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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 6, 1907.

NO. 49.



Ask your Jobber to send you
a trial order of . . .

Robinsons' Patent Barley

It is a line he should draw your attention to
as it is a staple food. Every family should
use it.

Write for closer particulars.

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



A Profitable and Seasonable Line

"Crown" Brand Table Syrup

Made
from
Corn

PUT UP IN TINS

2-lb. tins—cases 2 doz.	Also in Brls., ½ Brls
5 " " " 1 " "	Kege and Pails
10 " " " ½ " "	
20 " " " ¼ " "	

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

You can't please your customers any better at this
season of the year than by suggesting the use of a
table syrup. Suggest the best—"Crown Brand."

Every jobber sells it.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL



Besides the regular lines, we have so many sundries which you cannot afford to be without. Why not place an order for Crosse & Blackwell's goods? We ship direct to you if order is placed with a wholesale house.

Crosse & Blackwell,
LTD.

"Purveyors to the King"

AGENTS:

C. E. COLSON & SON

MONTREAL

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

The Satisfaction of Unvarying Quality

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

Macaroni

Taylor's

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

Unvarying Quality

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

Peels

"Thistle"

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

Unvarying Quality

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

Haddie

Arthur P. Tippet & Co.

Sole Canadian Agents

8 Place Royale, - Montreal



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

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Manufacturers' and General Commission Agents for
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Agencies Solicited
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Agencies: "Royal Crown" Skinless Codfish.
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Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

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Established 1885.

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

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RAISINS
EVAPORATED APPLES.
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Grocery Brokers
TORONTO

W. G. Patrick & Co.
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TORONTO.

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Finest Eastern Townships
Maple Syrup Compound
None better made
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

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RAY & WINDLE
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Correspondence solicited. Established over 12 years
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MOOSE JAW, SASK.
Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

(Continued on page 4.)

We are Headquarters for
**MALAGA
TABLE
RAISINS**

Our Prices Are Right.

THE **EBY, BLAIN CO.** LIMITED

The House for
Fancy Groceries - - - TORONTO.

To enable us to keep up the exceptional high standard of quality always maintained in Blue Ribbon Tea, and the very fine margin of profit we have always worked on, compel us to advance our price in accordance with Market conditions.



YELLOW LABEL, pounds and half pounds.
Costs you 22c., you sell at 25c. per pound.

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Costs you 22c., you sell at 30c. per pound.

BLUE LABEL, pounds and half pounds.
Costs you 25c., you sell at 35c. per pound.

RED LABEL, pounds, half pounds, quarter
pounds and one-eighth pounds.
Costs you 30c., you sell at 40c. per pound.

WHITE LABEL, pounds and half pounds.
Costs you 35c., you sell at 50c. per pound.

GOLD LABEL, pounds and half pounds.
Costs you 42c., you sell at 60c. per pound.

PURPLE LABEL, half pounds and quarter
pounds.
Costs you 55c., you sell at 80c. per pound.

DOLLAR TEA, EMBOSSED LABEL, half
pounds and quarter pounds.
Costs you 70c., you sell at \$1.00 per pound.

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

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

STUART WATSON & CO'
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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

Many Good Lines Lie Dormant
On Grocers' Shelves
Keep Yours on the Move
by appointing a
Working Resident Salesman and Advertiser
JNO. J. WATT
Manufacturers' Agent
Good References TORONTO, ONT
Special Attention to Advertising

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

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
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Firms Abroad Open for Canadian Business

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

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

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

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

...ESTABLISHED 1849...

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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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**Butcher Baskets,
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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.**

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KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.
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Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same.
Write for prices.



A Good Investment
**PEANUT ROASTERS
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Great Variety, \$8.50 to \$350.00
EASY TERMS.
Catalog Free.

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

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TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own.
Profits right from the start, and Prizes.
No money required to begin.
We will mail to you FREE 5 copies of our publication.
These can be sold and will provide the capital for the next week's supply.
The work is easy.
You be sure to write at once and we will send you 5 copies for next week and everything necessary.

The MacLean Pub. Company
10 Front Street East, TORONTO, CANADA

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



It's our guarantee of Quality
CANADIAN CANNERS, LIMITED

**QUAKER
CANNED
GOODS**

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

You

Thousa
able a

to the



You can form **NO JUDGMENT OF THE FUTURE**

Except FROM YOUR EXPERIENCE IN THE PAST

YET in spite of **UNPROFITABLE EXPERIENCE** many grocers keep on **LOADING UP** with **EVERY NEW PACKET TEA** that is offered and pushed upon them. Some of these teas they have stocked every two or three years, **ONLY** to have **FORMER UNPROFITABLE EXPERIENCES REPEATED**. If you buy them at all, why not on the same terms as "**SALADA**," viz., "Money back if it doesn't sell."

INSIST UPON THIS ON YOUR INVOICE

Thousands of wide-awake, up-to-date grocers are cheerfully sharing in the profitable and ever increasing sale of

"SALADA"

to the exclusion of all other brands. ARE YOU ?

We will be pleased to hear from you.

"SALADA" Toronto or Montreal.

CAMP
COFFEE

Tell your Customers

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

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

Sole Agents:
ROSE & LAFLAMME
Montreal

PUREST **BEST**

It Is Mince Meat Time Now

Be particular in the

MINCE MEAT

you offer customers. This end is met when you place on your counter the mince meats that are known as coming from this factory. Done up in quantities to suit customers—at prices that are satisfactory.

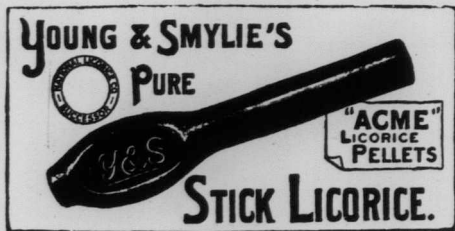
Buy from your jobber or order direct from the manufacturer.

The T. A. LYTTLE CO.

Limited

TORONTO

CANADA



National Licorice Co.

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Toronto Depot, 120 Church Street.

R. S. McINDOE, Agent.

Montreal Depot, 322 Notre Dame St. East.

J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.

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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 Gingerbread Molasses.

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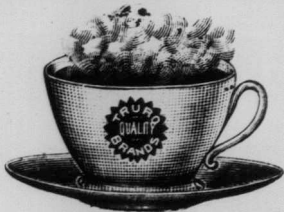
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Hallfax, - Nova Scotia



REINDEER condensed COFFEE

Hot Water
Only



Required
for

A CUP OF COFFEE

A SPLENDID SELLER

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

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



FOR TEA
YOU CANT
BEAT LIPTONS



**THE TEA OF KINGS
THE KING OF TEAS**

LIPTON'S TEA

THE FINEST THE WORLD PRODUCES.

PACKED ONLY IN AIR-TIGHT TINS.

THOMAS J. LIPTON

Canadian Office: 75 Front St. East.

Toronto

Look Here, Mr. Grocer !

Don't pass this space without figuring where you can make money on our goods. The reason you can make money—and lots of it—by handling our goods will be as plain as daylight when you see the goods. Our **Pure Apple Juice** for drinking purposes has never yet been equalled for exquisite purity and flavor. Our **Pure Cider Vinegar** is a table vinegar which will please every person who uses it. And our **Pure Tomato Catsup** is without a peer.

**"We Get the Perfect Flavor
by Unadulterated Purity."**

WRITE FOR OUR PRICES AND YOUR PROFITS!

The Belleville Fruit and Vinegar Co.

LIMITED

BELLEVILLE . . . ONTARIO

New Grenoble Walnuts New Shelled Almonds New Raisins Currants, Etc.

Shipments now on hand. We guarantee delivery when you require the goods. Our quotations will interest you.

Our Circular FREE

C. A. CHOUILLOU & CO.

14 Place Royale, . . . MONTREAL

HAYCASTLE

and **PARADISE**

CURRENTS

The choicest growths
from the most favored
Districts in Greece.

We have new selected
Valencias in stock.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

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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.

Has A Customer Ever Asked You

if you will guarantee the goodness of a can of preserved vegetable you were selling her? In many cases it would be a risky thing for you to guarantee canned goods. But there is one brand which you may safely guarantee every time. A brand which never disappoints either you or your customer. That brand is

Old Homestead Brand

"The Brand of Unparalleled Excellence"

Old Homestead has not attained its pre-eminence by chance. Neither has it attained it by mere publicity. There is a foundation of honest goods—vegetables and fruits of the very soundest variety—honest methods, and a factory sanitary and up-to-date in its appointments, that the visit of the government inspector occasions no extra cleanings-up and glossings over. We are ready for inspection at any time and at all times.

**It will pay you well to insist that your jobber
ship you the Old Homestead Brand!**

The Old Homestead Canning Co.

Picton, Ontario

THE CANADIAN GROCER

E. NICHOLSON
CODES,
A.B.C. 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901

D.H. BAIN
CABLE ADDRESS
NICHOLSON WINNIPEG
CALGARY
EDMONTON

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

Winnipeg Man.

Rolled Oats and Oat Feed

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

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

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

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

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

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

NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

LEA'S

The Pickle with the Home-Made Flavor

We are offering a Sweet Mustard Pickle in bottle and bulk of excellent quality which has been pronounced by connoisseurs to be one of the finest Mustard Pickles ever offered to the Canadian trade.

**Try a small lot, and your sales of Mustard
Pickles will astonish you**

PACKED BY

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO

THE CANADIAN GROCER

NEW NUTS

Walnuts, Almonds, Filberts

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

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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



Backed Up by the Government

The Grocer who sells

E. D. S. Brand JAMS and JELLIES

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

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

E. D. SMITH'S FRUIT FARMS

WINONA, - ONTARIO

Most Women ask for Bee Brand

BEE BRAND Jelly Powders have taken hold wonderfully, and wise grocers who have recognized this are selling great quantities and reaping profits.

The flavors chiefly in demand are:

Strawberry
Lemon
Pineapple

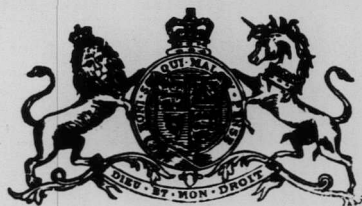
Raspberry
Cherry
Nutto

But we have others if you want them.

SNOWDON, FORBES & CO.,

Makers

449 St. Paul Street, - **MONTREAL**



**Pure Food is Essential
to Good Health**

**Wagstaffe's Fine Old English
Mince Meat**

Guaranteed absolutely Pure.

The finest made in Canada.

Wagstaffe Limited

PURE FRUIT PRESERVERS

HAMILTON, CANADA

There is a Big Demand for Seeded Raisins

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

José Segalerva

Malaga, Spain

will be Ahead of his Competitors Because the
Malaga Seeded Raisin is

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

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

Malaga Seeded Raisins

You will make a Good Profit.

Agents for the Dominion

Rose and Laflamme

Montreal and Toronto.

COCOANUT

Has Been Scarce of Late

We have however just landed several cars of Prime Jamaica Cocoanuts and our entire Cocoanut Department staff are busy working day and night to get it ready for your Christmas trade.

SEND IN YOUR ORDERS NOW

THE ROBERT GREIG COMPANY, Limited
TORONTO



"Pride of Canada"

Never yet has there been a question as to the quality of **Pride of Canada** Maple Syrups and Maple Sugar.

That this brand is a market leader is an undisputed fact.

Everywhere quality is recognized you will find **Pride of Canada** Maple goods sold. Grocers find profits good and the line such as satisfies customers.

IT PAYS

**Maple Tree Producers
Association**

WATERLOO,

P.Q.



TIGHT MONEY



Times of financial stringency need not be feared by the family with a well filled bank. We assist to this end by packing our

HIGH-CLASS CARPET TACKS

in a neat little wooden bank, as above.
RETAILS AT 5 CENTS.

A Great Seller Liberal Profit
All sizes, blued and tinned.

Send for Samples and Prices.

THE BAZIN MFG. CO.
94 Arago Street, QUEBEC

Mr. Grocer—

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

Order from your jobber.

The Kaiser Mfg. Co.



Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

Allison Coupon Books

Eliminate the Non-essentials

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

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



THE PLAN

If a man wants credit for \$10 and you think he is good for it, give him a \$10 Allison coupon book and have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—no trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on till the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. Let us send you a cancelled sample free.

For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY, BLAIN CO., TORONTO

Canadian Agents



**AN INFLAMED TENDON
NEEDS COOLING.**

ABSORBINE

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

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

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

**Buy
Herbs
Now**

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

Sage, Savory, Mint, Thyme, Marjoram, etc.

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

S. H. EWING & SONS

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

20½ Front St. E., Toronto
Phone Main 3171

**Currants
Almonds**

**Raisins
Filberts**

**Walnuts
Figs**

"Maple Leaf" brand Valencia raisins, Standard of Quality.

Fall trade coming on. Anticipate your wants.

Let us know what your requirements are of dried fruits, nuts, etc., and we will give you a cost and freight or duty paid price, as you prefer.

D. RATTRAY & SONS Limited
QUEBEC Montreal OTTAWA

JAPAN TEAS

Are absolutely pure, wholesome and invigorating; always give entire satisfaction to your customers. There are no other teas which possess the equally high merits of

JAPAN TEAS

SHAW T. NISHIMURA, Sole Agent. - **55 St. Francois Xavier Street, Montreal**
Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Fuji Company

DELAY IS COSTING MONEY



When a Fixture Saves its Cost the First 90 days,
CAN YOU AFFORD TO WAIT?
Any one of the thousands of retail grocers using the

Perfection Cheese Cutter

will tell you of its merits. Wholesale grocers in all large cities handle it. If yours don't, then write us for circulars, etc. A postal will get you full information about it. Write to-day. Shipped f.o.b. Hamilton, Ont. Send all orders to

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

A PAYING INVESTMENT

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

Palace Car Brand

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

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

"Non-Pareil Oil"

Highly Recommended by

Leading Bakers and Confectioners

The most Economical and Satisfactory Oil

Kentucky Refining Co.,
Incorporated
Louisville, Ky.

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

Samples and prices on application. Phone Main 3938.



The Grocers of Canada

KNOW A GOOD THING

When they see it.

That is why the sales of

KEYSTONE BRAND BROOMS AND BRUSHES

have increased so rapidly

MANUFACTURED BY

Stevens-Hepner Company
Limited

Port Elgin, Ontario

I Offer

French Shelled Walnuts

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

600 Bags, Specially Fine

Spanish Peanuts

for Prompt Shipment

ANDREW WATSON

Telephone Main 4409 81 Place d'Youville, MONTREAL



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.

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs,
Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission
we get best possible price and
make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352



THE
MOST BEAUTIFUL

Line of

**Xmas Cracker Novelties
Table Decorations and
Xmas Stockings**

ever offered to the Canadian trade.

These goods are most popular in
Great Britain and United States at the
present time, and large quantities have
been sold by some of the leading Cana-
dian houses for the past five years.

The Profit is Large

Write for illustrated catalogue to-day.

Manufactured by

A. J. HOVELL & CO.
London, W.C., England

ARTHUR E. BOWRON
Hamilton, - - Canada
Canadian Agent

STARCH

is a peculiar thing—that is, ordinary
laundry starch. Sometimes it does
what is expected of it, but oftener it
does not. That's what makes it ex-
tremely easy for you to make money
by pushing

IVORINE

It is a brand of laundry starch which
may always be relied upon. You may
tell your customers this with the
knowledge that they will find such a
claim to be absolutely true.

Why not look into the matter?

ST. LAWRENCE STARCH CO.
LIMITED
PORT CREDIT, ONT.

"Balmoral"

Reg'd.

Scotch Marmalade

Send in your orders now for

Balmoral New Season's

Scotch Marmalade

QUALITY THE BEST.

J. W. WINDSOR
Montreal

THE CANADIAN GROCER

IN STOCK

New Crop Grenoble, Marbot and Bordeaux

WALNUTS

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

From 25 to 49 Raisins.

Why you should purchase

ROWLEY'S

Finest Selected Valencia Raisins

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

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

UNDERDOWN & CRICHTON

London, Eng.

Valencia, Spain

Denia, Spain

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

CHRISTMAS WANTS PROMPTLY FILLED

We have just received a large shipment of

New French Cherries
Olive Oil

Crystallized { Rose Leaves
Lilacs
Violets, etc.

For decorative purposes

direct from MARTIN FRERES, the celebrated French dealers.

SHELLED ALMONDS

CACHEW NUTS from Ceylon

We are also agents for

DE FORNEL & CO'S famous

SHELLED WALNUTS

The largest NUT firm in the world.

LET US KNOW YOUR WANTS EARLY

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

You Have No Cause for Anxiety

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

Burlington Brand

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

THE BURLINGTON CANNING CO., LTD.

BURLINGTON, ONT.



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

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

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

The Welcome Soap Co.

Limited
St. John, - N.B.

May Queen Canned Goods Are Guaranteed

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

The Newbury Canning and Preserving Co., Limited

Newbury, Ontario

BLACK JACK

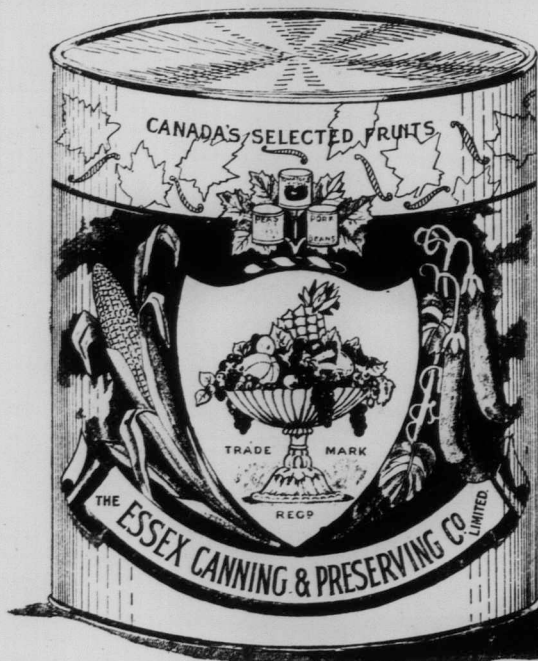
WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL
JOBBERs

3/4-lb. tins—8 doz. in case.



Have Still Left

A small quantity of "Essex Corn," "Essex Tomatoes"—and "Essex Pumpkins" but the bulk of the season's output is now in the hands of the trade. We can fill no more orders for

Essex Strawberries
Essex Raspberries
Essex Cherries

Essex Peas
Essex Beans
Essex Gallon Apples

which speaks for itself as the success of Essex goods last year has doubled the demand now, and those who were fortunate enough to lay in a good stock have decidedly the advantage.

We are working now on Tomato Catsup, Pork and Beans, Apple Butter, Jams and Jellies. Send for samples and prices.

The Essex Canning and Preserving Co. Ltd.

28 Wellington Street E., TORONTO, Can.

FACTORY AT ESSEX, ONT.

Consider Your Own Profit!

Is it not the part of a wise man to push that particular line which he knows will bring the customer back for more? Of course it is! Then, any merchant who has observed the outstanding success of

2 in 1
SHOE POLISH



must know that it is already a staple article. People want 2 in 1 time after time. That is because 2 in 1 is clean to handle, unbeatable as a shoe-polish, and in addition possesses the quality of preserving the leather.

The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

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, 67 St. Peter St.
Ontario, A. E. Bowron, 16 King William St. Hamilton
Winnipeg, Mason & Nickey, 108 Princess St.



Tartan BRAND

SIGN OF PURITY

CHRISTMAS SUPPLIES COMPLETE

OUR TRAVELLERS HAVE ALL DETAIL

RAISINS, VALENCIAS—All finest grades, no trash.

CURRENTS—Finest Filiatra Cassalina Patras and Vostizzas.

FIGS—All sizes Pressed and Pulled, finest quality.
Also Mats of Comadra, bags and boxes Naturals.

PEELS—Finest Drained Caps and Candied.

DATES—New Hallowees and Fards.

NUTS—Shelled Valencia and Jordan Almonds.

SULTANAS—Fancy, extra bright and fine qualities.

MINCEMEAT—Wagstaffe's fine old English.

PLUM PUDDING—Wagstaffe's cannot be excelled.
Packed in 2-lb. and 3-lb. porcelain
crocks.

Your Mail Orders will receive spontaneous attention.

PHONE 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.

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



Mathewson's Sons

202 MCGILL STREET, - MONTREAL
ESTABLISHED 1834

Matches and More Matches

is what your customers will buy on trying

Our

"Laurier" and "Togo" brands

These matches are unequalled in make by any other brands. They also show you a bigger profit.

Write for prices, etc.

The Improved Match Co.,

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

THE CANADIAN GROCER'S Christmas Competitions

Window Dressing Contest

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

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

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

Prizes of \$7 and \$3

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

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

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

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

Best Advertisement Contest

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

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

Prize of \$5

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

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

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

PROFIT-BRINGING DELICIOUS CHRISTMAS CONFECTIONERY

Grocers, there is going to be a constant demand until after the holidays for high-class confections. A few suggestions are opportune.



Maple Cream Hearts

Always in demand where the most delicious of Maple Specialties is required. These never fail to please. Sell 20c. lb. Costs you 12c. lb.—Profit 8c. lb. Pails contain 18 lb. — \$2.16, which means a profit of \$1.44 per pail to you.

Maple Smacks

The finest chewing candy ever put in the market. Sells at sight. Put up in large Pails. Price per pail \$2.00. 15 lbs. net. No charge for pail. Freight prepaid with other goods making 5 cases or more. Order through your Jobber.



Twin Block Pure Maple Sugar

Look for our name and you are safe. The real smack of the Maple is here found. Others have tried to imitate unsuccessfully. Get the genuine. Cost to you, \$3 case of 40--10c. blocks. Profit, \$1.00.



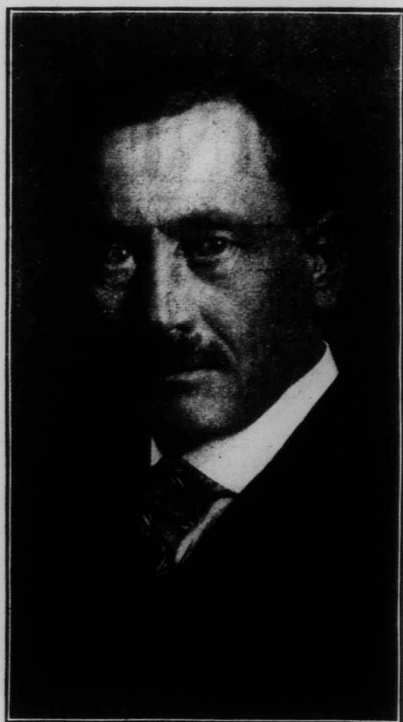
Good Old Reliable Diamond Brand Maple Syrup

Just what your customers are after for the Xmas table. The real article not adulterated in the slightest. Canada's Standard. Never mind the others. See that you get Diamond Brand. Have you our prices?

We want to give you our Catalogue

Sugars & Cannery Limited, Montreal

Makers of the Purest Canadian Maple Goods



F. P. BIXLER

I am a practical meat curer and will answer any questions regarding meat curing.

The Progressive Way of Curing Meats

BY ONE WHO THOROUGHLY UNDERSTANDS
THE CURING OF MEATS OF ALL KINDS.

My meat cures are absolutely the best, Packers and Butchers. They are correct. There is no experimenting. They are used by the best meat curers of America. They produce a tender, juicy and excellent flavored meat, second to none. They have won fame for others and will do the same for you.

Every Packer and Butcher
should have them.



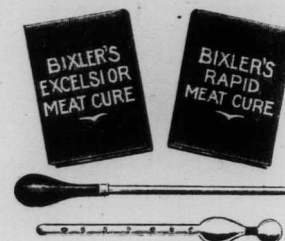
A Pamphlet on the Rapid Cure, tells how to cure hams and bacon in half the regular time.

A Pamphlet on the Excelsior Cure.

A Pickle Tester.

A Nickel-plated Trier.

A Silver Injector, which prevents hams souring at the bone.



All sent Express charges Prepaid for
Ten Dollars (\$10.00).

TESTIMONIAL FOR THE ASKING

Address :

F. P. BIXLER, Fremont, Ohio, U.S.A.



WHICH ?

Fresh, wholesome oysters, with a delicate sea tang, the true flavor of the ocean, packed in a case of smooth, clean, sanitary steel, **sealed** and imbedded in ice in a Sealshipt Patent Carrier,

OR

Flabby, slimy, bruised, white oysters, tasting of little else than stale water and preservatives, packed in a wooden tub, soggy with stale juices and impure water, with a loose cover and an odor of formaldehyde?

Which appeals to you as the more palatable, appetizing and sanitary?

Sealshipt Oysters or Tub Oysters.

For full particulars address

National Oyster Carrier Co., Kenosha, Wis.

