

CIRCULATES EVERYWHERE IN CANADA

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

CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, JANUARY 15, 1909.

NO. 3.

If It's Barley

you are selling, let it be

Robinson's Patent Barley

The most perfect and satisfying food
for young and old. If you have
not sold any, send for trial package,
particulars as to price, etc.



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

Agents for the Dominion of Canada

Another Short Syrup Talk

You know there is nothing so needful now as Syrup.

Syrup, that is, good Table Syrup, is a positive treat for any man's table.

Your customers will use it if you will bring it to their attention.

If it's "CROWN" Brand Table Syrup you offer them you will please
them, do them a service and they will come back for more.

"CROWN" Brand Table Syrup is Canada's best and purest corn product.

BUY FROM YOUR JOBBER

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

13 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

Maconochie's Pickles

There is a double satisfaction in selling Maconochie's pickles.

The satisfaction of knowing that you are selling something which in quality is unsurpassed at any price.

The satisfaction of making a good profit—good and sure.

All Maconochie's goods are good and bring the same satisfaction to the grocers who are handling them.

Ask your jobber or if he cannot supply them, for full information write to our Canadian Agents,

MacLaren Imperial Cheese Co., Ltd.

TORONTO

MACONOCHIE BROS.

London

England



Raisin Perfection :

Seedless

Not
Seeded

**GRIFFIN'S
SEEDLESS
RAISINS**

Seedless

Not
Seeded

A
Distinct
Fancy Variety of

**ABSOLUTELY
SEEDLESS RAISINS**

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

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelly Company

"Canned by Griffin"

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

Griffin's Canned Fruits

Arthur P. Tippet & Co.

MONTREAL



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

G. WALLACE WEESE

Manufacturers Representative
Grocers' and Confectioners' Supplies, Storage and
Distribution attended to.
Am open to accept one or two more clients, established
connections.
Offices: Myles Fireproof Storage Warehouse
HAMILTON, CANADA Correspondence Solicited

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Grocery
Brokers.
WAREHOUSEMEN
can give close attention to few more first-class
agencies. Highest references.

MONTREAL

FOR SALE

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

J. T. ADAMSON & CO.

Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants
MONTREAL

Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and
Lard.

J. WALTER SNOWDON

MANUFACTURERS' AGENT
AND BROKER

Open for exclusive representation of one
or two more reliable houses with good
grocery lines. Correspondence solicited.
Address

23 Burton Ave., Westmount, Montreal

D. McL. BROPHY

414 St. Paul St. Montreal
Broker and Manufacturers' Agent

Open to represent one more up-to-date house
desirous of utilizing my excellent con-
nection with the grocery trade.

Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER

GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT

Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

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

REGINA.

G. C. WARREN

Box 1036 - REGINA
Manufacturers' Agent and Commission
Merchant. Direct importer of all grades of
pure Ceylon Teas, and Grocery and Drug
Specialties. Dealer in Coffees, Spices,
Mustard, etc. Established eleven years.
More lines desired.

ST. JOHN

W. S. CLAWSON & CO.

Manufacturers' Agents
and Grocery Brokers

WAREHOUSEMEN

ST. JOHN, - N.B.

Open for a few more first-class lines

TORONTO.

ON SPOT

RAISINS, CHEESE, BEANS
EVAPORATED APPLES

AT LOWEST PRICES

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

TORONTO.

"EXCELSIOR"

Maple Syrup Compound

(Wine quarts)

On spot

Anderson, Powis & Co.

Agents

15 Wellington Street East, Toronto

**DOMINION STORAGE
& FORWARDING CO., LTD.,**

43 Colborne Street, TORONTO

Consignments stored at lowest rates in city.
All facilities for handling and shipping goods.
TELEPHONE MAIN 5661

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers

29 Melinda St., Toronto

MacLAREN IMPERIAL CHEESE CO.

Limited

AGENCY DEPARTMENT:

Agents for Grocers' Specialties and Wholesale
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage & Cartage Co.

81 Front Street East Limited

PHONE M. 2823

Storage facilities unequalled in
city - Special cartage delivery -
Lowest rate of insurance.

WINNIPEG

STUART WATSON & CO.

Wholesale Commission Brokers and
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

(Continued on page 4).

A GREAT COMBINATION

AND ESPECIALLY GOOD SELLERS JUST NOW

"PICKANINNY"

PANCAKE and

BUCKWHEAT

FLOUR Sells at—
2 for 25c.

"ANCHOR"

brand

MAPLE FLAVOR

—SYRUP—

WINE MEASURE TINS
PINTS, QUARTS, HALF-GALS., GALLONS
IMPERIAL MEASURE, 5-GAL. TINS

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

Ram Lal's Pure Tea

The first package Tea sold on the Canadian Market, and never been rivalled for
PURITY, QUALITY and FLAVOR.

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and 1/2s	Costs you	30c per lb.
		You sell at	40c per lb.
GOLD LABEL	1s and 1/2s	Costs you	35c per lb.
		You sell at	50c per lb.
LAVENDER LABEL	1s and 1/2s	Costs you	42c per lb.
		You sell at	60c per lb.
GREEN LABEL	1s and 1/2s	Costs you	50c per lb.
		You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb. \$1.75
		You sell at	50c per lb. 2.50
GOLD Tins	3s	Costs you	35c per lb. 1.05
		You sell at	50c per lb. 1.50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each
GOLD Tins	1/2s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
RED Tins	1/2s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
RED Tins	1/4s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

W. H. Escott
 141 Bannatyne Ave.
 Winnipeg - - Canada
**Wholesale
 Grocery Broker
 and
 Manufacturers' Agent**
 For prompt service use the wires.

ESTABLISHED 1887
Carman Brokerage Co.
 Wholesale Grocery Brokers
 WINNIPEG, CALGARY and EDMONTON
 GOODS STORED AND DISTRIBUTED
 141 Bannatyne Ave. WINNIPEG, MAN.

BASKETS
 You can make money as well as oblige your customers if you handle our
**Butcher Baskets,
 Clothes Baskets,
 Grain and Root Baskets
 and Patent Strawboard
 Berry Box.**
 We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.
**The Oakville Basket Co.,
 OAKVILLE, ONT.**

SASKATOON.
CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehouse and Forwarded, Warehouse on Transfer Track. Business Solicited.
 PHONE 159 SASKATOON,
 P.O. BOX 257. Western Canada

THE PEOPLE OF
JAMAICA
 are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
**KINGSTON
 "GLEANER"**
 might bring inquiries. Better write for rates to
I. G. STEWART, Halifax.

**Queen City Water
 White Oil**
GIVES PERFECT LIGHT
 The most economical high-grade oil ever sold in Canada.
FOR SALE EVERYWHERE

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

ESTABLISHED 1849
BRADSTREET'S
 Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World
 Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.
 Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices.
 Correspondence Invited.

- OFFICES IN CANADA —
 CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
 HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
 OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.
 THOS. C. IRVING, Gen. Man. Western Canada, Toronto.


EXPORT TRADE DEPARTMENT.
 Firms Abroad Open for Canadian Business.

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.

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



is without a peer in the Canadian market.
 No tea is more extensively advertised or better known.
 Good tea is a magnet which always draws trade.
 Ridgways Tea will be a trade winner for your store.
**CANADIAN OFFICE,
 VANCOUVER, B.C.**
 Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



ABSORBINE
 will reduce inflamed, swollen Joints, Bruises, Sore Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2 per bottle at dealers or delivered. Horse Book 7 D free.
ABSORBINE, JR., for man and Veins, Varicocoele, Hydrocele, Gout, Wens, Strains, Bruises, stops Pain and Inflammation
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
 LYMAN, SONS & CO., Montreal, Canadian Agents.

ASPARAGUS

We desire to call the attention of the fancy Retail Grocery Trade to our Simcoe Asparagus Tips.

These Tips are green and tender, with the full Asparagus flavor retained.

We claim for our Asparagus that it is superior in flavor and tenderness to anything that is imported, and the price is less. Why not **PUSH** the sale of Canadian Asparagus instead of the foreign article, especially when the quality is better and the price lower?

Simcoe Asparagus Tips can be secured from any wholesaler, and we will gladly send a sample tin to any grocer interested.

NEVER FORGET

"Canada for Canadians."

CANADIAN CANNERS, Limited



From the Garden to the Can

with as little handling as possible is the policy that has brought us to success. When fruits and vegetables are delivered by the growers to our factory our inspectors go carefully over them and reject anything that fails to come up to the high standard of excellence we have set for

Old Homestead Brand Canned Fruits and Vegetables

It does not pay us to pack goods of inferior quality any more than it pays you to sell them. You will make your good reputation more secure if you determine to sell

Old Homestead Brand Goods

They are of the quality that creates the satisfied customer, than which nothing is a better advertisement. Your jobber can supply you.

The Old Homestead Canning Co.

Picton, Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Packed Tomatoes Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal

F. H. Wiley, Winnipeg, Western Agent.

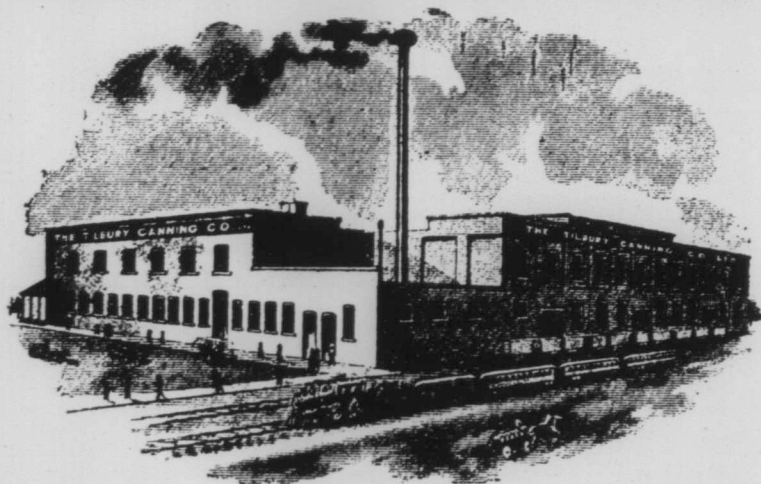
Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.



"Tilbury Brand" Canned Goods

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

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

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

The Tilbury Canning Company, Limited, **Tilbury,**
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

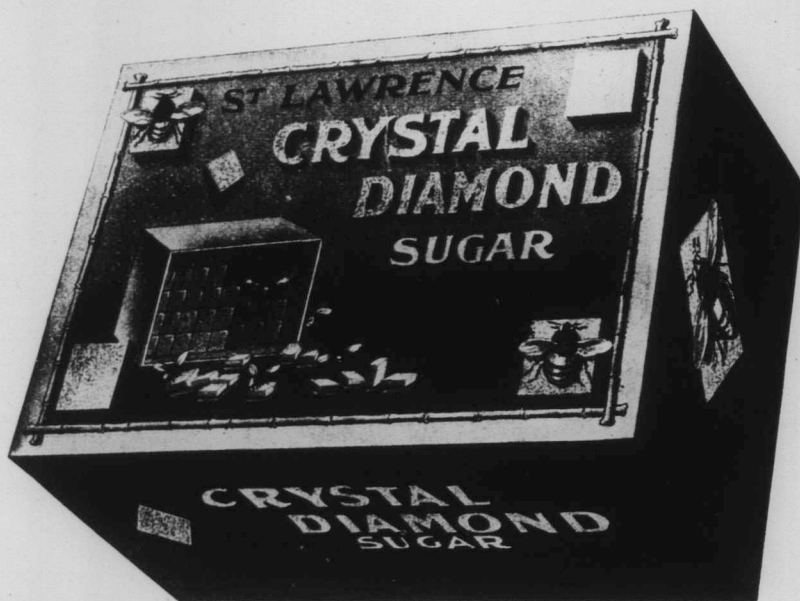
Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

ST. LAWRENCE

5-lb.
Cartoons



20 Cartoons
to the Case

CRYSTAL DIAMONDS

Small tablets or squares of brilliantly pure white crystal sugar, each one being of uniform shape and size. In addition to the 5lb. Cartoons, they are also supplied in bulk, packed in 25lb., 50lb. and 100lb. boxes, barrels and half barrels.

COME TO STAY

This sugar has come to stay. The sales of CRYSTAL DIAMOND SUGAR have already been so large, that we have been compelled to instal additional machinery in order to double our capacity.

We are also placing on the market another loaf sugar, being oblong tablets, slightly larger than the Crystal Diamonds. This sugar will be put out under the name of CRYSTAL DIAMOND DOMINOS and packed only in 5lb. cartoons. This is an ideal sugar for coffee.

The St. Lawrence Sugar Refining Co.
Limited, Montreal

1842

**Established
67 years ago**

1909

If you want to get the best values in

TEAS

we have them.

We guarantee to match your samples, with better grades
at lower prices.

We carry a nice assortment, and from now till spring we offer great bargains.

We have—

3,600 PACKAGES

Including :

Japan and Japan Siftings,
Ceylon, Green and Black,
Indian, Green and Black,
Formosa Oolong,
Gunpowder Pin Head,
Pea Leaf Moyune,
China Black, Soo Me.
"OWL" Teas in Packages, Ceylon, Green and Black.

We are not afraid to have you compare our samples with others. We are sure our prices will interest you, and the quality of our Teas is A1.

Samples and prices sent with pleasure.

L. CHAPUT, FILS & CIE.

**Wholesale Grocers
and Importers**

2, 4, 6, 8 de Bresoles St., MONTREAL

British Columbia Trade

can obtain supplies of

“Pure Gold”

Extracts

Salad Dressing

Jelly Powder

Powder

Quick Puddings

Borax

Baking Powder

Cream of Tartar

Condiments

Quick Tapioca

from Agents at VANCOUVER and VICTORIA
of the PURE GOLD MFG. CO., Ltd., Toronto

W. HARRY WILSON & CO.,

or from all Wholesale Grocers in British Columbia

TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the
Increasing American Demand

for

CEYLON TEA

READ THIS

EXPORTED TO AMERICA

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

Black, 7,053,900 lbs.

Green, 1,918,600 lbs.

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

Black, 8,296,500 lbs.

Green, 2,912,100 lbs.

An Increase in Direct Shipments

of 24.92%

And in a Year of Trade Depression, Too!

ESTABLISHED A. D. 1840

Distinctive Appearance—Distinctive Quality

“Pansy”

This is the best broom value in the market. The “Pansy” is just the right weight and thickness and has the springiness that pertains only to the highest grade of broom corn. Housekeepers who have once used the Pansy will have no other brand.

H. W. Nelson
& Co., Limited



Broom

We can supply you with brooms in a variety of grades to suit a variety of demand; but you can make more money by pushing the Pansy. If you haven't got our price list, write for it to-day.

Toronto

Ontario

E. D. S. Brand Jams and Jellies

Guaranteed
Absolutely
Pure



Unequaled
in
Flavor

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

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

It's never too cold to use

Borden's Brands of Condensed Milk

In fact climatic conditions have little to do with the sale of "EAGLE BRAND" CONDENSED MILK and "PEERLESS BRAND" EVAPORATED CREAM,—they have, through merit, become household necessities and grocery staples.

In stock with all jobbers


WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened



**'CAMP' pays
Buyer and Seller alike!**

No better Coffee Essence can be bought—or sold—since no better can be made.

'CAMP' pleases your customers — ALWAYS
'CAMP' shows you a good profit. You do the 'summing up'—then ask your Wholesale House about supplies.

R. Paterson & Sons, Coffee Specialists, Glasgow

CAMP

COFFEE



Imperial Evaporated Cream

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

Its superior has yet to be found.

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

HAVE YOU A STOCK?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

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



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

Good Tea gives your Customers a good Impression of your whole Business

Before recommending a tea to your customer should you not know by a personal test that you are giving her the best value in the market? Remember the reputation of your store is at stake. If you please your customer by selling her good tea, it is easier to please her with other goods. Your customers' confidence is the biggest asset you can have in your business.

That is why you are helping your own business when you are selling Red Rose Tea. It inspires confidence because it is always good tea. In every grade its combination of strength and flavor makes it the best value on the market. That is what your customers want; that is what you want to give them if you are seeking their confidence.

Red Rose Tea will give back to you in profit, with interest and reputation added, all the selling effort you put on it.

