one. At the commencement of the season it looked as though Japan might have had a reasonable market, but being in want of both medium and low grades of tea, which were not manufactured so freely, owing partly to the high cost of living and also the recent Russo-Japanese war, as it was found that manufacturers could get more money in preparing the higher class of goods at the same cost as the lower grades. There is not, practically speaking, one package of any kind of tea left in Japan, as all stocks were cleaned out, so that even home consumption is suffering. As a result, native retailers are compelled to raise their prices.

Throughout Mr. Nishimura's trip, especially in the United States, he found stocks kept in first hands seemingly very light and the scarcity of tea in Japan at present, also the reason of high living at home will draw conclusions to the fact that the coming season will bring forth even a much higher market.

**A STORY OF PROGRESS.**

An announcement that ought to be of interest to every reader of The Grocer is that the "Salada" Tea Co., in another part of this week's issue.

They report an increase of 22 per cent. in their Canadian business in 1907 over the previous year. This practically means that where four pounds of "Salada" were sold in 1906, five pounds were sold in 1907. It tells a story in figures that is unique in mercantile business, and which reflects the appreciation of the public not only for "Salada," but quite as much for the merchant who serves his customers with

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**Yearly Contract Rates.**

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

**BUSINESS CHANCES.**

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

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

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

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

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

**WANTED.**

**WANTED**—By a wholesale commission firm handling teas and grocery sundries, energetic man one with the knowledge of teas preferred. Apply stating age, experience and salary expected to Box 173, CANADIAN GROCER, Toronto.

**WANTED**—A young man, several years experience with a leading wholesale flour, grain and provision dealer, having splendid connections amongst wholesale and retail grocers, and best bakers of city and District of Quebec, desires engagement as selling agent for flour millers and wholesale houses; reference furnished. Address Box 174, CANADIAN GROCER, Toronto. (4)

**TRAVELERS WANTED.**

**WANTED**—Two grocery travellers with established connections (preferred), one for North Shore and Soo Branch and Owen Sound and Teeswater branch. Apply by letter giving, confidentially, full particulars. Eby-Blain, Limited.

**SITUATION WANTED.**

**SPECIALTY SALESMAN**, disengaged; good ability appearance and references; grocery experience; Box 175, CANADIAN GROCER, Toronto.

**FOR SALE**

**FOR SALE**—About ten tons pure maple sugar. Woodman & McKee, Coaticook, Que.

the best that can be had. When one looks around at the position of the merchants in any given town, he will always find that the one dealing in the highest grade goods is in the best financial position, and invariably the one striving by the aid of inferior goods to better his profit is in no enviable position. When the public are consuming they forget the cost and only think of quality. It is so with every article on a grocer's shelves, but particularly so with tea.

## MARKETS STEADY IN NOVA SCOTIA

**Quietness Rules in Province's Business—Butter and Poultry Scarce and High—Unusual Situation in the Lobster Industry.**

Halifax, N.S., Jan. 15, 1908.  
The Maritime grocery markets are very steady at present, and prices will not likely change for some time. Trade is very quiet at present, and will likely continue so until the opening up of the spring business. The market is well supplied with all lines, and there is no scarcity of anything at present, with the exception of butter. The latter is very high and no relief is in sight. Some small tubs of fresh made butter were marketed during the past week, and while the demand for butter is good, this stock sold very slowly, owing to the practically prohibitive price. The local consumers have not in the past paid such a high price as 34c per pound for butter, and, therefore, they do not care about doing it now. A large retailer informed The Grocer recently that his sales of butter have fallen off very greatly of late, and others in the same line of business make the same report. There is only one cause for this, he said—the high price. People have substituted other things for butter and limit their purchases of the latter.

The market is fairly well supplied with eggs, and good fresh stock is easily obtainable in small quantities at a reasonable price. The mild weather has greatly aided the receipts and new-laid can be bought for 30c per dozen. The demand for eggs is light, and the deal-

ers are not turning very many over at the present time.

\*\*\*

The receipts and shipments of apples are falling off, and there is not very much first-class stock on the market now, though there are still large quantities stored in the warehouses in the valley. Most of those who have first-class apples are holding their stock for higher prices, and when the market is bare they will likely get what they ask.

\*\*\*

Poultry is now very scarce and the dealers find considerable difficulty in securing sufficient to meet the demands of their customers. At the close of last week there were not more than a few hundreds of pounds of turkeys and chickens on the market.

\*\*\*

John A. Neville, of Halifax, one of the largest exporters of lobsters in Canada, says that the catch of last year was only about 75 per cent. of the catch of 1906, due to the boisterous weather in the early months of the year. The price of lobsters has advanced greatly in recent years, and Mr. Neville states that in many districts the prices paid the fishermen are treble the figures of fifteen years ago. The lobster canners, among whom there is keener competi-

tion, perhaps, than in any other known trade, have not in many instances made any profit whatever. Mr. Neville says that prices must decline in order that the consumption may not be curtailed.

Fifteen years ago a case of one-pound flat lobsters, containing forty-eight pounds of meat, could be purchased for eight dollars. The past season, for strictly fancy Newfoundland and south coast of Nova Scotia qualities, as high as sixteen dollars and fifty cents per case was paid. That the consuming world cannot stand such increases as this must surely be admitted.

One of the conditions which perhaps was the discrimination made by Germany as against Canadian lobsters, brought about an advance in price, on account of the surtax placed on German goods by the Government of Canada. This discrimination resulted in the restriction of the markets in Germany to the purchasing of the Newfoundland product and when the quantity of lobsters produced in Newfoundland was not found adequate to the demand in Germany, Canadian lobsters had to be purchased and the extra duty paid. Then, when Newfoundland lobsters were obtainable, the extra price including the extra duty was demanded and had by Newfoundland sellers. The result of this in turn brought about a higher price in the outside markets for Canadian lobsters. Thus an advance engineered through Germany's endeavor to retaliate against Canada has resulted beneficially to the lobster industry.

M. B. Garrett, who has been in the grocery business in Calgary, Alta., has made an assignment.

The Perfect Pipe Tobacco Is

# T. & B.

This is the declaration of hundreds of smokers who refuse to smoke any other brand. The grocer who is wise enough to stock **T. & B.** is bound to have a profitable tobacco department because the demand exists, and **T. & B.** customers are regular customers. **T. & B.** is mild and fragrant and has a delicious flavor. No dope in **T. & B.** It never clogs a pipe or bites the tongue.