Affiliated oyster shippers in all the great oyster districts.

CANADA'S CAN CENTRE

We make or can make everything in tin cans.

Sap Buckets, Syrup Cans, round and square.

Friction Top and other Paint Cans, Lead and Color Irons, Putty Boxes and Irons, Jacketted Shipping Cans, all sizes.

Square and Oblong Varnish and Oil Cans, Lye Tins and Caustic Drums.

Paint Makers and Color Workers will profit by dealing with us. Write or phone. Promptitude our motto.

Cans that please, Cans that will outwear any others.

Cans that are made by high-class workers and with the best material.

Tin Can Screws, Tin Chaplets, Roofing Caps.

ACME CAN WORKS

Ontario St. E., Montreal

Fruits, Vegetables, Fish

Although the canning of Fruits, Vegetables and Fish has been less than usual, we are in a position to make our clients benefit through the large purchases we have effected. If your stock in these lines is not complete inquire from us and we will give you satisfaction.

Currants—Cleaned, in boxes of 50, 1-lb. packages : Cleaned, Loose, in half boxes and quarters.

Valencia Raisins—F. S. O. Selected, 4 Crowns, layers.

Malaga Raisins—Bevan brand, 3 Crowns, 22 lbs.

Table Raisins—Empress, clusters, in 22-lb., 20-lb. and 5½-lb. boxes.

Princess, clusters, in 22-lb. and 5½-lb. boxes.

Duchess, clusters, in 22 lb., 20-lb. and 5½-lb. boxes.

Countess, clusters, in 22-lb. and 5½-lb. boxes.

Oregon Prunes—30/40 to 90/100, in 25-lb. boxes.

Figs and Nuts—Our assortment enables us to supply fully all inquiries.

Domestic and Imported Canned Vegetables

Canadian Canned Goods

Tomatoes, Corn,
Green Peas,
Butter Beans,
Lima Beans,
Succotash,
Asparagus,
Pumpkins,
Pork and Beans.

Imported Canned Goods—Soliel Brand

Small French Peas,
String Beans,
Mushrooms,
Asparagus—Giant Whole,
Asparagus—Extra Whole,
Artichokes Bottoms,
Butter Beans,
Medley of Vegetables,
Sliced Carrots,
Celery Branches,
Cream of Spinach,
Cherfil Soups,
Julienne, Printaniere,
Cream of Tomatoes.

We have all the most popular brands in Canada, and are ready to quote bargain prices to buyers.

Canned Fish, Lobsters, etc.

Salmon—Clover Leaf, Horse Shoe, Victoria, Oweekayno, Red Poppy, Eagle, Clematis.

Mackerel—Crescent, T.S., Crescent Sauced, Bell Brand.

Finnan Haddies—Boneless Crescent, Thistle.

Sardines—Canadian and Imported.

Lobsters—Beaver, I.C.B., Dufour, wholes and natural.

Shrimps—Nigger Heads, Barataria.

Clams—Oak, Empire, Burnham, Chowder and Bouillon, Underwood.

Herrings—Connors, T. S., Morton, Marshall, Maconochie, Moir and Wilson.

Our prices are interesting to all wise purchasers. For all information, orders, etc., write, phone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Groceries, Wines, Cognacs and Liquors

Montreal

FOR YOUR XMAS TRADE

RAISINS

Malaga
California
Valencia
Sultana

NUTS

Almonds
Walnuts
Filberts
Brazilis

PEEL

Lemon
Orange
Citron
Candied and Drained

CURRENTS—Casandra, Superbas, and Fancy Exquisite

OUR STOCK IS COMPLETE AND PRICES RIGHT.

WARREN BROS. & CO., Limited
TORONTO



“Imperial Brand” Maple Syrup

is sold by grocers
who are wise in
knowing a good
thing. — Do you?

Put up by
Imperial Syrup Co.
Montreal, Winnipeg, Calgary,
Edmonton, Vancouver



BOOST YOUR BUSINESS

The best and only way to give your business
the permanent boost is to satisfy your cus-
tomers—always.

For doing this, there's nothing like

Mathieu's Nervine Powders

because a headache cured is a permanent
customer sure. (18 powders in every
25c. package.)

Quite a number of people take Mathieu's
Syrup of Tar and Cod Liver Oil throughout
the Summer. A word to the wise is
sufficient.

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



STOVE POLISH

Blacklead is the best form of Stove Polish and
you can't beat

“JAMES' DOME” LEAD

It has proved itself for over 60 years to be the best in the market
Sort up your stock

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



Seeded Muscatels

We have a full line in

12 AND 16 OUNCE PACKAGES

at attractive prices.

JAMES TURNER & CO., Limited

Hamilton, Ont.

PUMPKIN— 3-lb. Handsome Labels, quality guaranteed, 75c. per Doz.

TOMATOES— 3-lb. solid pack, quality guaranteed, \$1.10 per Doz.

Wire your requirements at our expense.

Lind, Kerrigan & Co.

WHOLESALE GROCERS

334-338 Clarence St., - LONDON, ONT.

The New Franco-Canadian Treaty

Details of New Tariff as Affecting Grocery Trade—Gives France Benefit of Canadian Intermediate Tariff and Admits Our Manufacturers to France on Equally Favorable Terms.

The terms of the new Franco-Canadian treaty, which was brought down in the Dominion House last Thursday, are of particular interest to the grocery trade in general.

The old treaty gave to Canada in the French market minimum tariff rates on a few articles, chiefly products of the fisheries and forest. It gave to France in the Canadian market special rates of duty on a few French specialties of which the most important were champagnes and wines.

What France Gets.

The new treaty gives to France in Canadian markets the benefit of the Canadian intermediate tariff on ninety-eight tariff items. In addition to those concessions below the intermediate tariff are granted to France on a few French specialties. Canned vegetables, except tomatoes, are to bear duty at one cent per pound; anchovies, sardines, etc., two cents per box. Olive oil, fifteen per cent. ad valorem.

In several of these cases the duties are the same as in the British preferential tariff, and in one or two cases they are lower than the rates of the British preferential tariff. But these are cases in which Britain does not produce the goods. In any case where the British preferential rate is higher, it follows that it will be reduced to the rates of the French treaty.

How Canada Benefits.

Canada is to enjoy the benefit of the French market at rates of duty in the French minimum tariff upon 132 tariff items. These include nearly all the products of the farm, meats, fish, wood goods, pulp, paper, and a considerable line of manufactured goods, some of which are already exported from Canada and others are of a class which might in the future be exported.

In the case of a number of these items, which are printed in italics in the treaty as brought down, the rates of the French minimum tariff are the same as the rates of the French general tariff, but, by putting them in the list, Canada is assured the benefit of any reduction which may hereafter be made on such items. In the old treaty Canada received guarantees of favored nation treatment in France as respects the particular articles mentioned in the treaty, while France, on the other hand, received guarantees of favored nation treatment in all tariff and commercial matters. In the new treaty the conditions are more reciprocal. France received favored nation treatment in Canada, not on everything as before, but on the list

of articles mentioned in the schedule. Canada receives favored nation treatment in France on all the articles mentioned in the schedules. In the old treaty the benefit of the reduced rates on Canadian products was limited to such articles when sent to France by direct ship, while France received the concessions on the articles named coming into Canada irrespective of route.

In the new treaty the conditions are reciprocal. Canada receives the benefit of the concessions on all goods mentioned in the schedules sent to France by direct ship. If the goods mentioned in the schedules be sent indirectly by way of a country enjoying the benefit of the French minimum tariff, the minimum tariff will still apply, subject, however, to a special tax as hereinafter mentioned. France receives the benefit of the concessions on all goods mentioned in the schedules when conveyed direct to Canada without transshipment, or by way of a country enjoying either the preferential or intermediate tariff. In the case of all shipments from non-European countries which go to France indirectly, France has for some years imposed a special tax known as the "surtaxe d'entrepot." Canada in the treaty receives the right to impose a similar tax on French goods coming direct.

Details of New Tariff.

Schedules A and B of the treaty are the two most important departments of the convention which will affect Canadian and French trade mutually. The items in these departments which will affect the grocery trade are given herewith.

Schedule A includes Canadian products which will enjoy the benefit of the minimum tariff, as follows:

Horses, steers, bullocks and heifers, fresh meats, mutton, pork, beef.

Meat, salted-pork (ham, bacon, etc.), beef.

Pork, butchers' produce.

Poultry, dead.

Meat, preserved in tins, extracts of meat in cakes or otherwise.

Animal fat, other than fish oils; tallow, lard.

Eggs, of poultry or game.

Milk condensed, pure. Milk, condensed, with addition of sugar. Milky farina, with an addition of sugar.

Cheese, butter, salted.

Honey, boneblack (animal black).

Fish, fresh, fresh water, of the salmon family; other fresh sea fish.

Fish, dried, salted or smoked; cod (including klippfish), stock fish, herrings.

Fish, preserved "au naturel," pickled or otherwise prepared.

Lobsters, fresh, preserved "au naturel," or prepared.

Fish oils, spermacetti, roe or cod and mackerel.

Wheat, spelt and meslin.

Grain, flour. Oats, grain, meal. Barley, grain, meal. Rye, grain, meal. Maize, grain, meal. Buckwheat, grain, meal.

Malt, groats grits (coarse flour), pearled or cleaned grain. Millet, hulled or cleaned. Pulse, beans decorticated or broken whole, in clusters or pods. Bean meal. Chick peas (pois pointus), other in the grain, decorticated; in flour.

Potatoes.

Table fruits, fresh; apples and pears; for table use, for cider and perry; peaches.

Table fruits, dried or drained; apples and pears for table use, for cider and perry; peaches.

Table fruits, candied or preserved.

Luzern and clover seed.

Syrups, bon bons, and candied fruits.

Preserves, manufactured with sugar or honey, without sugar or honey.

Vegetables, fresh, salted or pickled, preserved or dried.

Spirits, mineral waters (receptacles included).

Schedule B is the list of goods of French origin which are granted the benefit of the Intermediate Tariff of Canada. This tariff is in no cases lower than, and in most cases slightly higher than, the British Preferential Tariff of Canada. In several cases it is identical with the General Tariff, and a number of articles on which the Intermediate and General Tariffs are thus identical are included in the schedule.

The Special Tariff.

Schedule C includes French products enjoying the benefit of a special tariff. Vegetables, tomatoes excepted, including baked beans, in cans, or other airtight packages, n.o.p., the weight of cans or other packages to be included in the weight for duty per pound. Duties 1 cent.

Anchovies, sardines, sprats, and other fish packed in oil, or otherwise, in tin boxes, the weight of the tin box to be included in the weight for duty; (C), when weighing over eight ounces, and not over twelve ounces each, per box, duties 2 cents.

Wines, of the fresh grape, of all kinds, not sparkling, imported in barrels or in bottles; (A), containing 20 per cent. or less proof spirit (1) per gallon, duties 15 cents, (B), containing more than 20 per cent, (1) and not more

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THE CANADIAN GROCER

than 23 per cent. proof spirit (2) per idem, duties 20 cents; (C), containing more than 26 per cent. of proof spirit per idem, duties 25 cents. For each degree in excess of 26 per cent. of proof spirit, until the strength reaches 40 per cent. of proof spirit, duties three cents. Provided that six quarts (three) bottles, or twelve pints (four) bottles shall be held to contain a gallon for duty purposes under this item.

Champagne and all other sparkling wines in bottles, containing (A) not more than a quart, but more than a pint, old wine measure (per dozen bottles, duties \$3.30 (B) not more than a pint, but more than one-half pint (old wine measure) per idem, duties \$1.65; (C) one half-pint or less per idem, duties two cents; (D) over one quart (old wine measure) per gallon, duties \$1.50.

Old and New Tariffs Compared.

The table below shows how the rates on goods included under schedule B will compare with both the Preference and the General Tariffs:

	Preference.	Intermediate.	General.
Canned meats, etc., extracts, soups ...	17½ p.e.	25 p.e.	27½ p.e.
Preparations of cocoa or chocolate ...	25 p.e.	32½ p.e.	35 p.e.
Maccaroni and vermicelli, per cwt....	75c.	\$1.00	\$1.25
Florist stock	15 p.e.	22½ p.e.	25 p.e.
Fruit trees, each	2 cents	2½ cents	3 cents
Tomatoes and corn, canned, per lb....	1 cent	1¼ cent	1½ cents
Pickles, sauces and catsups	25 p.e.	32½ p.e.	35 p.e.
Dates and figs, dried, per cwt.....	40 cents	55 cents	62½ cents
Prunes, raisins, currants, etc., per lb..	½ cent	2-3 cent	1 cent
Fruits, canned, per lb.....	1½ cents	2 cents	2¼ cents
Almonds, walnuts, etc., per lb.....	1¾ cents	2 cents	3 cents
Nuts of all kinds, per lb.....	1¾ cents	2 cents	3 cents
Nuts, shelled, per lb.....	3 cents	3 1-3 cents	4 cents
Anchovies, sardines, etc., in tins, 20-36 oz., per box	3½ cents	5 cents	6 cents
Anchovies, sardines, etc., in tins, 12 to 20 oz., per box	2½ cents	4 cents	4½ cents
Anchovies, sardines, etc., in tins under 8 oz., per box	1¼ cents	2 cents	2½ cents
Fish, preserved in oil	20 p.e.	30 p.e.	35 p.e.
Sugar, candy and confectionery	22½ p.e.	32½ p.e.	35 p.e.
Lime juice, etc.....	15 p.e.	17½ p.e.	20 p.e.
Acid and vinegar, per gallon, of any strength not exceeding proof	10 cents	12½ cents	15 cents
And for each degree over proof	1½ cents	1¾ cents	2 cents
Soap, powders, etc.....	22½ p.e.	32½ p.e.	35 p.e.
Castile soap, per lb.....	1 cent	1 cent	2 cents
Glue, mucilage, gelatine, etc.....	17½ p.e.	25 p.e.	27½ p.e.
Essential oils	5 p.e.	7½ p.e.	10 p.e.
Tableware, china porcelain, white granite, ironstone	15 p.e.	27½ p.e.	30 p.e.
Articles of glass	15 p.e.	20 p.e.	22½ p.e.
Aluminum, manufactures of	15 p.e.	22½ p.e.	25 p.e.
Silverware, nickel-plated ware, etc....	22½ p.e.	30 p.e.	35 p.e.

Some Local Opinions.

Business men generally seem to be pretty well pleased with the terms of the new convention. The opinions of several Toronto wholesalers and manufacturers are given herewith:

Hugh Blain, of the Eby, Blain Co., wholesale grocers, speaks favorably of the new treaty. In his estimation there is a decided improvement in the tariff as it affects such imports from France as

canned vegetables, canned fruits, nuts of all kinds, olives, sardines, French prunes and dried fruits. Wholesale grocers would be in a position to discover its advantages quicker than other classes. By the new treaty a substantial reduction will result in the prices of some goods. Sardines are down half a cent per pound, olives, which were twenty per cent. are now fifteen per cent. He expresses himself as quite satisfied with the outcome of the arrangement and looks to an increased business in French goods in view of the probable reduction in prices.

C. B. Watts, secretary of the Dominion Millers' Association, does not believe that the new treaty will affect the milling industry to any appreciable extent, owing to the fact that flour and such grain products are not in the list. Canadian trade with France has never been of any importance in regard to the importing or exporting of cereals, for France has always been in a peculiar situation under her tariff. She placed a high tariff on our grain, but returned the duty to the dealer if he exported

owing to the high prices ruling in the home market, the French market is impossible for the Canadian farmer. There is a good market for our poultry in England but the scarcity of fowl prevents it being adequately developed. Instead of exporting butter shipments have been brought in from Ireland and Denmark. At the prices prevailing at present there is no desire on the farmer's part to seek a market in France. However, there is a good chance for developing the meat trade with that country.

J. W. Flavelle, general manager of the Wm. Davies Co., wholesale meat packers, is emphatic in his belief that the packing trade with France will be greatly strengthened under the new treaty. He says that his firm some years ago built up a considerable business in hams in France, but under a rearrangement of the French tariff 3 or 4 years ago his firm had been obliged to vacate the French market. While the French trade was by no means extensive, yet it fitted in nicely with their general export trade. They had learned that a particular cut of ham was a favorite in France, and sent them to Ireland to be cured and smoked and shipped from thence to France as Canadian hams. The result was that a satisfactory business was built up. Just when they were finding a good market in France, the tariff on Canadian hams was made 25 per cent., while English and Danish hams continued to go in at 12 per cent. This practically destroyed the firm's French market. Under the new treaty it is highly probable that they shall get this lost trade back again and it may lead to a widening of the market.

ONTARIO CROP REPORT.

Department's Returns Show Decreases in Everything Except Potatoes.

Ontario's oat crop this year was nearly 25,000,000 bushels less than it was in 1906, according to figures compiled by the Provincial Agricultural Department, as embodied in the fall crop report.

The following is a statement of areas and yields of crops for 1907 and 1906 respectively:

Fall Wheat—15,545,491 bushels, against 18,841,771.

Spring Wheat—2,473,651 bushels, against 3,267,000.

Oats—83,524,301 bushels, against 108,341,455.

Barley—21,718,332 bushels, against 25,253,011.

Rye—1,081,706 bushels, against 1,397,582.

Buckwheat—2,546,468 bushels, against 1,792,903.

Beans—790,269 bushels, against 950,312.

Peas—7,365,036, against 7,388,987.

Potatoes—20,907,803 bushels, against 15,020,290.

Turnips—48,205,605 bushels, against 57,060,151.

Corn for husking (bushels in the ear)—22,287,931 bushels, against 23,088,682.

Corn for forage (green)—2,029,547 tons, against 2,149,413.

Hay and Clover—3,891,863 tons, against 4,684,625.

THE BANK OF MONTREAL

The ninetieth annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the institution yesterday, at noon.

There were present:—Sir George Drummond, K.C.M.G., president; Mr. E. S. Clouston, vice-president and general manager; Sir William C. Macdonald, Sir Robert G. Reid, Hon. Robert Mackay, Messrs. James Ross, R. B. Angus, A. T. Patterson, James Croil, W. H. Evans, R. C. Fisher, A. C. Lyman, H. W. Aird, W. B. Blackader, C. J. Fleet, K.C.; James Kirby, K.C.; E. Goff Penny, James Tasker, G. F. C. Smith, Henry Dobell, Richard White, Huntley Drummond, F. S. Lyman, K.C.; M. S. Foley, B. A. Boas, R. W. Shepherd, Henry Mason, William Stanway, B. Dawson, A. G. Watson.

On motion of Mr. R. B. Angus, Sir George Drummond, President, was unanimously voted to the chair, and after this, it was resolved: "That the following be appointed to act as scrutineers; Messrs. F. S. Lyman, K. C.; and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

Mr. E. S. Clouston then submitted the report of the Directors as follows:

THE DIRECTORS' REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1907.

Balance of Profit and Loss Account, 31st October, 1906	\$ 159,831 84
Profits for the year ending 31st October, 1907, after deducting charges of management, and making full provision for all bad and doubtful debts	1,980,138 04
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	\$2,139,969 88
Dividend, 2½ per cent., paid 1st March, 1907	\$360,000 00
Dividend, 2½ per cent., paid 1st June, 1907	360,000 00
Dividend, 2½ per cent., paid 1st September, 1907	360,000 00
Dividend, 2½ per cent., payable 1st December, 1907	360,000 00
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	1,440,000 00

Balance of Profit and Loss carried forward

\$699,969 88

Since the last Annual Meeting Branches have been opened at Medicine Hat, Alta., and Charlottetown, P.E.I., and sub-Agencies at Chilliwack, B.C., Summerland, B.C., Rosenfeld, Man., Westminister Avenue (Vancouver), Hull, P.Q., St. Roch's (Quebec), Maryville, N.B., and Dundas Street, (Toronto). Arrangements have also been made for opening a Branch at Prince Rupert, B.C.

On 20th April last the Bank acquired the business of the People's Bank, of New Brunswick, at Fredericton, N.B.

All the Offices of the Bank, including the Head Office, have been inspected during the past year.

G. A. DRUMMOND,
President. Bank of Montreal,
Montreal, 2nd December, 1907.

THE VICE-PRESIDENT.

The Vice-President then spoke as follows:

There is not much in the General Statement, laid before you, calling for special comment. Deposits not bearing interest have temporarily increased since last year \$5,200,000. Deposits bearing interest have decreased \$9,000,000; partly through the withdrawal of funds for railway construction and partly owing to our depositors making more permanent investments in securities at the present tempting low prices. There has been, however, a satisfactory and general increase in our regular deposit business through the entire Dominion. To meet the special withdrawals and to provide for the increase in our current loans in Canada, we have reduced our call loans in other countries \$6,400,000. Our profits have been satisfactory, showing \$1,180,000, as against \$1,797,000 last year. The Bank Premises Account remains at the nominal amount of \$600,000. Every year a certain expenditure will be made on this account, and I do not see that any good object will be served by increasing the figure at which it stands.

Early in the year, in view of the approaching stringency in the money markets of the world, we slightly advanced our rates of discount, not so much with a desire to increase our profits, but more to give a practical indication to our customers of our expectations of the trend of financial affairs, and to impress upon them that in the conduct of their business they must bear it in mind, and govern themselves accordingly.

The stringency is largely the result of universal prosperity, and as a natural consequence the world has been spending more and saving less. This state of affairs will cure itself by retrenchment. When it comes suddenly, as it usually does, it brings many hardships, but we well eventually reach a much better and sounder basis, though the process may be, in the meantime, somewhat unpleasant. Still, in Canada, where we have been exceptionally prosperous for several years we can stand a temporary reverse* without serious consequences, and I do not look for a reaction on anything like the scale which we experienced in previous similar epochs.

Owing to the lateness of the crop

in the Northwest, the approaching closing of lake navigation, and the fact that a considerable portion of the wheat was low grade, a fear was expressed in some quarters that sufficient funds would not be forthcoming to satisfy the abnormal pressure to move the crop promptly. To meet this, the Government asked the banks to co-operate with them in assisting the export of wheat as rapidly as possible. The joint action has had the desired effect, the crop is now being forwarded in a normal way, and there are buyers for all grades of wheat in the market. There is one factor in the condition of affairs in the Northwest which must not be lost sight of, and that is the large amount of low grade wheat in this year's crop, making it a much more risky one for exporters to handle, and rendering it necessary for banks to be more careful in granting credits.

I wish to allude briefly to some criticism which has recently been made in the press respecting the practice of Canadian banks in keeping a portion of their reserves in other countries. The aggregate of call and current loans by the banks elsewhere than in Canada, approximating at times \$100,000,000, has been cited as evidence that these institutions are not serving the needs of Canadian borrowers as freely as they might, were all the money loaned in this country. In the first place, let me point out that a year ago, when these loans abroad, in England, the United States and other countries, amounted to \$96,000,000, the banks had deposits made with their foreign branches of \$55,000,000; so that the actual net amount of foreign loans was only some \$41,000,000. Every dollar of this money is loaned on call at short date, upon the most ample security. It constitutes a part of the reserves of Canadian banks. If to-morrow we were to call in the whole of our loans of this class, which are at all times immediately available, the mercantile public of Canada would derive absolutely no benefit from the action. Being a portion of our reserves, the choice given the bank is between retaining the money unproductive in its vaults, or lending it at call upon interest in foreign financial centres. We adopt the latter alternative, as being in the interest not alone of the shareholders, but of the commercial community of Canada.

Let me illustrate this by a concrete case. A year ago the banks had \$96,000,000 loaned abroad; to-day these loans amount to \$73,200,000, a reduction of \$23,000,000. In the same period current loans in Canada have been enlarged by \$48,000,000, and the cash reserves have been increased upwards of \$5,000,000; that is to say, as occasion warranted the banks have drawn upon their reserves abroad to meet requirements at home, and have carried on the process with as much facility as if the reserves had been stored in

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THE CANADIAN GROCER

their own vaults. Assume that these call loans on readily realizable securities protected by ample margins, had been in the same markets in Canada, and that the money was required for commercial purposes, does anyone suppose that the sudden calling in of the loans would not have been attended by most baneful effects? In making such loans here we would probably have enhanced local stock market values unduly, to be followed by a sharp collapse and serious losses upon their sudden withdrawal. The em-

money cannot be brought into Canada. I have no hesitation in saying that there has been no time during the present crisis when we could not realize all our call loans in the United States, and transfer the proceeds to England, whence we could easily import gold here if it should be considered advisable. But as we know how liquid and available they are, we continue to retain all that is not needed here, both as part of our reserves and as a valuable aid to our international exchanges.

trust spread to banks and trust companies, and was duly followed by the hoarding of currency, and, of course, a serious interference with ordinary commercial transactions and undertakings. As a result of this declination of credit, the suspension or failure of several important financial institutions ensued.