RED ROSE TEA "is Good Tea"

Branches

3 WELLINGTON EAST, TORONTO
315 WILLIAM ST., WINNIPEG

Try recommending it.

T. H. ESTABROOKS,
St. John, N.B.

Do You Carry

Marsala Wine ?

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

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

As such, it is much appreciated by the public.

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

Cost is \$7 a Case and up.

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

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

GOLDEN SLING SYRUP

(IN TINS)

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

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott.	Winnipeg.
C. DeCarlet.	Kingston.	R. G. Bedlington & Co.	Calgary
Jas. N. McIntosh.	Ottawa	Tees & Peerse.	Edmonton.
Geo. Musson & Co.	Toronto.	Wilson & McIntosh.	Vancouver
J. W. Bickle & Greening.	Hamilton.	C. Leonard Grant.	P. E. Island
G. H. Gillespie.	London		

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

WHY NOT

increase the sales of your
coffee department by using
CHASE & SANBORN'S
High Grades?

Chase & Sanborn
Montreal

The Importers



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 full particulars and prices write our Agents:

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
HAMILTON MORTON CO., 1 Wellington St. E., Toronto
W. H. AHRENS, 396 Victoria St., Winnipeg
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall,
LONDON - ENG.
LIMITED

UP-TO-DATE Merchants prefer selling the goods that give their customers **absolute satisfaction** and never hesitate in recommending

"MELAGAMA" TEA

which is fast becoming a household word in every community. **We guarantee a coin in every package.** For **BULK TEAS** let us know your requirements and we will cheerfully forward samples. We can give you highest qualities at prices that are bound to interest you.

MINTO BROS., TORONTO

Brooke Bond's Tea.

Our long experience, our large trade in Great Britain, and our system of buying *for cash* in the countries of production, enable us to offer you the highest quality at very moderate prices.

With every facility in our own Bonded Warehouses we blend and pack tea for all markets in foil, tin, lead, parchment-lined bags, or any other style of packing desired.

We pack under your own label and with any style of printing you may choose.

Agents for Western Canada:

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

Fruit Jars

Gem, Crown, Schram

Butter Tubs

20, 30, 50 lb. White Spruce

G.V. Parchment Paper

Brooms

Splendid Value

Wrapping Paper and Twines

ASK FOR OUR PRICES

Walter Woods & Co. Hamilton and Winnipeg

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

THE LOBLAW CREDIT SYSTEM

Cuts your bookkeeping in half.

The less writing you do in bookkeeping,
the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Business is Booming in the West

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

Correspondence invited

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

Manufacturers' Agents and Brokers

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

THE CANADIAN GROCER

Ewing's Herbs Excel

It has always been our aim to put up the finest herbs on the market. That we have succeeded is evidenced by the increasing demand reported by retailers for **Ewing's Sage, Savory, Mint, Thyme, Marjoram**, etc.

Are You Selling Them?

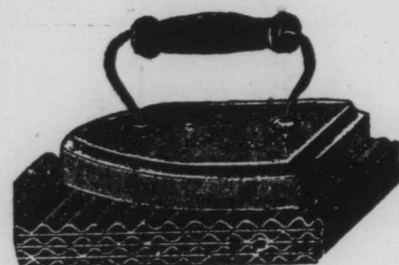
S. H. EWING & SONS 98 King St., Montreal
Also at Toronto



PATENT APPLIED FOR

Mr. Grocer !!

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.



PATENT APPLIED FOR

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in already. MAKE A HIT! Be the first in your town to have them on sale. WOMEN DO THE BUYING of groceries and provisions!

EVERY WOMAN takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—5 cents—that REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE—there she is sure to leave her order for other things.

Advertise Your Business !!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull your customers for KAISER WAX PAD—and by so doing pull your customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

The Ancker-Thiem Co.
CHICAGO, U.S.A.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.
W. L. Mackenzie & Co., Winnipeg and Calgary.
G. C. Warren, Regina.
Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
W. S. Clawson & Co., St. John, N.B.
D. B. Brubacher, 199 Pape Avenue, Toronto.
W. A. James, Vancouver, B.C.

WANTED — Agents throughout Canada in unrepresented distributing centers.

STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

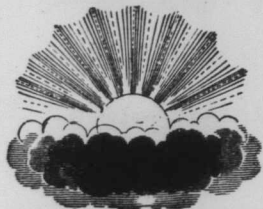
JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

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

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

**QUAKER
BRAND SALMON**

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

YOU KNOW US :

Our reputation stands behind Quaker Brand Salmon.

Prices :

Talls, \$2.00 Flats, \$2.15

Mathewson's Sons

Wholesale Grocers

232 McGill Street - - Montreal

Walter Baker & Co.'s

Cocoas and Chocolates

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

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

**Jams, Jellies and
Sealed Fruits**

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

ORIGINAL LANGLEY WARE

Speaks for itself



Finish and workmanship of the finest English Manufacture.
Colors, Plain Green, Plain Green and Gold, Brown and Green, Chocolate, and Fancy Designs.

Tea Pots, with or without Percolators.

Also the

Original Langley Fire-Proof Ware
in Plain Green and Brown

The most up-to-date and complete line of earthenware Pottery, consisting of Art Pottery, Jardinieres, Vases, Flower Tubes, Tobacco Jars, etc.

Kitchen Ware, Bake Pans, Egg Poachers, Milk Boilers, Sauce Pans and Butter Jars, etc.

LOVATT & LOVATT, Langley-Mills near Nottingham, Eng.

Write for illustrated catalogue and price list to

CARVETH and COMPANY, Sole agents for Canada.

600 Lindsay Building, - MONTREAL

It is profitable to handle

SNAP

THE WORLD'S BEST

Hand Cleaner

It is the instantaneous dirt remover. When it comes to cleaning greasy, painty, dirty hands one tin of Snap will do more effective and satisfactory work than four times the quantity of any kind of soap. Snap leaves the hands clean, unchapped, soft and white. Your jobber can supply you, and there are



SPLENDID PROFITS

The Snap Company, Limited

Montreal, - Canada

BLACK KNIGHT



STOVE POLISH

The housewife's favorite because it produces a brilliant durable polish in very quick time, with the minimum of labor and without staining her hands.

Your Jobber Can Supply You.

Made only by

The F. F. Dalley Co., Ltd.

Hamilton, Canada - Buffalo, N.Y., U.S.A.



**Klondike
Jubilee
Sterling**

These three names have for years stood for **high quality** in **Brooms.**

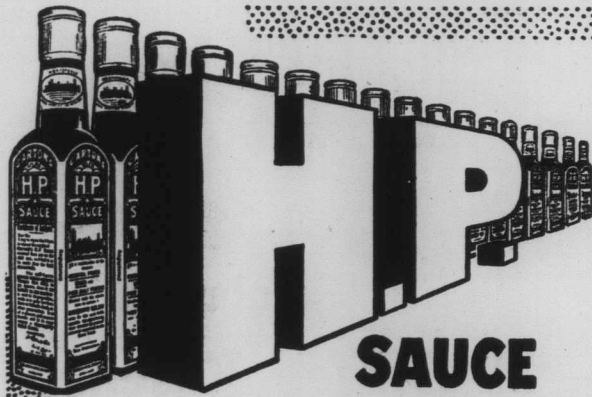
They are now put up with polished maple handles and are unequalled for value.

Manufactured by

STEVENS-HEPNER CO.

Limited

Port Elgin, Ontario, Canada



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

W. G. Patrick & Co., Toronto and Montreal.
Georgetown Co., Ltd., Calgary, Alberta.

R. B. Seeton & Co., Halifax, N.S.
Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., LTD. BIRMINGHAM AND LONDON, ENG.



We have proven that

**STERLING
BRAND
PICKLES**

Sauces and Catsup are second to none. The demand for these Canadian made goods is increasing. Do not lose sales by being out of stock in these lines.

ORDER FROM YOUR
JOBBER, OR DIRECT.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

**What
Balmoral
Purity
Means**

When we cite purity as the outstanding feature of Balmoral Scotch Marmalade we desire to impress upon you the fact that the finest Seville bitter oranges and highest grade Canadian granulated sugar are the **SOLE** ingredients of this popular and profitable line.

J. W. WINDSOR

MONTREAL

**Shirriff's
Jelly
Powders**

IMPERIAL EXTRACT
COMPANY



Make pure, sparkling, full flavored Jelly. They are in reality jellies in concentrated form and

never disappoint your customers when the simple directions are followed. Send your orders in to-day.

18-22 CHURCH STREET
TORONTO - CANADA

For You Mr. Grocer Our 1909 Price List

Perhaps you buy our lines.
In any case our new Price
List is of particular interest
TO YOU.

It is complete in every re-
spect, containing beautiful,
natural reproductions of
our various lines of
Maple Syrup and
Maple Sugar
Specialties ❖ ❖
Confectionery
Jams, Jellies
Marmalade
Pickles, Ket-
chup, Etc., and
detailed prices and
descriptions.

You will get ideas from it. It is
worth having for reference pur-
poses. And **IT DOESN'T COST**
YOU ANYTHING.

A postal brings it *Tell us to-day you want it*

Sugars & Cannery

Limited

MONTREAL

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

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

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

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

Thos. Symington & Co. EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Grocers

Make Your Wants Known
BY ADVERTISING IN

The Canadian Grocer

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

SEE PAGE 67

ESTABLISHED OVER 200 YEARS

CHAMPION'S

**IS THE BEST
VINEGAR**

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



**“WHITE SWAN GOODS
ARE GOOD GOODS”**

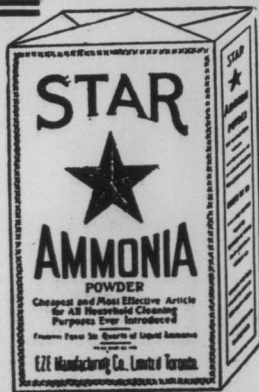
— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

SUCCESSORS TO THE ROBERT GREIG CO. LIMITED

TORONTO



A Rapid Seller and a Producer of Unlimited Repeat Orders.

A Great Convenience—

McGregor's

Patent Bag Holder

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

KILGOUR BROS.

19 Wellington St. West, - TORONTO



THE CANADIAN GROCER

PRUNES

Get our quotations before placing your order.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

SUGAR

When next purchasing supplies of Granulated Sugar ask for

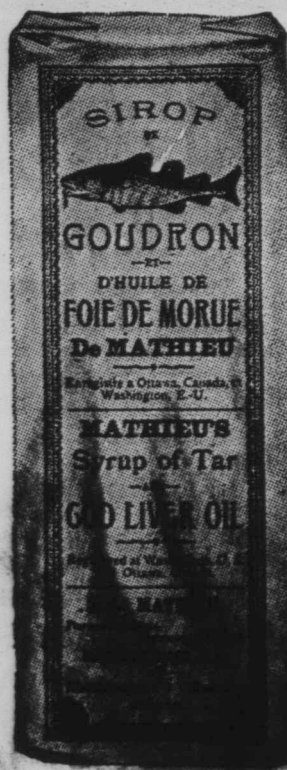
Redpath

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

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

The
Canada Sugar Refining Co.,
Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

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

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

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

Just look over your stock and send us your order.

J. L. MATHIEU CO., PHARM. MONTREAL, P.Q.

L. CHAPMAN, PHARM. MONTREAL

JAPAN TEAS

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

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE 596 free to buyers.

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

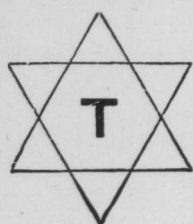
Price Lists and Illustrated Catalogue on request

AGENTS

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

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.



Honey is Scarce

We have plenty at attractive prices in

60 pound tins
Cases 6/10 pound tins
" 12/5 " "
" 24/2 " "

Ask our travellers for prices.

James Turner & Co., Limited

Hamilton, Ontario

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.

A	Adamson, J. T., & Co..... 2	Allen, Robt., Co..... 2	Allison Coupon Co..... 57	American Tobacco Co..... 64	Anderson, Powis & Co..... 2	Ancker-Thiem Co..... 18	Aylmer Condensed Milk Co..... 14
B	Baker, Walter, & Co..... 56	Balfour, Smve & Co..... 21	Beamsville Preserving Co..... 8	Benedict, F. L..... 56	Bickle, J. W., & Greening..... 61	Bloomfield Packing Co..... 7	Borden Condensed Milk Co..... 14
C	Brand & Co..... 16	Brayley & Co..... 19	Bristol, Geo. & Co..... outside back cover	Brooks-Bond & Co..... 16	Brophy, D. McL..... 2	Camp Coffee..... 14	Campbell's R. Sons..... inside back cover
D	Canada Brokerage Co..... 47	Canada Sugar Refining Co..... 24	Canadian Coconut Co..... 51	Canadian Carvers..... 5	Canadian Condensing Co..... 14	Canadian Salt Co..... 18	Capstan Manufacturing Co..... 70
E	Edwardsburg Starch..... outside front cover	Empire Tobacco Co..... 64	Enterprise Mfg. Co..... 66	Escott, W. H..... 4	Estabrook's, T. H..... 15	Evans, R. H., & Sons..... 18	Eze Mfg. Co..... 23
F	Fairbank, N. K., Co..... 70	Fearman, F. W., Co..... 50	Fels & Co..... 63	Gibb, W. A. Co..... 62	Gillard, W. H., & Co..... 19	Gillett, W. W., Co., Ltd..... 53	Girard, P. J..... 51
G	Goo'willie & Son..... 71	Gorham, J. W., & Co..... 2	Grant, W. J..... 61	Hamilton Cotton Co..... 68	Heinz, H. J., Co..... 50	Hill, W. A..... 67	Hillock, John & Co..... 67
H	H-O Co..... 53	H. P. Sauce..... 25	Hough Litho Co..... 76	Imperial Extract Co..... 25	James, F. T. & Co..... 67	James Dome Black Lead..... 18	Kingery Mfg. Co..... 56
I	Lambe, W. G. A..... 2	Laporte, Martin & Co..... 26	Leitch Bros..... 57	Leonard Bros..... 61	Lyle, T. A. Co..... 25	MacNab, T. A., & Co..... 2	McCabe, J. J..... 58
J	McDougall, D., & Co..... 64	McGregor Paper Bag Co..... 23	McWilliam & Everist..... 53	Magee, Fred..... 63	Magor, Frank..... outside front cover	Marsala Wine..... 11	Mathewson's Sons..... 19
K	Mathieu J. L. Co..... 24	Metropolitan Bank..... 68	Merchants Counter Check Book Co..... 66	Midland Vinegar Co..... 25	Millman, W. H., & Sons..... 2	Minto Bros..... 17	Mooney Biscuit and Candy Co..... 55
L	Moree Bros..... 70	Mott, John P., & Co..... 56	Muree Commerciale Italiano..... 15	Nation, E. J. & Co..... 54	National Licorice Co..... 21	National Oyster Carrier Co..... 61	National Salesman's Training Assn..... 67
M	Nelson, Dale & Co..... 56	Nelson, H. W. & Co..... 13	Niagara Falls Canning Co..... 7	Nishimura, S. T. & Co..... 16	Norton Mfg. Co..... 65	Oarville Basket Co..... 4	Oakey, John, & Sons..... inside back cover
N	Old Homestead Canning Co..... 6	Ontario Lamp & Lantern Co..... 70	Ontario Seed Co..... 62	Paradis, C. A..... 56	Paterson's Sauce..... 71	Patrick, W. G., & Co..... 2	Payne, Geo. & Co..... 54
O	Peters Michael..... 68	Pickford & Black..... inside back cover	Poulin, P., & Co..... 52	Pure Gold Mfg. Co..... 11	Queen City Oil Co..... 4	Ram Lal's Tea..... 3	Red Rose Tea..... 15
P	Ridgways Collecting Agency..... 56	Ridgways Tea..... 4	Robinson, O. E. & Co..... 62	Rose & Laflamme, Ltd..... 71	Rutherford, Marshall & Co..... 52	Ryan, Wm., Co..... 50	St. Lawrence Sugar Refining Co..... 9
Q	'Salada' Tea Co..... 49	Sanitary Can Co..... 65	Scott, David, & Co..... 4	Smith, E. D..... 13	Snap Co..... 20	Snowdon, J. Walter..... 2	Sprague Canning Machinery Co..... 4
R	Stamper, D..... 2	Stevens-Hopner Co..... 50	Stewart, I. C..... 4	Stringer, W. R..... 59	Sug'rs and Cannors Ltd..... 22	Symington, T., & Co..... 22	Thomas Bros..... 52
S	Tilbury Canning Co..... 8	Tippet, Arthur P., & Co..... 1	Todhunter, Mitchell & Co..... 21	Toronto Salt Works..... 52	Truro Condensed Milk Co., Ltd..... 50	Tuckett, Geo. E., & Son Co..... 67	Turner, James, & Co..... 27
T	Verret, Stewart Co..... outside back cover	Wagstaffe Limited..... 19	Walker Bin & Store Fixture Co..... 66	Walker, Hugh, & Son..... 59	Warren, G. O..... 2	Watson, Andrew..... 70	Watson, Stuart..... 2
U	Weese, G. Wallace..... 2	Wetley, J. H..... outside back cover	White & Co..... 59, 62	White Swan Spice & Cereals, Ltd..... 23	Windsor, J. W..... 75	Wiseman, R. B. & Co..... 17	Wood, Thomas, & Co..... 68
V	Woodruff & Edwards..... 72	Woods, Walter, & Co..... 17	Young, W. F..... 4				

Guild Case Awaits Judge's Decision

Thursday, Friday and Saturday of Last Week Taken Up With Summing Up by Counsel—Witness Says Trade Agreements Are Not Kept—Many Previous Decisions Introduced as Precedents Bearing on the Case—Verdict Will Be Given by Justice Falconbridge After Due Consideration.