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

## NEW BRUNSWICK TRADE QUIET

**Flour and Feed Markets Exceedingly Strong—Large Grain Shipments to Great Britain—Proposed New Steamship Line.**

Special Correspondence of The Canadian Grocer.

St. John, N.B., Jan. 15.

Business in grocery circles has been very quiet here during the past two weeks. The wholesalers and some of the retailers have been busy taking stock and there has, consequently, not been much activity in the trade. There has been practically no change in prices.

The flour and feed market is very strong and merchants are looking for higher prices. In Carleton county hay has dropped to \$7 and \$8 a ton, which is \$4 or \$5 less than it was a month ago. Oats, too, have declined and are now offered at 45c a bushel. As a result travelers who are quoting Ontario and P.E.I. oats at figures above 50c are unable to do any business, as the dealers are all stocking up with the Carleton county product at the lower figure.

The shipments of grain from the port of St. John for the season of 1907-08 will be the largest in the history of the port. Both the C.P.R. and I.C.R. elevators are full and heavy shipments are going forward to Great Britain, on every steamer. The shipments from the C.P.R. elevator up to the present time total 1,444,179 bushels, while there are 951,000 bushels now in the elevators or in cars on the tracks. Contracts have been made up to April 1 for over 6,000,000 bushels and in addition to this there will be the April shipments, which are always very heavy. The I.C.R. elevator has handled over 1,000,000 bushels up to the present time, as compared with about 400,000 bushels last year, which was the biggest amount previously handled.

That the year 1907 was not a favorable one for the harbor fishermen was shown at the annual sale of the fisheries on January 7, when the amount realized for the privileges was \$1,912 less than in January, 1907. The total amount received by the city from the sales this year was \$4,271.90, as compared with \$6,186.90 last year.

\*\*\*

At the regular monthly meeting of the St. John Board of Trade, held on Jan. 7, J. H. McRobbie, who was re-elected president at the annual meeting in December, resigned the office, owing to business and personal reasons. The resignation was accepted, but the matter of electing a president was left over until the February meeting. It was decided to hold a banquet for members of the board at an early date.

A letter from Hon. Wm. Pugsley, Minister of Public Works, enclosing a communication from Hon. Mr. Brodeur, Minister of Marine and Fisheries, in reference to the petition from the fishermen of Chance and Dipper harbors, asking for the erection of a dogfish reduction plant, was read. Mr. Brodeur pointed out that the experience of the department with the reduction works already erected was not such as to encourage them in erecting more. He also

said that as there appeared to be a prospect of a considerable abatement of the pest, there did not seem to be such a pressing need of reduction works.

W. F. Hatheway criticized the statement in the letter that the results from the reduction plants were not as beneficial as could be desired. He referred to the statement made at the Maritime board meeting that the works at Canso had been of great benefit. He thought that a reduction factory ought to be erected in the Bay of Fundy, as asked for by the fishermen of St. John and Gloucester counties.

The motion was adopted, it being understood that the representatives named communicate with the residents in the vicinity of the plants already established.

\*\*\*

The council reported that they were in receipt of a communication from a gentleman in Havana, stating that it is proposed to start a steamship line from Boston to Havana, and suggesting that St. John might be included in the itinerary. As he expects to be in Halifax shortly, the council has invited him to come to St. John and talk the matter over with the merchants here.

\*\*\*

Reid Chase, of Hartland, has decided to sell out his fruit and tobacco business at that place. Miss Janet McMullin, will occupy the premises for her fruit and confectionery business.

\*\*\*

Theodore H. Estabrooks returned home on Thursday from a trip to Toronto and Montreal.

Handle

# OLD CHUM Cut Plug Smoking Tobacco

It's a Trade Bringer

### CLAY PIPES

The best in the world are made by  
**McDOUGALLS**

Insist upon this make

**D. McDOUGALL & CO.,** Glasgow, Scotland.

20 years of progress of the firm of

## JOS. COTE

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

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

We have 6 travellers who are continually on the road at the disposal of our customers.  
Branch: 179 St. Joseph St. Phone 1272, 2097

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

## BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





# THE TELEPHONE

Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

## LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

## THE BELL TELEPHONE COMPANY OF CANADA

### IF YOU SAVE

Though it be only \$1.00 a week, you will soon be on the way to independence and wealth.

In the Savings Department of the METROPOLITAN BANK \$1.00 opens an account. Interest is allowed from date of deposit and compounded every three months.

We'll gladly handle your account and serve you with the same courtesy and efficiency as if you were a large depositor.

### THE METROPOLITAN BANK

Capital Paid Up, Reserve Fund and Undivided Profits  
\$1,000,000 \$1,183,713.23

#### HOTEL DIRECTORY

#### WINDSOR HOTEL

HAMILTON, BERMUDE

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNICOL, Prop.

#### TOWER HOTEL

GEORGETOWN DEMERARA  
BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

#### WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets  
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine. Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

#### VICTORIA LODGE

HAMILTON, BERMUDE

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.  
Private Board \$12 to \$14 per week.  
Open Nov. Closes in May.

#### WINTER RESORT QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

#### THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop

#### HALIFAX HOTEL

HALIFAX, N.S.

#### HOTEL IMPERIAL

Large Sample Rooms  
Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

#### ACCOUNTANTS AND AUDITORS

#### JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 154 Toronto St., Toronto. 465 Temple Building, Montreal.

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

## British America Assurance Company

A. D. 1833

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Head Office, Toronto

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Hon. Geo A. Cox, President W. R. Brock, Vice-President  
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - - \$1,400,000.00  
ASSETS - - - - - 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

## WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE  
AND  
MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - - \$3,570,000  
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,  
W. R. BROCK, Vice President  
W. B. MEIKLE, General Manager  
C. C. FOSTER, Secretary

## DON'T WHINE!

When Collections are Slow

Send them to

### The Beardwood Agency

313 New York Life Bldg.  
MONTREAL

AND WE WILL GET THE MONEY FOR YOU

## BAGS

We sell Eddy's Paper Bags.

Write for Prices.

### A. M. THORNE & CO.,

77 Front Street East, Toronto

Twine, Paper Bags and Jute Goods.