Following, as this reverse did, on a period of unexampled prosperity and inflation, during which credit was abundant, capital poured forth freely, with in consequence a more or less general rise in the price of commodities and labor, when sound principles of finance were forgotten, and fictitious capital created to an enormous extent, it was only consistent with all previous experience, and apparently inevitable, that a reaction should come. To this result, various causes contributed. Among the most prominent was a wave of distrust and hostility to corporations and capital, which seems to have passed over the United States, and for which some justification was given by the management of some great companies within its borders. This hostility to corporations, to my view, merely hastened the coming and added to the violence of a collapse, bound to come anyway.

Strangely enough, the hostility to which I refer has manifested itself strongly against railways, in spite of the fact that railways on this continent have been constructed and are operated at least as cheaply and efficiently as anywhere in the world, with a consequent preponderating influence on the development of the country and a substantial assistance in raising the price receivable by the agriculturalists for their produce.

No doubt all these disturbing conditions may be expected to pass away and normal and saner views once more rule, and it must not be overlooked that all the present trouble leaves the resources of that country practically undiminished and its powers of recuperation unimpaired.

Here in Canada we have escaped most, if not all, of the troubles of our neighbors. The collapse in stocks has, no doubt, affected many investors, but beyond a certain tightening of the money market and advancing interest, I see no evidence of serious ill effects. The banks have been acting with caution and reserve, which is eminently proper with a conflagration raging next door; but, as the detailed review which follows will show, consumptive demand has been good, and the excellent business of the early part of the year has shown little abatement up to the present time.

Woollens—A good volume of trade in imported goods; our home mills not flourishing under increasing importations.

Boots and Shoes—The advance in leather has left insufficient margin, and spring trade is expected to be short.

Lumber—Exports to Great Britain have fallen off, though the total exports may exceed \$30,000,000. The limitation of credit will affect the winter's output, which is expected to be

GENERAL STATEMENT.

The General Statement of the position of the Bank, 31st October, 1907, is as follows:

LIABILITIES.	
Capital Stock	\$14,400,000 00
Rest	\$11,000,000 00
Balance of Profits carried forward	699,969 88
	\$11,699,969 88
Unclaimed Dividends	1,898 01
Quarterly Dividend, payable 2nd December, 1907	360,000 00
	12,061,867 89
	\$26,461,867 89
Notes of the Bank in circulation	\$12,500,549 00
Deposits not bearing interest	36,043,275 92
Deposits bearing interest	90,094,882 91
Balances due to other Banks in Canada	134,193 13
	138,772,900 96
	\$165,234,768 85

ASSETS.	
Gold and Silver coin current	\$ 7,729,734 99
Government demand notes	4,320,385 25
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	550,000 00
Due by agencies of this bank and other banks in Great Britain	\$ 4,530,021 75
Due by agencies of this bank and other banks in foreign countries	3,084,813 32
Call and short Loans in Great Britain and United States	23,341,220 00
	30,956,055 07
Dominion and Provincial Government Securities	1,329,927 69
Railway and other Bonds, debentures and stocks	9,556,819 75
Notes and cheques of other Banks	4,820,335 09
	\$59,263,257 84
Bank Premises at Montreal and Branches	600,000 00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	105,107,113 91
Debts secured by mortgage or otherwise	172,527 45
Overdue debts not specially secured (loss provided for)	91,869 65
	105,371,511 01
	\$165,234,768 85

E. S. CLOUSTON,
General Manager.

Bank of Montreal,
Montreal, 31st October, 1907.

ployment by Canadian banks of a portion of their reserves in call loans abroad is not a new policy. It has prevailed from the beginning of our banking, and is in the interests alike of bank shareholders and bank depositors.

I wish also to correct another erroneous impression which appears to have crept into the public mind, and that is, that in consequence of the financial condition in the United States our loans are tied up and the

THE PRESIDENT'S REMARKS.

The President, in moving the adoption of the directors report, said:

Our review would be imperfect without reference to the startling financial collapse which has taken place in the neighboring Republic. It first evidenced itself in the decline in values of stocks and securities of all kinds and this shrinkage, before long, assumed unexampled proportions as the supply of credit for speculation failed. The dis-

considerably curtailed, and wages are declining accordingly. The demand for pulpwood for the United States continues, and offsets the diminished trade in other directions.

Iron and Hardware—The total business large, symptoms of retrenchment now apparent.

Chemicals—Report an increase of 10 to 20 per cent. over last year.

Grocery trade—Large trade with fair profits, with, however, the usual lull at this season.

Dry goods trade has been good, though, in common with other business, a lessening is now visible.

Cotton manufacturers have had a busy season, and largely exceed 1906.

The failures of the year do not show a material difference from 1906, being for the whole country 1,187 in number, with liabilities, \$10,259,512, as against 1,257, with liabilities, \$9,954,821 for the year 1906.

Notwithstanding reduced crops, the farmer is being recouped by higher prices: 25 to 28 cents per bushel for wheat; 16 to 17 cents per bushel for corn; 14 cents per bushel for peas; 15 to 16 cents per bushel for oats; \$4 to \$5 per ton for hay. Against this must be set the fact that poor crops ruled in this province, and feed of all kinds is scarce and dear.

The shipping interests have participated in the general prosperity of the country. The passenger traffic has been large, both eastbound and westbound, and of all classes—cabin, intermediate and steerage. A noteworthy feature is that numbers of the latter, who, being immigrants in the spring, become emigrants in the autumn, with the intention merely of spending the winter with their kindred and of returning to their work with the advent of spring. The volume of import traffic has been large, and freight rates remunerative. The volume of export traffic has also been large, but freight rates have ruled low. Altogether it may be said that the oversea trade with British and continental ports has been profitable to the shipowner.

Canada has experienced a decade of remarkable commercial expansion. Ten years ago our total foreign trade on the basis of imports for home consumption and domestic exports, amounted to \$234,926,000; in 1907, on the same basis, it reached \$571,783,000, showing an increase of no less than 143 per cent. According to the census of 1901, our population was 5,370,000, and in the six years which have since elapsed the returns show some 930,000 immigrants to have entered the country for settlement, and adding to these the natural increment, our population to-day is approximately 6,600,000, representing a gain of 23 per cent., as compared with a gain of 143 per cent. in foreign trade. These figures indicate an extraordinary period of commercial development, perhaps unparalleled in any other country.

Domestic trade, measured by the amount of currency in circulation, is

seen to have experienced a similar expansion. In ten years the circulation of Dominion notes of small denominations has risen from \$7,560,000 to 16,430,000, or upwards of 100 per cent., while the bank note circulation has expanded from \$36,000,000 to \$84,290,000, or 135 per cent. These returns are certainly most gratifying, indicating the great natural wealth of the Dominion, the capacity and enterprise of our people.

That the trade has proved profitable and contributed to the enrichment of all classes, the public deposits in the banks, chartered, Government and savings, attest. Since 1897 the aggregate of these deposits has mounted up from \$270,600,000 to \$677,400,000, and in the last six years the deposits of the public in the banks have increased from \$74 per head of population to \$103 per head.

This is the bright side of the shield; what of the reverse? We have had, the country over, a somewhat unfavorable year for agriculture. Inclement weather has reduced the product of cereals, hay and feed, below the normal, and the important dairy output has also been diminished. Higher prices of farm products of all kinds prevail, and it is believed that the higher prices will compensate the farmer for the lessened supply.

The foreign trade balance is running somewhat heavily against Canada. In the five years, 1898-1902 inclusive, the excess of our imports over exports of domestic products was only \$25,250,000, the smallest adverse balance of trade in the history of Canada in a like period. In the five years elapsed since 1902 the value of imports for home consumption has exceeded the value of domestic exports by no less than \$291,850,000, and in the fiscal year ended June 30th, 1907, the excess of imports was \$118,760,000, the greatest in our history. This balance has to be liquidated sooner or later. Foreign loans assist materially in the process, and in the nature of things Canada will borrow largely in the future to carry on the development of her resources. The condition of the foreign money markets may, however, temporarily check the flow of capital into this country, and reduce somewhat the activity of enterprises which contribute to the commercial industrial prosperity of Canada.

A good deal depends on the duration of dear money in the financial centres of the world and, not having the gift of prophecy, I refrain from expressing any opinion on that point. What the situation does appear to counsel, is the wisdom of refraining from speculative ventures, from embarking much in enterprises in new fields, until capital flows more freely. The general state of trade I believe to be sound, and if we have reached a period of pause, if the pendulum is to swing back somewhat, there is no reason to believe that the recoil will be severe or protracted. The large emigration we are now receiving, the opening of new territory by railway construction, give reasonable assurance of continued commercial progress, while our financial and banking methods are so sound and conservative as to mitigate, when they cannot altogether prevent, the severities of the natural law of reaction.

I beg to move: "That the report of the directors now read, be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

The motion was seconded by the Vice-President, and was unanimously adopted, without discussion.

Amendments to By-laws.

The President then said: On behalf of the Directors, I beg to state that, after consideration, they recommend the directorate be increased from ten to twelve members. To effect this will require a change in the by-laws, and I therefore now move: "That Shareholders' By-law No. III. be amended by replacing the word 'ten' in the third line, by the word 'twelve' the by-law, with this exception, remaining the same."

This was seconded by Mr. A. T. Paterson, and was unanimously concurred in.

The President—This will necessitate a change in By-law No. IX., which states: "In each year any sum of money not exceeding twenty-five thousand dollars currency may be taken by the Board of Directors from the funds of the Bank as remuneration for their services as Directors." In consequence of the increase in the number of members of the Board, from ten to twelve, it is necessary to change this by-law. It is therefore proposed that the sum do not exceed thirty-five thousand dollars; and I move that this change be made. In 1900, when the present number of directors and the sum of twenty-five thousand dollars was made the rule, the position of the Bank was just a little less than half of what it now is. The increase has been more than the doubling of all the main items in the Bank's financial statement. In 1900 the assets were \$79,000,000, and now they are \$165,000,000; the loans were then \$53,000,000, and now they are \$105,000,000.

Mr. A. T. Paterson seconded the motion for the changing of the by-law, and it was unanimously agreed to.

Mr. Croil's Address.

Mr. James Croil then spoke as follows:

The honor of moving a vote of thanks to the Directors at this time has devolved on me, in consequence of the discovery made in the Transfer Department the other day, that your humble servant is supposed to be the oldest Shareholder in the Bank of Montreal alive at the present time, his connection with the Bank dating from 1847.

In looking back through that long vista of sixty years it is difficult to realize the wonderful changes that have taken place in the trade and commerce of the country and in the development of its varied resources, not to speak of the marvelously increased facilities of intercommunication by land and water.

And I confess that, in attempting to say a few words on this occasion, I

feel myself this a mis gentlemen ians," I m suitable to they have Shorter C was, which time rather.

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THE CANADIAN GROCER

feel myself to be in a tight place. Were this a missionary meeting, and these gentlemen all "true blue Presbyterians," I might be able to say something suitable to the occasion; but I fear they have not all been drilled in the Shorter Catechism as thoroughly as I was, which, of course, is their misfortune rather than their fault.

I have attended many bank meetings in my time, but this is the first occasion on which I have ever opened my mouth to address such a meeting as this; and as it is likely to be the last, I must crave your indulgence, and ask you to overlook anything I may say out of the way, and attribute it to my youthful inexperience.

My first voyage to New York, in 1841, was made in forty days, then accounted a fast voyage for an emigrant ship. The *Lucania* trotted leisurely across the ocean's race course last month in four days and nineteen hours! Such is the advance of ocean navigation in these sixty-six years. The journey from New York to Montreal then took four days, for we did not travel by night. The last stage was by the rickety railway from St. Johns to Laprairie—seventeen miles—then the only passenger railway in Canada. It was opened in 1836. In 1905, Government reported 21,394 miles completed, with some 4,000 miles under construction, actually more than all the British mileage in that year (21,174). In the sixties, Lord Milton and Dr. Cheadle took twelve months to cross the continent from Toronto to the Pacific; and had to eat one of their horses, as lean as themselves, before they completed their journey. To-day you may travel from Montreal to Vancouver in your luxurious Pullman car in less than ninety hours! Thanks to two of your past presidents—Lord Mount Stephen and Lord Strathcona, and the far-seeing Government of the day.

When I began farming in Ontario, we had neither mowing, nor reaping, nor threshing machines, and the women had no sewing machines. I threshed my first crop of grain in the same way that Ornan, the Jebusite, did 3,000 years before, and learned the meaning of the Mosaic injunction: "Thou shalt not muzzle the ox when he treadeth out the corn."

There was no money in circulation in those days. Everything was done by barter. The surplus products of the farm were exchanged by the storekeeper for his dry goods and groceries. Most obliging of men was the storekeeper. He gave unlimited credit. If the account was overdrawn, he took a little promissory note; when that matured, it might be renewed, with compound interest added; when that fell due, if not paid, he took a little mortgage; and, as a last resort, in many instances, he took the little farm.

Canada was then in many respects a terra incognita, consisting of half a dozen of provinces, knowing about as much of each other as they did of the South Sea Islands, with differing laws, tariffs and currency. The post-

age on a letter from Ontario to Halifax was 2s. 3d. Now a letter of an ounce weight can be sent to the ends of the earth for two cents. Among the monetary institutions of the country at that time, in good standing, was the Bank of Russico, in Prince Edward Island. Its capital was £1,000, Halifax currency. It had no rest at all. A thrifty farmer was the sole stockholder, the president, general manager, and teller of the Bank. It frequently happened that a customer had to go out to the field and bring the cashier away from the tail of the plough!

When I entered into partnership with the Bank of Montreal in 1847, its capital was \$3,000,000 and Rest not quite \$100,000. To-day, its combined Capital and Rest is \$25,400,000; it has 134 branches and agencies, and a staff of more than 1,000 persons in its employ. It ranks among the great banks of the world.

Mr. Alexander Simpson was the cashier till 1855 and was followed by Mr. David Davidson, who became the first general manager in 1862 till March, 1863. Mr. Davidson was an uncle of the present Archbishop of Canterbury. He became manager of the Bank of Scotland, the oldest in Scotland (founded in 1695), and during his term of office the splendid banking house on the Castle Hill took its present stately form—one of the finest edifices in "Auld Reekie" to-day.

Name.	Founded.	Paid up capital.	Rest.	Total capital.	Paid dividend p.c.
Bank of Montreal	1817	\$14,400,000	\$11,000,000	\$25,400,000	10
Bank of N. Brunswick	1820	709,380	1,195,428	1,904,808	12
The Quebec Bank	1822	2,500,000	1,250,000	3,750,000	7
Bank of Nova Scotia... ..	1832	3,000,000	5,250,000	8,250,000	12
Bank of British North — America	1836	4,866,666	2,238,666	7,105,332	7
St. Stephen's Bank, N. B.	1836	200,000	50,000	250,000	5

Singularly enough, the Bank of England was founded by a Scotchman in 1694, and the Bank of Scotland by an Englishman in the following year, and by its act of incorporation it was accorded the sole privilege of banking in Scotland for twenty-one years.

Mr. Davidson was followed here by Mr. E. H. King, as general manager—1863-1869. During that short time the business of the Bank of Montreal increased by leaps and bounds. On his retiring, the old saying became rife: "What can the man do that cometh after the King?" But the men who came after Mr. King worthily upheld the traditions of the past. Mr. R. B. Angus, 1869-1879; Mr. C. F. Smithers,

1879-1881; Mr. W. J. Buchanan, 1881-1890, and Mr. E. S. Clouston, our able and accomplished general manager to-day, since 1890.

The President of the Bank in 1817 was the Hon. Peter McGill, who was twice Mayor of Montreal. I have good cause to remember Mr. McGill, for it was from him I purchased the old Crysler Farm, where I earned my bread for twenty-five years, by the sweat of my brow. The presidents of the Bank following Mr. McGill were:—Mr. T. B. Anderson, 1860-1869; Mr. E. H. King, 1869-1873; Mr. David Torrance, 1873-1876; Mr. George Stephen, (now Lord Mount Stephen), 1876-1881; Mr. C. F. Smithers, 1881-1887; Lord Strathcona, 1887-1905; Sir George Drummond, since 1905.

Among other officers of the Bank I retain a pleasant recollection of old Mr. Franklin, who dealt out his dividend cheques with a smiling face during twenty-eight years, up to 1879, as has since been done by Mr. Smith, of the Transfer Department, until now.

For several years we received dividends and bonus at the rate of 16 per cent.; from 1871 to 1874, we got 12 per cent. annually; since then the rate has been uniformly 10 per cent.

The highest price for Bank of Montreal stock in the market was \$310 (per \$100) in June, 1870, the par value of the shares being then \$200 per share. The lowest price on record since 1847 was, in like manner, \$108, in June, 1857.

In 1847, there were six chartered banks in British North America, all of which are still in existence, as per the following classification:—

During this interval of sixty years many other banks were founded, some of them destined to be short-lived, some amalgamated with kindred institutions, while others had resort to the dire expedient of writing off large portions of capital. But the Bank of Montreal has encountered no such disasters; its progress and prosperity have been uninterrupted, the most convincing proof of which is the magnificent financial statement in our hands to-day, showing profits for the year ended October 31st last, amounting to \$1,980,138.04.

There are at the present time thirty-five chartered banks in the Dominion, six of which have a paid up capital and rest combined exceeding eight millions of dollars, as follows:

Name	Founded	Paid up capital	Rest	Total capital	Paid dividend
Bank of Toronto	1855	\$3,999,910	\$4,499,910	\$8,499,820	10 p.c.
Merchants Bank of Can- ada	1863	6,000,000	4,000,000	10,000,000	8 p.c.
Bank of Commerce.....	1867	10,000,000	5,000,000	15,000,000	8 p.c.
The Royal Bank.....	1869	3,900,000	4,390,000	8,290,000	10 p.c.
The Dominion Bank....	1871	3,802,636	4,782,900	8,585,536	12 p.c.
The Imperial Bank.....	1875	4,860,306	4,860,306	9,720,612	11 p.c.

These thirty-five banks have in all not less than 1,820 branches. In what I am now about to say, I know that I am treading on dangerous ground, so you will please take it cum grano, for what it is worth. Needy and greedy shareholders are asking with such an exhibit as has now been made, has the time not come when the bank should increase its dividends? The emphatic answer to that question is "Decidedly, No." When the Rest is made equal to the paid up capital then, and not till then, should the proposal be entertained. In this opinion I am supported by Mr. Knight, the secretary of the Banking Association, and Mr. Fyshe, whose experience as a successful bank manager invests his opinion with importance.

Shareholders, as a rule, are not the best judges of what is good for themselves in this behalf. The responsibility and it is a very serious one, rests with the directorate, with whom the element of safety must always be paramount.

"The strongest bank in Canada today," I quote from Mr. Fyshe, "is not one having the largest amount of capital; it is one of the smaller banks, having a capital of \$3,000,000. But it has a Rest of \$5,250,000. It is a little bank that could easily declare a dividend of 15 per cent. or 16 per cent., but which has the courage of its convictions, and has nailed its colors to the mast with this motto: "Judicious dividends and absolute safety to the shareholders."

I may add that the dates and other figures I have mentioned have been carefully scrutinized and verified by Mr. Knight. And now thanking you for your patient hearing, I add no more. I have much pleasure in moving the adoption of the resolution: "That the thanks of the meeting be presented to the President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. Henry Dobell, and was unanimously concurred in.

It was moved by Sir Robert Reid: "That the thanks of the meeting be given to the General Manager, the Assistant General Manager, the Inspector, the managers and other officers of the Bank for their services during the past year."

Hon. Robert Mackay seconded the motion, which was carried unanimously.

The General Manager returned thanks on behalf of the staff, after which Mr. B. A. Boas moved: "That the ballot now open for the election of directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that purpose only, this meeting be continued."

This was unanimously agreed to.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

- R. B. ANGUS.
- E. S. CLOUSTON.
- HON. SIR GEORGE A. DRUMMOND, K.C.M.G.
- E. B. GREENSHIELDS.
- HON. ROBERT MACKAY.

SIR WM. C. MACDONALD.
DAVID MORRICE.
A. T. PATERSON.
SIR ROBERT G. REID.
JAMES ROSS.
SIR THOMAS G. SHAUGHNESSY.
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

AN OLD GROCER'S COMMENTS.

Last week I parted with an old friend in the shape of a horse and I hated to see her go for she has been a good one and will do her share of delivering yet. But when a horse has been a good one it is hard to part with it. I remember a few years ago a firm I was with had an old horse named "Bob" that for 20 years delivered for the one firm. He certainly knew his business well and if the driver stayed in a house too long Bob would trot back to the store and back the rig up to the door waiting for the load. He knew the road to all the customers and would turn in every time he passed. But he got too old for the job and the firm decided to either give him away or sell to some one where he would have a good home while still giving him his turn of a half day with the other horses. So one day old Bob was sold for \$10 to a man who wanted him for his wife to drive. They would start out to drive him but just as soon as he got on the road he would make for the store and back the old buggy up to the sidewalk in front of the store with the woman and her son in the rig and as soon as he thought the load was on would go off again. It was a sight to see. But inside a month the man came in to get his money back as old Bob was dead when he went to the stable in the morning. I sometimes think he died from a broken heart at parting from the business and feel that way yet when I see an old reliable horse going off the road.

A few years ago no first-class grocery store would have lady clerks, but it is entirely different now. They have come to stay and while one used to feel jealous of the ladies they have made a distinct place for themselves in first-class stores and don't interfere with the male clerks. A good, cheerful, hustling young lady in a store can sell as much as a man and can explain the different processes of cooking different articles better than some men. She can dress a silent salesman or show case neater and keep the store more clean and tidy and also puts new ideas into the boys' heads on window-dressing. She also adds a cheerfulness to a store that no one man can. But one of them is plenty, generally, as where two or three are gathered together there is too much talking and laughing among themselves which is not good for any business. Then again, the young lady does up spices, pepper, starch and other light goods, keeps the store dusted and sees it is done and a hundred and one things too numerous to mention and after five years' experience I am glad to say she

is a great help in a grocery store and if you have not tried it it is not too late to try and be convinced that she has a place there.

GROCER MAKES A VISIT.

The manager of The Grocer was up in Aurora last Saturday and Sunday, the guest of J. Percy Thompson, manager of grocery department of J. Whimster, Aurora's leading store. Mr. Thompson is an old grocer, though young in years, having for many years been connected with Mr. Whimster's grocery department before taking a position in a Toronto wholesale glass-ware and crockery house. Previous to assuming charge of his present position he had a good training on the road with such prominent concerns as E. W. Gillett Co., Davidson & Hay, and Eby Blain, Co., and this training is now bringing its results. Mr. Thompson is a close observer of trade matters and a regular reader of The Canadian Grocer. He has also good ideas on retail store advertising, some of which The Grocer had to acknowledge as being unique and effective.

Whimster's is a household word in Aurora, and this is due to the energy and push and generalship displayed by the head of the firm. Mr. Whimster's activity was proverbial in the past, and while still at the rudder, he has associated with him Mr. Wilcox, as chief buyer. Mr. Wilcox grew up in the business "from knickerbockers up," as Mr. Whimster expressed it, and is thoroughly familiar with every branch of the business. With such lieutenants, business is being looked after to the satisfaction of the customers. An up-to-date store, well conducted, was The Grocer's verdict.

ENLARGING SOAP FACTORY.

Lever Bros., soap manufacturers, of Toronto, have just begun operations on a new addition to their present factory, which is situated on the Don Esplanade. Their business has made such rapid strides in the past few years that present facilities have proved inadequate to their growing needs. The new structure under course of erection, will cost in the neighborhood of \$45,000 when completed, and will be fitted up with every modern convenience. Undoubtedly the fame of "Sunlight" soap is not on the wane.

To save his sample trunks from rough usage, Albert Newberry, a resourceful New York traveler, labeled them "Dynamite—Handle with Care." He gathered up the labels at a western mine he visited, and they are of the kind that will never fail to catch the baggage-man's eye.

"Train holdups," said the traveler, "are nothing new to me. I've been in lots of them."

"How does it feel to be covered with a revolver?" asked the listener.

"Can't say," replied the old traveler. "I've always been held up with a whisk broom."

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It was l enough al when whe without a partial fe would be farmers to the raising making of fortunatel and in th a prospect low grade much for instead o have been even thou quence be indiscrimi cattle so and dairy question cattle wa ago, but t very clos and the b in the m evident to time at l dian West dairy her dairy her for the e raised for showing t lower the great dea and other row. But it is the c flow of m also give marketabl the Canac very few them, or they can is an opp Stock br

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BUTTER AND BEEF IN THE WEST

The Grocer's Authority in the West Points to the Advisability of Developing a Dairy Industry—Large Produce Imports From the East.