The guild case is over. That is, so far as the lawyers and witnesses are concerned. The most important part, however, the Judge's verdict, is yet to come. With the close of Crown Counsel G. Tate Blackstock's reply after counsel for both sides had reviewed the evidence during the two days previous, on Saturday morning, closed a case which will probably decide for some time to come the business methods to be used in the Canadian wholesale grocery trade and will also mark an epoch in legal decision. The case has been watched intently not only by the trade in Canada but also across the line, by reason of the fact that it is more or less a test as to the legality of certain business methods now in operation and Chief Justice Falconbridge's decision is being awaited with general interest.

One noticeable feature of counsel's argument on Friday and Saturday was the citation of a large number of precedential cases which bore more or less directly on the case in point. The counsel for the defence had a very respectable little library in court and many of those volumes were made use of during the progress of the argument.

It had been supposed that all the evidence had been put in at the hearing some weeks ago, but previous to counsels' argument the Crown put F. W. Hudson, of the Canada Brokerage Company, in the box, presumably to throw some new light on the dealings between the guild and the Pacific Selling Co., the operations of which were more or less made public before.

Fred. Hudson's Evidence.

Mr. Hudson told of the formation of the company and of his connection with it. After application for a charter the company began business in July, 1903, making arrangements with Mr. Carey, of the Pacific Selling Co., to handle salmon for them. He, the witness, was to get a commission. The company handled 1,500 cases of clover leaf salmon, which was an average sale, and also 500 cases of the Arrowhead brand. In December of that year there was an attempt to put the Canada Brokerage Co. out of business. In December, 1903, Mr. Hudson went to New York and entered into a contract with Mr. Carey for 1904, purchasing 2,000 cases of Clover Leaf and some of the Arrow brand. In the spring of the following year the guild took the matter up with the Pacific Selling Co., at New York. Through correspondence from the Pacific Selling Co. Mr. Hudson was told that sales in the brands of salmon he was selling for them were decreasing, whereas he claimed they had increased.

After considerable correspondence respecting the matter Mr. Carey had come to Toronto and they had talked over the question. Mr. Carey had told him that strong pressure was brought to bear upon the Pacific Selling Co. to prevent them selling to the Canada Brok-

erage Co., and that the company was up against a "brace" game. The witness was also told that the Quebec and Ontario guilds had joined hands and that the Pacific Selling Co. could not afford to lose their Quebec trade. His business was appreciated but the company had first to consider their interests in Quebec.

Mr. Blackstock read the correspondence that had taken place between Mr. Hudson and the company he had represented. In one letter the latter objected to selling goods outside of the city of Toronto as per agreement. Mr. Hudson had sold salmon to a St. Catharines party.

Mr. Carey, in March, 1905, left the company, and was succeeded by Mr. Corby, who had written considerable correspondence to Mr. Hudson. Mr. Corby, it will be remembered, gave evidence at a former session of the trial.

"Mr. Corby told you he could deal with the Ontario guild, but not with the joint guilds of Ontario and Quebec?" asked Mr. Blackstock.

"Yes, sir."

A letter to the witness, dated May 3, 1905, was in part as follows:—"You do not fully appreciate our position in the matter, as we are confronted with the loss of business. You underestimate the alliance of the guilds among the different Provinces. We cannot agree that we are placing you in a peculiar position. We are compelled to push the sale of our own products. If it were a question only of the Toronto market, or even Ontario, it is possible things could be reconciled, but we are feeling the effects in the other Provinces."

The Pacific Selling Co. on May 16, 1905, wrote Mr. Hudson that owing to the conditions existing, the company had entered into arrangements with the guilds of Ontario and Quebec which would preclude further business with him.

Mr. Johnston objected to the submitting of these letters as evidence, because they weren't proved, and because they did not tend to prove any conspiracy. His Lordship noted the objections.

A Stiff Cross-examination.

The cross-examination of the witness by F. F. B. Johnston, K.C., then followed, in which Mr. Hudson stated that the Canada Brokerage Co. was formed to do a wholesale trade.

"To avoid being charged as retailers?" Mr. Johnston suggested.

Mr. Hudson would not admit it, however.

"You knew if you went into the retail business you couldn't buy on wholesale prices, so you took this method of becoming wholesalers?"

"We were going into the wholesale business."

"You bought at wholesale prices and received a commission of 1½ per cent?"

"That is right."

"Were you selling to wholesalers in 1903?"

"Yes."

"Were you selling to retailers in that year?"

"After the formation of the company in July we were."

"You sold to retailers at wholesale prices?"

"Yes."

"At what profit?"

"About from 5 to 7½ per cent."

"Where are your corporation papers?"

"I haven't them here."

"Have you anything here except Mr. Hudson?"

"No," was the answer.

"If the Pacific Selling Co. sold to your customers at your rate, that would put you out of business and you would refuse to buy their goods?"

"Yes, naturally."

"To carry on business you must be protected by wholesale prices?"

"Yes."

"What do you say about a man buying from the Pacific Selling Co. and cutting prices?"

"That's his own business."

"Who fixed the prices?"

"The Pacific Selling Co."

"The wholesalers had nothing to do with it?"

"No."

"You bought from the salmon people and had to sell at certain prices?"

"No."

"Your agreement was to that effect?"

"Yes."

Here Mr. Johnston wanted the witness to admit that he was a breaker of agreements.

"You tried to sell outside your territory, in St. Catharines?" asked Mr. Johnston.

"Apparently, yes, but there was no specific arrangement."

"Weren't you confined to Toronto?"

"No, we bought the goods and could sell them any place. As an individual agent I was confined to Toronto."

"In the bulk of the cases you didn't keep the prices agreed upon?"

"Very likely."

"Did any of the Toronto wholesalers buy from you?"

Mr. Hudson recollected Col. Davidson having bought 50 cases.

"I'm told some of these men bought direct from this company?"

"If so, I got the credit."

"Did you ever break your agreement in selling to some wholesalers at lower prices than to others?"

"No: Clover Leaf salmon had its fixed f.o.b. prices."

"I'm not talking about salmon," replied Mr. Johnston. "it's the principle of the thing I want to get at."

Breaking Agreements.

"If agreements were made by wholesalers with the manufacturer to sell at limited prices and they break this, this would disorganize the trade?"

"I presume it does."

"This would mean a loss of your capital?"

"Yes."

"You couldn't convert your warehouse into a retail establishment?"

"No."

"The wholesalers would have to go into some new business?"

"Yes."

Mr. Johnston then referred to the time it took to build up wholesale business, working out the same idea.

"Was there a falling off in the Pacific Selling Co.'s business in 1903?"

"I am not in a position to say."

"Then Corby may have been correct in his statements?"

"May have been."

Mr. Blackstock asked his Lordship's opinion on certain acts done by defendants, mainly the sending of circulars, since the beginning of the trial. His Lordship ruled that the circulars should not be admitted.

Mr. Washington then proceeded to re-examine Mr. Hudson.

Explaining his statement in regard to the keeping of agreements, Mr. Hudson said these were not generally kept. He had had an agreement regarding Clover Leaf salmon, but constant complaints came in regarding cutting by different wholesalers. "Some are very strict," he said, "but as a general case these selling agreements are not kept."

"Why?"

"They've combined so many articles that there is no room left for competition."

Mr. Hudson said he thought it would be better if there was no agreement. "Business could be done freely and honestly," he said, "which it is not now."

Mr. Johnston—"You think these agreements do not amount to anything?"

"Very little."

This concluded the evidence.

In reply to a question from Mr. Blackstock his Lordship directed that he would hear argument from two counsel on each side with one reply. In view of the fact that his Lordship could not give judgment on the moment he pointed out that it would not be necessary to read the evidence.

The Crown's Address.

S. F. Washington, K.C., opened the argument for the crown, stating that the prosecution was being carried on under section 498 of the Criminal Code, and sub-sections B, C and D, under this, he read these. Section B refers to restraint of trade, C to the unduly enhancing prices and D to the prevention of the barter, sale or supply of goods.

He then outlined the evidence, referring particularly to the written evidence as included in the 112 exhibits.

At the afternoon session, Mr. Washington really got down to business.

Getting Back to First Principles.

"Certain natural laws of trade are important to keep in mind when considering restraint of trade," he said. "One of these being the personal right of man to buy and sell his goods where and for what he pleases. Trade knows no restrictions, so that anything which interferes is a restraint. Every man is a born free trader."

"The ordinary channels of trade were open till the Guild made its appearance," he said. "They closed them. They initiated conducive measures to obtain fixed prices from the manufacturers. Mr. Beckett denied the existence of any of these measures in his cross-examination. He says it was suggestion. This was very forcible suggestion, as was seen in the evidence regarding the Crosse & Blackwell business."

"This is so in regard to almost every article the Guild is concerned with. It was so as to sugar, tobacco, salt, cereals, canned meats, starch, etc. The Price Committee was formed for this very purpose. The reply of the manufacturers to the letters sent out show that they were not anxious to change. The evidence shows that many of them struggled in vain against these coercive measures. Crosse & Blackwell's were anxious not to do business without this agreement, but were ultimately forced to sign it."

"Correspondence bristled with complaints from all over against cutting prices. Evidence was given to show that companies could cut prices and still make profits. Coercion against cutting of prices was a restraint to trade, preventing it from following in unrestricted channels."

The agreements quoted in all these exhibits are practically the same as in the case of the Pacific Selling Co. First of all, there is no competition among the wholesalers at all. They all sell at the same price."

Forcing the Cannery Together.

Referring to the evidence of R. L. Innes, that the cannery's agreement was originated by the Canadian cannery themselves, Mr. Washington quoted from other letters and evidence to show that the present cannery's agreement was really instigated at a meeting of wholesalers in Toronto.

"It was only after interference by Mr. Beckett," he said, "that they refused to sell to the Provincial Grocers Co."

"The summary of all this is that wholesales, with retail counters, co-operative concerns, department stores and manufacturing confectioners, are shut out and the businesses confined to the Guild members."

Mr. Washington then referred to the difficulties of getting into the wholesale business since the Guild arrangements had been made. "This group of gentlemen presume to say whether I am a wholesaler and whether I have any right to do business, after that will any one deny there is no restriction of trade?"

"A few words about enhancement of prices. The affect of the Guild on the consumer was proved in the evidence of B. W. Robertson, of Kingston, where firms all over the Dominion were willing to cut prices, as was the case many, many times, and were prevented from doing so by the Guild, this surely means enhanced prices. Again, if the retailer gets as much profit as he used to, and

the manufacturer and wholesaler both get more, the consumer must pay the advance.

The statute referring to the case, says, "unreasonably advanced the price." Mr. Blackstock submitted that the word "unreasonably" was used in the same sense as the word "unduly" in a previous case where judgment was given by Justice Osler.

"What is a conspiracy?" said Mr. Blackstock, quoting a definition of Justice Fitzgerald, and said that the present case came under the same definition.

"The Provincial grocers," said Mr. Washington, "had a perfect right to buy and sell from whom and to whom they pleased at any prices so long as they did it legitimately."

Shows a Conspiracy.

"I submit," he said, "that this case showed a conspiracy in the common law, while the object of the Guild was lawful, the methods they adopted were unlawful. What the Guild tried to do was to monopolize the trade for that body which they chose to call wholesale grocers."

"What is the defence as far as we can judge of it? The defendants have been in the box and declared they did not do any of these things. The evidence is overwhelming that they did try to do these things."

"They say they did not try to prevent manufacturers selling direct to the retailers. Crosse & Blackwell, for instance, had a right to sell to both classes."

"Any man has a right to say, 'I don't like you and won't sell to you,' but half a dozen wholesalers in Hamilton have no right to combine together and say they will not sell to me." Mr. Washington quoted several previous decisions to back up his statement.

"The real defence is what we used to call 'confession and avoidance,' continued Mr. Washington. "What they say is 'we had to do it to save our commercial lines.' They say they would have to go out of business if they did not do these things. We do not hear of any of them failing or going out of business."

Cut Out the Dead Wood.

"If a lot of the deadwood in the wholesale trade were out of it," said Mr. Washington, "there would be lots in it for the rest. If Mr. Beckett, for instance, would devote one-tenth of the work and cleverness to his own business that he has to the affairs of the Guild, he would not be coming here telling of loss in his business. When a man like Robertson is able to make a quarter of a million in spite of the operations of the Guild, these men who talk about loss ought to be ashamed."

"Some say," continued Mr. Washington, "that the Guild has not done much harm. Your Lordship should consider what they have the power to do. They have been effectual in securing increased profits. They have the power, under

present arrangements, to compel the manufacturers to give them any profit they please."

This ended Mr. Washington's argument and the court adjourned.

What Caused the Delay.

Mr. Blackstock, senior counsel for the Crown, in opening his address on Friday morning referred to the delay in bringing forward the case and attributed this to the extensive nature of the matters dealt with, the number of interests involved and the necessity of consulting the convenience of those interested.

"Mr. Washington's exhaustive outline of the case yesterday," said Mr. Blackstock, "makes it almost of necessity that I should deal to a large extent with details. The defendants in this action represented an important part of trade in which all the public is interested, and it is no part of the Crown to embarrass or annoy them if their arguments could be said to be generally without objection. The only safe material on which your Lordship can proceed," said Mr. Blackstock, "is the written evidence put before you. There is the most striking difference between the written documents and the evidence given by the defendants and their witnesses. It must also be remembered that for obvious reasons records of various transactions have not been kept.

"I have had prepared, your Lordship, a resume of the correspondence which we particularly emphasize as evidence. To save reading all of this I shall put in it so that you may consult it at your convenience."

Mr. Blackstock, however, proceeded to read several of the letters which had already been made public in the evidence as particular and specific instances of what this correspondence covered.

"I have read them for two purposes," he said, "for these illustrate every possible object of the Crown's case, and also that if your Lordship had only the verbal evidence of the witnesses you would only have a small part of the truth. We found, also, in trying to secure information, that many persons, while willing to give information, were unwilling to jeopardize their own business."

"I understand the position taken by the defence is that the wholesale trade is the ordinary and legitimate method of carrying on their business. I challenge in toto, my Lord, the superstructure, if not the foundation of this argument.

"When one comes to contemplate the defence, one questions the attitude of the defendants. I decline to accede to the proposition that any body of persons can take any position of domineering possession.

Referring to section 498, under which the charge was laid, Mr. Blackstock said:

"I say these people designed to unduly limit the dealing in these commodities in question. Their arrangements are obnoxious to the statute.

Take, for instance, the case where they declined to handle American sugars, where they confined themselves to the goods of the Canadian canners. These and other cases show that these arrangements were designed to be an restraint of trade.

"The central idea of the whole idea was that they should have a monopoly. Again, they took upon themselves arbitrary and despotic powers as to decide on who shall be in this business.