Phone Main 5548

**WE MAKE CANS**

*Good Ones*

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

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

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

**Address Us:**

**ACME CAN WORKS**  
*Montreal*

**HIGH GRADE EMBOSSED  
CAN LABELS**

**One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.**

Write for Samples and Prices.

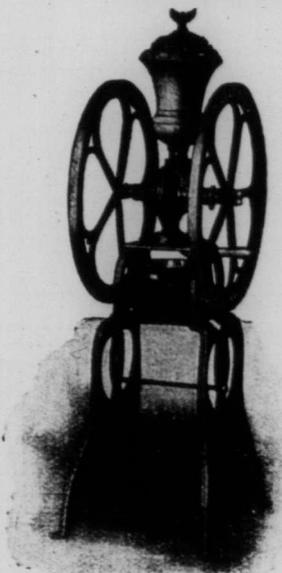
**STECHER LITHO. CO.**  
**ROCHESTER, N.Y.**

**COLES' Coffee Mills**

PULVERIZING AND GRANULATING

**Points of . . .  
Excellence**

- 1—Ease in running.
- 2—Rapidly in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.



Price \$25.00

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

AGENTS:  
Todhunter Mitchell & Co., Toronto. Dearborn & Co., St. John, N.B.  
Forbes Bros., Montreal. Gorman Eckert & Co., London, Ont.

—BUY—

**Star Brand**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.  
For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.



**Talking to the Point**

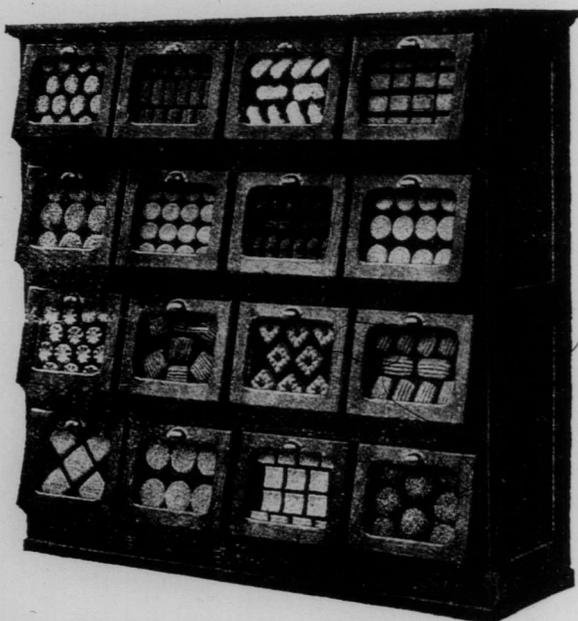
CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

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

TRY A CONDENSED AD IN  
THE CANADIAN GROCER.

## "WALKER BIN" BISCUIT CASE

Made in any length, with full glass display bins to take any standard sized biscuit tin or box.



To start the New Year we are making a special price on this magnificent Display and Sales Case. Write for particulars, giving size of biscuit tins used.

### The Walker Bin & Store Fixture Co., Limited

Designers and Manufacturers of  
Modern Store Fixtures

Berlin, Ontario

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

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

## CLERK HIRE COSTS MORE THAN Allison Coupon Books

The time the books save is worth many times their cost.

This fact alone is enough to warrant their general use. But there is the added advantage that the account keeping is done better and business friction eliminated.



## If a Man Wants Credit

for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00, no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

### ALLISON COUPON CO.

Indianapolis, Indiana.  
The EBY-BLAIN CO., Ltd.  
Canadian Agents



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

### The PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions.

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

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

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

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

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

### Keep Track of the Coods

you sell and the money your customers owe you, by using our simple

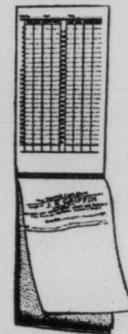
#### "DUPLEX"

#### COUNTER CHECK BOOK

It's a money-saver, a time-saver, a trouble-saver and a customer-keeper.

WRITE FOR FULL INFORMATION.

The Carter-Crume Company, Limited  
Toronto and Montreal



MORE THAN  
n Books



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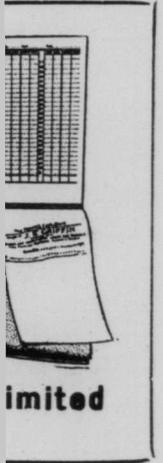
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recognized every-

OPON CO.

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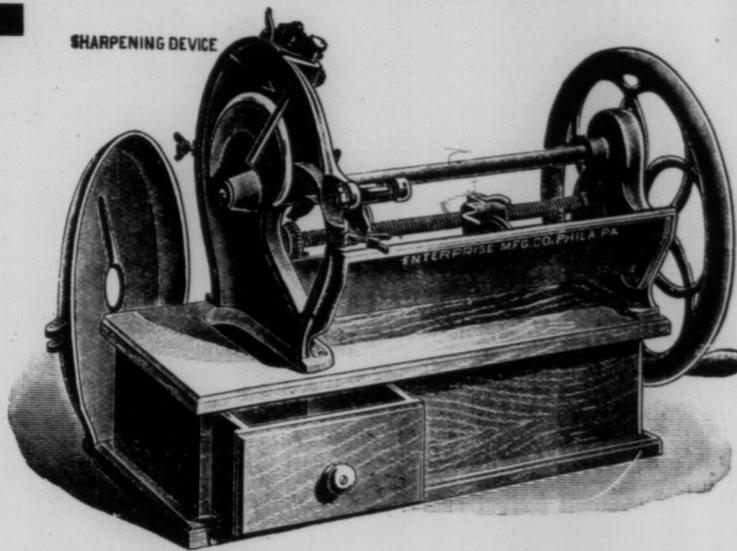
REFRIGERATORS  
FOR BUTCHERS AND GROCERS.  
EUREKA REFRIGERATOR CO., Ltd., TORONTO CAN.



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Is your equipment GOOD?  
Then make it BETTER.  
Don't rest till you have the BEST—  
“ENTERPRISE”

SHARPENING DEVICE



The experience of all users proves that

“Enterprise” Rotary Smoked Beef Shaver greatly increases the sales of smoked beef. Slices uniform in thickness, from tissue thinness to 1/8 of an inch.

**AUTOMATIC ADJUSTABLE FEED  
SELF-SHARPENING DEVICE**

Write us for catalogue describing and pricing Hand, Steam and Electric Power Meat Choppers and Rapid Grinding Mills, Enterprise Food Choppers, Improved Self-Priming and Measuring Pump and other specialties demanded by enterprising grocers.