The planting of the dairy industry in the Canadian West has always been uphill work. Any country that can grow wheat as easily as the Canadian West, and can show an average yield of 18.75 bushels to the acre for a period extending over twenty years, looks upon cattle raising and butter making as drudgery.

It was hoped by those who can see far enough ahead to anticipate the time when wheat cannot be profitably grown without artificial fertilization, that the partial failure of the present crop would be an incentive to the Western farmers to turn their attention more to the raising of cattle and hogs, and the making of butter and cheese. But unfortunately feed was scarce in Ontario and in the Old Country, and there was a prospect of extremely high prices for low grade wheat, and this proved too much for the farmers with cattle and instead of adding to their herd they have been selling everything in sight, even though the prices have in consequence been very low. They have sold indiscriminately both beef and dairy cattle so that the outlook from a beef and dairy standpoint is not good. The question of feeding and finishing beef cattle was taken up a couple of weeks ago, but there is, or there should be, a very close relation between the dairy and the beef herd. Whatever may come in the more distant future, it is quite evident to those on the spot that for a time at least the farmer of the Canadian West will not go in for exclusively dairy herds. The great drawback to the dairy herd is that there is no market for the calves, as calves, and if they are raised for beef they make such a poor showing that they have a tendency to lower the standard and the price. A great deal has been said which is wise and otherwise, about the dual purpose cow. But there is such an animal, and it is the cow that will give a reasonable flow of milk for a long period, and will also give a calf that will develop into a marketable beef steer that is wanted in the Canadian West. The trouble is that very few people know anything about them, or where they can be had or what they can do. It would seem that this is an opportunity for the Dominion Live Stock branch of the Department of Agriculture to take up a new line of very much needed work, that is, a careful study of the beef and butter cows of Great Britain as found in the ranks of the Shorthorns, both registered and unregistered. There are a number of beef herds in Yorkshire and Lancashire, as well as some of the border counties. This information could only be obtained by a personal inspection of registered and unregistered herds, special attention be given to the system of breeding, the methods of raising the calves, both male and female, and the records of the milk; also the results of

competition. And, further, the record of this type of animal as a beef producer and what prices are obtained for such beef. This would take time and cost something, but it would be almost invaluable to the West, which can only be led by slow, easy and profitable paths to see the absolute necessity of increasing their herd if they would maintain the fertility of the soil, which, at the present time, has no rival in the world.

Matters with regard to dairying are at a very acute stage in the West at the present time, and the best proof of this is a few figures that come to hand from the houses that make a specialty of handling dairy products. It will be a surprise, probably, not only to people in Eastern Canada, but to a great many people in Western Canada also, to learn that the West has during the last six months brought in from the East, mainly from Montreal, 40 cars, or 10,000,000 pounds of butter, on which has been paid for freight alone, the sum of \$12,000. Much of this butter cost the purchasers 25 cents a pound in Montreal, so that it is not surprising that butter in Winnipeg to-day is selling at 38 to 40 cents a pound retail. This butter was all creamery and some of it went as far West as the Kootenay country. But the Kootenay country should be a market for the produce of the Middle West. In the matter of dairy butter, things are very little better. In the year 1906 there were shipped from the Province of Manitoba to Montreal, 17 carloads of dairy butter; in 1907, the make of dairy butter had fallen so low that it has been necessary to bring in several carloads from Montreal and Ontario to supply the Western trade. It really does not seem as if the question of price cut much figure, as the price of dairy butter has been extremely high all season. Pasturage, though late in coming, was very abundant and lingered long, yet the make of dairy butter dwindled steadily with the advance of the season. Price also seems to make no difference with the makers of creamery butter, as a concrete instance will illustrate: A creamery in the northern part of the Province was offered 21½¢ a pound for their season's make, all boxes and parchment paper to be supplied by the purchaser. This was equal to 22¼¢ a pound at their own station, and yet the make of that creamery was just half of what it was last year.

The retail dealers in the country would be doing a good work, and at the same time furthering their own interests, if they would talk with farmers and encourage them in the matter of keeping cows and sending the milk to the creamery. No local merchant wants to handle dairy butter, but it certainly should be to his advantage to have the farmers send their milk or cream to the creamery and have cash

to spend with him every month in the year.

The building up of a dairy industry in the Canadian West will be a slow process and will have many setbacks, as it has had in the past. But it is a matter of such vital importance to the country at large that every man engaged in trade of any kind should give it some attention. It is all very well to be able to raise wheat, sell it at a good price, and do nothing for the rest of the year, but it is not farming, it is simply robbing the soil. While at the same time the country is spending many thousands in procuring what ought to be raised at home.

There is another feature of this question which is rarely touched upon at either breeders' or dairymen's meetings and that is the effect on the boys on the farm having little or nothing to do all winter. This tends to their driving into town and spending time and money playing billiards and doing other things which are not for their good or for the good of the country.

This is a great big subject. It has many sides, many arguments, both for and against, and in the meantime the million pounds of butter and the \$12,000 of freight stand as a lasting disgrace to the progress and enterprise of the west.

AWARDED A BARONETCY.

Among the recent birthday honors bestowed by King Edward, a baronetcy has been most deservedly conferred on Jeremiah Colman, D.L., J.P. The recipient of this title is familiar to the Canadian grocery trade as the chairman of the J. & J. Colman Co., Norwich and London, manufacturers of bluing, starch and mustard.

The new baronet is a comparatively young man, being yet in the forties. He has been closely associated with business, where his sterling qualities have helped very materially in the successes of his firm. Incidentally it may be mentioned that J. & J. Colman's have always taken a keen interest in the conditions of their employes, and have done much to improve their social, physical and intellectual welfare by the erection of model reading and recreation rooms and by pension and savings funds.

Jeremiah Colman has always displayed a laudable public spirit. Not only has he been thoughtful of his employes' interests, but he has always been wide in his outlook and has striven to benefit the masses. He has been a staunch supporter of Liberal principles in Surrey, and has been well rewarded for his services. His country estate ranks among the finest in Great Britain. "Jeremiah" is a family name, and there is always a "Jeremiah" in the Colman family.

Sir Jeremiah Colman is particularly well known in Toronto, as the husband of a Toronto young lady. Mrs. Colman is the daughter of J. Shortt McMaster, treasurer of McMaster University.

The sign over the shine stand in the waiting room read: "Shine, 5c.; Polish, 10c." The Irishman looked at it long and intently. He took his pipe from his mouth and spat reflectively. "Begorry, they'd do well to be charged in' dagos double too," he remarked with conviction.

GROCERY NEWS FROM ATLANTIC TO PACIFIC

IN THESE COLUMNS THE GROCER IS IN TOUCH WITH THE TRADE IN EVERY PART OF CANADA.

CONTRIBUTIONS ARE INVITED FROM MERCHANTS IN SMALL PLACES OR WHERE THERE IS NOT A REGULAR CANADIAN GROCER CORRESPONDENT.

BARRIE.

Among the business men who are offering their services for aldermen again this year are S. McMorrow and Jno. Coffey. R. Powell will oppose Jno. Bennett for mayor.

Jas. Vair, grocer, of this town, has joined partnership with John McMillan, of Bracebridge, and is starting a large grocery business at North Bay. Mr. McMillan will manage the store.

Mr. Budd, J. M. Bothwell's Allandale manager, has a fine window display of Christmas china, etc.

The market here was well patronized on Saturday, but there was no great amount of produce offering. Butter sold at 26 to 28 cents; eggs, 25 to 27 cents; turkeys, 12 cents; geese, 8 to 9 cents; ducks, 8 cents; chickens, 8 to 10 cents; potatoes, 75 cents; wheat, 92 cents; oats, 43 cents; barley, 68 cents. Hay was in abundance and sold as low as \$17 per ton.

Some noticeable declines in food-stuffs took place early this week. Sugar declined 10 cents; flour, 10 cents per barrel. Rolled oats are now quoted at \$1.75 per 90-lb. sack, delivered here. Bacon and hams and all pork products have been slightly reduced in price.

The light snow falls which have been continuing this week have made very fair sleighing and business has been picking up remarkably. Christmas shopping has begun and the amount of fruits, etc., which are being sold, does not by any means show signs of hard times. The shop windows, too, are looking extra fine.

NEWCASTLE, N.B.

T. W. Crocker will this winter build a new vessel to help his present boat "The Bessie" handle his rapidly increasing fish business. The new boat will be built here. She will be 50 feet long, 11 feet beam and will draw 4 feet of water.

Bad bills have been placed in circulation in Chatham, N.B., lately. They are bills from the non-existent State bank of New Jersey. Counterfeit quarters are also passing.

In the parish of Durham, Restigouche Co., farmers complain of their potatoes,

especially the Late Puritan variety, rotting in the cellars.

Smelts are selling for three cents a pound. The weather is good for catching them. The river is beginning to freeze up.

CHATHAM.

With Christmas just three weeks away, the Christmas trade here is just about beginning to stir. That it is so late in moving is largely due to the fact that there has been no snow, and practically no very cold weather. The call of the housewife for raisins, currants, peels, etc., for her Christmas pudding is commencing to be heard. Candy windows are coming more and more into evidence.

Hogs, live weight, sold at \$4.50 per cwt. on the local market on Saturday. Whatever the cause of the pronounced slump in price, there is no doubt that a large share of the hog raisers in Kent and Essex blame the new regulations with respect to dressed pork. The prospect of a future increase in price in consequence of maintaining and strengthening the hold of Canadian products on the foreign markets is not accepted by the farming interests as a sufficient return for the present drop in price. The concession with respect to local inspection has done much to allay popular resentment; but it would be hard to persuade the average farmer that any other cause than the regulations had led to the slump.

In one respect the drop in meat prices tends to hit the packers. On Saturday meat was offered for sale by farmers on the market at prices phenomenally low. This cannot but have a tendency to hurt the local trade in canned and smoked meats. The latter during recent years have been growing decidedly in popular favor. With an increasing variety of canned meats to choose from, the customer bought more and more in that line to the detriment of the fresh meat trade. Now, under circumstances which may prove temporary, and are, perhaps, merely local, the fresh meats are coming back to their own.

The example recently set by the Chatham branch of the Retail Merchants' Association in refusing to purchase tickets for concerts and bazaars has been quickly followed by Wallaceburg. There the merchants and business men

have unanimously pledged themselves to refuse to purchase tickets, coupons or anything of a like nature from any ticket solicitors. This action was taken on account of the steady drain involved upon the resources of the business men of the Sugar City. There seemed to be no limit to the schemes evolved by churches and charities for thrusting tickets upon the unwilling merchants; and the latter, compelled by a system akin to blackmail to patronize all ticket solicitors alike, felt that in justice to themselves the time had come to call a halt.

Chatham was early last week visited by a deputation from the Heinz pickling interests of Pittsburg, Pa. For some time past the civic industrial committee have been in negotiation with this concern, which purposes establishing a Canadian branch factory. As a result, the deputation, which is touring the Province in search of a suitable site, visited the Maple City. They were met by members of the Board of Trade and the industrial committee, who presented Chatham's claims and discussed the proposition in considerable detail.

On Nov. 25, Leamington was visited by a disastrous fire, which broke out at 11 p.m. in the new Wigle Block. Although a large part of the building was saved, much damage was done by smoke and water. Among the heaviest sufferers was G. M. Sawyer, the enterprising proprietor of the Star Grocery, whose loss was estimated at \$1,800, with about \$800 insurance. Mr. Sawyer made a speedy settlement of his losses with the insurance company, and was able to reopen for business last Saturday.

There has been another change in the ownership of the Settrington grocery in Leamington. Only a couple of weeks ago John Settrington disposed of his business to Mr. Jeffery, an oil man, the latter turning it over to Frank Herdman. The latest purchaser is Anson Smith. Mr. Smith is remodeling the premises and adding extensively to his stock, indications that he evidently intends to stay.

Thos. Frye, the Wallaceburg restauranter, has purchased the Armstrong bakery near the North Branch bridge. He intends improving and renovating the property, and will take in a partner who will have charge of the bake shop. Mr. Frye continuing his present business.

A very pleasant event took place on the evening of Nov. 25, when the employees of the Chatham Fruit Growers' Association waited on the manager, Mr. W. D. A. Ross, and presented him with an address, accompanied by a handsome umbrella and a gold-mounted fountain pen. The address was read by Byard McMullin, and the presentation made by Mrs. Haynes.

THE CANADIAN GROCER

Jas. McHardy, of Merlin, has disposed of his butcher business to Wm. Hope, of the same place, the latter taking charge on Monday.

The firm of Grant, Whillans & Co., of Amherstburg, has been dissolved, Mr. Whillans retiring. John Grant has taken over the dry goods department, and George Jamieson has taken the grocery business, both of which will be run as independent concerns in the future.

Mr. and Mrs. J. R. Palmer, late of Tilbury, have taken up their residence on Raleigh street. Mr. Palmer's new bakery will be completed this week.

VICTORIA.

The condensed milk problem is rather a serious one here just now. Dealers find it impossible to procure a supply, an order for a carload occasionally brings forth about 25 cases, which is just like a drop in the ocean. A number of local firms have ordered English milk, but it will be some time before it arrives to relieve the situation. The present wholesale price of "Reindeer" and "Gold Seal" brands is \$6 per case. There is plenty of cream on the market.

Sugar has advanced 15c. and is expected to go higher in the near future. The present price is \$5 per cwt. for granulated.

New Smyrna figs and Malaga raisins arrived a week ago and are opening up in splendid condition. The Smyrna "natural" figs are being imported in large quantities and are gradually taking the place of California "white" figs for cooking purposes.

California grapes are practically over for this season, but the kegs of Malagas have arrived to take their place. These Malaga grapes arrive in splendid condition. They are packed in cork dust in 40-lb. kegs, and keep this way for several months. They retail at 30c. per lb.

Spanish onions are on the market, but in very limited quantities. 8c. per lb. is the retail price.

"Holbrooks" goods are very much in evidence these days, for there are three demonstrators in the city, expounding the merits of these famous English goods, one at Dixie H. Ross & Co.'s, one at Fred Carne's, and one at the West End Grocery Co. Holbrooks goods have not been handled very extensively here before, but there is no doubt that in future they will hold their own.

Sultanas in 1-lb. packages are the latest arrivals from California. They are very clean and the package is very attractive. The grocers seem to think that it is a very convenient and satisfactory way to handle them, and there is not the least doubt but that henceforth this will be the method for handling California sultanas. The "Pure Food Law" of the United States has put a stop to the bleaching of raisins with sulphur, and it is a good thing. The sultanas, though darker in their

natural color, are most undoubtedly a very superior article to the artificially colored ones. The change in color is a matter easy of explanation to the general public. The modern grocer will do well to give some attention when buying goods to the deplorable custom some manufacturers have of coloring goods. No doubt some goods look brighter for having coloring in them, but no one will venture to say that the flavor is improved and in many cases injurious ingredients are used.

The oyster industry is very likely from now on to form an important item in the commercial history of Victoria. A large company was organized a year or two ago, and they planted extensive beds in Esquimalt Harbor, and are gathering the first oysters this season and have every reason to be satisfied with the results. Capt. Williams, formerly of Nova Scotia, is manager of the company, and he says that although he has visited almost every oyster bed from the "Horn" to Hudson's Bay, and from the "Horn" to Alaska, and also the Japanese oyster beds, yet nowhere can they produce oysters with such a fine flavor as the ones grown in the waters around Vancouver Island. In a few years the company expects to be able to supply the wants of every hotel from Victoria to Winnipeg. They also expect to enter American territory as the tariff is favorable to Canada.

HAMILTON.

Grocers generally are complaining of collections being slow. This week, they say, has been the slowest since the new year. While money is a little tight there is no lack of employment, and most grocers are attributing the cause to the fact that just now their customers are laying in their fuel supply and the coal dealers are demanding cash with the order.

Messrs. Peters & Boursell are installing a steam heating plant in their already up-to-date little grocery.

It is surprising the small amount of advertising carried by Hamilton grocers, while other grocers are over-running themselves with ads. One day this week, out of seventy-six columns of display ads. in one of the leading papers, only six inches was taken by grocers, and two others are carrying readers of about ten lines each. This is not as it should be. Grocers reap as much benefit from advertising as any other class of traders, but it must be gone into with the idea of getting results therefrom. Some place a two or three-inch ad. in the papers at Christmas time with about the same spirit they give their customers calendars. Wm. Carroll is one Hamilton grocer who places strong faith in newspaper advertising. Mr. Carroll has seven stores and for years distributed dodgers every Thursday or Friday announcing his Saturday bargains, but discontinued this some time ago, and now carries about fourteen inches in each paper once a week.

Bain & Adams' ever attractive window was specially interesting last week. One would think they had a millinery display, to see the way the ladies stop and gaze.

Wm. Knox is making things hum in his little stand at the corner of Barton and Wellington streets. This corner has been a dead one for years, but by hard work and genial manner, Mr. Knox is bringing about him a class of trade that a progressive merchant desires.

As to Christmas shopping, now is the time for every grocer to press his customers to buy freely. The new fruits, etc., are now nearly all in stock, and there is no reason why the early days of December should not be busy ones. I have before me a clipping from an American paper, that is said will be presented in every city and hamlet in the United States. Here it is:

"To Christmas Shoppers.—Buy your presents early—early in the day and early in December—that will be your biggest gift of the holidays to the workers behind the counters and on the delivery wagons."

This letter, asking co-operation, has been sent to women's clubs, newspapers and department stores all over the States, and some of its signers are leading clergymen, authors and leaders of public opinion. I can see no reason why every grocer should not take the matter up and induce his customers to buy now, and thus save the weary nights of labor that makes December a bugbear to every salesman and deliveryman in the country.

The financial stringency that seems to be oppressing our friends to the south has not struck this city as yet, and here's hoping it won't. Everything looks all right in Hamilton, thank you.

STRATFORD.

"A prize with every package." Recently there has been a crusade of cereal foods on the market, and the latest manufactured foodstuffs are offered for sale along with a grand prize, or a prize with every package. The majority of these are said to be lotteries, or in other words, "schemes based on chance." But that is not the question which is bothering the writer. Are the retailers and the public being swindled or deceived? The agents come around and advertise their goods. "Oh, yes, they are good goods, and a prize is given away in every package."

"What kind of premiums?"
"Why, gold watches, bracelets, signet rings, etc."

And on the advertisement cards are displayed in large black type the names of the prizes contained in the packages: "Ladies' gold watches, boys' watches, fountain pens, silverware, linen handkerchiefs, cut glass, necklets, bracelets, etc." but when opened up, (as ten of them were before the writer the other day) the packages are generally found to contain toys, whistles, tape lines or some other trivial thing.

One of the delivery horses owned by A. Beattie & Co., one of the city's leading grocers, narrowly escaped electrocution the other day. Some workmen were repairing electric lines and one of the line wires was dropped across the road. The horse touched the wire and stumbled, but managed to regain its feet. On returning over the same route

Correspondence continued on Page 38.

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN President

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

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Telephone Main 2701WINNIPEG 511 Union Bank Bldg
Telephone 3726

VANCOUVER F. R. Munro

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

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CHICAGO, ILL. 1001 Teutonic Bldg.
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Telephone Central 12960
J. Meredith McKim

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PARIS Agence Havas, 8 Place de la Bourse

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ZURICH Louis Wolf
Orell Fussli & Co.

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Great Britain, 8s. 6d. Elsewhere 12s.

Published every Friday.

OUR CORRESPONDENCE PAGES.

Readers of The Canadian Grocer have probably noticed the improvement which has been made during the past few months in our correspondence pages. Our staff of correspondents is being constantly added to with a view to getting trade news from every part of Canada.

The correspondents not only give the news of the trade in their districts but they discuss the condition of trade, business topics, such as novel window dressing, advertising on programs, early closing, trade organization, the cash and credit systems, etc., gathering the opinions of the dealers on these subjects and keeping up a running discussion which must be helpful to every reader, and well repay a study of these pages each week. The value of the correspondence pages is therefore, constantly growing, readers in Halifax being brought into close touch with their fellow hardwaremen in Saskatoon and Edmonton. From a trade standpoint this has many advantages, as any question of general interest to the trade can be threshed out, and the evils confronting dealers in one part of the country made known to retailers in other provinces.

The MacLean Trade Newspapers are the only publications in Canada aiming to cover the whole country and binding together in national brotherhood the men engaged in different sections of trade. As Canada develops as a nation questions of a national character will arise, which will require united action upon the part of the retailers in every province. The parcels post agitation last winter is an instance where Nova Scotia and British Columbia merchants joined hands successfully for a common purpose.

Anything which tends to encourage merchants to take a greater interest in the doings of other retailers are steps in advance, and the establishment of our correspondence pages and the formation of retail associations are decided helps in this direction.

A BUSINESS MAN AS COMMISSIONER.

For one of the proposed two new members of the Government's Railway Commission, The Grocer begs leave to nominate Mr. Hugh Blain, of the Eby, Blain Co.

When the Commission was organized some years ago, it was Hon. A. G. Blair's idea, as definitely stated, to have the Board composed of a lawyer, a busi-

ness man and a railway man, a presumably ideal membership. While the Board has done valuable work, its composition has never been according to Mr. Blair's suggestion. Its present membership is made up of a lawyer, an educationist and an agriculturist.

The present is the time to remedy this matter. As a successful business man, Mr. Blain is widely known in Canada. Added to this he is well versed in railway and tariff matters generally, and is regarded as the authority on these matters in the Toronto Board of Trade. He would be a very valuable member of the Railway Commission and would add to it the practical business factor which it now lacks.

A CASE OF HOLD-UP.

If the citizens of some town in Ontario or Quebec want to build a hospital, is there any good reason why manufacturers and wholesalers in Toronto and Montreal should be expected to contribute? A plain request from the people handling the project might bring a great many good wishes, but it is certain that there would be little else. They know this and suit their plan of action accordingly. A circular letter is drawn up, and to their own solicitation is added that of local merchants who buy goods from the firms addressed. The retailer is afraid to withhold his support of the scheme, for he is probably called on by several of his best customers. The manufacturer feels that if he refuses to donate he will offend the retailer.

How long is this sort of thing to be tolerated? If manufacturers and wholesalers would take a firm stand the great majority of retailers would be well pleased. The latter surely do not believe that the practice is a fair one.

The following letter was received not long ago by a number of firms: "The ladies of the town of Welland are now engaged in forming plans for holding a large Fair of Nations (including Italian, Japanese, United States, Canadian, English, Irish and Scotch booths, and Wonderland), in October, 1907. The object they have in view is to raise money in aid of the hospital, which is to be built at once in this rapidly growing manufacturing centre. Welland has increased in population, etc., about 100 per cent, in the past year, and with so many manufactories now running, and in process of building, a hospital has become an absolute necessity. The ladies also feel that manufacturers and wholesale people can advertise their wares, and, at the same time, render assistance to a worthy cause, by sending a

ANOTHER TRIBUTE TO CANADA.

In ordinary times our United States friends have refused to take Canadian paper money excepting at a large discount, but in the last few weeks concerns across the line have been pleading with Canadian customers to send them Canadian bank bills instead of cheques in payment of accounts. The result is that there is an immense amount of Canadian money now in circulation in United States. In the border towns for a couple of weeks there was very little currency, other than Canadian, obtainable. The Americans, too, seem to have much greater faith in our banks than in their own, for immense sums of money have been pouring in during the last few weeks for deposit in the banks in the border towns. In all it is estimated that ten million dollars have been withdrawn from U.S. banks in the border towns and deposited in Canadian towns. One man arrived two weeks ago from Philadelphia, with \$212,000 in cash, in a hand bag, which he deposited in a Toronto bank. There is good ground for the faith they have in Canadian institutions. In the severe depression of 1893, when hundreds of United States banks went under, there was not one banking failure in Canada. The few banks that have failed in the last 20 years have been small, with one exception, and even then depositors have in nearly all instances been paid in full.

donation of their goods to this fair. Will you kindly help?"

To each letter a Welland merchant was asked to append this line: "Compliance with the above request of the ladies will favor us."

Another case in point was the "Made in Canada" exhibition recently held at Kingston. Manufacturers in all parts of Canada were held up for contributions of stoves, lawn mowers, washing machines, and smaller articles, the local retailers also contributing liberally and establishing booths, at which these articles were sold, they also giving their time for several days and evenings, besides losing considerable business on articles sold at the exhibition. Altogether about \$10,000 was raised by the merchants, etc., which should have come out of the taxpayers generally.

There's another side to the story, however. Jobbers rightly object to being "held up" by retailers, but can they complain, if they in turn "hold up" manufacturers for contributions in order to have their goods represented in the jobbers' catalogues. The "hold up" game should be discontinued all along the line.

EDUCATE YOUR CLERKS.

We ran across a clerk the other day, a bright one, too, who complained that the boss carried The Grocer off to his wife every week and that he never got a chance to look inside the cover. How is it in your store?