"Again, in subsection C, 'to unduly limit the manufacture or production of any article or commodity or to enhance the price thereon.' I say they have done both of these. In the case of the salmon and also the canned vegetables, people, various people, were put out of business in consequence of the action of the Guild. Thus they both limited the manufacture and production of the article and also interfered with the price. This correspondence shows the very idea they had was to keep up the price, to prevent various businesses from entering into competition with them.

"The moment I show your Lordship that persons in the trade were willing to accept lower prices than the members of the Guild received, and again from Mr. Beckett's evidence to the effect that the arrangements for the formation of the Guild were to enhance the prices. All these things point to the fact that the prices must have been unreasonably advanced in many ways and during many years.

Diferent Conditions.

"Over the whole district of Canada conditions vary greatly. Can it be said that business should be done along the same lines in every district? In the outstanding districts, for instance, undoubtedly different conditions would prevail.

Coming to consider subsection D, Mr. Blackstock said the very essence of these arrangements was to cut out competition.

Referring to the evidence given by Mr. Corby, of the Pacific Selling Co., and commenting on the disparagement between the verbal evidence and the letters put in, Mr. Blackstock said it was a discreditable thing for such evidence to be given.

"There is no more cogent evidence of the intolerant tyranny of these men than is disclosed by this correspondence," he said, waxing eloquent, quoting letters that passed between F. D. Hudson and Mr. Corby.

"Here is a man," referring to Mr. Corby, "of great intelligence, who has investigated these conditions and who found it unable to stand up against them." One of Mr. Corby's letters to Mr. Hudson said, "It is a source of regret that the pleasant conditions existing now should be disturbed, if it were a question only of Toronto or Ontario, it might be adjusted, but we are already feeling the effects in the Northwest territories—where previously our methods had not been questioned.

"Think of the disparity between this and the evidence given in the box," said Mr. Blackstock.

Another letter said: "We have entered into an arrangement with Ontario and Quebec Guilds to handle our goods. In severing our connection we are glad to say that our business relations have always been entirely satisfactory."

"His oath in the box was that these relations were most unsatisfactory.

"Note the disparity, my Loard, between those letters and Mr. Corby's evidence.

Some Flowing Eloquence.

"See what we have, my Lord—the iron heel of these men on the necks of the people—against their wish and will.

"The intolerable tyranny of it!

"The manufacturer now has a complacent body who allow him to fix prices. There is a monopoly in manufacture and in distribution, a condition highly favorable to continuation among the manufacturers themselves.

"The next step, there is no competition among wholesalers. The retailer is also to some extent regarded, but the public at large not at all."

"What is the result of all their arrangements? As Zealand said in the box, 'An office boy could run their businesses to-day. The real object of the arrangements was practically to carry business along in its own channels, all the methods by which the public is to be advantaged are eliminated.

"With my wish to see that the path of persons in business is as easy and remunerative as possible," continued Mr. Blackstock, "I regret that among the most melancholy information comes the fact that men come forward who in ordinary life would be highly regarded and confess to these irregularities with evident belief in their necessity.

"The trade is honey-combed with indirect and underhand methods. These arrangements are in direct constraint of trade.

"If your Lordship could reach a conclusion that the arrangements made by these parties are correct," said Mr. Blackstock, in concluding, "I desire to connect no details of wrongdoing with them, but, it seems to me," vehemently, "it would be impossible to conceive of a case in which, for the public interest, root and branch, these arrangements should be cut down."

The Defence's Case.

Taking up the case for the defence, E. F. B. Johnston, K.C., spoke of its importance, not alone as a matter of affecting the whole country, but one affecting the rights and privileges of a body of men who stand at the front in the trade of the country, a body of men who have obtained not only a standing in the community, but who have large financial interests imperiled in the case.

"If the matter were confined to a mere fine the same anxiety would not exist where their business depends on the methods now attacked.

An Important Case.

"This is not a question of a fine of \$200 or \$2,000, but it is a question of their financial success, and may even go to the foot of it all, whether they can continue to do business or not."

Referring to Mr. Washington's address he said:

"The efforts of my learned friend brings one back to the days when the white man bartered a piece of tobacco for furs worth \$15 or \$20, or in South Africa, where for worthless glass beads were traded rubies and diamonds worth a fortune. If that is the natural condition of things, we do not wish to be put under the natural order of business."

"The tariff," said Mr. Johnston, "prevented the very thing the Crown contended should exist; namely, the right to buy at equal rates wherever one wished."

"The business man is bound by tariff regulations in every case," he said, "and this has been done by the assembled wisdom of the legislators at Ottawa."

Some Similar Cases.

Referring to cases cited by the Crown as precedents, Mr. Johnston went into them extensively to show wherein they differed from the present one.

In the case of Rex vs. Elliott, there was an Ontario coal association formed of a certain number of coal dealers in Brantford and district, and these undertook to exclude others of the same class. This meant absolute monopoly in dealing with foreign coal. This, however, did not attempt to consult the interests of coal dealers as a whole, but to the exclusion of the non-members. They refused to admit new members, a totally different proposition to which we have here. There is no evidence that any legitimate dealer was ever excluded. Indeed their membership was even courted. A non-member, too, could get his goods at the same prices and with the same rebates as members. The whole matter, as shown in this case, is totally different from present conditions. Then the case of Rex vs. Clark, a lumber case, where a Western Retail Lumber Dealers' Association was formed. This was made up of retail dealers and differs from an arrangement of wholesalers as in the present instance. The retailers took the lumber and undertook to fix the price to the consumer, at once enhancing the price of the original article."

Taking up the case of Wampole vs. Karn, he held that the judgment was founded on a false conception of facts.

"How can there be any competition in the sale of Ayer's preparatory medicines or Radway's Ready Relief?"

He argued that none of those cases were parallel to this one of the Grocers' Guild.

Neither was the prosecution of the plumbers' combine.

Referring to the plumbers' rake-off, he called it "a direct swindle, a direct steal, because it was not earned." The

Guild had simply refused to sell to men who were not wholesalers.

Parallel Cases.

"Now I come," he said, "to the cases, which, we submit, are parallel to the present one. The case Rex vs. Gage, was a case of a grain buyers' association, agreeing not to buy at less than one cent below the export price. This is exactly our case, unless we did this to limit competition or to unduly enhance prices. If we did it in welfare of the body of wholesalers and grocers it was all right. Even if a few parties were injured, it was done for the purpose of helping honest men, we are not contradicting any statute, even through doing so may seem to fall under the statute."

He referred also to the Ontario Salt Co. vs. Merchants' Salt Co. case, where several companies co-operated to operate salt manufactories, all salt to be sold through trustees of the company only.

A sarcastic reference was made to the judging of such cases as this by public opinion—by "men who never sold a pound of tea or bought a plug of tobacco in their lives, and yet would tell us on a moment's notice how trade with all its intricacies, should be controlled and regulated."

Continuing the citation of authorities bearing on the present case at the afternoon session, Mr. Johnston referred to "Eddy on Combinations," which sets forth the law as recognized on the other side.

Another case from the Kentucky statistics of 1903, referring to conspiracy and combination was cited.

In the case also of the Queen against the American Tobacco Co., the defendants entered into an agreement not to sell cigarettes at a lower price than per agreement, did not bring the company under the law, inasmuch as they had a right to sell their goods as they saw fit, within the scope of the law.

A Right to Fix Prices.

"This case," said Mr. Johnston, "backs up my position—the manufacturers have a right to fix prices and to dispose of their goods to the retailer as they see fit. There is nothing to prevent others from going into the same business."

Under the common law the element of wrong-doing was the object of doing material injury to someone else. The combination was not questioned unless material injury was done. The statute carried the matter no further than the common law. It made two classes of conspiracy (1) in common law, (2) in trade conspiracy, the first totally different from the second.

"If three men concoct the committal of a robbery and is overheard conspiracy is proved and these men may be committed. The other must have certain results, otherwise it is not a conspiracy."

"This binds the Crown to the trade conspiracy idea," he said.

"If the defendants continue to protect

their own interests, they are not within the scope of section, even though it may injure others. The primary object of the Guild is to take in any wholesale and to make them live up to their contracts. There is not a single instance given in twenty years where prices were enhanced. There are no signs of limiting production nor interfering with transportation.

The Crown must prove the conclusion of the offence, not leave this to be drawn into the conclusion.

"In the case of *Hern v. Griffin*," went on Mr. Johnston, "a decision was made in a similar case. If this was good, then it is infinitely better to-day, when business has been so much intensified by modern conditions."

A number of other cases were referred to, but not cited at length.

Parliament has determined the mode of trial and penalty in connection with a trade conspiracy, and failing to show that a conspiracy under this head had occurred, the Crown was endeavoring to show by some other means.

Present Methods Necessary.

Everyone knows that for manifest reasons three classes were necessary to carry on the business of the country. They were the manufacturer, wholesaler and retailer. In Canada, with an enormous stretch of country, with villages starting up here and there, the conditions are vastly different from those in large cities. In sparsely settled districts wholesale dealers are necessary as the retailer could not very well obtain his goods direct from the manufacturer. There can be no competition in the manufacture of a particular article. The man who produces can fix his own price. The articles he produces are proprietary in their nature, and he has no competition, but he can be ousted from the market by another firm, presenting another and better article to the public. For instance, there can be no competition in the production of the Macdonald tobacco. No other manufacturer can produce that brand.

The wholesaler buys in car lots, which the retailer cannot do, and the former is, therefore, able to make a profit. The man from a legal standpoint has power to secure his own agents to sell direct to retailers. He fixes the cost of his own productions and the wholesalers have never interfered. There was no evidence of an authoritative nature to show otherwise.

He hoped that his Lordship would not take into consideration evidence of men of low moral standing or of men who were breakers of agreements. The wholesalers were fighting the manufacturer for their profits.

Prices Decreased.

In many cases as had been shown, prices have decreased since the formation of the Guild. A few years ago sugar was sold at 15 or 16 lbs. for a dollar, while now 20 lbs. or more can be bought. If the demand throughout the country can be reached by the wholesale

trade then the production would entirely depend on the demand. The manufacturer does not control the demand. The amount of goods that pass down through the wholesaler to the retailer and consumer are the test for the production. The action of manufacturers having the objective point of cheapness to the consumer in view, show they acknowledge the means adopted as the best and most ready.

The wholesale dealers are engaged in distributing and storing goods, and he must have them on hand to deliver when called upon. He can get goods cheaper in large quantities, and he has the means for distribution. They save the cost of travelers to the manufacturer; they often carry the retailer through difficult times; they save freight rates by sending many lines of goods in one shipment; and they distribute quickly. But the wholesaler must have a profit, and after there had been so much cutting of prices it was no wonder that the wholesalers formed a Guild to protect themselves. What they were aiming at was the cutting of prices, and that alone because it went to the foundation their own business. It had a demoralizing effect on the whole commercial business of the country.

"After Mr. Zealand's exposure in the box, after Mr. Hudson's and others disclosures, is it any wonder that these men had to make some arrangement to protect themselves and their business?" said Mr. Johnston.

There has been no attempt to show prices unjust, unreasonable or unfair. They are down, salt, sugar, etc., to as low as is reasonable. The retailer gets his goods on this uniform basis. The freight, warehousing, travelers, etc., is saved under this system. Can it be said the price is increased?

Retailers Favor Guild.

Mr. Trowern's evidence and that of Mr. Baker, shows that the retailers are in favor of this. The Crown's interests, most of them admitted that the present is the proper system, the only true one. Robertson, for instance, says the principle is all right, but he objected to the competition.

"If the present method is acknowledged to be cheapest it follows that this must be regulated. It cannot be allowed to be violated by unscrupulous men.

"Men like Kinnear, Beckett, etc., were apparently trying to do an honest thing. They were selling at a loss in many instances owing to dishonesty on the part of other men and manufacturers."

The object of the Guild was to carry on honest business which was not frustrated by dishonest men among manufacturers in their own ranks. If this was so, was this an illegal act?

"It may be, though the Crown has brought out no evidence as such, that prices have been enhanced. The reason it wasn't given was that it can't be found.

"What the Guild were aiming at was the prevention of cutting of prices. There is nothing troublesome about who

is a wholesaler. There was no objection to manufacturers selling to any retailer in the country. The whole burden of the song was the cutting of prices. The moment this begins you have disorganization of trade and dishonesty creeps in.

"These men were trying to make dishonest men honest and this was the object of the Guild."

What other course could be suggested? The manufacturers violated agreements by selling to retailers. To show there was no object to hurt anybody when the Guild was formed and that there was no discrimination, they opened their gates to every wholesaler in Canada. They said: "You keep faith with us, everything is open to you."

None Refused Membership.

"There's no evidence that any wholesale man was refused membership. Any who were were not legitimate wholesalers. We never sought to hurt the right or privilege of a single wholesale dealer. We did seek to coerce the manufacturers to give us bigger profits, so that we could make a living in business.

"These men had a right to band together, combine, if you like, for this, and as such they are not under the limits of the statute.

When a man played traitor to the Guild he was fined and suspended for a time, but in twenty years there was only one instance, or two, at most, of this being done. The next penalty would be that if they continued the manufacturers would refuse to sell, a very wise and mild regulation, surely?

"The Guild came into existence in a feeble and informal way at first, with not even a list of members in 1903."

Mr. Johnston went on to criticize the use as evidence of letters written by Mr. Gillard as "fished out of the dustheap," and saying that it surely could not be taken to apply to the present instances. The letters were written evidently without consultation. The fact of cutting prices is the evil complained of all through these letters.

"The Guild couldn't cut these questionable men off any list," continued the lawyer. "It was not the intention of the Guild to interfere with the private rights of other persons, simply to protect the character of their trade. They were actually selling tobacco and sugar at this time at 1 1/2c profit when it cost them 7 1/2c to handle them. They never asked for prices to be increased, only for increased rebate in order to get a living profit.

"Everybody knows sugar is cheaper now than 20 years ago. So also with tobacco and canned goods, other things being equal. If so, there has been no increase to the consumer. The attempt was to get better profit, as was shown in the evidence of Messrs. Beckett, Davidson, Blair and Kinnear."

Mr. Johnston, who was suffering from a cold had by this time become husky, so the court was adjourned till Saturday morning.

Mr. Johnston, continuing his address on Saturday morning, referred to a statement made by the Lord Chancellor in the Quinn-Bethan case, stating that this was applicable closely to his case.

The evidence shows that the guild did not try to confine sales to its members alone, several firms, wholesale men, were getting goods and the same privileges as the members of the guild. The question as to membership in the guild then, was a negligible one. Sir Wm. McDonald, Eddy and others had their own lists. We took possession of no field as Mr. Blackstock says. It was created by reason of the commercial circumstances of the country. They were willing to give up the field if the arrangements they made were not acceded to. The question is whether these terms were unreasonable or unduly planned. "The Crown must prove that they were excessive or immoderate."

Quoting from several dictionaries, both "unduly" and "unreasonably" must be considered above what your Lordship and myself would consider ordinary.

Were No Agreements.

Coming to the various so-called agreements: "So far as tobacco is concerned there is no evidence of any agreement. Nobody touched tobacco. The price was fixed by the manufacturer, was influenced by the tariff. Clancy's evidence regarding this could not be correct. The reason he couldn't get tobacco was because he wasn't a wholesale dealer. His bankruptcy came not because he couldn't get tobacco, but for various other reasons. He applied for membership but failed shortly afterward. He further said he couldn't get canned goods in 1903. You will remember that Graham couldn't sell in the same year, all on account of the guild. This seems very peculiar.

"Andrew MacLean came and complained of the guild's operation," continued Mr. Johnston. "He has been able to gather together \$300,000 fortune in spite of this. He was a wholesaler with a retail counter and consequently could not be expected to share in the advantages of the guild.

Referring to certain pages of the evidence, Mr. Johnston claimed that the guild had never interfered with Mr. McLean. Certain conversations to this effect in Montreal could not be taken in evidence.

"The McAlpine Tobacco Co., again, never cut McLean off. His system of buying wholesale and selling to the consumer was not an honest way of doing business, in regard to the existing conditions.

"Curtis, of Kingston, was in the same position. He says he couldn't buy tobacco because of the guild, and yet we have evidence from travelers who tried to sell him.

"Are we to be condemned on evidence of this kind?" Mr. Johnston asked.

Referring to the canners' agreement, Mr. Johnston said: "The Canadian Canners were the people who combined, not the guild."

"These things being so, what objection was there to the guild? There are presumably certain understandings in trade.