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

No. 125 (with 2 blades) . . \$22.50

No. 129 (with 1 blade) . . \$22.50.

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

**FRANK H. BARNARD, PRINTER**

246 Spadina Ave. Telephone Main 6357, Toronto.

SPRAGUE

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

**EXPERIENCED ADVERTISEMENT WRITERS**

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

**J. HOWELL JAMES**  
333 Lippincott Street, TORONTO

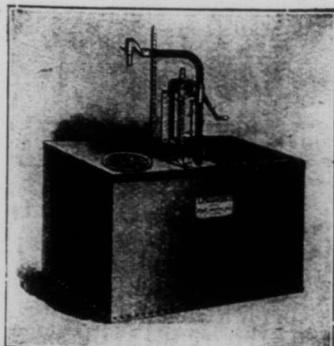
Store Fittings, Counters, Showcases, Etc. Made to fit any store.  
Write or phone me before fitting up your store or making alterations.  
PHONE COLLEGE 2880

## The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Tank, but how much it is now costing you to be without one.

The Bowser Self-Measuring Oil Tank will save all the money you are now losing through evaporation, leakage, waste and carelessness; that is, enough to repay the purchase price of a Bowser many times over.

Surely such an oil tank is at least worth investigating and an investigation will cost you but one cent. Just use a postal to ask us for catalog B and we will send it with full information and prices.



Cut 19—Type B  
All Metal First Floor Outfit

**S. F. Bowser & Company, Ltd.**

66-68 Fraser Ave., - TORONTO

If you have an old Bowser, and want a new one, write for our liberal exchange offer.

# PROFITABLE BUSINESS

## Maconochies' Jams and Marmalade



Purity  
Quality  
Value  
Profit



Maconochies' Jams and Marmalade are made from pure fruit and sugar. Every care is taken to insure perfection in manufacture. They are quick sellers and profit earners, which means that they get business and hold business.

Order from Your Jobber

General Agents in Canada and United States :

**MacLaren Imperial Cheese Co., Ltd.**

Head Office—Toronto

Qu  
Th  
responsi  
Grocer, 2

Diamond-  
1-lb. tins, 2 d  
1-lb. tins, 3  
1-lb. tins, 4

IMPE  
Cases.  
4-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....



BC  
Size  
Royal-Dun  
1 lb.  
" 2 oz.  
" 1 lb.  
" 12 oz.  
" 1 lb.  
" 3 lb.  
" 5 lb.

Barrels—W  
cent. di  
CLEV

Cleveland's  
"  
"  
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Barrels—W  
cent. di

Crown Bra  
1 lb. tins, 2  
1 lb. " 2  
1 lb. " 4



Keen's Oat  
In 10-bc  
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Perfection  
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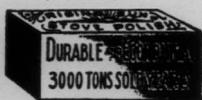
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A Guarantee that is Worth Something

**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

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

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

## New and Revised Storage Rates for 1908

### NOTICE

DECEMBER 31ST, 1907.

"We beg to advise our customers that all the rates quoted prior to this date have been cancelled, New and Revised Rates will be furnished on application. All goods now in store will remain at the present rates, unless otherwise advised."

We wish our many customers a very Happy and Prosperous New Year, and an extensive and profitable business during the year 1908.

**Terminal Warehouse and Cartage Co. LIMITED**  
12-38 Gray Nun Street, MONTREAL

## Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

**The MacLean Publishing Co., 10 Front Street East, Toronto**

Compound  
12-oz. glas  
2-lb. tins,  
5 and 7-lb.  
crate,  
7 and 14-l  
30-lb. woo  
Compound  
12-oz. glas  
2-lb. tins,  
7 and 14-l

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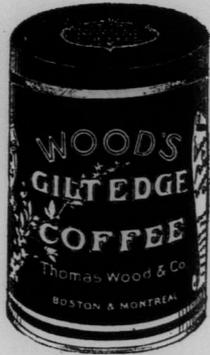
Tierces  
1-bbls...  
Tubs .60  
20-lb. Pa

5-lb. box  
Fancy Bx  
"Ringed



THE CANADIAN GROCER

"Draw a tiger incompletely and he is like a dog."  
 Draw a cup of Coffee whose material is incompletely tested, purified, roasted and brewed, and you have slops.  
 There is no incomplete stage in



ESTABLISHED 1879

WOOD'S COFFEES

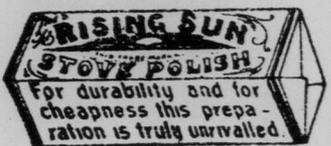
up to their delivery to the Grocer.  
 They possess all the Coffee virtues.  
 The superior selected berry stamps every grade.  
 Perfect treatment marks every step from the tropic tree to the coffee-pot.  
 In "Drawing" draw the line at half-way goods.

Canadian Factory and Salesrooms:  
 No. 428 St. Paul Street - - - MONTREAL

City White Glass—	
1-lb. fancy cartons, cases 30 lb.	0 8
5-lb. toy trunks, 8 in case	0 18
6-lb. enameled tin canisters, 8 in case	0 8
Kegs. ex. crystals, 40 lb.	0 7
Brantford Glass—	
1-lb. fancy box, case 36 lb.	0 8
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00
Celluloid Starch—	
Boxes of 45 cartons, per case	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 6
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 7
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 7

SAN TOY STARCH.	
pkgs, cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07
Durham corn starch, 40 lb.	0 06
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" 3-lb. cartons, 36 lb.	0 07
" 200-lb. bbl.	0 06
" 100-lb. kegs.	0 06
Canada Laundry, 40 to 46 lb.	0 06
Ivory Gloss, 2-2 family pkgs., 48 lb.	0 08
" 1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb. kegs.	0 08
Patent starch, 1-lb. fancy, 36 lb.	0 08
Alvon Glass, 1-lb. packages 40-lb.	0 06
Coldwater Ivoryine Starch, per box, 40 pkgs.	3 00

Stove Polish.	
Rising Sun, 5-oz. cakes, 1-gross boxes	\$3 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste 5c. size, 1-gross boxes	5 00



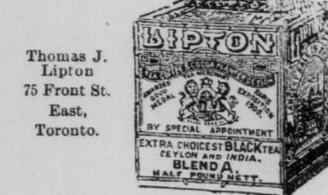
JAMES' DOME BLACK LEAD	
6a size	Per gross \$1 40
2a "	2 50

NICKLE PLATE STOVE POLISH.	
Pints	2 90
Quarts	5 40
1/2 gallons	5 10
Gallons	4 80
gallons	4 50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 600 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03
Kegs, 150 lbs.	0 03
2-gal. pails 25 lbs.	1 25 each
" 38 1/2 lbs.	1 75
Plain tins, with label—	
1 lb. tins, 3 doz. in case	2 40
5 " 1 " " "	2 75
10 " 1 " " "	2 65
30 " 1 " " "	2 60
(5, 10 and 20 lb. tins have wire handles.)	

ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.	0 03 per lb.
Half-barrels, 350 lbs.	0 03
Kegs, 150 lbs.	0 03
2-gal. pails 25 lb.	1 25 each
" 38 1/2 lbs.	1 75
2-lb. tins, 24 in case, per case	
5-lb. " 12 " " "	2 40
10-lb. " 6 " " "	2 65
20-lb. " 3 " " "	2 60

SALADA	
SALADA CEYLON	
Wholesale. Retail.	
Brown Label, 1's	\$0 20 \$0 25
" " " "	0 21 0 26
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's, 1/2's and 1/4's	0 30 0 40
Red Label, 1's and 1/2's	0 36 0 50
Gold Label, 1/2's	0 44 0 60



LIPTON'S TEA	
Packed in air-tight tins only.	
wholesale retail	
Green label, 1's only	0 20 0 25
Blue " 1/2's and 1's	0 24 0 30
Orange " 1/2's and 1's	0 31 0 40
Pink " 1/2's & 1's tins	0 35 0 50
Red " Dominion blend,	
1's and 1/2's	0 44 0 60
Gold " Afternoon blend,	
1's and 1/2's	0 53 0 70



Blue Label, 1's	\$0 19 \$0 25
Blue Label, 1/2's	0 19 0 25
Orange Label, 1's and 1/2's	0 22 0 30
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1/2's	0 30 0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1/2's	0 40 0 60

LAPORTE, MARTIN & CIE, LTD.	
Japan Teas—	
Victoria, hf-c, 90 lbs	0 25
Princess Louise, hf c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

"CROWN" BRAND	
Wholesale. Retail.	
Red Label, 1-lb. and 1/2's	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2's	0 38 0 50
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2's	0 30 0 35
Japan 1's	0 19 0 25



BLUE RIBBON TEA CO., TORONTO	
Wholesale. Retail.	
Yellow Label, 1's and 1/2's	0 20 0 21 0 25
Green Label, 1's and 1/2's	0 22 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label, 1's, 1/2's and 1/4's	0 30 0 40
White Label, 1's, 1/2's and 1/4's	0 35 0 50
Brown Label, 1's and 1/2's	0 42 0 60
Gold Label, 1's and 1/2's	0 55 0 80
Purple Label, 1's and 1/2's	0 55 0 80
Embossed, 1's and 1/2's	0 70 1 00



Cases, each 60 1-lb.	\$0 35
" " 1-lb.	0 35
" " 1-lb.	0 35
" " 1-lb.	0 35



MELAGAMA TEA.	
Wholesale Retail.	
Black, green, mixed, 1/2's	0 70 1 00
" " " "	0 55 0 80
" " " "	0 42 0 60
" " 1 lbs. & 1/2's	0 40 0 60
" " 1 lbs. & 1/2's	0 35 0 50
" " 1 lbs. & 1/2's	0 30 0 40
" " 1 lbs. & 1/2's	0 22 0 30
" " 1 lb.	0 21 0 26
" " 1 lb.	0 20 0 25

We pack Japans in all grades at same prices, any shipment of 60 lbs. or over prepaid.



KOLONA	
PURE CEYLON TEA	
Ceylon Tea in 1 and 1/2-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 35c.	\$0 20
" " " "	0 21
Blue Label, retail at 30c.	0 22
Green Label, " 40c.	0 30
Red Label, " 50c.	0 35
Orange Label, " 60c.	0 42
Gold Label, " 80c.	0 55

THOMAS WOOD & CO. Montreal and Boston



Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.		

Tobacco.

THE EMPIRE TOBACCO CO., LIMITED.	
Smoking—Empire, 4s, 6s and 12s	\$0 48
" Amber, 8s. and 3s.	0 60
" Ivy, 7s.	0 50
" Roshad, 7s.	0 51

Chewing—Currency, 12s. and 6s.	0 46
" Old Fox, 12s.	0 48
" Snowflake, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" " 10 oz. bars, 6s.	0 45
" Fair Play, 8s. and 13s.	0 53
" Club, 6s. and 12s.	0 46
" Universal, 13s.	0 47
" Dixie, 7s.	0 56

JOS. COTE, QUEBEC.

Cigars, per thousand.	
Cote's Fine Cheroots 1-10	\$15
V. H. C., 1-20	25 00
St. Louis (Union), 1-20	33 00
Champlain, 1-20	35 00
El Sergeant Premium, 1-20-1-40	55 00
J. C. Cl. Havana P. Finos, 1-20	75 00

Cut tobaccos.	
Petit Havana, 1/2, 1-12-1-6	0 40
Queenel, 1-4, 1-2	0 65
" 1-9	0 68
Cote's Choice Mixture, 1-lb. tins.	0 75
" " 1-lb. "	0 76
" " 1-lb. "	0 85

Veterinary Remedies.

W. F. YOUNG	
Absorbine, per doz.	\$18 00
Absorbine, per dozen	6 00
Absorbine Jr., per dozen	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.	
Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.	
Per doz.	
A-4 string, pluh finish	\$4 70
B-4 " fancy	4 00
C-4 " plush	4 10
D-4 " fancy	3 95
F-4 " wire	3 65
G-3 " "	3 40
I-3 " "	2 90

CANE'S WIRE HOOP WOODEN TUBS.	
No. 0, per doz.	\$11 00
No. 1, per doz.	9 0
No. 2, " "	7 50
No. 3, " "	6 5

CANE'S WIRE HOOP WOODEN PAILS.	
No. 1, 2-hp. pails	\$1 10
No. 1, 3-hp. pails	2 05

CANE'S WASHBOARDS.	
Pony per doz.	\$1 10
Crown	1 75
Improved Globe	1 95
Standard Globe	2 45
Original Globe	2 35
Superior Globe	2 50
Newmarket King	2 70
Jubilee	2 75
Diamond King Glass	3 35

CANE'S CLOTHESPINS.	
5 gross loose, per case	0 55
4 " packages per case	0 62
6 " " " "	0 82
5 cases,	single

Yeast.