Your clerk, yes and even your delivery boy, ought to be given a good chance to read The Grocer. It will make a better clerk out of him, if he has any of the right kind of stuff in him at all, and will load him up with new ideas that you'll find popping out every once in a while in a particularly attractive window or in better service to your customers. Correspondence courses have been pushed pretty hard in recent years. Your clerk couldn't get anything better from any course, if he paid twenty times the price, than a systematic reading of The Grocer's pages will give him. It's pretty sure that after he reads it a year or so you'll have to pay him a bigger salary, but it's a thousand to one that he'll be mighty well worth it and that it will mean dollars to you in the long run.

Hundreds of our subscribers keep The Grocer on file in a convenient place in their stores where they can turn to it when they have a moment's leisure and where it is accessible to all employees. We find these are the people who like

the paper most. Are you getting out of it all you might?

THE SITUATION IN THE WEST.

The Canadian West is within five days of the official close of navigation with nearly 6,000,000 bushels of wheat in the terminal elevators at the Head of the Lake, of which more than a third is No. 4 and worse. On the 28th snow began to fall and the weather after turning extremely fine for six weeks, has turned sharply cold, the thermometer dropping 15 below zero on the night of the 29th. This closing in of winter is more than three weeks later than last year when we had an exceptionally early winter. The amount of snow that has already fallen is not sufficient to make good sleighing on the open prairie, and wheat is still being hauled in wagons. The market for May wheat has continued to develop strength, and during the past three days export demand has been very active and showing a fair margin of profit. Correspondence from the Old Country of the 8th and 10th of November from leading importing houses there, lays special stress on the strength of the situation, calling attention to the fact that the early closing of navigation in Russia has not only made it impossible to ship out wheat, but has been very bad for the winter wheat crop, indicating a greatly reduced crop for next year. Russia is a buyer of La Plat wheat, and Australia and India will both have to import. Even should the Argentine crop be harvested without damage, it is not likely they will have much over 1,000,000,000 for export; and the world's requirements are estimated at 300,000,000 from Dec. 1st to August 1st. This would indicate a good market for the balance of the Canadian crop. Old Country millers who have visited Winnipeg this week state that Great Britain has received very little wheat from Russia this season, the bulk of it going to the continent where prices have been much higher. The last day of November was a short market, but a very active one, and though general exporting demand was somewhat in abeyance waiting to see how the December deliveries would pan out, there were bids for No. 3 Northern at \$1.17 afloat Fort William. No. 3 Northern closed at 94½, so that this would leave a fair margin of profit. The bids were for December-January delivery.

Even the most careful enquiry has not elicited any definite statement of

advances to banks for carrying Western crops, but it has leaked out that here and there lines of credit have been extended. There seems on the whole, to be an easier feeling in regard to money than there was two weeks ago.

Receipts of wheat passing inspection at Winnipeg have been very heavy, but receipts at country elevators have been falling off and there is no doubt that there is a tendency on the part of farmers to hold their low grade wheat because the prices offered are so much lower than they expected to get.

So far as the financial situation as a whole is concerned, there does not seem to be much change. The retail trade apparently is not suffering up to the present. The wholesale trade still complains of the slowness of collections, and there are other signs that the stringency is beginning to be felt in Winnipeg. Evils are never unmixed, and the lowering of house rent is one of the things of which no one will complain, excepting the landlord. The drop is not marked at present, but it has begun and no doubt will continue until the matter of rent is on a more equitable basis than it has been for the past four years.

Rumors reach Winnipeg that the East is taking an exceedingly gloomy view of the Western situation. This is folly. The West is all right, but in company with the rest of the world, has had to shorten sail a bit for the time being. Among those well posted there seems to be an assured feeling that there will be money for all the lumbering and wood camps this winter, and if this is correct, there need be no able-bodied men unemployed in Winnipeg. As for the men who have flocked to this country as farm laborers, they cannot hope to command the high wages that have obtained in previous winters, but there are thousands of farmers in the West who will be very glad to employ from one to two men, give them their board and a small wage for the winter, on the understanding that these men remain with them at an increased wage during the spring and summer.

The West will have to pinch a bit, but there is no really tight squeeze, nor is there likely to be one.

Fourteen grocers in Point St Charles are in hot water over their liquor licenses. They are accused of selling the beverage by the glass in their stores, which is contrary to the law.

Cream of tartar.....	0 22	0 25
Allspice.....	0 16	0 16
" whole.....	0 17	0 20
Mace.....	0 15	0 35
Mixed pickling spices, whole.....	0 20	0 20
Cassia, whole.....	0 20	0 60
" ground.....	0 25	0 59

RICE AND TAPIOCA—There is no change in the situation since last report.

Rice, stand. B.....	0 32	0 03
Bangoon.....	0 03	0 03
Patna.....	0 35	0 36
Japan.....	0 02	0 02
Java.....	0 05	0 05
Sago.....	0 05	0 07
Seed tapioca.....	0 07	0 07
Carolina rice.....	0 10	0 10
Tapioca, medium pearl.....	0 07	0 07

BEANS—Business is rather dull, with the closing of navigation. Prices remain unchanged.

Beans, hand picked, per bush.....	1 20	1 00
" prime No. 1.....	1 80	1 19
" Lima, per lb.....	0 07	0 07

EVAPORATED APPLES — There is nothing of note in the situation, with prices at last week's levels.

Evaporated apples.....	0 08	0 19
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CORRESPONDENCE

Continued

the horse again touched the wire and fell to the road. The wire was cut and the current thus deadened.

A meeting of the Retail Merchants' Association was held last week. It was decided to hold the annual election of officers on January 9th, when it is expected that E. M. Trowern, general secretary of the Dominion association, will address not only the merchants of the local association, but also all the retail merchants. The resignation of J. S. Smith, collector for the association, was received and accepted. Mr. Smith has been collector for some months, and has collected in a number of "dead ones." He resigned in order to devote his entire time to insurance matters, he having been appointed manager of the Sun Life Assurance Co., in this district.

It is to be hoped that all retail merchants in the city will turn out to hear Mr. Trowern, and that he will inaugurate increased enthusiasm among the local retailers. At present the association is not doing the work it should, simply because of lack of interest. Much good could be accomplished if the merchants would pull together.

The market Saturday was largely attended and good prices were obtainable.

MONTREAL.

It is likely that a delegation of Montreal grocers, representing the Retail Grocers' Association, will go up to Ottawa shortly to see what they can do to prevent the co-operative bill from becoming law. A prominent member of the association speaking to The Grocer, did not think that the chances of success on the part of the representatives would be very great. "This idea seems to have been taken up in earnest by the Government," said he, "for they appointed a commission to look into the matter, I understand, and they reported favorably on it. Consequently, any delegation, though representative of such a large section of voters as the retail grocery trade, will not likely make much progress. Mr. Monk, the member

for Jacques Cartier, is one of the strongest advocates of the idea. It is to be hoped that the Government will not go ahead blindly in this matter. In justice to the grocery trade, they should hear both sides of the story and act accordingly."

This co-operative store idea is along the same lines as the co-operative societies in Europe. By paying so much, in buying shares, or in membership fees, a man can become a member, which entitles him to buy from the society store, where he gets goods at cost price. The idea is to do away with the jobber and the retailer.

Grocers doing a legitimate business are up in arms against the peddlers who are doing business in the city. They are endeavoring to have the license fee increased from \$50 to a larger sum. The grocers have a very good argument. They say that there have been several annexations to the city recently. St. Henry, St. Cunegonde, Villeray, and other outlying municipalities have been taken under the wing of greater Montreal. In the old days, before annexation, peddlers were forced to pay licenses amounting to \$250 if they desired to do business in Montreal proper, St. Cunegonde and St. Henry. To-day they can, by paying \$50 for the Montreal license, do business in all three municipalities.

A reasonable increase in the license fee is all that the grocers expect. And surely their claim is just. The city authorities ought to do something to remedy the evil.

There is some talk of a delegation being sent to Quebec to interview the Provincial Government regarding the brewers' licenses. Grocery stores handling liquors complain that the brewers are in the habit of delivering considerable lots of beer to consumers. For instance, the Italians and Jews are great drinkers of cheap beer, and frequently one man will order say thirty dozen bottles. The grocer knows that these bottles will be distributed among the receiver's friends, either for the actual cost price, or for an advance on the receiver's buying price. In the former case the consumer is perfectly within his rights, but should he be selling the beer at a profit he is violating the law, not having a liquor license. There is the difficulty. The grocers cannot prove that the law is being broken, though down in his heart he is absolutely sure of it. If a delegation goes to Quebec it will suggest some remedy for the situation.

Walter Paul's branch store, on University street, is now in full running order. Mr. Paul's son, W. H. Paul, is in charge, and he has four clerks assisting him. The store is neatly fitted up, in fact, it is quite a model grocery.

A. J. Hart, the fruit and vegetable man, on Bonsecours Market, was married to Miss Roberts the other day. They are touring the West Indies on their honeymoon.

M. Lavut & Son is the name of a new wholesale grocer concern started at 562 St. Lawrence street. The opening of this store illustrates the growth of

the Jewish grocery trade in Montreal. There are now two large Jewish wholesale grocery firms, P. Adelstein conducting the other. Retail grocery stores owned and managed by Jews are by no means few in Montreal. There are new ones opening every month.

WOODBSTOCK.

The Christmas trade has hardly commenced yet, though stores are beginning to take on a holiday appearance and the grocery advertisements in the newspapers are beginning to contain notes of supplies for the holiday season. The injunction to "shop early" is being heeded about as much as usual, and people will do as they always do—that is, put off everything possible as long as possible, and then shop in the grand crush of the Saturday before Christmas. Such is human nature.

The James Stewart Manufacturing Company have closed down their works, and over fifty men are out of employment as the result. The reason given is, the general scarcity of money and particularly the almost complete falling off of the Western Canada market. The Canada Furniture Manufacturing Company have also laid off sixty men, and other manufacturing establishments smaller numbers. All this has a direct effect on trade conditions, for when a man is out of work, it is only reasonable to suppose that he cannot spend as much as when his weekly pay envelope is secure.

It was a fight to the finish between the farmers and the City Council, and the farmers (and their wives and daughters) won out. It all arose over some new regulations for the government of the market which the Council had passed. The farmers were up in arms in a minute, and for two weeks practically boycotted the city. Then the Council responded cheerfully to the call of public opinion and rescinded the obnoxious clauses.

The Council passed regulations to the effect that all poultry brought on the market should be dry picked, sold by weight and have the heads and crops removed. It was the first clause that was particularly objected to. The farmers held an indignation meeting and decided to bring no more fowl to the market until the regulations were rescinded. And they didn't. A few of them came with butter and eggs, but compared to normal conditions, the market on the two Saturdays the regulations were in force, was practically dead. And trade conditions over the whole city were similar. The business men rose in their might and entered a strong protest. The same night the Council met and repealed the clauses and now everything is lovely again.

WINNIPEG.

Winnipeg stores have a holiday appearance and Christmas goods are being well displayed. The T. Eaton Co. had one or two splendid grocery window displays during the last ten days, but there are straight grocery stores in

town that do not require to learn anything from the department stores in the dressing of grocery windows. Hardy & Buchanan, in Fort Rouge; the W. H. Stone Co., on Main street; E. B. Nixon and A. Hendry, on Portage avenue, have had splendid displays during the last week, showing that these firms are fully alive to the importance of good window dressing. Winnipeg grocers are up-to-date and the enterprising, energetic way in which they go after business is their best protection against the competition of the department store.

Their experience this fall has taught the city grocers the advantage of membership in a live Grocers' Association. The credit bureau alone has been worth to the members many times the membership fee. Owing to the touch of "hard times," or to the "financial stringency," or whatever name be given to the commercial and financial ills of the time, there have been many more requests for credit than in any previous autumn. The association stands for the curtailment of credit, and Winnipeg grocers have been united in such action as they have taken in this matter. Moreover, they maintain a credit information bureau. Every member furnishes the secretary with a list of slow pay customers and customers whose habit it is never to pay when they can avoid doing so. Printed lists of these names and addresses are supplied the members regularly and these lists are kept up to date. The grocer who gives credit to people whose names appear on these lists knows that he is running a risk. If he rushes into it blindly, he has only himself to blame. Moreover, he can obtain, through the secretary of the Association, information about people whose names do not appear on the lists. The service is accurate and prompt and there can be no doubt that it has been of great value to the Winnipeg grocers this fall.

The association might well take up the injustice of a law which punishes the grocer who keeps his store open after six o'clock, but which allows—or winks at—the selling of groceries by fruit stands and confectionery stores and restaurants, which remain open from early morning until after midnight. Winnipeg grocers want early closing, but they also want protection from unfair competition of this kind.

GUELPH.

All roads in Canada just now lead to the Guelph Fat Stock Show, which starts next Monday, and the merchants are getting ready for their share of the annual harvest. A section of the fair is devoted to the different kinds of seeds and that should interest nearly every grocer as well as farmer, as a lot of valuable information is to be obtained there. Four cups, valued from \$100 to \$150, and other valuable prizes are offered for the best samples of seed corn and clover seeds. There are experts there to show you the difference in each variety and also point out such seeds as the wild mustard seed, ragweed, wild buckwheat, buckhorn, wild flax, wild oats and other seeds that help to make life miserable for the poor judger of seed. There are lots of grocers selling seed every spring that don't take time to get posted on these points and

when a farmer comes in and says he got the bad seed from him he is not in a position to dispute him, where if he would just spend an hour or so among these experts he would be able to buy and sell the very cleanest and best seed on the market, instead of taking any old thing in the shape of clover or timothy seed sent along by some careless seed firm. The writer has seen a great many disputes among farmers and grocers and some have cost a lot of money to both in lawsuits which could at the present time be easily avoided by getting the valuable information these experts are willing to give at these annual seed fairs.

The Ontario Agricultural College team which again this year have won the cup for all round judging at the Chicago Fair, against all comers, is an evidence of the kind of training even a grocer can get by just keeping his eyes and ears open and attending the lectures and even if you don't sell seeds the dressed poultry department will not only interest but educate you in the buying and selling of first-class poultry, and this year, when the quality has been so poor, on account, as some state, of the scarcity of feed, it needs a good buyer to pick out the sellers and leave the balance to shippers.

The sudden drop in the price of hogs has had a depressing effect on some of the farmers and buyers, but between you and me, the pork stores have not shown any inclination to give us that roast of pork any cheaper. We are still paying the old price.

The latest thing in Guelph is a chop suey restaurant run by Chinese and called the New York Restaurant. They might have called it "The Guelph," as for all some of us know about New York, and there are not many Yankees here.

Saturday's market was quite flat, compared with what it should be. Fresh eggs are still scarce at 32c. The police raided the potato department and weighed the potatoes. Over half were over weight but a few were short weight. The weights ran from 83 to 110 lbs. Those who had the short weight were warned. There is a big glut at the present time in fall apples, but spies and good winter apples are bringing a good price.

C. T. Hicks, the Paisley St. grocer, has returned, after a pleasant trip to Buffalo and other American cities.

John Martin, clerk in the grocery store of Johnston & Co., on the Elmer Road met with a rather peculiar accident last week, his hand being cut so severely that five stitches were necessary to close the wound. The victim of the accident was endeavoring to open the door which was stuck, when his hand went through the glass.

A. M. McLean has sold out his grocery business on the Elora Road to Mrs. John Little, widow of our late Deputy Postmaster. Mrs. Little has taken into partnership her brother, J. Costigan, who has been head clerk for W. H.

Fielding for some time and who will manage the business for her. Mr. McLean will continue his very extensive tea business. It is a good stand and the new firm of Little & Costigan ought to do well as both are well known and popular.

The many friends of Mr. Wm. McCrea, who was head clerk at the J. A. McCrea & Son's branch store, and latterly manager for Mr. McLaren, will be glad to learn that he has accepted a position with W. H. Fielding, Elora Road. "Mac" is a hustler, and is now a correspondent for The Canadian Grocer, for which he has written a number of interesting articles.—Guelph Mercury.

The grocery business on the market square formerly owned by Wm. Gibson, has been bought by A. C. Chiswell, who will continue it as a cigar store, newsstand and stationery store.

The Retail Merchants' Association has decided to take a prominent part in the coming municipal elections this year, not so much in the way of placing candidates in the field as of endorsing such of the candidates as the merchants feel would make good capable aldermen. The executive committee were entertained to lunch at the Royal on Friday night last week by Alderman R. E. Nelson.

J. Wilson, who formerly ran a grocery business on Waterloo Ave., but who has been in business in Mitchell for the last three years, has returned to the city and purchased the business on the corner of Elizabeth and Queen Sts. from A. D. Stephenson and will continue it. Mr. Wilson thinks Guelph is O.K. as a grocery town.

If the City Council in passing market by-laws to benefit the public would, instead of trying to keep the grocers off the market till after 10 o'clock, keep the public off and allow the grocers to do their buying first, as they do on the fruit market, the public would not have to pay such long prices as they are doing for some of their household necessities. The grocer has got to and does pay at a price that he can sell as cheaply as they do on the market and he has to have the goods at any price as well. As it is now, the public go in and bid up the prices and the farmers are not slow to see their advantage and we all have to pay more than the goods are worth. Then again, the public do not have the same chance to get back at the farmer if the goods are not up to the mark, which is often the case. They cannot take it back and demand their money like they do in grocery stores and there are lots of other reasons also why these by-laws should work the other way and save the public from themselves. As it is now, it is they who have to pay the Piper, not the grocer.

A \$40,000 SALARY!

There is a fascinating story in the November number of The Busy Man's Magazine. It's a true story, telling how a young man who started at \$12 a week came to be drawing such a salary before he was 30 years old. It is a story, thrilling with interest to every man and woman, particularly to the young man with life stretched out before him. Would you like to read it? **OUR SPECIAL OFFER ENABLES YOU TO DO SO ENTIRELY FREE.**

THE BUSY MAN'S MAGAZINE

Is a Review of Reviews for Busy Men and Women.
The brightest and most complete magazine published.

Every month its Editors read all the leading magazines and periodicals, both English and Foreign. From this enormous mass of current literature the very Cream is selected for and printed in The Busy Man's Magazine. Everything that's really worth while gets into the Busy Man's; the most brilliant articles on topics of the time; the most thrilling short stories; the sayings of the wisest of the wise and the wittiest of the witty. Besides which, a list of the most important books as they come out and finally a most comprehensive classified index of the contents of all the leading magazines, conveniently arranged, makes every copy of the Magazine a reference index of periodical literature. **It is invaluable for Business and Professional Men, who must keep up with the times or fall behind, and above all for the ambitious young men and women anxious to attain success.**

For less than Four Cents a week—\$2 a year—you may have this Magazine delivered to you every month.

SPECIAL OFFER

TWO MONTHS—NOVEMBER AND DECEMBER—FREE.

To all subscribers who send an order for the 12 months of 1908 we will give the numbers of the Magazine for November and December free as long as the supply lasts. Order The Busy Man's as a Christmas present. It is the biggest and most useful \$2 worth you can give. Its arrival is a monthly reminder of your generosity.

CUT OUT THIS COUPON AND MAIL IT TO-DAY.

The MacLean Publishing Co., Ltd.

JOHN BAYNE MACLEAN, President
MONTREAL TORONTO WINNIPEG
NEW YORK and LONDON, ENGLAND

PROPRIETORS OF

The Busy Man's Magazine.
The Canadian Grocer.
The Dry Goods Review.
The Printer and Publisher.
The Canadian Machinery and
Manufacturing News.

The Financial Post.
The Hardware and Metal.
The Plumber and Steamfitter
The Bookseller and Stationer
And sixteen daily and weekly
newspapers.

The MacLean Publishing Co.,
Toronto:

Please send at once to the address below The Busy Man's Magazine for November and December, 1907, and enter me as a subscriber for all of 1908. I will remit \$2 to pay for same.

Name.....

Address.....

C. G.

We will pay as high prices for exclusive Canadian news, specials and short stories as do any of the big New York and London Publishers. Manuscripts wanted for scientific and technical books.

**WHAT TO DO
IN
DECEMBER**

**Pertinent Hints for the Year's
Busiest Month.**

**Ideas for Increasing the Holi-
day Trade.**

"Haven't time to do anything but look after customers this month," you will probably say, and considering that for the grocer as well as for merchants in various other lines, December is the busiest month of the year, this is to a large extent true. There are a good many things, however, which may help you to look after the customers, or which may bring more customers into your store, which you probably have not thought of.

In the first place, have you made all the plans to handle the big handful of business which is sure to come to you with a rush in a couple of weeks? Have you arranged for special delivery service? Have you secured the extra help you need? If not, these matters should be attended to at once. If neglected, they'll crop up later at some moment when you have a good deal less time to think about them and will mean a good deal of unnecessary worry.

Then what about store decoration for Christmas? If you have never done it before, try it this Christmas. Something out of the ordinary always attracts, perhaps out of mere curiosity, but when you get people into your store you are always bound to make sales. If you don't believe this, cover your electric light globes or your gas jets with red, or green tissue for some night next week, and see if it won't make a difference.

Green stuff—that is, clean and well selected stuff—always helps a store's interior, and its exterior, too. And if you handle holly, as many grocers do, and find it pays well, don't be afraid to use this profusely in decorating. It will give a holiday air to the store that will simply make people want to come in. A show card with the price would help to sell this cheery stuff. You might have one made like this:

HOLLY FOR CHRISTMAS.
Give Your Home a Holiday Air
—Our Holly is Fresh and Bright.
It is Priced at

Some grocers we know in the smaller towns make an arrangement with the city florists at Christmas time and supply their customers with Christmas bloom at a mighty good profit.

One thing you won't forget surely, is to fill your window with Christmas goods. String a line of bulging stockings of various sizes and colors above your display of nuts and raisins and oranges, and get the youngsters looking in. If you can get the little folk interested in your store you've found a pretty straight path to the hearts and pockets of their fathers and mothers. And don't let this window remain the same for more than a couple of days. Get people into the habit of looking

in to see what's new as they pass. They'll do it if you keep things bright and change them often.

Have you ever tried pushing a line of high grade confectionery as an addition to your staple lines, for the holiday season. In many small towns really good chocolates cannot be ordinarily secured. In others only the drug stores handle them. Here's a good paying line for the grocer. Let the young men in town know that you are handling really good goods and that a pound box would make a particularly acceptable present for a lady friend.

There are other ways of stimulating your Christmas confectionery trade. Your customers should never come down on Christmas Eve, as many of them do, to buy candy with which to stuff their children's stockings. One enterprising grocer sent the following suggestion, printed on a post card, to the better class of his customers a week before Christmas, and got excellent results:

"Dear Madam: We are now taking orders for Christmas candies in order that we may be able to give our customers the very best service and best of goods when the rush commences. All orders placed with us now will be delivered the day before Christmas or Christmas Day, as you desire.

"We handle a complete line of Lowney's, Webb's, and other well known makes.

"The goods that we sell for Christmas delivery will be brought fresh from the factory the day they are delivered and we will guarantee them to be fresh and delicious.

"The enclosed postal card, filled out with the amount and kind desired will receive our most careful attention and the order will be delivered when and where you request."

Here's another suggestion which you might use to help the perplexed gift buyer, and one which should appeal particularly this year, with its scarcity of money. You might use it in an advertisement or in conversation with your customers. Suggest to a young man whom you know isn't too well blessed with cash, that a bag of nice Spies or a barrel of sugar would be a more sensible present for his mother than jewelry or fancy china. This idea might be extended in ways which will occur to you. A show card somewhere in the store would often furnish the suggestion. Wouldn't a careful man be likely to think twice if he saw something like this:

BUY USEFUL GIFTS.
Just Now When Money is Scarce,
it Pays to be Careful.
Why Not Give Groceries?
We'll Make Suggestions for You.

Don't heave a big sigh of relief at midnight on Christmas Eve and take it for granted that the big rush is over. There's more than another week of holidays after that and during that time your customers will be having visitors galore and there will be huge batches of new pies and cakes and puddings made. All this means more groceries and by keeping your store service and delivery just as satisfactory the week after Christmas as it was the week before, you will be able to continue the harvest. Keep going, if necessary, till pretty near the last hours of the old year and then after a day's rest you will be able to take business a little easier and to devote some time to your new resolutions.

SELLING SHORT POTATOES.

**Retail Merchants' Association Takes
Action Against Local Peddlers.**

Toronto grocers have long been seriously troubled and inconvenienced by the peddling nuisance. Peddlers are rightly considered a "nuisance" as far as the grocery business is concerned. Not only do they directly injure a certain proportion of a grocer's proper trade, but by means of inferior goods and wrong measurements they often place the grocer in a bad light. For instance, a customer, having purchased something from a peddler, subsequently visits her grocer, finds that he sells apparently the same article at an enhanced price and then concludes that the grocer has been holding her up for the difference in the two prices. The customer never realizes that it is really the peddler who has got the better of her through inferior weights or such causes.