"The Canadian Canners did not get all the wholesalers, nor all the members of the guild. They gave a loyalty rebate to those whom they did sell to. Their goods were more or less in the

shape of brands, r

Coming Johnsto ces in th changed from an manufact

"There salt, nor no fixed were fixed Beckett, formed changes. regarded only agr prices. than befo

"In re rates, th before th price of places ev the same concern wanted.

"Regar begin wi Mr. Cou against was a r

"Mr. I the mat guild aff price of real reas because same tin salers w guild."

"The cheapest their go sale syst that for going wholesal try and convict

Dei

Referr the stat were alv did the this. N retailer was no or form.

"Rega merce hual busi ter canr

"In r violation would r

Wha

Mr. W tinued t living d result

could be cost of cents, n 10 cent has in month. affect th

Referr have ta taken press h ticles o

shape of a proprietary article in special brands, manufactured only by them.

Starch, Salt and Sugar.

Coming to the case of starch, Mr. Johnston referred to numerous instances in the evidence to show that the changed price to the consumer came from an increase in cost of product and manufacturer's price.

"There was no agreement as regards salt, nor as to sugar either. There was no fixed price for sugar. These prices were fixed by manufacturer daily. Beckett, who desired to be in touch, informed his wholesale friends of the changes. This is not capable of being regarded as the agreement alleged. The only agreement in sugar was not to cut prices. Sugar, too, is cheaper to-day than before the guild was thought of."

"In regard to the equalized freight rates, the shipping rates are less than before the system was adopted, if the price of production is the same. This places every man in the same town on the same footing so far as rates are concerned and is what the retailers wanted."

"Regarding Crosse & Blackwell, and to begin with I don't think the letters of Mr. Coulson can be taken as bearing against us. The guild won't let me have a ready excuse."

"Mr. Beckett's evidence deals with the matter. Nobody pretends that the guild affected or sought to affect the price of Crosse & Blackwell's goods. The real reason Zealand couldn't buy was because he wasn't a wholesaler. At the same time they were selling to wholesalers who were not members of the guild."

"The manufacturers were seeking the cheapest and best method of handling their goods and they found the wholesale system to be this. Is it conspiracy that for years and years this has been going on with the approval of the wholesale and retail trade of the country and yet your Lordship is asked to convict us on this."

Denies Any Cost of Violation.

Referring again to sub-section A of the statute, Mr. Johnston said:—"There were always enough goods on hand, nor did the public suffer by a violation of this. Nor does anything show that the retailer couldn't get his goods. There was no limit to production in any shape or form."

"Regarding section B, trade and commerce has nothing to do with the internal business of the country. This matter cannot apply here in any way."

"In regard to section D, there is no violation shown nor anything that would result as a violation of this."

What Increases Cost of Living?

Mr. Washington argued counsel continued that the increase in the cost of living during the past 20 years was a result of the guild. No man, surely, could be serious in this. It is increased cost of production. Eggs were then 10 cents, now are 22 or 24c. Butter was 10 cents, and is now 30 cents. Rent has increased from \$15 to \$20 per month. These are the matters which affect the cost of living.

Referring to certain matters which have taken place since the case was taken up, Mr. Johnston said:—"The press has published inflammatory articles of nothing but a general charac-

ter, circulating all over the country. Articles have been written by men against conspirators in trade, who evidently have not studied the existing conditions. The newspapers have had a great deal to do with the trial of these defendants before it has gone before your Lordship at all.

"All the Crown has been able to get," continued Mr. Johnston, "has been Clancy, MacLean, Curtis, Graham, whose evidence has been exploded, and Baker, Robertson, Zealand, eight men among the thousands who have been doing business in all these years. They are the only men to come forward, and they interested men. Not a single consumer, not a single producer."

Surprised They Didn't Do More.

"Yet on this class of evidence you are asked to condemn men struggling for existence among conditions in which I am surprised they did not do more than they did. I would ask your Lordship, therefore not to convict my clients."

In closing, Mr. Johnston referred in kindly terms to the Crown counsel, taking the responsibility himself to a great extent for the large delay in the case, necessary, as he said, from its magnitude and importance.

E. H. Ambrose's Address.

In concluding the case for the defence Mr. Ambrose first referred to references made by Mr. Washington. Regarding Mr. Clancy, he asked that the evidence of Mr. Beckett be read. He referred to the evidence of Mr. Beckett, also to the class of business Mr. Zealand did.

In the matter of the refiners, Mr. Thompson had stated in his evidence that the guild had nothing to do with the refiners, that it did not control them. The refiners were shown to have acted independently, and that each refiner fixed his own price.

There is no case in which the guild influence has been used against anyone except in the case of a man who will not keep his agreement and in no court should any consideration be given to the man who refuses to deal honestly in his business with those with whom he comes in contact.

The Final Reply.

In the address which brought to a conclusion this famous case, Mr. Blackstock regretted that the counsel for the defence had made disparaging references against some of the witnesses for the Crown who had given such valuable evidence. He had never seen a more gentlemanly lot of witnesses. He would not defend nor apologize for Mr. Zealand, but in regard to Mr. Hudson, who had furnished the Crown with such important letters, he must take offence to the "cruel injustice done to a man who had had his business taken away from him by the guild."

He also referred to the "cruel injustice" to Mr. Gillard, the man who had been president of the guild and who had been "egged on to do their acts of injustice."

"Men have come here after his death to unload the responsibility of their actions on the man not living to defend himself," added Mr. Blackstock.

Several judgments in cases, which in the counsel's opinion, were analogous to the one at issue were cited. Reading from a circular of a wholesale grocery firm Mr. Blackstock asked, "Can there

be a more monstrous thing than that these men should be sitting in judgment ruling Mr. Clancy on his entrance into the guild?"

"Here at the eleventh hour we have received no documents from the defendants regarding for instance, sugar agreements. It is a mistake to say that every wholesaler could get what he wanted. The whole artillery of the guild was arrayed, for example, against Mr. Robertson of Kingston."

"The counsel for the defence," said Mr. Blackstock, "has lost sight of what the members of the guild were entitled to do singly and collectively. In the matter of competition he had stated that the manufacturer fixed the price. But that was part of the arrangement with the wholesalers. It was a mistake to say that McDonald's tobacco or any other kind was a proprietary article in the sense that Radway's Ready Relief was."

In concluding Mr. Blackstock said:—"This question of trade relations is the great problem of modern civilization. Every regulation of any kind is some restriction on human liberty. Large numbers of retailers had for years been buying from the manufacturers, contrary to the statements made by defence counsel, and for years the wholesalers have attempted to deny them this right. Freedom of trade is the great principle of liberty, but this freedom has been entirely circumvented. I submit by the objects of the defendants."

Judgment Withheld.

His Lordship, intimated that a speedy judgment could not be expected on account of the volume of evidence and the length of the arguments, and also because his other duties prevented him from making a study of the evidence and arguments in the near future.

The judgment will, however, probably be handed out in a few weeks.

REACHING OUT TO NEW MARKETS

The F. F. Dalley Co., Hamilton, manufacturers of 2 in 1 Shoe Polish, beside covering Canada and the United States, are now reaching out across the Atlantic. Mail orders and inquiries have been coming in large numbers recently from Great Britain, evidently as a result of the company's advertising in The Grocer, and the need for a man on the ground was felt. J. W. Gorham sailed on Tuesday for England to take up the work and will represent the company in England, Ireland and Scotland. The European market is also to be developed and with a view to this F. O. Creed who has recently represented the company in Western Canada, will leave on Saturday for France, and will cover that country and also Germany and Spain.

Thos. Edey, of the same company, leaves this week to represent them in Minnesota and Wisconsin.

LOSING MONEY.

Grocer—I'm doing myself an injustice when I let you have six onions for a nickel.

Customer—Why, how is that?

Grocer—I give you six cents for five.

The Latest Dominion Grocery News

Maritime Provinces and Quebec

Montreal Grocers Discuss Proposed Increase in Their Liquor Licenses—Decline in Price of Halifax Sugar—Storm at St. John Delays Freights.

HALIFAX.

January 12.—Following the holiday rush, business is now a little quiet and it is expected that it will continue so for some time. The wholesalers are now taking stock and the majority of the travelers are off the road. Some changes in prices are noted since the opening of the new year. Canned fruits and vegetables have been advanced five cents per dozen, and there is a drop of ten cents per hundred pounds in the price of all grades of sugar. Extra standard is now quoted at \$4.76, No. 1 yellow at \$4, Austrian at \$4, and bright yellow at \$4.30.

During the past week there was a big drop in the price of new laid eggs. During Christmas week and later fresh stock sold from 50 to 55 cents per dozen. At these prices the demand was very light and, in consequence, there was an accumulation of stock. This week the new stock was quoted at 35 cents per dozen, a drop of 15 cents. Sales even at this price were light. Many of the jobbers had expected that their stocks would go quickly at the reduced price, but such was not the case. The Nova Scotia poultry has almost all been cleared up and importations are now being made from Ontario. Only small quantities are coming to the market, as the prices are high.

A new company, called the Liverpool Fish Company, has been organized at Liverpool, N.S., with a capital of \$10,000, for the purpose of carrying on a general fish purchasing and exporting business; dealing in canned and live lobsters, bait and ice; the curing, preparing and dealing in finnan haddies and boneless cod, and the shipping of fresh fish of all kinds. The principal business will be carried on from Coffin's Island, where icehouses will be erected, with storage plant. They have bought out the Mersey Packing Company and the trap business of Charles M. Firth, and the company will establish its head office at Liverpool. The officers of the company are: George S. McClearn, President; Directors, Winslow Cameron, C. M. Firth, Arthur S. Hutchins, John F. Seldon, W. A. Hemeon is manager and C. M. Firth secretary.

The Kensington Dairying Association, of Prince Edward Island, has had a good cheese season. The quantity of milk manufactured into cheese was 2,675,395 lbs., and the value of the cheese made was \$30,786.

The Union Dairying Company, of Vernon River Bridge, P.E.I., had their ban-

ner season, paying on an average of one dollar for one hundred pounds of milk. The quantity of milk manufactured was 1,352,000 pounds.

Windsor, Nova Scotia, is undoubtedly a "sweet town." It is estimated that confectionery valued at \$30,000 was sold in that town during last year. The confectionery business in Windsor has increased rapidly during the past few years. The sale of temperance drinks has also largely increased.

Alderman Andrew Hubley has disposed of his business on Windsor Street to David Markley, and is retired from the grocery trade, after a most successful experience. Mr. Hubley opened his shop on Windsor Street about thirty-one years ago, and built up his business so well that the premises had to be gradually enlarged, and the establishment became a landmark in the west end of the city. Mr. Markley, besides purchasing the grocery, feed and meat departments, takes a lease of the stores. The change in proprietorship went into effect without any interruption of business. It is understood that the alderman has aspirations for the Mayor's chair, and that he will be in the field as a candidate at the civic elections, to be held in April next. Ald. Hubley is a strong advocate of temperance.

ST. JOHN.

January 12.—The heavy gale and rain storm which raged here last week on Tuesday and Wednesday had the effect of completely isolating the city so far as railway communication was concerned, until Thursday evening. Washouts on the C.P.R. and I.C.R. held trains up and no passengers, mails or freights were moved inward or outward during that time. Considerable damage was done about the city by the downpour of rain and high winds, and a number of stores had windows smashed and signboards blown down. In the wholesale grocery houses on the north and south market wharves, some damage was done to stocks by the high tides, which washed over the wharves and flooded the basements. In Haymarket Square several small stores were flooded as a result of the high tides forcing water back through the sewers.

The wholesale merchants are taking advantage of the quiet season to take stock.

Several changes in quotations are reported. Raisins and currants are slightly lower, hand-picked beans are held at

\$2 and \$2.10 a bushel; cornmeal is quoted at \$3.50 to \$3.55; sugar is down 10 cents per hundred pounds, and oatmeal is a little easier. All grades of canned goods, vegetables and fruits are up five cents a dozen.

In the produce market, some Western beef is selling as low as 6½¢ a pound, while pork is scarce and commands from 8½¢ to 9¢ a pound. Most vegetables and roots have increased in price. Chickens and fowls remain about the same, but ducks are higher and turkeys are selling wholesale at from 20¢ to 23¢ a pound. Henny eggs are quoted from 30¢ to 40¢ a dozen and case eggs from 25¢ to 28¢. Tub butter remains about the same but roll butter is not quite so dear. In the fish line, frozen British Columbia salmon are selling for from 12¢ to 15¢ a pound.

The annual sale of the harbor fisheries was held on Tuesday, January 5. The amount realized was considerably below last year, the reason being given that the catch was away below the average. The sale netted \$1,516.25, as compared with \$4,275.10 in 1908, and \$6,187 in 1907.

J. J. McGoffigan, tea merchant, who is about to leave on a vacation trip to the South, was called upon at his office on Mill Street last Wednesday by a number of friends and presented with an address and a pair of gold cuff links. Mr. McGoffigan is leaving for a five months' trip to New York, Washington, New Orleans, Texas, California, Mexico, Vera Cruz, Cuba and Florida. —W. E. H.

MONTREAL.

Jan. 13.—A meeting of the Montreal Retail Grocers' Association, was held Thursday evening, Jan. 7 at the association's hall on St. Catherine east. J. A. Dore, president, occupied the chair, and other officers present included A. Sarrasin, J. D. Boileau, and A. Malo. There was a large attendance of members, and several questions of interest were discussed. The association members were unanimous in their condemnation of the peddling practice, especially peddlers of fruit and vegetables. At a previous meeting a motion was adopted to the effect that each member of the association interview the alderman representing his district, and try and secure his co-operation in putting a stop to the practice. D. Lesage reported that he had seen Ald. Robertson, and Ald. Clerihue in regard to the matter, and both these gentlemen had promised to do what they could, to assist the grocers. P. St. Pierre saw Ald. Daenais, and he also promised to assist the association in their work. President Dore stated that he had received the assurance of the Butchers' Association that

they would co-operate with the grocers in this matter.

The contemplated action of the city council in prohibiting the sale of milk in grocery stores was discussed, and strongly condemned.

It was also decided to appoint a committee to interview the Premier, Sir Lomer Gouin, on the proposed increase in grocery liquor licenses. Considerable discussion took place regarding this matter, and it was unanimously agreed, that the grocery license was already high enough. In view of this it was deemed best to interview the Premier, and lay the matter before him.

It was decided to hold a euchre and dance for the members of the association and friends. The date was fixed for Jan. 26, the function to be held in the Auditorium.

J. G. Gordon, of McClure & Langley, 30 William St., is spending a few days in Toronto.

A representative of The Grocer called on several local grocers to discuss the milk question, and the proposed increase in the price of liquor licenses. Many grocers expressed themselves as indifferent to the course of the City Council in the milk question because in the great majority of cases, it is kept, merely to accommodate customers and is no source of any very great income. Being unable to accurately judge the amount which is required, in many cases considerable is left over, and in this way the profits are soon turned into losses. Montreal has been suffering more or less from typhoid fever, and it has been suggested by some that its spread has been due to the milk kept in grocery stores. The action of the Council in rushing to this conclusion is not put in a very favorable light now, as many of these cases of supposed typhoid fever are turning out to be a form of intestinal grip, and not typhoid fever at all. The action of the Council is thought by a number of grocers to be a trifle high handed in this matter, as it is possible for milk to be kept in grocery stores, in as sanitary a condition as it can be kept elsewhere. What is thought to be less arbitrary and better for all concerned, is the establishment of an inspectorship, which would regulate its sale and improve the methods. All interested grocers are opposed to the raise in liquor licenses as they believe it is as high now as is commensurate with the profits, which are not as large as some may imagine. If there are irregularities let the police investigate the cases they say, and then they may be dealt with. It is unfair to make all the grocers suffer on account of a few black sheep.

F. Barriere has accepted a position with the Retail Grocers' Association as canvasser and collector.

Chas. Ferry has opened a confectionery and delicatessen store at 302 Bleury St.

P. Daust, 140 St. Catherine, has a very attractive window composed of the

cheaper grades of candies, and evergreens. The candies are arranged in blocks about a foot square and separated from one another by ropes of evergreen. This is a window that appeals to the children, as it is nicely arranged, and contains only candies which come within the reach of all.