Royal yeast, 3 doz. 5c. pkgs.	\$1 10
Gillet's cream yeast, 5 doz. in case	1 10

# BATGER'S

## Machine-cut Mixed Peel

In 1/2-lb. and 1-lb. Drums.

Prepared and packed by machinery, thus ensuring cleanliness and uniformity.

Saves time, trouble and loss of weight.

The three kinds of Peel, Lemon, Orange and Citron, properly blended, are all cut ready for immediate use. If you once sell this line to your customers they will always ask for it, because every housewife likes BATGER'S Machine-Cut Peel, once she uses it. Your profit is sure and substantial. Ask your jobber for it. In 1/2 and 1-lb drums.

ROSE & LAFLAMME  
Agents  
MONTREAL AND TORONTO

When Ordering

# VALENCIA RAISINS

Ask for these Marks—

**"M.D. & Co. Beaver"**

Special Fancy Quality

**"W. Abel"** Standard Quality

4 Cr. Layers

Selected

Fine Off-Stalk

They will please you.

PACKED BY

**MAHIQUES, DOMENECH & CO.**

Agents: **Rose & Laflamme**

Montreal and Toronto

### INDEX TO ADVERTISERS.

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

<b>A</b>	<b>E</b>	<b>Mc</b>	<b>S</b>
Accountants & Auditors ..... 62	Eby-Blair, Limited..... 3	McDougall, D. & Co..... 61	Robinson, O. E. & Co..... 56
Acme Can Works..... 63	Eckardt, H. P. & Co..... 2	McFarlane & Field..... 2	Rose & Laflamme..... 8, 71
Adam Geo & Co..... 4	Edwardsburg Starch..... outside front cover	MacLaren's Imperial Cheese Co..... 2	Rutherford, Marshall & Co..... 27
Adamson, J. T., & Co..... 2	Elson & Whitlock..... 2	McLean, J. J..... 2	Ryan, Wm., Co..... 44
Allan, Robt., Co..... 2	Empire Tobacco Co..... 61	McWilliam & Everist..... 54	
Allison Coupon Co..... 64	Empire Salt Co..... 14	MacNab, T. A., & Co..... 2	<b>S</b>
American Computing Co..... 64	Enterprise Mfg. Co..... 65		"Salada" Tea Co..... 7
American Tobacco Co..... 61	Essex Canning Co..... 19		Scott, David, & Co..... 4
Anderson, Powis & Co..... 2	Estabrook's..... 2		Segalera, Jos..... 8
Atlantic Fish Companies..... 57	Eureka Refrigerator Co..... 65		Smith, E. D..... 15
	Evans, Geo. F..... 4		Sprague Canning Machinery Co..... 65
<b>B</b>	Ewing, S. H., & Sons..... 18		Standard Brokerage Co..... 18
Baker, Walter, & Co..... 50		<b>M</b>	Steele, M. B..... 4
Balfour, Smye & Co..... 23	<b>F</b>	Maconochie Bros..... 66	Stevens-Hepner..... 26
Barraud, Frank H..... 65	Fearmar, F. W. Co..... 44	Magur, Frank..... outside front cover	Stringer, W. B., & Co..... 55
Beardwood Agency..... 62	Foley, F. J., & Co..... 2	Mahiques, Domenech & Co..... 71	Strang Bros..... 1
Belleville Fruit and Vinegar Co..... 11	Fontanel, Leon..... 19	Maple Tree Producers' Association..... 11	Sugar & Cannery Ltd..... 72
Bell Telephone Co..... 62	Fussell & Co..... 48	Marshall, James..... 4	Sylvester Mfg. Co..... 17
Benedict, F. L..... 50		Mason, Geo., & Co..... 13	Symington, T., & Co..... 14
Bickle, J. W., & Greening..... 57	<b>G</b>	Mathewson's Sons..... 23	
Bloomfield Packing Co..... 21	Gibb, W. A. & Co..... 55	Mathieu, J. L., Co..... 27	<b>T</b>
Blue Ribbon Tea Co..... 3	Gillard, W. H., & Co..... 10	Methven, J., Sons & Co..... 62	Terminal Warehouse and Cartage Co..... 68
Bode Gum Co..... 60	Gillett, F. W. Co., Ltd. outside back cover	Metropolitan Bank..... 62	Thorne, A. M. & Co..... 62
Bovril, Ltd..... 47	Godwinville & So..... 3	Millman, W. H., & Sons..... 4	Tippet, Arthur P., & Co..... 1
Bowser, S. F., & Co..... 65	Gorham, J. W., & Co..... 2	Mitchell, H. W..... 4	Tooth Extract Meat Co..... 2
Bradstreet's..... 4	Greig, Robt., & Co..... 11	Montreal Packing Co..... 44	Toronto Salt Works..... 46
Brand & Co..... 69	Greening, Thos. B..... 4	Mooney Biscuit and Candy Co..... 49	Truro Condensed Milk Co., Limited..... 15
Brayley & Co..... 12		Moo e Jaw Fruit & Produce Co..... 4	Tuckett, Geo. E., & Son Co..... 60
British America Assurance Co..... 62	<b>H</b>	Morse Bros..... 68	Turner, James, & Co..... 27
Bunnell & Lindsay..... 2	Hamilton Cotton Co..... 61	Mott, John P., & Co..... 51	
Burlington Canning Co..... 19	Harty, J. B..... 48		<b>V</b>
	Hotel Directory..... 62	<b>N</b>	Verret, Stewart Co..... outside back cover
<b>C</b>	Howell, Jas. J..... 65	National Licorice Co..... 8	
Campbell's, E., Sons..... inside back cover	Hudon, Hebert & Cie..... 25	National Oyster Carrier Co..... 9	<b>W</b>
Canada Sugar Refining Co..... 10		Neale's Chocolate..... 15	Wagstaff Limited..... 27
Canadian Cannery..... 5	<b>I</b>	Nicholson & Bain..... 16	Walker Bin & Store Fixture Co..... 64
Canadian Coconut Co..... 15	Imperial Extract Co..... 17	Nishimura, Shaw T..... 17	Walker, H. G., & Son..... 65
Capetan Manufacturing Co..... 22	Imperial Syrup Co..... 27		Warren Bros..... 26
Carman, Escott Co..... 4	Improved Match Co..... 23	<b>O</b>	Warren, G. O..... 2
Carter-Crume Co..... 64		Oakey, John, & Sons..... inside back cover	Watson, Andrew..... 24
Chaput, Fils & Cie..... 21	<b>J</b>	Old Homestead Canning Co..... 20	Watson, Stuart..... 4
Chause & Co..... 2	Jam's Dome Black Lead..... 26	O'Mara, Joseph..... 47	Watt, John J..... 2
Clark, W..... 47	James, F. T., & Co..... 53	Ozo Co..... 18	Welcome Soap Co..... 12
Coles Manufacturing Co..... 63	Jarvis & Dodge..... 56		Western Assurance Co..... 62
Connors Bros..... 57		<b>P</b>	Western Canada Flour Mills Co..... 48
Constant, H..... 50	<b>K</b>	Paradis, C. A..... 50	Wetley, J. H..... outside back cover
Cote, Joseph..... 61	Kingery Mfg. Co..... 50	Park, Blackwell Co..... 44	White & Co..... 58, 59
Cowan Co..... 51	Kinnear, Thos., & Co..... 14	Paterson, R., & Sons..... 22	Windsor, J. W..... 24
Cox, J., & Co..... 49	Kirouac, Nap. G., & Co..... 50	Patrick, W. G., & Co..... 2	Wiseman, R. B., Co..... 41
	Kit Coffee Co..... 19	Poulin, P., & Co..... 46	Wood, Thomas, & Co..... 70
<b>D</b>		Power, B. H..... 46	Woods, Walter, & Co..... 46
Dalley, The F. F. Co., Limited..... 22	<b>L</b>		
Davidson & Hay..... 22	Lambe, W. G. A..... 2	<b>Q</b>	<b>Y</b>
Dawson Commission Co..... 56	Laporte, Martin & Co..... 25	Queen City Oil Co..... 6	Young, Thomas, Soap Co..... 41
DeYbarando & Co..... 53	Lea Pickling & Preserving Co..... inside back cover	Quaker Oats Co..... 6	Young, W. F..... 18
Dominion Molasses Co..... 8	Leonard Bros..... 53		
Douglas, J. M., & Co..... 51	Lipton, Thos. J..... 9	<b>R</b>	
Duff, John, & Son..... 47	Lucas, Steele & Bristol..... 12	Redland's Golden Orange Ass'n..... 54	
	Lyle, T. A., Co..... 2	Richards, S. C..... 4	