The Toronto Retail Merchants' Association at a recent meeting took action to remedy just such a flagrant abuse. It has been discovered that city peddlers have been selling bags of potatoes, well filled and apparently good measure, for 15 and 20 cents less than the grocer. The result has been most injurious to the grocers. In reality, the bags of potatoes sold by peddlers generally average a little over 60 lbs., while the grocer always sells 90 lbs. to the bag. To obviate this abuse, the grocers' section of the Retail Merchants' Association are trying to have a measure introduced at the next session of the Legislature to make 90 pounds the fixed legal weight for a bag of potatoes. Meanwhile, for the protection of the public, they are drawing attention to the facts of the case by placards in grocers' windows all over the city.

D. C. Alexander, of James Alexander & Co., Montreal, has sailed for Europe.

C. H. Colson, of C. E. Colson & Son, Montreal, was in Toronto during the week.

J. C. Gardiner, of Sugars and Canners', Limited, Montreal, has returned from a successful short trip to western Ontario.

Nicholson & Bain have space to let in their Calgary warehouse, and eastern manufacturers desiring warehouse accommodation in Calgary could, no doubt make arrangements with them. The warehouse has track facilities.

Delays are Dangerous

and that's the reason we advise you to take advantage of these bargains.

Filberts, in shell.....	10c. per lb.
Tarragona Almonds, in shell.....	13c. per lb.
Grenoble Walnuts, in shell.....	14c. per lb.
Bordeaux Walnuts, in shell.....	11c. per lb.
Shelled Walnuts.....	25c. per lb.

Here's a special in FIGS and DATES just to tempt you, even though you have placed your orders before:

6 Crown, 2½-inch 4 row 10-lb. boxes.....	9c. lb.
Finest Hallowee Golden Dates.....	4½c. lb.

SALMON.—Good grades are scarce. We have just landed a couple of cars:

Regal, finest Fraser River, Sockeye Talls.....	182½ Dozen
Silver Moon, nice Red Fish, do	145 "
Cock of the North, nice Red Fish, do	145 "
Salad, Pinks, do	100 "

Some PEELS did not turn out well this year, but we have "YORK" that is beautiful quality:

Lemon.....	11½c. per lb.
Orange.....	11½c. per lb.

You can, of course, buy cheaper grades, but this is fancy stock.

ROLLS PAPER..... **3½c. per lb.**
Sizes 12 to 30 inches.

PAPER BAGS.—Our stock is too heavy and it would be to your advantage to find out the discounts we are allowing.

PRUNES.—Blue Ribbon, Santa Clara Valley

70/80.....25s.....	7½c. per lb.
70/80.....50s.....	7½c. per lb.
80/90.....50s.....	6½c. per lb.

TERMS: NET 10 DAYS.

Canada Brokerage Co., Limited
9 Front Street East, - Toronto

Mince Meat For Your Xmas Trade

should be ordered well in advance. Your jobber can supply you with

Armour's Imperial Wet Mince Meat

In Palls, Half Barrels and Barrels. And

Armour's Savoy Condensed Mince Meat

In 12 oz. Cartons, Packed in Cases of Three Dozen.

Armour's Mince Meat has that "COME AGAIN" quality which means increased sales and profits for all grocers handling it.

Induce your customers to buy Armour's Mince Meat and (they will) buy and buy and by and by, they will always buy Armour's.

Send orders to your jobber, or direct to us. In the latter case, be sure to mention the name of jobber you desire goods to be shipped through.

Armour, Limited

77 Front St. East, - - Toronto

Special Xmas Offer 5% Extra Cash Rebate

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

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

COUPON December 1907

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

Gentlemen,—

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

Signed.....
Date..... Address.....

The Grocery Clerks Are Getting Wise

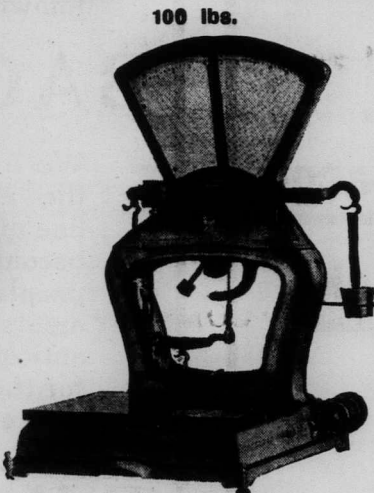
Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

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

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

EXPERIENCED AGENTS WANTED

The only
**AUTO
SCALE**



Springless
**MATIC
MADE**

Scale No. 70.

Our travellers are out now with a full line of samples. A postal card will bring them to you.

STIMPSON COMPUTING SCALE CO.

351 HOMER ST.
Vancouver

332 Garry St.

WINNIPEG, MAN.

Calgary
Edmonton

It pays to have proper connections in

The West

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

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

Charges Reasonable *Satisfaction Guaranteed*

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

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

General Stores

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

Hardware and Metal

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

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

In Everything we Manufacture
OUR AIM IS QUALITY.

That is why we make

"Young-Tom" Washing Powder

which is "for PURIFYING and
CLEANSING UNEXCELLED."

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

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

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

The Superior Quality

of our

Mild Cured Hams

Boneless Breakfast Bacon

Skinned Smoked Backs

meets the most exacting requirements of your customers.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

Windsor Bacon

Sometimes called so but better known to the trade as

BACK BACON

We have been unable to supply the enormous demand for this line of Bacon. So popular has it become among the Bacon loving people. We have made arrangements to increase our output of it, anticipating an increasing demand for the holiday trade and can take care of your orders promptly.

F. W. Fearman Co.

Limited

Hamilton, Ont.

All meats government inspected.

At Breakfast Time

many a man is liable to be irritable. If his ham or bacon hasn't got just the tenderness and flavor it ought to have, he tells his wife not to get any more of "this stuff" but to try "another grocer." A case of the sins of the packer being visited on the grocer. However, it shows you can't be too particular about the brand you handle. It's a wise grocer who handles



**CORONA
BRAND**



HAM AND BACON

It is the brand which never fails to please.

We have no retail stores.

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

Loosening the Tight Money

in many cases, merely means showing the holder of the wad where he can enjoy himself a whole lot by spending a little. On this well known principle the grocer who introduces his customers to

"RYAN" BRAND

provisions does himself and his customers a favor. Show your customer "Ryan" quality. Let him, but take the flavor of our goods, and you are sure of a steady customer for "Ryan Brand." "Ryan Brand" is Government Inspected.

Why not write to us about the matter of margins?

The WM. RYAN CO., Limited

70-72 Front Street East

TORONTO, - ONT.

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**CONDENSED
Mince Meat**

in Cartons (11 oz. net)
to sell at

10c

and give the storekeeper a good profit.

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

The Wm. Davies Company
LIMITED
FACTORY. TORONTO

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—
BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

ORDER NOW

**Butter
Tubs**

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.
Hamilton and Winnipeg

EGGS—Good trade is being done in storage eggs at unchanged prices. Housewives are using more than usual for Christmas baking and the grocers are ordering more freely. Prices have not changed during the week.

Selects 0 28 0 27
No. 1 0 23 0 24
Seconds 0 17 0 20

HONEY—Business is slight, and prices remain unchanged.

White clover comb honey 0 14 0 16
Buckwheat, extracted 0 07 0 09
Clover, strained, bulk 0 11 0 13

POULTRY—Poultry is beginning to arrive in quantity, but demand has not yet been brisk. The stock which is arriving is not of the best, but dealers expect better from this to the end of the holidays, as demand should begin to eat up supplies on hand very shortly.

Turkey, per lb. 0 10 0 12
Chickens and fowls, lb. 0 07 0 09
Geese 0 08 0 10
Ducks 0 10 0 11

TORONTO.

PROVISIONS—The big drop in hogs last week has had no appreciable effect on the local provision market, though slight decreases are recorded in some products. Hams are off about 1/2 cent. Supplies have improved. The cold weather has stiffened the demand and resulted in a better tone. Lard remains steady, though prices are not materially higher. Beef products are active. Venison is getting scarce and is not meeting with a very brisk demand.

Long clear bacon, per lb. 0 10 0 11
Smoked breakfast bacon, per lb. 0 15 0 16
Roll bacon, per lb. 0 10 0 11
Small hams, per lb. 0 15 0 16
Medium hams, per lb. 0 14 0 15
Large hams, per lb. 0 13 0 14
Shoulder hams, per lb. 0 10 0 11
Bacon, plain, per lb. 0 17
" pea meal 0 17
Heavy mess pork, per bbl 19 50 20 00
Short cut, per bbl 22 50 23 00
Lard, tins, per lb. 0 12
" cube " 0 12
" pale " 0 12
" compounds, per lb. 0 09
Plate beef, per 300-lb. bbl. 12 50 13 00
Beef, hind quarters 8 00 9 00
" front quarters 5 00 6 00
" choice carcasses 7 50 8 00
" common 4 50 5 50
Mutton 0 07 0 08
Lamb 0 08 0 09
Hops, street lots 6 50 7 25
Veal 0 09 0 10
Venison 0 09 0 10

BUTTER—The market has a stronger tone this week. No changes in prices are reported. Supplies are moving freely, principally from country merchants. The demand is better. No amount of foreign butter has arrived worth considering, and it is hardly likely that any large quantities will be received here.

Creamery prints 0 29 0 31
Creamery rolls 0 28 0 29
Dairy prints, choice 0 26 0 27
" ordinary 0 22 0 24
" tubs choice 0 22 0 24
" tubs, ordinary 0 20 0 22
Baker's butter 0 20 0 21

EGGS—The egg market is stronger. The demand has been better. Supplies have improved.

WINDSOR SALT

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

Write for Prices.

TORONTO SALT WORKS
Agents for **WINDSOR SALT**

Eggs, candled 0 22 0 22
" selects 0 25 0 26
" lined 0 25

CHEESE—Cheese is selling brisker and has been more active than for some time. Prices remain the same.

Cheese, large 0 13 0 13
" twins 0 13 0 12

HONEY—Honey continues very quiet. But little is being offered.

Honey, strained, 60 lb tins 0 12 0 13
" " 10 lb tins 0 12 0 13
" " 5 lb tins 0 13
" in the comb, per doz. 2 50 3 00
Buckwheat honey, per lb. 0 8 0 10
" in comb, per doz. 1 25 1 50

POULTRY—Fowl are not quite so plentiful. The demand is about the same. No changes are reported. Some fine, plump turkeys are on the market.

Live Weight.

Spring chickens, per lb. 0 04 0 06
Old fowl 0 03 0 05
Ducks 0 08 0 08
Geese 0 08 0 08
Turkeys 0 10 0 13

Dressed weight.

Spring chickens, per lb. 0 08 0 10
Old fowl 0 05 0 06
Ducks 0 18 0 10
Geese 0 08 0 10
Turkeys 0 10 0 13
Squabs, per doz. 2 50 3 00

REGULATIONS SOMEWHAT MODIFIED.

Department Changes—Meat and Canned Goods Act in Kent and Essex.

As was forecasted in this paper last week, the Department of Agriculture has, in consequence of the peculiar climatic conditions of the western counties, Kent and Essex, somewhat modified the regulations there with respect to the inspection of dressed hogs. Arrangements are being made for the inspection at various shipping points in these counties of the dressed carcasses of hogs with the head, heart, lungs and liver attached, destined for packing establishments in which inspection is maintained under the Meat and Canned Goods Act. In fixing the points of inspection, the department states that regard will be had for the convenience of the shippers and the extent of territory that may be served by each point of inspection.

As the change in the mode of inspection will necessitate the appointment of additional inspectors, an examination of qualified veterinarians who were applicants for the positions, was held in Chatham on Nov. 30, Dr. S. H. Ward, of the department staff, presiding.

This procedure will, no doubt, lessen some of the strenuous objection which has been noticeable since the Act has gone into effect.

Whether or not St. Charles cream is all the makers claim it to be is left for the consumer to judge after having sampled it at Carsley's or Scroggie's, Montreal. St. Charles cream, family and hotel size, is being demonstrated daily in both of these departmental store, in the grocery department. V. H. Halford, Montreal agent for the company, is looking after the interests of his firm in earnest. He has two demonstrators at work, Miss McLaurin, at Carsley's, and Mrs. Cregeen at Scroggie's. Attractive souvenir buttons are being distributed.

Clark's Mince Meat Is Selling Now

Everywhere good Mince Meat is sold you will find **Clark's**.

It is prepared scientifically from the purest and best ingredients, and satisfied customers are gained through selling it.

CLARK'S MINCE MEAT

is sold in hermetically sealed tins; pails, barrels and half barrels.

INVEST ONE CENT IN A POSTAL INQUIRY.

WM. CLARK - MONTREAL
Manufacturer

ALL GROCERS

should study their customers
by selling

O'MARA'S

NOTED **HAMS**
BACON
LARD

HAVE YOU TRIED THEM?

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

Under Government Supervision.

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



PROOF QUICKLY FOLLOWS!

The reason why we do not fear to state that

Horseshoe Brand HAM AND BACON

will please your particular customers, is because we know that as soon as you begin to sell it, your increased sales will be the proof of our truthfulness. Why not place a trial order?

JOHN DUFF & SON
Hamilton, Canada

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only one

BOVRIL

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

Supplies can be obtained from—

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

and from all wholesale houses
throughout Canada

Bode's Buster Brown Gum

To assist the grocer in selling **Buster Brown Gum** we have inaugurated a prize competition, giving each boy or girl saving the eleven letters (one letter to each one-cent package) forming the words **B-U-S-T-E-R B-R-O-W-N**, a handsome watch.

This competition has already created a strong demand for this popular brand, and progressive grocers all over Canada are stocking **Buster Brown Gum** to meet this demand, and at the same time reap the large profits obtainable on this brand.

If you are not yet supplied write us. It will pay you. Your competitor will take advantage of this opportunity if you do not.

THE BODE'S GUM CO., LIMITED
MONTREAL

Trade Winning and Profit Bringing Pernot Biscuits for Christmas

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

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

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

Leon Fontanel & Co.

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

FLOUR

is an article which you cannot be too particular in selecting. Remember, your customer appreciates it, if you sell her a brand which gives her the greatest value for the least expenditure. That's why it'll pay you to look into

BUDA FLOUR

"The Flour of Quality"

It's a blended flour. Western wheat of the first grade is blended with Eastern wheat of the same grade, by a man whose experience in blending extends over half a century.

THE GROCER'S PROFIT IS A1.

Write now for lowest prices!

J. B. HARTY

PICTOU, N.S.

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

Car Lots, Assorted or Straight.

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

ST. JOHN TEA IMPORTS.

Customs Reports Show Larger Quantity Than Other Canadian Cities.

Some weeks ago an article in these columns took up the question of the appointment of a tea inspector for Montreal. Voicing the opinions of the brokers and merchants of that city, an inaccuracy was inadvertently published which was rather unjust to St. John, and to which our attention has been drawn in the following letter. It is self-explanatory:

Editor Canadian Grocer:

In your issue of the 8th inst, under the heading "Montreal Wants Tea Inspector," a paragraph states: "One tea man voices the opinion of the majority when he says there is more tea brought into Montreal—either for use here or for shipment to other parts of Canada—than is received in all other cities of the Dominion put together." If this was the opinion of one man alone the assertion might be allowed to pass without comment, but as apparently it "voices the opinion of the majority." The assumption is so obviously wrong that it calls for correction. For this purpose I submit a comparative statement of the quantity of tea passed by the customs in the cities of St. John, Montreal, Toronto, Vancouver, Winnipeg and Halifax—the chief tea importing centres in Canada—for the twelve months ended June 30th, 1907:

	Lbs.
St. John	7,235,947
Montreal	5,414,640
Toronto	5,383,207
Vancouver	1,852,718
Winnipeg	1,793,300
Halifax	1,123,738

I believe the above statement, taken from the official figures, will clearly show the incorrectness of the assertion that Montreal is the largest tea importing centre in the Dominion. It is easily one of the leaders, and for that reason is certainly entitled to prompt recognition of its claim for a tea inspector. Indeed, it seems rather surprising that the pressure of such a claim is at all necessary.

Yours truly,
E. A. SMITH.

St. John, N.B.

TRADE NOTES.

W. R. Power, Seeburn, Man., has sold his general store.

Bastien & Frere, grocers, Montreal, have dissolved partnership.

Robt. Fallis, Toronto, has sold his grocery business to John Giles.

T. G. Ballantyne Atwood, Ont., has sold his grocery to W. J. Powell.

W. C. Allen, Canora, Sask., has sold his grocery stock to W. H. Thompson.

H. Emmerton, Ripley, Ont., has taken over the grocery business of Wm. H. Bell.

J. A. Mathieu, general storekeeper, Montcerf, Que., has made an assignment.

A. Charbonneau, Belocil, Que., who has been conducting a general store, has assigned.

D. Gillmore, of Chate & Sanborn, Montreal, was in Toronto last week on business.

G. E. Agnew, who has been conducting a general store in Minitonas, Man., has assigned.

The stock of the general store of A. & C. Le Vasseur, Fanneystelle, Man., has been sold.

W. G. Fraser, Minnedosa, Man., has taken over the general store business of Black & McKay.

Faas & Crawford, Creston, B.C., are succeeded in the general store business by the Creston Mercantile Co.

Geo. Soskin, who has been conducting general stores in Waubaushe and Victoria Harbor, Ont., has assigned.

Arch. Snowden, of Snowden, Forbes & Co., Montreal, was a caller at The Grocer's Toronto office last week.

Frank Creed, representing the F. F. Dalley Co., returned from an extended trip to the coast this week with reports of satisfactory business.

The Imperial Syrup Company, Montreal, has purchased the large factory building situated at 29-31 Vitre St. W., and will equip the place with the most modern machinery for their business. The price paid was \$30,000. It is likely that the company will manufacture some new lines when they get settled in their new premises. Accommodation at the present offices and warehouse, Grey Nun Street, have been outgrown.

The Laing Packing & Provision Co., of Montreal, has just issued a splendid wall calendar for 1908, the first by the way, which has come to us. The calendar is beautifully lithographed, showing reproductions of the works and also of the firm's products, in natural colors. From the standpoint of utility this calendar will be very useful, for its figures are large enough to be easily read at a distance. Our subscribers may secure a copy of this calendar by writing to this firm in Montreal and mentioning The Canadian Grocer. Drop them a post card.

If it wasn't for one man trying to outdo another, where would we get the stimulating influence of what we call ambition?

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

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

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.

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL

BOLTON, ONT.

H. CONSTANT

First and sole maker in Canada of all kinds of

MACARONI, VERMICELLI AND PASTES

92 Beaudry Street MONTREAL

NAP G. KIROUAC & CO.,

Receivers and Shippers of Flour and Grain.

Importers of Foreign Products.

125 St. Peter St.,

QUEBEC.

Dealers are requested to write for special free deal.



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

Grocers' Sundries
Bakers' and Confectioners' Supplies



"White Moss"
Cocoanut

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Real, undeniable superiority,
in quality, flavor and strength,
have made

Mott's

"Diamond" and "Elite"
brands of

Chocolate

the favorite with practical
Canadian housewives.

This is a good argument for
your selling them.

All jobbers.

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

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Joe. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

**Cowan's Cocoa
and Chocolate**

is the perpetual "BEST SELLER"

PURITY

is a characteristic of Cowan's
Cocoa and Chocolate; and
another characteristic is that
flavor which is at once the
envy and despair of other
manufacturers. These points
make Cowan's the name for
unfailing



PROFIT

The Cowan Co., Ltd.

JELLY POWDERS THAT SELL

We **DON'T** manufacture that kind of jelly powder, the use of which
results in a weak, flavorless, almost liquid apology for jelly.

Shirriff's Jelly Powders

really are jelly in powdered form. Their use results in bright, spark-
ling, deliciously flavored jelly.

Why not write us about the profits ?

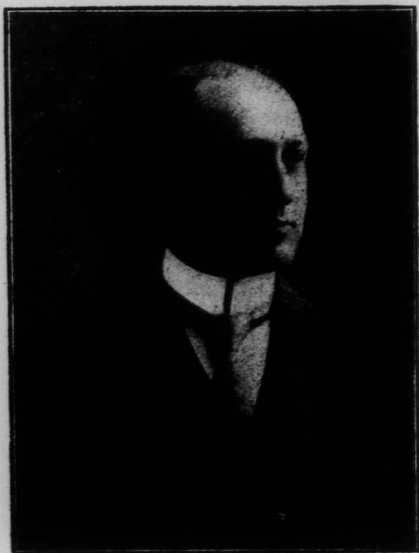
Imperial Extract Co., 18-22 Church St., Toronto



DEATHS OF MONTREAL BUSINESS MEN.

Two Prominent Gentlemen of Eastern City Pass Away During the Week.

It was with deep regret that the grocery trade in Montreal learned on Mon-



W. S. LAFLAMME

day of the death of W. S. Laflamme, of Rose & Laflamme, commission merchants, and the deceased gentleman's numerous friends in all parts of Canada will be no less grieved to hear that one who had always enjoyed their friend-

up business almost entirely in the hope of regaining his strength. He did not succeed in his efforts, however, but passed away in the Royal Victoria Hospital on Monday morning.

Few men in the grocery trade for the same period as the late William Stirling Laflamme made so many friends as he did. His was a character of the type admired by business men. He was a worker, one who knew how to accomplish much quickly and diplomatically, and being a keen judge of men and of a genial disposition, he was not slow in his progress.

During the last twenty-five years of his life he was connected with Mr. Rose, senior partner in the firm of Rose & Laflamme. He became connected with that gentleman in 1882, having had some little previous experience in Toronto. He acted as a salesman and later, in 1891, was taken into partnership in the old firm of Turner, Rose & Co. In 1893 the firm of Rose & Laflamme was established, so that during the past fourteen years Mr. Laflamme was the partner of his former employer in a firm which has built up for itself a large business and a splendid reputation.

Mr. Laflamme, who was forty-seven at the time of his death, is survived by his wife and widowed mother. They and Mr. Rose will have the sympathy of many. The funeral took place from Morrisburg on Thursday afternoon.

F. W. Mathewson.

F. H. Mathewson, manager of the Montreal branch of the Canadian Bank of Commerce, died last Friday afternoon from heart failure. His death was

His sudden death is mourned in all circles in Montreal. As a business man he was respected and admired by everyone. He was always ready to do his share to further the interests of the trade. He was president of the Board of Trade at one time and during his



F. H. MATHEWSON

regime the board enjoyed wonderful prosperity.

BIG GAME IN BRITISH COLUMBIA.

The photograph reproduced on this page is a proof of the fact that they have lots of big game in British Columbia. It was taken in front of the store of C. A. Phair, one of The Grocer's subscribers, at Lilloet, a small town which is in the centre of what is recognized as a sportsman's paradise.

The heap of game shown is the result of one hunting trip in this district and includes six Rocky Mountain rams, ten Rocky Mountain goats, two cariboo, one grizzly bear, one black bear and one stag.

The records for the district include sheep of 17 inches, grizzlies of 10 feet, cariboo 53 points, goats 10½ inches.

THE TIME TO COLLECT.

A careful retail merchant who has given much thought to the credit and collection side of his business, says that the best part of collecting is done when the goods are being sold. Right then there should be a personal understanding as to when the account is to be paid.

He makes it a practice to secure a note in every case where the account is large enough to justify it.

Many merchants dislike to do this. They are afraid it will offend the customer, but every business must have certain rules to follow in this respect if it is to succeed. Because some customer gets mad about your business regulations is no reason why you should abolish them.—Maritime Merchant.



Big Game from a Hunting Trip in B.C.

ship and admiration has been called to the great beyond.

Just five months before his death he complained of feeling unwell and gave

the indirect result of his horse having run away some weeks ago. At the time Mr. Mathewson suffered a shock, which he did not get over.



The Sauce Without a Peer
Lea & Perrins'
Worcestershire Sauce

(The Only Original and Genuine)

Grocers will find that it pays to offer only the best sauce to those of their customers who want a relish for their meats, soups, game, etc.—

The Best Only, "Lea & Perrins'"

J. M. DOUGLAS & CO., Montreal

Canadian Agents

ESTABLISHED 1857



Your Customers Know It!

☞ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

☞ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

☞ If you aren't handling it, hadn't you better begin now?



ESTABLISHED 1862.

Food products that are produced in clean factories are best.

FRUITS, VEGETABLES AND FISH

Fruit Market Less Active—Potato Supplies Arriving Freely—Brisk Business in Fish.

There has been a break in fruit prices. The demand for fruits has weakened considerably. Dealers report business as being rather dull. Oranges have taken a drop. The break is due to the tightness of money. In the United States the situation is none too cheerful. California navels are a fine sample, well matured and a good flavor. Tangerines are on the market. Business in lemons is reported to have improved.