A local grocer who sells liquors has arranged his bulk goods in a very convenient way. Instead of having the barrels in an ill-lighted cellar he has them

placed in the coolest end of his store, in three tiers. The first tier consists of the largest, and most frequently used stock. These casks are at a comfortable height and beneath them are smaller barrels, containing stock which takes the second preference. Above the first described row are the smallest casks, containing the rarely used liquors. The grocer claims this arrangement to be the most satisfactory which he has ever used.

Western Canada Notes

Introduction of Barley Flakes—Creameries May Gather Eggs From Farmers—New Canneries to Open.

VANCOUVER.

Jan. 12.—A new western product is being introduced to the trade this week. It is known as Caverhill's barley flakes, and is something on the same principal as rolled oats, only with a different grain as a basis. Mr. Caverhill, the originator of the process, is personally engaged in seeing the grocers. The manufacturers are Messrs. Brackman & Ker, who have the sole right, and to enable them to produce the article, machinery costing \$40,000 has been installed in their mill at Calgary. The fact that this has been done is an indication of the faith that they have in the article, and they are quite sure it will meet with popular favor as a breakfast food. If it does, they will instal machinery in their mill at Victoria, so that it can be manufactured close to the coast market. An extensive advertising campaign is being prosecuted.

An unusual feature of the Christmas trade was the complete selling out of the imported poultry. This has never happened before. It shows that trade is fairly good, and that money is not altogether scarce, for the stock of turkeys that arrived was by no means small.

The directors of the Duncans Creamery Association are considering the suggestion by W. H. Hayward, M.P.P., at their annual meeting that the creamery gather eggs from the farmer the same as they do cream. He pointed out that in Denmark this scheme is successfully worked, as well as in other places. It gave a more stable market and better prices. When more particulars are obtained, the directors will hold a special meeting to consider the matter. The officers appointed were:—President, G. T. Corfield; vice-president, J. N. Evans; directors, Wm. Bazett, David Alexander, F. A. Jackson, Wm. Herd and C. T. Gibbons.

George Wolfenden, who has had considerable experience in the grocery business, is the manager of the co-operative store at New Westminster, which formally opened for business last Saturday.

C. A. Welsh, of New Westminster, has purchased the grocery business at Sapperton, of J. J. Efford, and took charge last Saturday. Howard Welsh is in charge.

J. R. Armstrong has opened a large grocery store in Penticton.

The fruit season of 1909 will see several new canneries in operation in the

interior of the Province, where the fruit ranches are located. Those already established have proved successes, and growers and business men in the different localities are seeing the advantages of having a factory to utilize all the fruit that is not adapted for packing, yet is too good to throw away. The Thompson Valley Canning Company, composed of citizens of Kamloops, will have its factory ready for both fruit and vegetables, and at Summerland a proposition is also being considered. At the latter place a provisional board of directors has been appointed, consisting of Hon. W. M. Hespeler, H. C. Mellor, Rev. H. A. Solly, R. H. English and Hector Sutherland. At first a proposition was made to the city council, asking that body to guarantee the interest on the stock for ten years at 8 per cent., the capitalization being \$30,000. If this were done the Summerland Fruit Company would build a cannery with a capacity of from 10,000 to 12,000 cans daily. It was found the council could not do this, so a public meeting was called, at which over \$10,000 was subscribed forthwith, and no difficulty was anticipated in getting the other \$8,000 or \$10,000 necessary to go on with. It was pointed out at the meeting that other factories in the Okanagan district which operated during 1908, not only paid good prices for peaches, but piled up handsome dividends, and that in the first year, with established eastern opposition to meet. One thing that seemed to favor the institution of such companies in the interior is the large number of well-to-do people who have come west from east of the Rockies. These have invested in fruit lands, some on a large scale, and have the money to place into canning factories which help out their own interests. Co-operation along this line brings mutual benefits which are by no means inconsiderable.

REGINA.

Jan. 12.—The retail merchants here report that the Christmas trade was entirely satisfactory. While the volume of business was larger than last year there was no indication of customers buying what might be termed extravagant luxuries. The same keynote dominates this as all other lines of business and the lesson taught last year will not

THE CANADIAN GROCER

readily be forgotten. Extravagance and speculation are two words that have been rubbed off the slate and business generally will be conducted on sane and reasonable principles to the enormous benefit of the country at large.

C. W. Vivian, traveler for Campbell Bros. & Wilson, wholesale grocers, spent the holiday season with his parents in Winnipeg and is now back on his territory.

C. A. Michie, of the staff of Campbell Bros. & Wilson, is spending his holidays in Ontario and will be back about January 15th.

R. Alvin Wright, traveler for Cameron & Heap, is receiving the congratulations of his friends on his marriage to Miss Leila Ross. The ceremony was celebrated at the home of the

bride's parents, Mr. and Mrs. W. J. Ross, Stoughton, Sask., on Dec. 23rd.

The wholesale houses of this city are looking forward to the completion early this year of the Canadian Pacific Railway Company's branch from here to connect with their Pheasant Hills branch at a point at or near Bulyea on the east side of Last Mountain Lake. This would give us some two hundred miles more territory and in a district that is well settled.

The Canadian Pacific Railway have shown their appreciation of the importance of Regina as a shipping point by the appointment of Mr. Harold Allison as district freight agent, under Mr. W. B. Lanigan. Mr. Allison is to have charge of the freight business for the province and will make headquarters here.

G. Broderick. He then took a position with the Elliot Dry Goods Co., of Detroit. He returned to St. Thomas in the fall of 1895 and commenced business for himself on Ross Street with a stock of dry goods. He sold out this business five years later, and went into the shoe business, the new firm being Raven & McDonald. Mr. McDonald served two years as school trustee, and has given much time for the public benefit, and his election shows that his services have been appreciated. He has always taken a deep interest in the affairs of the R.M.A., and has the congratulations of his fellow merchants.

PETERBORO.

Jan. 14.—The Christmas trade has been considering it generally, most satisfactory and in practically every case has been as good as, if not better, than last year. It has also been remarked by several grocers here that they have not noticed any decided falling off since the close of the holiday season in grocery purchases.

Whatever may be the explanation, there is not nearly as much distress reported to the dispensers of civic charity as there was at this time last year. The requests for assistance have been few and there will be no necessity for the establishing of a relief house as was done last winter.

A step in the right direction has been made by some of the uptown merchants and is being appreciated by their clerks. The dry goods and millinery stores close on Saturday night at nine o'clock. The change was made last Saturday night and resulted in bringing out the purchasers at an earlier hour. The new system will probably remain. It can scarcely be stated yet whether it will spread to the grocers or not.

GUELPH.

January 13.—The Guelph Retail Merchants' Association took a very active part in the municipal elections. They are to be congratulated on the fact that in nearly every ward their choice of candidates was endorsed. In St. John's Ward the president of the association was elected. Among the others elected was J. A. McCrae, of J. A. McCrae & Son, who two years ago was in the council and made a good chairman of finance. It was considered by many that Mr. McCrae would have been elected mayor if he had allowed his name to go to the people. Another grocer who has entered the municipal field is S. E. Wiggins, who was elected school trustee in St. Patrick's Ward, after a good fight. Now the elections are over most grocers will settle down to the annual stock-taking and see how much money they have made or lost during the past year. Some grocers here do not bother taking stock at all.

A special car bringing members of the Toronto Fruit Dealers' Bowling Club is to arrive here to-night, the bowlers to play a friendly game.

There was a good market on Saturday and the plentiful supply of butter was

From Ontario Correspondents

Kingston Government Institutions Call for Tenders for Supplies—Broom Factory Raises Prices—Stratford Grocer to Enter Priesthood — Early Closing at Ridgeway.

KINGSTON.

Jan. 13.—Grocers were well pleased with the Xmas trade, and as is always the case, there is a calm after the storm. That calm is extended by the elections, in which many grocers were interested. It always makes a grocer feel good when he hears of his fellow-tradesman being elected to represent cities and towns. Grocers may not always be able to make long speeches, but they have something in reserve which many of the others lack.

Dan Couper, grocer, was elected Mayor of our illustrious military city by a majority of 935 over his opponent. Lawyer Givens.

C. J. Graham, once a grocer, but now a contractor, defeated Marshall Reid, a grocer, by 75. There are an even number of Liberals and Conservatives in the council.

Arthur Craig, of the firm of W. G. Craig & Co., met with an accident which will necessitate his retirement from active canvassing for some time. He slipped coming down stairs at his home and badly strained the ligaments of his left leg. It is an unfortunate accident just at the time when the new firm, of which he is a member, was getting into shape to occupy its new premises.

A new idea with Ontario Government institutions here is to send out a type-written circular to the patrons asking prices for tea, sugar, etc. This is about the same as asking tenders and those who have been getting patronage do not like the idea.

The by-law to give \$10,000 to the Wormworth Piano Co., who were burned out a short time ago, was defeated by a small vote owing to a poorly gotten up ballot paper with too much small type. The Board of Trade does not feel satis-

fied and the by-law is to be voted on again.

Lipton's teas, coffees and jellies are being demonstrated by Miss Wood at Gilbert's Grocery.

David Gibson, for many years in the grocery business on Princess St. years ago, died recently. He was honest in all his dealings and had a kind word to those with whom he came in contact.

Our broom factories here have put up brooms 25c a dozen, and the end is not yet. None of the wholesale men have advanced prices so far.

"Jim," the grocer, bought a load of lemons when he heard about the earthquake at Messina.

Large hand-bills big enough to make kites, are flying all over the streets and January sales are in order now. It gives us a chill when a draft comes, and especially when you can't meet it.

All the aldermen who endorsed compulsory vaccination were defeated at the late elections.

ST. THOMAS.

January 13.—St. Thomas had two aldermanic candidates who are active officers of the R. M. A., viz., President Dubber and Wm. V. McDonald, First Vice-President, the latter being elected. Mr. Dubber is chairman of the Board of Health, and was an alderman for 1908, but we regret he was defeated this year.

Mr. McDonald, the successful candidate, and well-known merchant, was born in Ayr, Ont., in 1863, his father G. A. McDonald, conducted a general store there for many years. Mr. McDonald received his education in the Public and High Schools of Mitchell, Ont., and came to St. Thomas in 1881, where he was employed as clerk by H.

the cause of a drop in the price, but it is expected to get back to fairly decent prices. When butter gets over 25c to 30c a lb. plenty of people refuse to use it and others cannot afford to do so, which may be one reason for the present drop in price.

The banquet held on Tuesday evening, Jan. 5th, of the staff of the J. A. McCrea & Sons's grocery store, was one of the most pleasant events of similar events held here. About twenty were in attendance and in addition to partaking of a dainty spread there were several toasts and a musical programme. The invited guests, in addition to the staff were J. W. Charles, W. Grindlay and D. C. Munro. Both members of the firm responded to the toast of "The Firm." Miss Dougherty rendered a mandolin solo, R. Gerrard and Miss Ethel Bott, piano solo. Will Dougherty sang a song and Albert Vass made a hit with a recitation on "The Noted Tea Store." The event was a pleasant one and served to produce a better feeling between employer and employe of J. A. McCrea & Son's store.

GALT.

January 13.—The grocery business in Galt is particularly brisk at present, having fully recovered from the after-holiday re-action. Canned goods are moving out briskly, as is to be expected at this time of year. Grocers also report a large demand for fancy biscuits—that is, the expensive brand to be used at "pink" teas and such like.

The price of eggs, which has been soaring for the past month, took a sudden drop on Saturday last. Immense quantities were offered at the market, and as a result the price came down from 35c to 30c, with a further decrease probable. Butter was 30c per pound.

At the inaugural meeting of the town council on Monday, Ald. Jafray gave notice that he would introduce a by-law to appoint a market committee, whose sole duty it would be to boom the Galt market.

The Board of Trade, under the able direction of John Sloan, is negotiating for several new industries, and the present year promises much good work on the part of that energetic body.

LONDON.

January 13.—Sidney Scream, son of Samuel Scream, of Edward Adams & Co., till recently manager of the Lea Pickling Co., of Simcoe, Ont., has accepted a position with Mason & Hickey, grocery brokers, of Winnipeg, Man.

Thos. Janes, grocer, South London, came within 127 votes of being elected alderman.

Jas. Fitzgerald, until recently a member of the firm of Fitzgerald & Duncan, grocers, was a successful candidate for alderman.

All kinds of salt has advanced 5c a barrel.

When it comes to trundling, the knights of the scoop and scales, who have their castles south of that busy hive of industry known as Dundas St., have somewhat the advantage of their adversaries of the north side, and 268

pins stood to their credit when the game was concluded at the Ideal alleys Friday night.

Ranahan, of the north end grocers had high aggregate score with 482, while Millson tallied the high individual for the south enders, with 175.

The score was:

South Side Grocers.			
F. Milson	.....	132 161	175-468
E. Reed	.....	111 118	109-338
B. Trebilcock	.....	126 148	148-212
Ed. Ryan	.....	79 93	114-286
J. McLeod	.....	144 153	138-435
		592 673	674-1939
North Side Grocers.			
A. Connors	.....	113 138	94-345
C. Hayes	.....	78 123	102-303
T. Shaw	.....	111 104	92-307
H. Harley	.....	82 88	64-234
T. Ranahan	.....	166 163	153-482
		550 616	505-1671

ST. CATHARINES.

January 13.—Alderman Petrie has purchased the building occupied by Simson's grocery, at Thorold, Ont., by auction Saturday last. The building is three storeys high—the two flats above the store being used as lodgerooms, etc. The store is situated in the heart of the business section of Thorold. Mr. Petrie has not yet stated whether he will occupy the store section or whether it will be to rent. The purchase price was in the neighborhood of five thousand dollars.

One small lot of canned tomatoes, some twenty-odd cases of three's, and a very fine sample, changed hands last week at 65c per dozen. This is the lowest price on record for the season.

Butter was fairly easy this week, there being a good supply on the market Saturday. Prices ranged from 25c to 28c by the basket. New laid eggs were also easier under increased offerings, selling at 30c in quantities.

BOARD OF TRADE OFFICERS.

The new officers of the Toronto Board of Trade elected by acclamation are James P. Watson, president; W. J. Gage, 1st vice-president; R. S. Gourlay, 2nd vice-president, and John F. Ellis, treasurer.

DECLARING ANNUAL DIVIDENDS.

At a meeting of the directors of the Canada Brokerage Co., Toronto, on Tuesday, Jan. 12, the following dividends were declared: On the preferred stock, 7 per cent. and on the common stock, 5 per cent. The annual general meeting will be held in the company's offices, Toronto, on Wednesday, Jan. 27.

A NEW STARCH FACTORY?

A rumor, which has been given a good deal of credence, has been going the rounds of the trade recently that a new starch factory is to be started in Ontario. The story says that D. A. Gordon, president of the Wallaceburg Sugar Company, is being backed by Michigan interests to begin the manufacture of starch in Wallaceburg. At present nothing

definite can be learned as to the matter.

Another story says that the same interests have been negotiating for the control of the Ontario Sugar Co.'s factory at Berlin, to be used for the manufacture of starch and glucose. The latter proposition seems to have apparently fallen through, however.

DINNER TO TRAVELING STAFF.

Good fellowship and loyalty to the firm were prevalent at a banquet of the traveling staff of Eby, Blain & Co., at the National Club, Toronto. The dinner came at the end of day's review of the work of the year. Several speeches were given by members of the firm, Mr. Hugh Blain giving the "boys" some words of advice, and J. W. Borsbery, who has been with the firm 28 years, spoke on behalf of the travelers. Those present were: J. F. Eby, W. P. Eby, H. Hardy, H. Meath, J. W. Borsbery, J. A. Milne, H. A. Ernst, F. J. Watson, L. E. Morden, A. L. McKechnie, R. D. Robertson, F. I. Hartley, H. Blain, H. D. Eby, J. M. Stalker, D. Casey, T. S. Grant, J. A. Montgomery, J. A. Taylor, W. Brooke, A. S. Williamson, R. Pinchin, J. N. Notter.

OFF FOR EUROPEAN TRIP.

P. C. Larkin, of the Salada Tea Co., Toronto, left on Thursday with Mrs. and Miss Larkin for an extended European trip. The party will sail via New York this week for Genoa, and the winter will be spent in the south of France. Mr. Larkin has made no definite plans for the time following, but is taking his automobile along and will probably spend some time in touring Europe.

PERSONAL.