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 NG  
 ..... \$18 00  
 ..... 6 00  
 ..... 9 00

are.  
 RPET BROOMS.  
 line carpet brush.  
 es, very light and  
 Per doz.  
 ..... \$1 70  
 ..... 4 00  
 ..... 4 10  
 ..... 3 95  
 ..... 3 65  
 ..... 3 40  
 ..... 2 90

WOODEN TUBS.  
 Co. 1, per doz. 9 0  
 Co. 3, " 6 5

WOODEN PAILS.  
 ..... \$1 50  
 ..... 2 05

BOARDS.  
 ..... \$1 10  
 ..... 1 75  
 ..... 1 95  
 ..... 2 45  
 ..... 2 35  
 ..... 2 50  
 ..... 2 70  
 ..... 2 75  
 ..... 3 35

THESPINS.  
 5 cases, single  
 ..... 0 55 0 57  
 ..... 0 62 0 67  
 ..... 0 82 0 87

st.  
 pkgs ..... \$1 10  
 doz in case ..... 1 10

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**Baking Powder.**  
Gillett, E. W., Co., Toronto.  
National Drug Co., Montreal

**Biscuits, Confectionery, Gum, Etc.**  
Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
Money Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Icecream Co., Brooklyn, N.Y.

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Woods, Walter, & Co., Hamilton.

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Bloomfield Packing Co., Bloomfield, Ont.  
Burlington Canning Co., Burlington, Ont.  
Canadian Cannery, Hamilton.  
Lea Pickling & Preserving Co., Simcoe.  
Old Homestead Canning Co., Ficon.  
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Acme Can Works, Montreal

**Cash Sales Books.**  
Carter-Crume Co., Toronto

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American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D. & Co., Glasgow, Scot.  
Tuckett, Geo. E. & Son Co., Hamilton.

**Clutch Nails, Nail Hooks, Strap-  
ping, Etc.**  
Warrington, J. N., Montreal.

**Cocoa and Chocolates.**  
Baker, Walter & Co., Dorchester, Mass.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
Nestle's Chocolate, Montreal.

**Cocoanut.**  
Canadian Cocoanut Co., Montreal.

**Computing Scales.**  
American Computing Co., Indianapolis,  
Indiana.  
Computing Scale Co., Toronto.

**Concentrated Lye.**  
Gillett, E. W., Co., Toronto.

**Condensed Milk and Cream.**  
Fussell & Co., London, Eng.  
Truro Condensed Milk Co., Truro, N.S.

**Cotton Seed Products.**  
Brayley, J. M., Montreal

**Counter Check Books.**  
Carter-Crume Co., Toronto

**Crockery, Glassware and Pottery.**  
Campbell's, R. Sons, Hamilton.

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Son, Hamilton, Ont.  
Fearman, F. W., Co., Hamilton.  
Ingersoll Packing Co., Ingersoll, Ont.  
MacLaren Imperial Cheese Co., Toronto.  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Power, B. J., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Decorations, Table.**  
Hovell, A. J., & Co., London, W.C.

**Egg Cases.**  
Star Egg Carrier Co., Rochester, N.Y.

**Financial Institutions & Insurance**  
Bradstreet Co.

**Fish.**  
Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Connors Bros., Black's Harbor N.B.  
James, F. T., & Co., Toronto.  
Leonard Bros., Montreal.  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fluid Beef.**  
Fovril Limited, Montreal.

**Foreign Importers.**  
Methven, James, London, Eng.  
Scott, David, & Co., Liverpool, Eng.  
Tooth's Extract of Meat Co., London  
Eng.

**Fruits—Dried, Green, and Nut.**  
Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
De Yarrondo, J. V., & Co., Bordeaux,  
France.

Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Nickerson & Hart, Halifax.  
Ratray, D., & Sons, Ltd., Quebec.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gas Lighting Machines.**  
Silverstein Mfg. Co., Lindsay, Ont.

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Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

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Greig, Robert, Co., Toronto.  
Harty, J. B., Pictou, N.S.  
Kirouac, Nap. G., & Co., Quebec.  
McFall, A. A., Bolton, Ont.  
Nicholson & Bain, Winnipeg.  
Paradis, C. A., Quebec.  
Western Canada Flour Mills Co., Toronto

**Grocers—Wholesale.**  
Adelstein, P., Montreal.  
Balfour, Smye & Co., Hamilton.  
Ozo Co., Montreal.  
Carter, S. J. & Co., Montreal.  
Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinnear, T. & Co., Toronto.  
Kerrigan, Lind, & Co., London, Ont.  
Lucas, Steele & Bristol, Hamilton.  
Mathewson's Sons, Montreal.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.

**Grocers' Grinding and Packing  
Machinery.**  
Ooles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Sprague Canning Machinery Co., Chicago

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Batger's—Rose & Lafamme, Montreal.  
Goodwillie's—Rose & Lafamme, Montreal.  
Lipton, Thomas J.  
Ozo Co., Montreal.  
Smith, E. D., Winona, Ont.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
Windsor, J. W., Montreal.

**Manufacturers' Agents, Brokers and  
Commission Merchants.**  
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Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Burnell & Lindsay, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Chausse & Cie, Montreal.  
Dunn, Wm. H., Montreal and Toronto.  
Elson & Whitlock, Moose Jaw, Sask.  
Foley, F. J., & Co., Edmonton, Alta.  
Fontanel, Leon, Montreal.  
Gorham, J. W., & Co., Halifax, N.S.  
Holmes, W. G., & Co., Calgary, Alta.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto.  
McLean, J. J., Moose Jaw, Sask.  
MacNab, T. A., & Co., St. John, Nfd.  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Richards, S. C., Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Standard Brokerage Co., Vancouver.  
Steele, M. B., Winnipeg, Man.  
Strang Bros., Winnipeg, Man.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
Watt, John J., Toronto

**Matches.**  
Improved Match Co., Montreal.

**Meat Cure.**  
Bixler, F. P., Fremont, Ohio

**Meat Extract.**  
Tooth's Extract of Meat Co., London,  
Eng.

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Davies, Wm., Co., Toronto.  
Fearman, F. W., Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Wagstaffe Limited, Hamilton.  
Wetley J. H., St. Catharines.

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Ontario Office Specialties Co., Toronto

**Oyster Carriers.**  
National Oyster Carrier Co., Kenosha,  
Wis.

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.  
Zam-Buk Co., Toronto

**Pass Books, Etc.**  
Allison Coupon Co., Indianapolis, Ind.

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Brand & Co., London, Eng.  
Capstan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Lea Pickling & Preserving Co., Simcoe.  
Ozo Co., Montreal.  
Hudson, Hebert & Cie, Montreal.  
Paterson's—Rose & Lafamme, Montreal.  
Taylor & Pringle, Owen Sound, Ont.

**Polishes—Metal.**  
Oakley, John, & Sons, London, Eng.

**Polishes—Shoes.**  
Dalley, F. F., Co., Ltd., Hamilton, Ont.  
Hawes, Ed., & Co., Toronto

**Polishes—Stove.**  
Hawes, Ed., & Co., Toronto.  
James, Edward, & Sons, Plymouth, Eng.  
Morse Bros., Canton, Mass.

**Poultry and Game**  
Foulin, P. & Co., Montreal

**Printing.**  
Barnard, Frank H., Toronto.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.  
Hillock, John, & Co., Ltd., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Gray, Young & Sparling, Wingham.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Soap.**  
La Cie Des Savon Francais, Montreal.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Welcome Soap Co., St. John, N.B.  
Young-Thomas Soap Co., Regina.

**Soda—Baking.**  
Church & Dwight, Montreal.

**Starch.**  
Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

**Storage and Warehouses.**  
Terminal Warehouse & Cartage Co.  
Montreal.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Imperial Syrup Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

**Tacks.**  
Bazin Mfg. Co., Quebec, P.Q.

**Teas, Coffees, and Spices.**  
Balfour, Smye & Co., Hamilton.  
Branson & Co., London S.W., Eng.  
Brayley & Co., Montreal.  
Ceylon Tea Association, New York.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Kaiser Mfg. Co., Winnipeg.  
Kit Coffee Co., Glasgow, Scotland.  
Lipton, Thomas J., Toronto.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Wood, Thos., & Co., Montreal.

**Veterinary Remedies.**  
Young, W. F., Montreal

**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville

**Washing Compound.**  
Chouillon, C. A., Montreal.  
Gillett, E. W. Co., Toronto.  
Winn & Holland, Montreal.

**Woodenware.**  
Stevens-Hepner Co., Port Elgin

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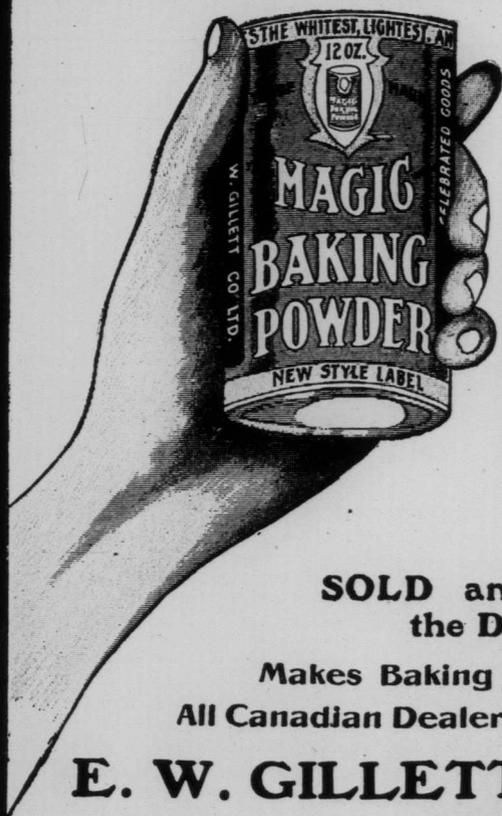
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