The vegetable market has a better tone. Supplies of potatoes are arriving in big lots with a slightly improved quality. The demand is good. Such lines of vegetables as turnips, beets, carrots and cabbage, are in good demand.

The fish market has a very active tone. All lines are selling well. Prices are slightly lower in some lines. Advent and cold weather have greatly strengthened the demand. The oyster season is opening strong.

MONTREAL.

GREEN FRUITS—The supply of oranges in Montreal is large and prices have broken. Lemons are selling fairly well. California Winter Nellis pears are now being offered by fruit men. They are asking for this line \$3 a box. Tangerines are on the market and are selling in good lots at \$4 a box. Evergreen wreathing is being displayed in fruit houses. It is quoted at \$2 a bale of about 160 yards. New Halloween dates are on the market, 5c. lb. being asked for them.

Bananas, fine stalk	1 75	2 00
" jumbos	2 40	2 25
Cocoanuts, per bag	4 00	4 00
Lemons	3 00	3 25
Florida oranges, box	3 75	4 00
Mexican oranges, box	2 50	2 50
Po to Rico oranges, box	2 50	2 50
Jamaica oranges, bbl	3 75	4 00
California winter Nellis pears, box	3 00	3 00
Tangerines, box	4 00	4 00
Jamaica grape fruit, bbl	6 00	6 00
Nassau grape fruit, box	4 00	4 00
Florida grape fruit, box	7 00	7 00
American Grapes, keg	4 00	5 00
Cape Cod cranberries, bbl	9 00	11 00
Nova Scotia cranberries, bbl	10 00	11 00
Apples, Jamaica	3 50	5 00
" other fall varieties, bbl	3 75	5 00
Evergreen wreathing, bale	2 00	2 00

VEGETABLES—A great deal of activity does not characterize the market at present. It is an off season with the vegetable men and they are not making any particular efforts to work up trade. Several price changes will be noticed. Beans are quoted this week \$4.50 a basket, being asked. Potatoes are unchanged as to price. The stock arriving is a little better in quality but demand is so brisk that receipts are quickly consumed.

Parsley, per doz. bunches	0 10	0 15
Sage, per doz.	0 60	0 60
Savory, per doz.	0 20	0 25
Cabbage	0 20	0 25
Turnips, bag	0 65	0 75
Celery, doz	0 25	1 00
White cress, large bunches, per doz	3 50	3 50
Spinach, bbl	3 00	3 00
Green peppers, crate	2 00	2 00
Boston hot house cucumbers, doz	0 75	0 75
Potatoes, per bag	0 50	1 00
Sweet Potatoes basket	2 50	2 50
Beets, bag	0 60	0 65

Carrots, box	0 60	0 65
Tomatoes, Florida crate	5 00	5 00
Tomatoes, hot house, per lb	0 75	0 75
Spanish onions small crates	0 65	0 75
" large crates	2 00	2 25
Canadian onions, lb	0 04	0 14
Boston lettuce per doz	0 10	0 10
Mushrooms, per lb	0 15	0 15
Horse radish, per lb	0 15	0 15
Leaf green wax, basket	4 50	4 50

FISH—With Advent in progress, fish is selling in a very satisfactory manner. All lines are in good demand. There is to be seen this week reductions in most all of the popular lines. Some new varieties are on the list, including pollock, haddock and red sea trout. St. John bloaters are once more being quoted. Oysters are in strong demand, with prices not so firm as they have been all along.

Fresh and Frozen Fish.

Haddock, express, per lb	0 04	0 05
Halibut, express, per lb	0 02	0 03
Mackerel	0 08	0 10
Dore	0 08	0 10
Pike, lb	0 03	0 07
Steak cod, lb	0 15	0 05
Whitefish, lb	0 04	0 10
B.C. salmon, lb	0 08	0 08
No. 1 smelt, lb	0 10	0 10
Smoked and Salted—		
Haddies, box, per lb	0 07	0 08
Kipper herring, 50 in box	1 00	1 00
Smoked herring, per small box	0 16	0 16
Yarmouth Bloaters, per box	1 20	1 20
St. John bloaters, box	1 00	1 00
Prepared and dried—		
Skinless cod, 100 lb. cases	5 25	5 25
Boneless cod, 20 lb. boxes	0 08	0 09
Boneless fish, 20-lb. boxes, bricks	0 05	0 05
Boneless fish, 25-lb. boxes, per lb	0 05	0 05
St. John bloaters, box	1 00	1 00
Oysters—		
standards, bulk, per imp. gal	1 50	1 50
selects, bulk, gal	1 70	1 70
Malpeques, bbl	10 00	12 00
Malpeques, common grades, per bbl	8 00	9 00
Paper shells, 10, pint size	0 80	1 10
" 100, quart size	1 00	1 50
Pickled fish—		
No. 1 Labrador herring, per bbl	5 60	5 60
" per half bbl	3 15	3 15
No. 1 Nova Scotia, per bbl	5 25	5 25
" per half-bbl	2 90	2 90
No. 1 Haddock, bbl	6 50	6 50
No. 1 Pollock, bbl	6 00	6 00
No. 1 Sea trout, half bbls	6 50	6 50
No. 1 Mackerel, 20-lb. kits	1 75	1 75
No. 1 Sea trout, 100 lb. kegs	6 00	6 00
Small Green cod, per bbl	6 00	6 00
Medium " " " "	7 50	7 50
Large " " " "	8 00	8 00
Labrador Salmon, 1-bbls	7 00	7 00
Salt sardines, bbl	5 50	5 50
" 1/2 bbl	3 25	3 25
No. 1 salt eels, lb	0 07	0 07

TORONTO.

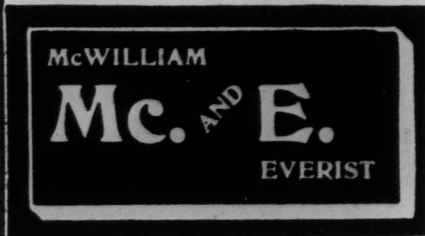
GREEN FRUITS—The fruit market is very quiet. Supplies are good, but dealers are cautious in regard to buying. The financial stringency has had a marked effect on the orange situation. Prices have weakened slightly. Jamaicas and Mexicans are quoted lower. Navels are arriving freely and are a good sample, being well matured and colored. Lemons are slow in spite of the drop. Almeria grapes are not selling too briskly on account of the high prices. Bananas are not being handled in great quantities yet. Apples are in fair demand at former prices.

Oranges, Jamaica, per bbl	4 10	4 25
Florida's new	3 50	4 00
Oranges Mexican new	2 40	2 40
naval, new	3 00	3 75
Lemons California, 20, 30, 360, 420	3 75	4 20
Verillia 300's 3 "	3 50	3 50
Messina, new crop	3 25	3 50
Grape fruit, 4's 50's, 4's	4 50	4 51
No. 2	3 75	3 75
" lower grades	2 00	3 00
Bananas, Jamaica firsts per bunch	1 65	1 75
Bananas, jumbo bunches	2 00	2 25
Bananas, h. n. s. green	1 25	1 35
Bananas, Firsts	1 65	1 75

APPLE EXPORTERS

The fruit merchants of Great Britain would do well to correspond with us regarding

CANADIAN APPLES



25-27 Church St., TORONTO

The Canadian Trade

write for price list. All lines

Imported Fruits, Nuts, Figs and Dates

Domestic Fruits and Canned Goods

Here Again

is

GOLDEN FLOWER

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

For Sale by:

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

Grown and Packed by

Redlands Golden Orange Ass'n

REDLANDS, CALIFORNIA

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Cranberry
Almeria g

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NEW BRUNSWICK MARKETS EASIER

Provision Prices Dropping—Large Winter Port Shipments—California Dried Fruit Delayed—Business in Lumbermen's Supplies Light.

(Special Correspondence of The Canadian Grocer)

St. John, N.B., Dec. 1.

There was very little change in the local markets last week, prices in all lines remaining about the same. Oats are cheaper by about three cents, as is also cornmeal in bags.

Business just at present is a little slack, although dried fruits and other materials for the Christmas cooking are commencing to move. The jobbers report that there was the usual delay in the arrival of goods from California, and dried fruits and nuts from foreign ports were behind time.

During the past week the winterport steamers brought large shipments for the local dealers. There were 2,795 packages of raisins, 300 half-cases currants, 200 bags nuts, 1,020 bags sugar, 125 bags rice, 11 cases nutmegs, 1,961 chests tea, 423 barrels grapes, 30 cases lemons and 90 cases onions, in addition to a lot of miscellaneous packages.

The steamer Amanda, of the Scotia line, made her first trip here from Jamaica, via Halifax, and brought 473 barrels of oranges, 50 barrels grapes, 65 bags cocoas and 19 cases of preserves.

There is a very much lower market on pork and lard, and evaporated apples are reported easier. Collections are as good as can be expected from present conditions. The poor lumber market has affected the sales of lumbermen's supplies, as there will probably not be more than half the usual number of men sent into the woods.

The tendency seems to be for lower prices.

A wedding of particular interest to St. John grocers was solemnized at St. Stephen on Thursday, Nov. 28, when John C. Elmore, of the wholesale grocery firm of Elmore & Mullin, South Wharf, St. John, was united in marriage to Miss Annie Shaughnessy, eldest daughter of John Shaughnessy, of His Majesty's customs service, in the border town. Rev. Father Lavery officiated, and nuptial mass was celebrated. After a wedding breakfast Mr. and Mrs. Elmore left for a tour of the principal U. S. cities. Very many valuable gifts attest the popularity of the newly wedded couple.

The dispute between the ship laborers and the steamship companies as to the wages to be paid for discharging and loading steamers is still unsettled. The laborers refuse to work for less than 40 cents, and the steamship companies won't pay more than 30 cents, which was last winter's rate. Already fifty-one men have been brought from Montreal and others are likely to be brought down this week. The steamship people have been working the crews of the vessels to load and unload.

G. E. Barbour, of the firm of Geo. E. Barbour & Co., was in Boston last week on a business trip.

ADVICE ON BUYING TEAS.

Grocers are sometimes doubtful as to the best way to buy teas, whether in quantities or in smaller lots at frequent intervals. The following extract from a letter written by the Salada Tea Co. to an enquiring customer may be useful:

"Replying to your question as to how long tea should be kept, we might say that all kinds and varieties of tea lose quality with age. If it is a very high grown, flavory tea, it will lose as much as 2 cents per pound in quality in six months, and in a year probably from 5c. to 6c. Low-grown, poor tea, not having so much flavor, have less to lose.

"Take the tea you mention in your letter. You have had it in stock for two years. During that time the money would be worth at least 6 per cent. per annum in interest, and say 2 per cent. for insurance. Carrying it for two years would amount to a loss of 16 per cent., at least, or say 4 cents per pound, besides the loss in quality.

"We know that if we were in the retail business we would do exactly as we do now, i.e., save as much as we possibly could in interest, buy our stock from hand to mouth and never buy any teas unless we could return them and get our money back at any time. Let the wholesale man (who is supposed to understand the tea trade) take all chances. We advise all our friends to not have more than two months' stock of tea ahead. By this means (aside from the saving in interest) they are getting their tea as fresh as possible from the gardens."

"BRONCO"

Brand

Navel Oranges

Have arrived for Xmas. Truly the most excellent fruit California has yet produced.

Insist on Bronco Brand.

Beautiful Color—
Texture and
flavor.

White & Co.

LIMITED

Toronto and Hamilton

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR?

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

The Dawson Commission Co.
Toronto

We can also handle your
POULTRY, BUTTER, EGGS

FRUITS and VEGETABLES!

We are in touch with the leading shippers and
can supply the best at closest prices.

J. R. CLOGG & CO., 82 St. Antoine St.,
MONTREAL

J.V DE YBARRONDO & CO

Successors to James Violett & Co
IMPERIAL PLUMS IN BOTTLES

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

WALNUTS IN SHELL & SHELLED
GREEN PEAS OLIVE OIL
MUSHROOMS SARDINES &c

BORDEAUX

Shippers Also of

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

YOU SELL FOR 10c.

A Package of HALIFAX SHREDDED CODFISH


The Genuine
has this
Trade Mark.

Is there anything in your whole stock that
is better value for the money?



A 10c. package of HALIFAX SHREDDED
CODFISH is a breakfast for a family.

Atlantic Fish Companies, Limited, Lunenburg, N.S.

Smoked 

Finnan Haddie

in 15 and 30 lb. boxes

Something Choice In Quality

—

Write or wire us for quotations

—

Frozen Cod and Herring

in their season.

—

Connors Bros., Limited

Black's Harbor, N.B.

"King Oscar" brand OF Sardines

are a revelation to lovers of this
class of fish. The rigid inspec-
tion of the Norwegian Govern-
ment and the insistence upon the
use of absolutely Pure Olive Oil
in the packing, has made these
goods world famous.

*if you have not handled this
brand place your order now
through your jobber.*

J. W. Bickle & Greening

(J. A. HENDERSON)
Canadian Agents, HAMILTON

FISH for ADVENT

Fresh and Frozen Fish of all kinds in season.
 Haddies, Bloaters and other Smoked Fish.
 Labrador Herring, Salmon and Trout.
 Green Cod, Skinless Cod, Boneless Cod.
 All grades at Lowest Prices.
 Complete Stock of Oysters in bulk and shell.

WRITE FOR NEW PRICE LIST.

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.



Watch Closely

for special arrivals in the line of fresh and salt fish. Early this week we have a car of No. 1 Salt Trout coming in. Also a car of No. 1 Labradors—the celebrated Duff Brand—in half barrels and barrels. Do you receive our quotations? If not, let us hear from you and we will gladly mail our card.

We are Headquarters for

**FRESH, FROZEN, SALT, SMOKED FISH
 AND OYSTERS**

The **F. T. JAMES CO., Limited**

Wholesale Fish and Oyster Distributors

76 Colborne St. TORONTO

F. T. JAMES.

Manager

H. C. Rowe & Co's
LONG ISLAND NATIVE

OYSTERS

From the deep pure waters, more than 100 miles North-east of New York, in the Long Island Sound—

Choicest Flavor and Best Condition

For Full Information Apply

White & Co., Ltd.

Toronto and Hamilton

Ask for **Long Island Natives** and accept no substitutes.

Almeria Grapes For Christmas

☞ Prices are lower this week. Order our fancy stock before an advance. Excellent long keepers.

☞ You will want them now for Christmas and New Year trade.

A card brings quotations.

Montreal Fruit Exchange

195 McGill St., - Montreal.

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.

BUSINESS MEN IN PUBLIC LIFE

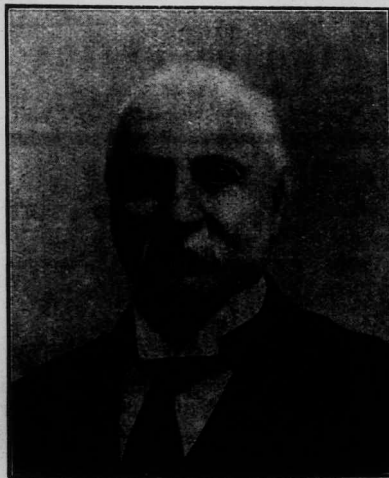
ALD. RICHARD TURNER.

Montreal.

Richard Turner, who for more than a dozen years has served the City of Montreal in the capacity of alderman for St. Gabriel ward, Point St. Charles, is a native of Canada. He is now seventy-one years of age, although he could pass for much less, so lightly do his years sit upon him. His whole business life has been passed in Montreal, and his memory carries him back to a time when it was not the rushing metropolis of to-day.

Since an early age he has carried on a grocery business, and his attractive store at the corner of Magdalen and Wellington Sts. is a monument to his energy and ability.

Ever since he came to the years of manhood Mr. Turner has taken a keen



ALD. RICHARD TURNER

interest in public affairs. In politics he is an unswerving Conservative, and long has been one of the party's chief standard bearers in Point St. Charles.

In person he is of the short, muscular type, which perhaps accounts for his many years of youth. He has a quiet and dignified bearing and wastes very few words in concealing his thoughts, as he usually comes directly to the point in question, leaving no doubt whatever on what side of the issue he is to be found.

J. P. Guay, general storekeeper, of St. Elzear, Que., has assigned.

Arthur Marsolais, Montreal, who has been engaged in the grocery trade, has assigned.

Geo. Audet, general storekeeper of Les Eboulements, Que., has made an assignment.

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.

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

SALESMAN calling on wholesale and retail trade in Ontario and Quebec desires line on commission. Box 169, CANADIAN GROCER, Toronto. [49]

SITUATION VACANT.

WANTED—Two first-class tea travellers Dec. 1st, or not later than Jan. 1st, 1908, must be hustlers, know teas and have good connections; first-class reputation essential. Box 170, CANADIAN GROCER, Toronto. [48]

SITUATIONS WANTED.

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

ARTICLES FOR SALE.

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

LEGAL NOTICE

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

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

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

BOVRIL LIMITED

27 St. Peter Street, - MONTREAL

Have You Ever Asked Us

for our price list? Do you know what you can make by handling T. & B.?
If you haven't got this information **Now** is the best time to write for it.

T. & B.

is well known to be the coolest and most fragrant tobacco ever specially prepared for pipe use. Not a speck of "dope" in it. Just the purest Virginia leaf, cured and flavored as no other manufacturer knows how.

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

HAMILTON, CANADA

NOVA SCOTIA AND P. E. I.

Business Continues Brisk—New Fresh Fish Tariff Announced by Railways— Large Produce Shipments From Prince Edwards Island.

Halifax, N.S., Dec. 2.

The wholesale merchants are busy filling orders, and the general merchants in the country are having good times. Business all around appears to be booming, and no complaint is heard on any side. Trade conditions generally are satisfactory and fully up to expectations for the season of the year. Collections continue very good.

The city of Halifax has imposed a tax of \$20 on peddlars who go from door to door selling produce. The enforcement of this law will benefit the retail dealers, as only a small portion of those who follow this vocation will take out licenses. In addition to this the produce raisers who come to the city weekly with vegetables, butter, etc., are barred from selling in the same way, and the natural consequence is that this trade diverts to the retail shopkeeper. The new law will prove very inconvenient for the housekeepers, as they must go to the stores, but the object of it is to protect the shopkeeper, who has to pay high taxation.

All records for produce arrivals this season were smashed on Wednesday of last week, when eleven sailing vessels from Prince Edward Island came into port with their holds filled to the

hatches. Their aggregate cargoes were as follows: Potatoes, 34,504 bushels; oats, 11,288 bus.; turnips, 4,099 bus.; beets, 69 bus.; carrots, 95 bus.; parsnips, 46 bus.

The demand for potatoes is not as heavy as is usual at this season of the year. New Brunswick potatoes are quoted at 60c per bushel; Nova Scotia 55c, and Prince Edward Island at 45c, the latter ex-vessel. There is said to be considerable dry rot in the island potatoes this year. At public auction last week a cargo of one thousand bushels was sold at 38c per bushel.

Some of the commission men are looking for a drop in the price of all produce. They say that the present condition of the money market will bring this about very shortly. Pork has already dropped. Ten days ago it was quoted at 9 to 9½ cents. Last week it sold for 8 and 8½ cents, and even at these reduced prices the demand was not great.

The butter situation shows little improvement and the receipts for the season of the year are very light. Some of the farmers, it is said, have considerable butter on hand, but they are holding their stock back. Very little

dairy butter in small tubs was marketed during the past week. It was thought that with the closing of the cheese factories the butter situation would improve, but the indications for any large increase are not very bright. Good dairy in small tubs is worth about 28 cents, while creamery prints are quoted from 28 to 30 cents. Large tubs are selling from 26 to 27 cents.

There is much complaint among the trade regarding the class of apples marketed here. The local dealers have the greatest difficulty in securing high grade fruit, even when they offer the highest market prices. The farmer prefers to ship his fruit across to the Old Country, and in many cases his returns are less than half of what he could have received at home. It is quite true, as the farmer says, that a few carloads of No. 1 fruit would be sufficient to supply the demand in the Halifax market, but there are people here who would and could afford to pay high prices, if they had a guarantee from a reliable farmer that the fruit was first-class. The first and second rows of apples are always very tempting, but in most cases the quality varies deeper down. The apple markets continue very active and the weather most favorable for shipments. So far the frost has not been heavy enough to damage any of the fruit in transit.

The butter markets are considerably easier, having been relieved somewhat by the arrival of large tubs of dairy butter, but the price is still very firm. The demand has fallen off to some extent, due to the high price, as people

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cannot afford to buy it. As a result, the sales of molasses have increased. Fresh eggs continue very scarce and record prices are asked for the choicest stock. In the green market they sell for 15 to 50 cents. Very good case eggs can be had for 27c.

Prince Edward Island produce is now coming along quite freely, though much later in the season than usual. The receipts last week totalled about fifteen thousand bushels of potatoes, and three thousand bushels of turnips. Potatoes are quoted at 40 to 45 cents on vessel, and turnips at 30 cents per bushel. These prices will probably hold, as the demand is good locally, and also at other provincial points. The shipments from the island to American ports continue heavy, and a lot of Nova Scotia potatoes are being sent to the Havana market.

The Halifax and Southwestern Railway have issued their tariff rates for the transportation of fresh fish in iced cars from points on their line to Montreal. This car leaves Yarmouth every Friday morning attached to the express train, arriving in Halifax on Friday night, and from here is forwarded to Montreal on the fast freight, arriving in Montreal early on Tuesday. In a circular, P. Maoney, general freight and passenger agent, says: "The Department of Marine and Fisheries is particularly anxious to encourage the shipment of fresh fish to Canadian markets and everything else being equal, I think it is to the advantage of the fishermen of Canada to encourage home markets. Naturally it is not expected that if the prices ruling the Montreal market are lower than prices in the American market that the fishermen will ship to Montreal. On the other hand, I have been assured that, generally speaking, fresh fish will net better prices in the Montreal market than elsewhere, with the exception, of course, of halibut, which is shipped in large quantities from the Pacific coast." The special tariff on fresh fish, finnan haddies, etc, is as follows:

From	Rate 100 lbs.	
	L.C.L.	C.L.
Yarmouth to Lunenburg, inclusive	55c.	38c.
Martin's River, Chester Basin, western shore	54c.	37c.
Chester, East Chester, East River	53c.	36c.
Hubbard's, Ingram Port, Boutillier's	51c.	35c.
St. Margaret's Bay	49c.	34c.
French Village	47c.	33c.
Division: I.C.R. proportion	L.C.L.	
	35c;	C.L. 26c;
	H. & S.W. Ry. proportion,	balance.

The price of oysters on the island has dropped to \$4 and \$4.50 per barrel. Considerable excitement has been caused among oyster dealers over a large shipment that was forwarded to Montreal, and not allowed to be handled on account of their quality. It was reported that the oysters were under size and the inspector complained of them.

The fresh smelt industry is now booming on the island. Last week six tons were shipped to the American market.

PACKAGE TEA HOUSES AMALGAMATE.

Under New Arrangement Toronto Firm Moves to Montreal.

The Blue Ribbon Tea Co., Toronto, and the Ram Lal Pure Tea Co., London, Eng., have amalgamated. The change is in effect now with the pending removal of the former company's stock and equipment to the new Canadian headquarters at 266 St. Paul St., Montreal. It is expected that everything will be in shape in the new premises by January 1st next.

Mr. C. H. Roosmale-Cocq, who has been manager of the Blue Ribbon Tea Co., in Toronto, will have the general management of the newly-amalgamated companies. With his thorough training in teas in London and in the Canadian tea trade in Halifax, St. John and Toronto, the new company's package teas should swing forward with still greater impetus.

A PARTICULAR CUSTOMER.

"Ma wants a pound of cheese exactly like what you sent us last. If it isn't exactly like what she got before she won't take it," said the small boy.

The grocer turned to his numerous customers and remarked blandly.

"Some people in my business don't like particular customers, but I do. It's my delight to serve them and get them what they want. I will attend to you in a moment, little boy."

"Be sure and get the same kind. A lot of pa's relations are visiting our house and ma doesn't want 'em to come again," the small boy explained.

H. H. Barnard, of Montreal, representing Hunt & Co., Yokohama, was in Toronto last week completing a trip through Western Ontario.

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.

How Much Do You Spend?

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

JOS. COTE

The Largest Wholesale Importer and Tobacconist in the District.

Office and Sample Room: 186-188 St. Paul St.

Warehouse: 119 St. Andrew St., QUEBEC. Phone 1272

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

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



**Are
Your
Goods
on
The
Market?**

They may be first-class. Do the people know that they are?
Do you want help—a partnership—or have you a business for
sale?
Advertise in the condensed publicity columns of The Grocer
and **Tell Us If You Don't Get What You Want.**

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

THOUSANDS OF FEET OF Walker Bin Fixtures

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

Every Grocer Should Know About Them

WRITE FOR ILLUSTRATED CATALOGUE.