On Tuesday, December 29, the marriage was solemnized at Osgoode, near Kemptville, of George Wilson, general merchant, Reid's Mills, to Miss Mary J. Dillon, daughter of James Dillon, Osgoode.

George D. Sinclair, Winnipeg, representative, and T. T. Cartwright, special, New Brunswick and Newfoundland representative of E. W. Gillett Co., Ltd., Toronto, were callers on The Grocer this week.

A. G. Syer, merchant, North Bay, has been elected to the Council of 1909 of that place. He enjoys the unique distinction of having been given the honor without personal canvass to secure his election.

Judgment for one cent was the award made recently to the Ladago Canning Company, of Louisville, Ky., against the Corydon Canning Company. The plaintiff, however, has to pay the costs of the action, and the verdict is actually in favor of the defendant. The suit was brought upon the failure of the Corydon Company to deliver canned tomatoes as contracted.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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

Cable Address:

Macpubco, Toronto. Atabek, London, Eng.

OFFICES

CANADA—

MONTREAL - - - 232 McGill Street
Telephone Main 1255
TORONTO - - - 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager
WINNIPEG - - - 511 Union Bank Bldg
Telephone 3726
F. R. Munro
VANCOUVER - - - R. Bruce Bennett
1737 Haro St.
ST. JOHN, N.B. - - - W. E. Hopper

UNITED STATES—

CHICAGO, ILL - 933-935 Monadnock Block
J. P. Sharpe
NEW YORK - - - 622-624 Tribune Bldg.
R. B. Huestis
Telephone 4535 Beckman

GREAT BRITAIN—

LONDON - - - 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wolf
Orell Fussli & Co

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

Published every Friday.

STRONG MOLASSES SITUATION.

Very low stocks, a none too favorable outlook for the new crop, and continued demand resulted this week in a further advance of 2c a gallon on molasses. As forecasted in *The Canadian Grocer* several weeks ago the situation has become acute. It is very difficult to secure molasses. Stocks held in all parts of the Dominion are exceedingly low. One authority stated that holdings were never so light in his experience of over a quarter of a century. In Montreal it is estimated that stocks are less than one-quarter of what they were a year ago. Conditions are similar elsewhere in Canada, and even in Newfoundland.

It was thought in many quarters that we would have fancy molasses here in February, as reports from the Barbadoes stated that there would be some grinding in January, and that first shipments could be made toward the end of February. Later advices contradict this.

One of our best importing houses stated, re the situation in the West Indies: "They have had exceptionally dry weather in the Barbadoes, and crops have suffered very much; they have had some nice showers recently (December 24, in the Barbadoes), which may improve the situation a little, but they have been too late in coming to be of

very much use to the growing crop. It would not surprise us if the market opened high."

Another house particularly well posted says: "Until recently the reports from the British West Indies were very discouraging (January 9, in Canada), owing to the excessive drought which prevailed all through the season—but we are now advised that during the last few weeks moderate rains have prevailed, and, while these will probably not bring the crop up to the average, at the same time it will be a very great improvement on what has been anticipated, and the probability is that a very fair crop will be made. Naturally, owing to prevailing conditions, the market will open high, but the future must be governed entirely by weather conditions between now and March. We might also add that favorable growing weather will result in the crop being delayed, whereas if dry weather prevails the crop will come on early and be comparatively short."

An average crop would mean in the neighborhood of 40,000 puncheons. Last year's yield was about 48,000 puncheons, while two years ago 60,000 puncheons were obtained. It takes some 10,000 puncheons to supply the Canadian trade.

It is hardly likely that we will have any molasses to speak of here before April. Some fancy may be brought in via St. John and Halifax, in March, but it is choice molasses that the trade desires most, and it comes in direct steamers in April.

ADULTERATIONS IN CANADIAN PEPPER.

A bulletin just issued by the laboratory of the Inland Revenue Department at Ottawa gives some interesting information regarding the ground pepper used in Canada. The Department has analyzed 146 samples of white pepper, gathered from different districts in the Dominion and out of these finds 106 genuine, 32 adulterated and 8 doubtful. This shows a percentage of 21.9 adulterated. Black pepper gives even a less favorable showing. Of 152 samples analyzed, 110 are genuine, 37 adulterated, and 5 doubtful.

While the test in question showed a gratifying improvement in that for 28 years past, the average of adulteration has been 50 per cent. Pepper still remains one of the most badly adulterated foods in Canada. The enforcement of the new Pure Food Laws in the United States has resulted in the prohibition of the importation of materials ordinarily used for the adulteration of

spices, and it seems probable that some of these goods have found their way into Canada, a factor much to be regretted.

The report points out that the substances used as adulterants, pepper dust, ground bushes, sand, flour, cayenne, coconut shells, are not distinctly unwholesome, but these materials, besides being undesirable mixtures, are certainly frauds and more or less injurious when used as food.

BROOM PRICES GOING UP.

The advance in brooms spoken of as probable last week seems to be surely coming. Already at one or two Ontario points the price has been advanced 25 cents per dozen and a further advance is probable.

The shortage spoken of in the Oklahoma and Indiana broom corn crops seems to be a fact. At a meeting of manufacturers in Chicago last week figures in Chicago last week figures quoted showed the 1908 Oklahoma crop to be 16,000 tons as against 40,000 in 1907, and 65,000 in 1908. In Illinois the 1908 crop is given as only 5,000, as compared with 8,000, the year before and 15,000 in 1906.

United States manufacturers advanced their price from 25 to 50 cents last year, while the Canadian firms kept them on the same basis. From this it will be seen that the prospects of a sweeping advance shortly are very likely.

WHERE GOVERNMENT ERRED.

The Ontario Government could not have had the best interests of the commercial travelers at heart judging from their appointment of the special commissioner to look after the equipment of hotels in the province. W. K. Snider, as was mentioned in last week's issue, received the appointment. Mr. Snider has for the past three or more years been organizer for the Conservative party and therefore would naturally be much interested in the Government wishes.

It would appear that had the appointment gone to a member of the Travelers' Association, the work of improving the hotel equipments would have been attended to with more decision by a man not directly interested in politics. A traveler, too, who has been on the road for some time knows the faults in hotels, and how they can be best remedied. The broad field he has to cover brings him in contact with every class of hotel and he is in a position to determine the deficiencies and intelligently order improvements.

The Commercial Travelers' Association of Canada had endorsed the appointment of Lieut.-Col. John Stoneman who, we believe, would have been the right man for the position, but the Government has seen fit to do otherwise.

Rates Affected Fruit and Provision Firms

Proposed New Express Classification Would Have Been Serious for Commission Houses Who do Large Outside Business
—Clause Regarding "Enclosures" Meant Much to Country Merchants—Railway Commission's Order
Obviates Difficulty at Present.

The prompt, decisive and effective measures adopted by the Railway Commission, sitting at Ottawa, in cancelling the new express rates, which went into force on January 1 last, and restoring the old tariff, brought joy to the hearts of those merchants who would be very seriously affected by the change. Judge Mabee, after hearing evidence from the express companies and from shippers, gave judgment summarily annulling the new classification. He explained that the commissioners understood the new arrangement would on the whole mean a slight reduction in rates to the general shipping public and they had relied on the companies keeping the agreement entered into with Judge Killam, that no radical changes would be made in the rates, pending the result of a general inquiry.

The evidence, however, seemed to show that the new classification involved serious changes and general increases, and the board felt its duty was to recall its order of approval.

Hard on Fruit and Provision Men.

A point in the new rates affecting the country merchant was that providing against the forwarding of enclosures, as when a wholesale house making up a shipment include a parcel for another firm or for another party in the same town. If carried out, this would have been rather inconvenient as well as costly for the country merchant, but the annulment of the new rates will, of course, avoid this.

While the new rates, or rather classifications, did not seriously affect the grocery houses of the country, they did affect the wholesale provision, fruit and fish men, more especially in the matter of making a charge for the return of empty boxes, cans and crates, and on this point representations were made to the commission while sitting at Montreal by the Toronto fruit and provision men complaining of the charge. The commission promised to investigate the question and it was thought a sitting at Toronto would be necessary. The action of the board in cancelling the rates, however, may make this unnecessary.

The new classification adopted by the express companies on empties stated that charges must be prepaid, and even then were accepted only at owner's risk if lost or damaged. It affected butter boxes, cans, fish boxes and barrels, flower baskets and crates, fruit and vegetable empties, oyster tubs, pails and cases, poultry boxes, yeast boxes, soda water cases and bread and biscuit empties. The rates ran all the way from 5c to a charge one-half that of the merchandise rate. There has been for some years now a charge on the return of egg cases and chicken coops, but the new rate would include all other empties, the only exception being milk and cream cans.

Toronto Board of Trade Acts.

On January 7 the produce section of the Toronto Board of Trade met and sent the following telegram:

"Judge Mabee,

"Chairman Railway Commission,
"Montreal.

"The produce section of the Board of Trade, Toronto, in session, wish to go on record as protesting against existing charges by express companies on dairy products; also against the recent added charges on returned empties, which charges are more than covered by the existing rates on produce.

"J. T. MADDEN,
"Chairman."

Gradually Increasing Charges.

Mr. Madden, who is manager of the Wm. Ryan Co., provision merchants, on being interviewed, said the charge was unfair. Some seven years ago the express companies raised the rates, but when an objection was made, said the increase was to cover the return charges. Two years later a charge of 5c was placed on the return of egg cases. On being questioned regarding this charge and showing that the former increase was to cover such cases, the express companies made some explanation about a specific charge on egg crates. The provision men did not object, believing the charge a fair one and thinking the companies would be responsible for the proper care and return of empties. Up to that time provision men lost many egg crates and it was a serious loss in the carrying on of business. But things did not improve very appreciably. When there was a rush, Mr. Madden had seen his egg crates standing on the station platform for a week at a time. His company now was obliged to buy a thousand new cases every year and import a car load of egg fillers because of the neglect of the express companies. Then the loss sustained in having eggs packed in these cases which had been exposed to the weather was incalculable. The charge was very unfair.

Might Mean Shipping by Freight.

J. L. Bowes, manager of the J. A. McLean Produce Co., was another man who believed the charge unfair, and if it had gone through it would probably mean that the express business would be cut out and shipments would be made by freight.

W. H. Despard, of White & Co., who ship fruit, vegetables and fish, in specially-constructed crates, said the charges would be quite heavy so far as they were concerned. It was on this account that he had wired the commission protesting against the charge on empties and received a reply stating the matter would be investigated.

H. W. Thorpe, of McWilliam & Everist, said his company would not be affected, as they shipped in original package and these were not returned.

F. T. James, of F. T. James & Co., fish dealers, felt that his company would not be affected, shipping, as they do, oysters and fish in cheap, neat and new packages, which were not to be returned.

Members of the wholesale grocery trade say the new classification would not affect them materially, since grocers in the country usually waited until a carload of empty cases accumulated

and then shipped them back by freight.

M. P. Mallon, poultry dealer, felt that the charge was unfair, but that so far as he was concerned, the extra express charges were met by the shippers outside the city.

C. E. Edmonds, of Christie, Brown & Co., said his company shipped biscuits by car lots only and when doing so used freight cars. The boxes are returned the same way, for it would be more profitable to make new boxes than use express and pay the charges. He also said it would cost more to bring in a car of empty boxes from, say Hamilton, by freight than it would to send the same quantity of full boxes to Hamilton by boat.

GROCCERS IN HOCKEY.

During the past week three good games in the Wholesale Grocers' League, Toronto, were played. On Friday night of last week the T. Kinnear & Co.'s team ran away with the Brokers II. team by the score of 9 to 1. The line ups were:

Brokers II.—Goal, Patriek; point, P. Millman; cover, Shea; forwards, Watt, Hortop, A. Millman.

T. Kinnear & Co.—Goal, Marks; point, C. Rennie; cover, T. Kinnear; forwards, Telford, Diekey, Mains.

H. P. Eckardt & Co. defeated Brokers I. by 4 goals to 1 on Monday night, the half-time score being 1 all, with play very evenly divided. The teams:

Brokers I.—Goal, Ferguson; point, Thompson; cover, Oliver; centre, Webber; right wing, Wm. May; left wing, Lynn.

H. P. Eckardt & Co.—Goal, Joyce; point, Wilkinson; cover, Brown; centre, Thompson; right wing, Wilkinson; left wing, Cowan.

Possibly the closest fought game of the three was the one of Wednesday night, when the Jas. Lumbers Co.'s team won out in the latter half by the score of 7 to 4. At half-time it was 3 all, and shortly after the breathing spell it was 4-4, but at no time were the winners behind. Some great games are expected in the coming week. The teams were:

Eby-Blain Co.—Goal, Kelly; point, Thomas; cover, Gay; forwards, Niel, Bond, Meath.

Jas. Lumbers Co.—Goal, Lumbers; point, Kerr; cover, Nelles; forwards, Ford, Pyne, Carradus.

IS LAND COMMISSIONER.

Frederick Dane, grocery broker, Yonge Street, Toronto, has been appointed Land Commissioner of the Temiskaming & Northern Ontario Railway. One of the important features of his work will be to advise intending purchasers of land along these railways in the interests of the settlement of the districts contiguous to them. Mr. Dane is also a member of the Temiskaming & Northern Ontario Railway Commission.

Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

- Lard—Advanced ½c.
- Fish—Declined.
- Sugar—Firm.
- Flour—Declined 10c.
- Molasses—Advanced 2c gal.

Montreal, Jan. 13.

Conditions generally are as good as can be expected at this time of the year. Travelers are reporting prospects very good in the country. Stocks, which have been low during the whole year, are now very much depleted, consequently with returning confidence in business conditions, it is thought that trade prospects should be good for the spring. Satisfaction is expressed generally regarding the volume of the Christmas trade. Remittances and collections have been very good, and this is regarded as a favorable augury. Locally trade has been a little on the quiet side, which is not unusual after the holidays.

Some changes have taken place in the market, chief among which is the decline in flour of 10c per barrel. In the ordinary course of events declines are quite in order at this season of the year, as some inducement must be offered the buyers, in this way to stimulate trade at a dull time. Molasses, however, owing to extraordinary conditions, failed to react to this rule, and has advanced 2c gallon. A full explanation of the reason will be found on another page of The Grocer, under a special heading. Owing to the active demand for hogs, lard has gone up a step. Butter remains fairly stationary, while cheese has slumped. Canned goods are dull. Furs are decidedly on the high side, and such lines as lynx, red fox, and fisher are scarce. Peppers are strong in the primary markets. Poultry is scarce. Sugar has shown pronounced strength during the week.

It is remarkable what an influence a disaster to any quarter of the globe has on the rest of the world. Owing to the recent catastrophe in Sicily we are now paying more for filberts, Sicily wines, Tanagona almonds, olive and essential oils, showing plainly the economic importance of this little island in the Mediterranean.

SUGAR—A firmer feeling is developing in the sugar market which was not expected so quickly. Refiners are well supplied with raw sugar for their requirements, and are not taking very large quantities. Locally, the demand for sugar is reported by some of the wholesale houses as better than at this time last year. So far, prices have been fully maintained at last week's level.

Granulated, bbls	44 40
" " 4-bbls	4 55
" " harr	4 35
" " Imperial	4 10
" " Beaver	4 10
Paris lump, boxes, 100 lbs	6 25
" " 50 lbs	6 35
" " 25 lbs	6 55
Extra ground, bbls	4 80
" " 50-lb. boxes	5 00
" " 25-lb. boxes	5 20
Powdered, bbls	4 60
" " 50-lb. boxes	4 80
Phoenix	4 15
Bright coffee	4 10
No. 3 yellow	4 08
No. 2	3 98
No. 1	4 00
No. 1 " bbls	3 95
No. 1 " bags	3 95

SYRUPS AND MOLASSES—Molasses has developed a strong position owing to small supplies held and not the best of prospects of the situation being relieved as soon as was expected. Prices have risen 2c a gallon on all lines and are now about 10c higher than those of a year ago. Corn syrups are only fairly active, some trade developing in small tinned lines. Prices are the same.