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

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

"Immense store improvement for very little expense."



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

BAGS

We sell Eddy's Paper Bags.

Write for Prices.

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

**Twine, Paper Bags
and Jute Goods.**

Phone Main 5548

COLES Electrically Driven Coffee Mills

Single and Double Grinder Pulverizing and Granulating

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



**Our
Grinders
Wear
Longest**

**Grinding
Capacity**
Granulating 2 lbs.
per minute.

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

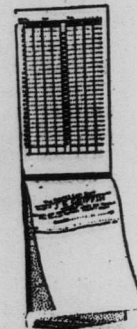
The Question is

Can you afford to carry on business without a

"Duplex" Counter Check Book?

Most progressive grocers have decided that
they can't. We would like to hear from you.

Many grocers have felt the need for a
check book that had a white paper and
a colored paper—one for originals,
the other for duplicates.



The Carter-Grume Company, Limited
Toronto and Montreal

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

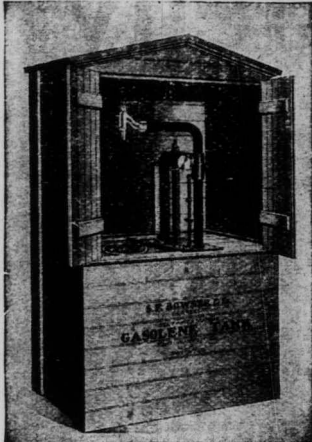
Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

RETAILING GASOLENE WITH PROFIT

is only possible when a Bowser Gasolene Tank is used—any other method means a loss.



Cut 10.—OUT-DOOR CABINET

And that's just the reason nine out of ten grocers will tell you they would rather not sell gasolene and only do so because customers demand it.

The reason the tenth man isn't kicking is because he has a Bowser and so makes a profit on every gallon sold.

A Bowser Gasolene Tank is leak, evaporation and waste proof—draws and measures ten gallons of gasolene in less time than one gallon takes with the old style tank. With it, you can sell all the gasolene you buy with the least possible amount of labor. That's why the Bowser insures profit from the sale of gasolene.

How this is accomplished is shown in Gasolene Catalog B.

S. F. BOWSER & COMPANY, Limited
66-68 Fraser Ave., Toronto, Ont.

"If you have an old Bowser and want a new one, write us for our liberal exchange offer."

TEA; Its History and Mystery

BY
JOSEPH M. WALSH
A Great Tea Expert

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

CONTENTS

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

Mailed to any address on receipt of

Price \$2.00 Postpaid

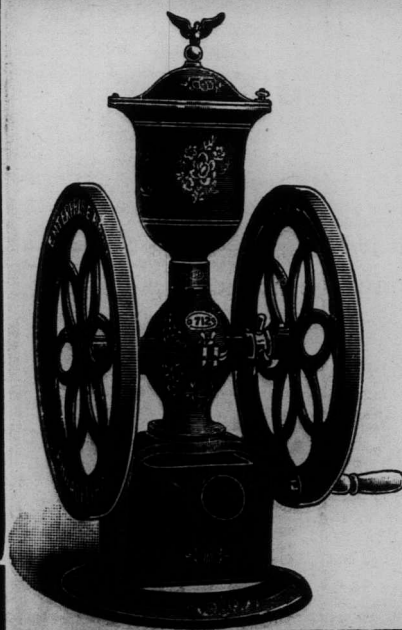
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TECHNICAL BOOK DEPARTMENT

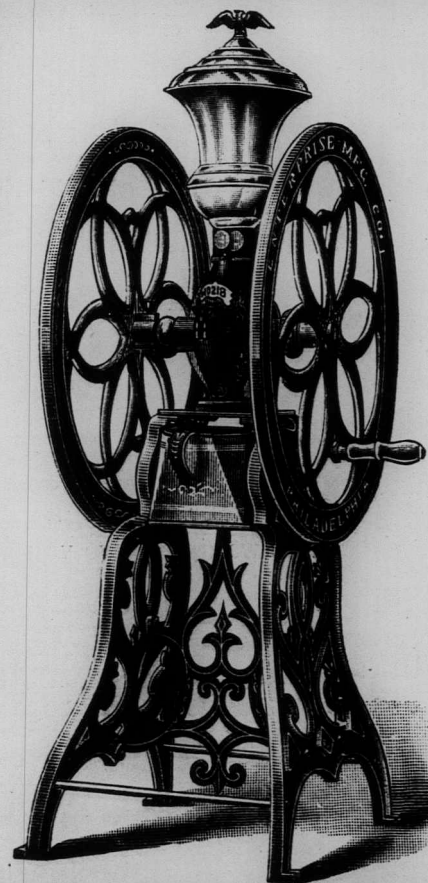
The Maclean Publishing Co.,
10 Front St. East, . . . TORONTO. CAN.

MARKED "ENTERPRISE"



Grocers who are posted will not accept a Coffee Mill unless it bears the name "ENTERPRISE." The excellence of the grinders has been proven by many years' efficient service. The strength of their construction cuts out the expense of repairs, and the beauty of their finish makes them an ornament in the store. Get our catalogue at once, illustrating every desirable kind of Rapid Grinding and Pulverizing Mills, from the smallest hand mills up to the most powerful electrically driven mills.

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



Imperial Dessert Jelly

YOU GET

A good profit,
 A dozen free with every gross,
 A reputation for selling the best,
 The manufacturer's guarantee.

\$10.50
 per gross.



\$10.50
 per gross.

YOUR CUSTOMERS GET

Good value,
 A pure food,
 The most delicious of its kind,
 Satisfaction.

Send your jobber an order for one gross to include the free dozen—
 If he wants to give you something else write direct to the manufacturers.

MacLaren Imperial Cheese Co.

Head Office : TORONTO.

Ltd.

Branches and Agencies in every part of the world.

Q
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Diamond
 1-lb. tins,
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QUOTATIONS FOR PROPRIETARY ARTICLES

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

Dec. 6, 1907.

Baking Powder.

Table listing Baking Powder products from W. H. Gillard & Co. including Diamond and Imperial Baking Powder with prices per case and per doz.



MAGIC BAKING POWDER

Table listing Magic Baking Powder products with prices per case and per doz.

ROYAL BAKING POWDER.

Table listing Royal Baking Powder products with prices per case and per doz.

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

CLEVELAND'S BAKING POWDER.

Table listing Cleveland's Baking Powder products with prices per case and per doz.

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

T. KINNEAR & CO.

Table listing Crown Brand baking powder products with prices per case and per doz.

ST. GEORGE'S BAKING POWDER.

Table listing St. George's Baking Powder products with prices per case and per doz.

Blue.

Table listing Blue brand products with prices per case and per doz.

Cereals.

Table listing Cereals products with prices per case and per doz.

EBY, BLAIN CO. LTD.

Table listing Eby, Blain Co. Ltd. products with prices per case and per doz.

Chocolates and Cocoas.

Table listing Chocolates and Cocoas products with prices per case and per doz.



Chocolate—Queen's Dessert, 1-lb. cake, 12-lb. boxes per lb. 38. Queen's Dessert, 6's, 12-lb. boxes, lb. 0 4 1. Vanilla, 1-lb., 12-lb. boxes per lb. 0 35. Parisian 3's per lb. 0 30. The following sweetened for household purposes:

Table listing various chocolate and cocoa products with prices per lb. or per doz.

FRY'S.

Table listing Fry's chocolate products with prices per lb. or per doz.

EPF'S.

Table listing Epf's chocolate products with prices per lb. or per doz.

BENSDORF'S COCOA

Table listing Bensusdorf's Cocoa products with prices per case and per doz.

JOHN F. MOTT & CO.'S. R. S. McIndoe, Agent, Toronto. J. A. Taylor, Montreal. Jos. E. Huxley, Winnipeg. Standard Brokerage Co., Vancouver, B.C.



Table listing Diamond Chocolate products with prices per lb. or per doz.

WALTER BAKER & CO., LIMITED.

Table listing Walter Baker & Co. products with prices per lb. or per doz.

Breakfast cocoa—5-lb. screw cap cans, 10 cans in case, 42c. 12-lb. boxes, 6 boxes in case, 1-lb. tins. 42c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c. 6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 43c. 12-lb. boxes, 6 boxes in case, 1-lb. tins. 45c. Sweet cocoa powder—12-lb. boxes, 6 boxes in case, 1-lb. tins. 35c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 35c. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 36c. Premium chocolate—6-lb. boxes, 12 boxes in case, 1-lb. pgs. 38c. 6-lb. boxes, 12 boxes in case, 1-lb. pgs. 38c. Milk chocolate—50 5-cent pieces to box, per box \$1.75. Vanilla sweet chocolate—50 5-cent pkgs., in box \$1.75. 6-lb. boxes, 12 boxes in case, 1-lb. tins. 30c. 6-lb. boxes, 12 boxes in case, 1-lb. pgs. 30c. Diamond sweet chocolate—6-lb. boxes, 12 boxes in case, 1-lb. pgs. 26c. 6-lb. boxes, 12 boxes in case, 1-lb. pgs. 26c.

Cocoanut.

Table listing Cocoanut products from Canadian Cocoanut Co. with prices per lb. or per case.

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED. "Jersey" brand evaporated cream per case (4 doz.) \$4 85. "Reindeer" brand per case (4 doz.) 5 60.



Coffees.

Table listing various coffee products with prices per case or per lb.

JAMES TURNER & CO.

Table listing James Turner & Co. products with prices per lb. or per case.

Rep. quarts, 1 " " " " 6 50. Imp. " 1 " " " " 9 00.



THOMAS WOOD & CO. "Gilt Edge" in 1 lb. tins \$0 33. "Gilt Edge" in 2 lb. tins 0 32. Canadian Souvenir 1 lb. fancy lithographed canisters 0 3.

Cheese.



Table listing MacLaren's Imperial Cheese products with prices per doz. or per lb.

Coupon Books—Allison's. For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & File, Montreal. \$1, \$2, \$3, \$5, \$10 and \$20 books.

Table listing Allison's Coupon Books with prices per doz. or per book.

Cleaner.

Table listing Brunwick's Easy Bright Cleaner with prices per doz. or per gallon.

The Davidson & Har, Wholesale Agent, Limited, Toronto.

Extract of Beef.

Table listing Extract of Beef products with prices per case or per bottle.

THOMAS J. LIPTON. Prices on application.

Infants' Food.

Table listing Infants' Food products with prices per case or per bottle.

Flavoring Extracts.

Table listing Flavoring Extracts products with prices per doz. or per bottle.



Discounts on application.

Jams and Jellies.

Table listing Jams and Jellies products with prices per doz. or per jar.

A Guarantee that is Worth Something

RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **STOVE POLISH**
IN CAKES **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 storekeepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

Lucky Cannerners

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

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

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

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

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

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

Terminal Warehouse and Cartage Co.

12-38 Grey Nun Street, MONTREAL

LIMITED

DO YOU CONSIGN?

GIVE WATSON, BOYD & CO. A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained

Prompt Returns

Enquiries Solicited

All Codes Used

Cable Address: BOYD, TRINIDAD

LONDON AND NEW YORK: FRAME & CO.

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

30-lb. wood
 Home Mad
 1-lb. glass 1
 case.
 5, 7, 14 and

"Shirriff's"
 Discount

THE N. K.

Tierces ..
 1-bbl.
 Tubs, 60 lb
 20-lb. Pails

THE A 1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON, - ENG.
LIMITED



T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in
crate, per lb. 0 07 1/2
7 and 14-lb. wood pails, per lb. 0 07 1/2
30-lb. wood pails, " " 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate
per lb. 0 07 1/2
30-lb. wood pails, " " 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in
case, per doz. \$1 80 2 90
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Jelly Powders



"Shirriff's" (all flavors), per doz. List price
Discounts on application, 0 90

Lard.

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



Tierces \$C 10 20-lb. tins 2 08
1-bbls. 0 10 Cases 3-lb. " .. 0 11 1/2
Tubs, 60 lbs .. 0 10 " 5-lb. " .. 0 11 1/2
20-lb. Pails 2 18 " 10-lb. " .. 11 1/2

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 35
" Ringed " 5-lb. boxes, per lb. 0 40
" Acme " pellets, 5-lb. cans, per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans, per can 2 00
Licorice lozenges, 5-lb. glass jars, 1 75
20 5-lb. cans, 1 50
"Purity" licorice 10 sticks, 1 45
" " 100 sticks, 0 75
Dulce large cent sticks, 100 in box, ...

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Lafamme, Montreal and
Toronto
Quart bottles, 2 doz., per doz. 2 90
Pint " " 2 doz., per doz. 1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Lafamme, Montreal and
Toronto
Quart bottles, 2 doz., per doz. 2 90
Pint " " 2 doz., per doz. 1 85

Lye (Concentrated).

GILLET'S PERFUMED. Per case

1 case of 4 doz. \$3 60
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.

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

Mustard.

COOLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins, per doz. \$1 40
" 1-lb. tins, " " 2 50
" 7-lb. tins, " " 5 00
Durham 4-lb. jar, per jar, 0 75
" 1-lb. jar, " " 0 25
F. D. 1-lb. tins, per doz. 0 85
" 1-lb. tins, " " 1 45

Olive Oil.

LAPORTE, MARTIN & GIE, LTD

Minerva Brand—
Minerva, qts. 12's \$5 75
" " 1-lb. jars, " " 6 50
" " 1-pt. 24's 4 25

Orange Marmalade.

T. UPTON & CO.

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

SHIRRIFF BRAND



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

THOMAS J. LIPTON

Prices on application.

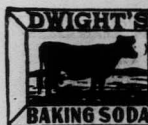
Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Lafamme, Montreal and
Toronto
1-pint bottles, 3 & 6 doz., per doz. 0 90
Pint " " 3 doz. 1 75

Soda.

COW BRAND.



Case of 1-lb. contain
ing 60 packages pe
box, \$3 00.
Case of 1-lb. (con
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 30
1-lb. and 60 1-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 25 pkgs. per
box, \$3

MAGIC BRAND. Per case.

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

Soap and Washing Powders

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross \$10 30
" black, " 15 30
Oricle soap, " " 10 30
Florida soap, " " 12 00
Straw hat polish, " " 10 80

Starch

EDWARDSBURG STARCH CO., LIMITED.

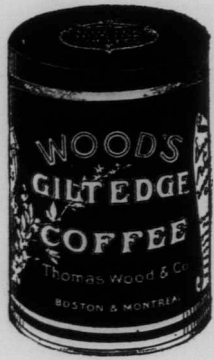
Laundry Starches— per lb
No. 1 White or blue, 4-lb. carton, \$ 0 07
No. 1 " " 3-lb. " " 0 07
Canada laundry, " " 0 06
Silver gloss, 5-lb. draw-lid boxes, 0 08
Silver gloss, 6-lb. tin canisters, " 0 8
Edward's silver gloss, 1-lb. pkg. 0 08
Eggs silver gloss, large crystal, " 0 08
Benson's satin, 1-lb. cartons, " 0 08
No. 1 white, blue and kept, " 0 08
Canada White Gloss, 1-lb. pkg., " 0 08
Benson's enamel, per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corn, " 0 07 1/2
Canada Pure Corn " " 0 06 1/2
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " or blue,
4 lb. lumps, " " 0 8 1/2

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 06 1/2
Finest Quality White Laundry—
2-lb. Canisters, cases of 48 lb. 0 07
Barrels, 200 lb. 0 06 1/2
Kept, 180 lb. 0 06 1/2
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
6-lb. toy trunks, 8 in case, " 0 08
6-lb. enameled tin canisters, 8
in case, " " 0 08
Kept, ex. crystals, 100 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 08
Canadian Licorice Starch—
Boxes of 48 fancy pkgs., per case 3 00
Celluloid Starch—
Boxes of 48 cartons, per case, " 3 60

IT'S THERE

Full value every time, no fluctuation, a standard article, good as gold without alloy. The quality that suits.



"GILT EDGE"

Coffee carries intrinsic worth in every particular. Experience is the best teacher, and Experience says that "GILT EDGE" Coffee, with its superb aroma, delightful flavor, and uniform strength, makes the best Leader.

Its introduction regulates and inspires your whole coffee trade.

Sold in 1 and 2 pound cans.

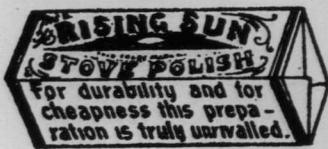
Cases of sixty pounds.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 60 lb.....	0 6½
No. 1 Branford Prepared Corn—	
1-lb. packages, boxes 60 lb.....	0 07½
Crystal Maise Corn Starch—	
1-lb. packages, boxes 60 lb.....	0 07½
SAN TOY STARCH.	
pkges, cases 5 doz., per case..	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb ..	0 07½
Durham corn starch, 40 lb.....	0 06½
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb..	0 07
" 3-lb. cartons, 36 lb.....	0 07
" 200-lb. bbl.....	0 06½
" 100-lb. kegs.....	0 06½
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 2-6 family pkgs., 48 lb	0 08
" 1-lb. fancy, 30 lb.....	0 07
" large lumps, 100-lb kegs.....	0 13
Patent starch, 1-lb. fancy, 30 lb..	0 06½
4-lb. fancy, 1-lb. packages 40-lb	0 06½
Coldwater Ivorine Starch, per	
box, 40 pkgs.....	3 00
Stove Polish.	
	Per gross.
Rising Sun, 6-oz. cakes, 1-gross boxes	\$8 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	
	Per gross
6a size.....	\$2 40
2a ".....	2 50
NICKLE PLATE STOVE POLISH.	
Pints.....	2 90
Quarts.....	5 40
1/2 gallons.....	5 10
Gall 1/2.....	4 80
gallons.....	4 50

Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03½
Kegs, 150 lbs.....	0 03½
2-gal. pails 25 lbs.....	1 25 each
3 " 38½ lbs.....	1 70
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	2 40
5 " 1 " ".....	2 75
10 " " ".....	2 65
20 " " ".....	2 60
(5, 10 and 20 lb. tins have wire handles.)	
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.....	0 03½ per lb.
Half-barrels, 350 lbs.....	0 03½
Kegs, 150 lbs.....	0 03½
2-gal. pails 25 lb.....	1 25 each
" 38½ lbs.....	1 75
2-lb. tins, 24 in case, per case ..	2 40
5-lb. " 12 " ".....	2 75
10-lb. " 6 " ".....	2 65
20-lb. " 3 " ".....	2 60



SALADA CEYLON.	
	Wholesale. Retail.
Brown Label, 1-lb.....	\$0 30 \$0 25
" 1/2-lb.....	0 31 0 26

Green Label, 1's and 1/2's.....	0 22	0 30
Blue Label, 1's, 1/2's, 1's and 1/2's	0 30	0 40
Red Label, 1's and 1/2's.....	0 36	0 50
Gold Label, 1's.....	0 44	0 60

LIPTON'S TEA



Thos. J. Lipton
75 Front St.
East,
Toronto.

Packed in air-tight tins only.

	wholesale	retail
Green label, 1's only.....	0 20	0 25
Blue " 1/2's and 1's.....	0 22	0 30
Orange " 1/2's, 1's and 1's.....	0 30	0 40
Pink " 1/2's & 1's, tins.....	0 35	0 50
Red " Dominion blend,		
1/2's and 1's.....	0 44	0 60
Gold " Afternoon blend,		
1/2's and 1's.....	0 50	0 70



Blue Label, 1's.....	\$0 19	\$0 25
Blue Label, 1/2's.....	0 19½	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
Green Label, 1's.....	0 30	0 40
Green Label, 1's and 1/2's ..	0 35	0 50
Red Label, 1's.....	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.

Japan Teas—	
Victoria, hf-c, 90 lbs.....	0 25
Princess Louise, hf c, 80 lbs.....	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs.....	0 18
Duchess, cases 60 lbs.....	0 19

"CROWN" BRAND

	Wholesale.	Retail.
Red Label, 1-lb. and 1/2.....	\$0 25	\$0 50
Blue Label, 1-lb. and 1/2.....	0 28	0 40
Green Label, 1-lb.....	0 19	0 25
Green Label, 1/2.....	0 20	0 25
Japan 1s.....	0 19	0 25



BLUE RIBBON TEA CO., TORONTO

	Wholesale.	Retail.
Yellow Label, 1's and 1/2's.....	0 22	0 25
Green Label, 1's and 1/2's.....	0 22	0 30
Blue Label 1's and 1/2's.....	0 25	0 35
Red Label 1's, 1/2's and 1's.....	0 30	0 40
White Label, 1's, 1/2's and 1's.....	0 35	0 50
Gold Label 1's and 1/2's.....	0 43	0 60
Purple Label, 1's and 1/2's.....	0 55	0 80
Embossed, 1's and 1/2's.....	0 70	1 00



Cases, each 60 1-lb.....	\$0 35
" " 120 1-lb.....	0 35
" " 180 1-lb.....	0 35

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.



	Wholesale	Retail.
Black, green, mixed, 1/2's.....	0 70	1 00
" " 1/2's.....	0 55	0 80
" " 1/2's.....	0 42	0 60
" " 1 lb. & 1/2's.....	0 40	0 60
" " 1 lb. & 1/2's.....	0 35	0 50
" " 1 lb. & 1/2's.....	0 30	0 40
" " 1 lb. & 1/2's.....	0 22	0 30
" " 1 lb. & 1/2's.....	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.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.....	\$0 22
" " 1-lb.....	0 22
Blue Label, retail at 30c.....	0 23
Green Label, ".....	0 30
Red Label, ".....	0 35
Orange Label, ".....	0 42
Gold Label, ".....	0 55

THOMAS WOOD & CO.

Montreal and Boston



	wholesale	retail.
Wood's Primrose, per lb.....	0 40	0 60
" Golden Rod.....	0 35	0 60
" Fleur-de-Lis.....	0 30	0 60
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 45	
" Amber, 8s. and 3s.....	0 60	
" Ivy, 7s.....	0 50	
" Rosebud, 7s.....	0 51	

Chewing—Currency, 12s. and 6s.....	0 46
" Old Fox, 12s.....	0 48
" Snowhite, 6s.....	0 51
" Fay Roll, 7s.....	0 56
" Stag, 10 os.....	0 45
" Bobs, 6s. and 12s.....	0 45
" 10 os. bars, 6s.....	0 45
" Fair Play, 8s. and 12s.....	0 53
" Club, 6s. and 12s.....	0 46
" Universal, 12s.....	0 47
" Dixie, 7s.....	0 56

JOS. COOTE, 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. OI, Havana P. Finos, 1-20.....	75 00

Cut tobaccos.

Petit Havana, 1, 1-12-1-6.....	0 48
Quebec, 1-4, 1-2.....	0 60
" 1-2.....	0 65
Cote's Choice Mixture, 1-lb tins.....	0 75
" " 1-lb ".....	0 70
" " 1-lb ".....	0 65

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	\$18 00
Absorbine, per dozen.....	6 00
Absorbine Jr., per dozen.....	9 00

Woodenware.

BOECKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.	Per doz.
A-4 string, plush finish.....	\$4 70
B-4 " fancy ".....	4 60
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 00
No. 2, 7 50	No. 3, 6 50

CANE'S WIRE HOOP WOODEN PAILS.

No. 1, 2-hp. pails.....	\$1 50
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 05
Original Globe.....	2 35
Superior Globe.....	2 50
Newmarket King.....	2 75
Jubilee.....	2 75
Diamond King Glass.....	3 35

CANE'S CLOTHESPINS.

	5 cases.	single
5 gross loose, per case.....	0 55	0 77
4 " packages, per case.....	0 62	0 87
6 " ".....	0 82	0 87

Yeast.

Royal yeast, 3 doz. 5c. pkgs.....	\$1 10
Gillett's cream yeast, 3 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.

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Paterson, R., & Sons, Glasgow, Scot.
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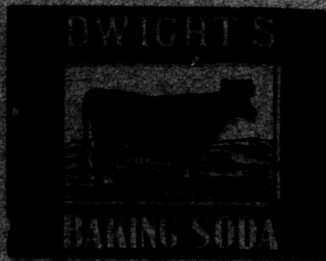
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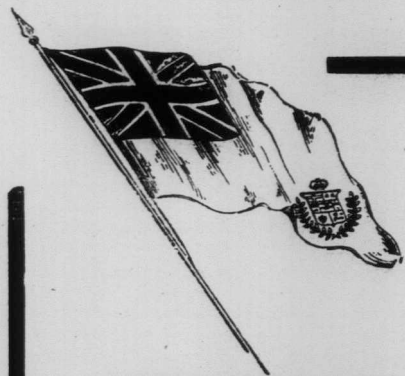
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