Barbadoes, in puncheons	0 42
" " in barrels	0 44
" " in half-barrels	0 45
" " fancy	0 47
New Orleans	0 32
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 08
" " 4-bbls	0 08
" " 2-bbls	0 08
" " 35 lb pails	1 75
" " 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	3 40
" " 5-lb. " 1 doz. "	2 75
" " 10-lb. " 1 doz. "	2 65
" " 20-lb. " 1 doz. "	2 60

MAPLE PRODUCTS—Nothing of any interest has developed, and the market remains dull and featureless.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 06	0 07
Pure syrup, 8½ lb. tin	0 60	0 65

TEA—Japans and Ceylons are the favorites this week. Some small buying only has transpired in other lines. Grocers are not much interested in high-grade teas as they think from now till spring people will favor the lower-priced product. No new quotations have been announced during the week. It is rather difficult to forecast the movements of the market, as the stocks held throughout the city and country are extremely low.

Choicest	0 38	0 45
Choice	0 38	0 37
Japans—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 28
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " " pea leaf	0 19	0 27
" " " " pinhead	0 30	0 45

COFFEE—"More steadily going into consumption," stated one large house. Coffee does not fluctuate as does many other lines, as demand continues good and steady. Prices unchanged.

Mocha	0 18	0 25
Rio, No. 7	0 06	0 11
Santos	0 12	0 15

DRIED FRUITS—Owing to a general stock-taking, business in these lines has

been of a limited character. Currants have dropped ½c for fine filiatras, and a generally easy feeling exists in the market. This is due to an easier tone which has developed in Greece. Stocks throughout the country are distinctly on the light side, therefore a good trade will probably develop in the spring. Dates are strongly held as stocks available are much less than last year.

Figs—		
Bag figs	0 03	0 05
Tapnets	0 03	0 05
Hiemes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb	0 03	0 05
Malaga Raisins—		
London layers	2 25	
" " " " " " " "	2 50	
" " " " " " " "	0 75	
" " " " " " " "	1 30	
" " " " " " " "	4 75	
" " " " " " " "	5 75	
" " " " " " " "	1 60	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08	0 09
Loose muscatels 3 crown	0 08	0 09
" " " " " " " "	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 12	0 14
Peaches, per lb	0 11	0 15
Pears, " "	0 13	0 14
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " " " " "	0 09	0 10
" " " " " " " "	0 08	0 10
" " " " " " " "	0 07	0 10
" " " " " " " "	0 07	0 10
Currants, fine filiatras	0 06	0 07
" " " " " " " "	0 08	0 08
" " " " " " " "	0 09	0 09

SPICES—Peppers are holding the centre of the stage, at the present moment with the charges floating in the air of gross adulteration of some lines, and an advanced primary market in blacks. The customary after-holiday dullness is prevailing in the market generally. Prices are unaltered.

Peppers, black	0 14	0 20
" " white	0 20	0 27
Ginger, whole	0 18	0 20
" " " " " " " "	0 17	0 20
Cloves, whole	0 17	0 20
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" " " " " " " "	0 14	0 16

BEANS AND PEAS—Beans have become dull, and prices have dropped 10c, quotations now standing at \$1.65 to \$1.75. Peas are also slower this week, although, so far, the price has been maintained.

Ontario, pickers	1 65	1 75
Peas, boiling	1 35	1 40

EVAPORATED APPLES—The undertone of the market is easier, with quotations unchanged. Although the supply in sight is not large, the demand is likewise small, consequently the situation has eased up somewhat.

Evaporated apples, new	0 03	0 08
------------------------	------	------

FURS—Fox is decidedly scarce this year, and fancy prices are offering for really good skins. Lynx are none too plentiful, and dealers are offering as high as \$12 for good specimens. Fisher

are commanding good prices, some firms offering \$9. The experiment to farm foxes has proved a failure, so for sometime yet the wild specimen will have to be depended upon.

Mink.....	5 60	6 50
Marten, pale.....	4 00	6 00
" dark.....	8 01	20 00
Fox, red.....	2 50	4 50
Lynx.....	5 00	12 00
Otter.....	15 00	25 00
Fisher.....	5 00	9 00
Weasel.....	0 25	0 35
Miskrat.....	0 15	0 25
Canadian coon.....	0 75	1 25
Skunk.....	0 40	1 25
Beaver, large.....	8 00	10 00
" small.....	3 00	5 00

CANNED GOODS

MONTREAL.—Altogether the demand for canned goods is decidedly poor. Vegetables and fruits, however, are bright spots in the market. Canned fish is fair for the season, which is always a dull one for this commodity, but canned meats are slow.

TORONTO.—Peas, corn and tomatoes are passing off fairly well and the demand for the more used lines of fruits is also good. There's little doing in salmon and other lines of fish.

ONTARIO MARKETS.

POINTERS—

Molasses—An advance in price.
Coffee—Good demand, market firm.
Canned Goods—Steady in fruits and vegetables.
Nuts—Several lines scarce.

Toronto, Jan. 14, 1909.

Local wholesalers report business generally to be rather brisk this week. Of course there are some articles in more demand than others, due to the particular time and season of the year. Retailers still continue to complain about quietness in business, but a change for the better may be expected at any time.

One of the chief items of interest this week is an advance in molasses from the Barbadoes and West Indies. The reason for this increase in price is not exactly known yet to the wholesalers, but it has been reported that a shortage in rain has been the cause.

Business seems to be rather brisk in canned goods, so far as fruit and vegetables are concerned, probably because the supply of fruit put up by the housewives is in many cases getting low.

Collections during the week are reported good, which seems to be a good indication that the retailer is doing some business.

SUGAR—The market in sugar this week is rather quiet, prices being quoted similar to those of last week.

Paris lumps, in 9-lb. boxes.....	5 55
" " in 11-lb. ".....	5 45
" " in 25-lb. boxes.....	5 75
"Crystal Diamonds, "barre's".....	5 55
" " half barrels.....	5 85
" " box-s, 100 lbs.....	5 85
" " 10 lbs.....	5 95
" " 25 lbs.....	6 15
" " 5-lb. cartons, boxes 100 lbs.....	8 10
St. Lawrence granulated, barrels.....	4 50
St. Lawrence Beaver.....	4 25
Reddish extra granulated.....	4 50
Imperial granulated.....	4 20
Acadia granulated, (bags and barrels).....	4 40
W. laceburg.....	4 31
Phoenix.....	4 45
Bright coffee.....	4 40
No. 2 yellow.....	4 30
No. 1 ".....	4 20
No. 1 ".....	4 10
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—The demand for molasses and the supply, which

appears to be short so far as the West Indies are concerned, has made an advance in this article. Otherwise there is little or no change.

Syrups—		
Medium.....	6 33	0 35
Bright.....	0 40	0 45
2 lb. Tins, 2 doz. in case.....		2 40
5 " " " ".....		2 75
10 " " " ".....		2 65
20 " " " ".....		2 60
Barrels.....	0 13 1/2	
H. if Barrels.....	0 03 1/2	
Quarter.....	0 03 1/2	
Pails, 38 1/2 lbs. each.....	1 75	
" 25.....	1 25	
Maple syrup—		
Gallons, 6 to case.....	4 50	
" 12 ".....	4 80	
Quarts, 24 ".....	4 80	
Pints, 24 ".....	2 50	
Molasses—		
New Orleans, medium.....	0 30	0 35
" " bbls.....	0 28	0 30
Barbadoes, extra fancy.....	0 45	0 45
Porto Rico.....	0 45	0 40
West Indian.....	0 31	0 33

TEA—The good demand for Ceylons noted during the past few weeks still continues with perhaps a slight falling off. There seems to be a considerable call for Indians, both of the cheaper and highly flavored varieties, whereas highly flavored Ceylons are somewhat scarce.

COFFEE—There is a firmness noticeable in the coffee market this week and business locally continues good with no changes in prices. Willett & Gray, in their report on the situation, give the following on the past year and the outlook for the future: The past year in coffee was marked by a great deal of mistrust to the exclusion of different features that have been constantly contributing to heal their conditions. It now appears that the coffee trade proper begins to realize that instead of the Government holdings being any menace to the market, the new loan and agreement conserving those holdings have put the coffee beyond all peradventure of indiscriminate sale, and what is more, not a bag will be sold within a year from now and after that only limited quantities year to year. All this has finally forced attention to the true situation and the available supplies.

After a very active month of deliveries to the interior—1,835,000 bags during December in Europe and the States—the world's visible supply has decreased 580,000 bags since December 1st, and the total world's supplies in sight today are 1,000,000 bags less than January 1, 1908, say 15,700,000 bags, out of which the Government holdings are about 7,000,000 bags. The coffee world, therefore, has to reckon with available supplies of only 8,700,000 bags, and with it only about 1,500,000 bags of the present crop to come down in Santos and 700,000 bags in Rio during the second half of the crop season, together with the movement of the mild crops. The combined deliveries in Europe and the States for the first six months of the crop were 9,300,000 bags in a period of restricted buying by the trade, which strongly emphasizes probable total deliveries of upward of 18,000,000 bags for the crop year 1908-09. These are the main points which make the true position of coffee all the more interesting and attractive on the natural basis of supply and demand, and it is little wonder that dealers, roasters and jobbers commence to

look ahead in order to get the assortment and descriptions which their trade will require right along.

The outlook for the 1909-10 crops shows no improvement. The latest reports on the Santos crop still speak of the strong probability of the yield being less than the current crop, while nothing new is heard from Rio. The extent of the crops on the present prospects can now be judged fairly close, but whatever happens in the remaining months, when the crop is maturing, nothing can occur to increase the yield.

Looking at present values of the far-off options in New York, 75 to 100 points less than the same time a year ago, and the statistical position present and prospective in strong contrast, an improvement in prices seems natural.

DRIED FRUITS—The demand in dried fruits has not been very great since the passing of the holiday season. The prices are steady.

Prunes—		Per lb.
40-50 s, 25-lb. boxes.....		0 09 1/2
50-60 s, " ".....		0 08 1/2
60-70 s, " ".....		0 08 1/2
60-70 s, 50-lb. boxes.....		0 08 1/2
80-90 " ".....		0 07 1/2
90-100, " ".....		0 07

Apricots—		
Choice, 25-lb. boxes.....	0 12 1/2	
Fancy.....	0 14	

Candied and Drained Peels—		
Lemon.....	0 10	0 11 Citron..... 0 17 0 20
Orange.....	0 10 1/2	0 12

Figs—		
Elemes, per lb.....	0 08	0 10
Tapnets, ".....	0 03 1/2	0 04
Bag Figs.....	0 03 1/2	0 04

Currants—		
Fine Filistras.....	0 06 1/2	0 07
Vostizzas.....	0 08 1/2	0 09
Patras.....	0 08	0 08 1/2
Uncleaned, 1/2 less.		

Raisins—		
Sultana.....	0 07 1/2	0 13
" Fancy.....	0 11	0 12 1/2
" Extra fancy.....	0 14	0 15
Valencia.....	0 5 1/2	0 06
Seedless, 1-lb. packets, fancy.....	0 09 1/2	0 10
" 16 oz. packets, choice.....	0 9 1/2	
" 12 oz. ".....	0 8	

Dates—		
Hallowees.....	0 05 1/2	0 06
Fards choicest.....	0 08	0 08 1/2
Sairs.....	0 05	" choice..... 0 07 1/2

NUTS—There is a noticeable scarcity in almonds, filberts and Brazils this week, the sales in all varieties not being extra brisk on account of the rather poor demand.

Almonds, Formigetta.....	0 12 1/2
" Tarragona.....	0 13
Walnuts, Green ble.....	0 14
" Bordeaux.....	0 11
" Marbots.....	0 12
Filberts.....	0 10
Pecans.....	0 16
Brazils.....	0 15
Peanuts.....	0 10

SPICES—These goods are meeting with the usual sale, there being no change in the prices as last quoted.

RICE AND TAPICA—Tapioca is getting a fairly good call in some wholesale houses, but there are no new features in the market.

BEANS—The bean market remains about the same as during last week, although some report a little better demand than usual in the white variety.

Beans, prime No. 1.....	1 85	2 00
" Lima, per lb.....		0 07

EVAPORATED APPLES—There is some call for these, the market remaining steady.

Evaporated apples.....	0 07 1/2
------------------------	----------

HIDES—There is a firmness in the hide market and prices at present are somewhat in advance compared with the last quotations.

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Severe Cold Prevailing Makes Business Quiet—Checker Playing in the Grain Exchange—Grain Traffic Department Begun — Rates on Night Messages Reduced.

INDEPENDENT CANNERS MEET.

The annual meeting of the Independent Canners' Association of Ontario was held at the King Edward Hotel, Toronto, on Thursday and Friday, January 7th and 8th.

The association has shown gratifying progress during the year, both as regards membership and the work done, and has been an influential factor in the canned goods trade of Canada.

In the election of officers, E. D. Smith, of Winona, and the Beamsville Preserving Co., was re-elected President. W. G. Trethewey, of the Sanitary Packing Co., Weston, is First Vice-President, and T. E. Owens, of the Bloomfield Canning Co., Bloomfield, Second Vice-President. R. W. Bael, Toronto, was re-elected Secretary-Treasurer.

The Board of Directors includes S. E. Masten, the Farmers' Canning Co., Bloomfield; F. J. Lowe, J. H. Wethey, St. Catharines; R. C. Eckhart, Gorman-Eckhart, London; Geo. E. Fisher, Burlington Canning Co., and W. A. Carson, Napanee Canning Co.

The Legislative Committee is made up of the President Vice-President and Secretary.

One of the interesting points of Thursday's meeting was a discussion on "Systems of Processing," which was taken part in by nearly every one present.

Geo. E. Fisher, of the Burlington Canning Co., gave a report on cans, including interesting information on can making, and the quality of tin which should be used.

Mr. Fisher also spoke on the standard weight of 2s and 3s.

One of the most important matters discussed at the meeting was that of the advisability of fixing a time allowance for swells and leaks. As a result, a definite term will likely be fixed at the next meeting.

A pleasant conclusion to the two days' meeting was the banquet and theatre party tendered to the delegates by Rolph & Clark at the National Club and Massey Hall respectively, on Thursday evening. The dinner party was a very recherche affair, and the hosts, Frank A. Rolph and T. J. Clark, chairmen, expressed their pleasure in having the privilege of entertaining their many friends in such an important and growing industry as the canned goods trade. Owing to the short time at the disposal of the party before attending Harry Lauder's Scotch concert at Massey Hall only a few short addresses were made by Mr. Rolph, J. M. Clark, and S. Edgar Masten of the Farmers' Canning Co., Bloomfield, the latter in a happy speech extending the thanks of the Independent Canners to their hosts. Of the number of canners attending the meeting only about twenty-five were able to be present on account of having had other engagements.

R. W. Ball, of the Essex Canning and Preserving Co., was a friendly guide of the party through the winding streets to Massey Hall, and a useful interpreter of the mysterious and incomprehensible Scotch expressions of the great Lauder.

Added to the holiday dulness the Canadian West has been battling with the coldest snap in ten years during the past week, and, consequently, things have been somewhat quiet along the lines of regular trade. Stocktaking is about finished in the retail houses, and returns are being made up. Wholesale houses are jogging along filling small sorting orders, but really putting in an extremely quiet time.

At the Grain Exchange the smoking room has been far more popular than the trading room and about the only excitement has been some stiff games of checkers that have been fought to a finish. It has been nothing unusual to find eight or ten games in progress at one time, each table with its little crowd of spectators and round the reading tables groups of men with feet comfortably elevated reading quietly. Once in a while an active broker breaks in upon the peace and harmony, but is sure to be regarded rather as an intruder.

Although in regular lines the week has been deadly dull, the West has not been inactive by any means, and some of the announcements of the week are among the most important for many months. At the head of the list probably is the establishment by the Canadian Pacific Railway of a "Grain Traffic Department," which will have jurisdiction from Fort William to Laggan. Thos. S. Acheson, who has for some time acted as traveling freight agent for the C.P.R., is now appointed to the head of this department, and will be known officially as "Grain Agent of the C.P.R." Important questions in connection with grain matters have heretofore been handled by the various general freight agents, now all questions relating to the transportation of grain will be handled by the new department. The step has been decided upon owing to the enormous increase in the business attendant upon the movement of the Western crop. Every year brings new problems in the handling of grain, and it is felt by the C.P.R. that all such questions can best be met by a special department, a department whose entire time, energy and ability will be devoted to the movement of the Western crop. This action on the part of the C.P.R. is a popular one.

Proposed Railway Extensions.

While on the subject of the Canadian Pacific it might be mentioned that at present writing William Whyte, second vice-president of the road, is in the East making arrangements for the work of this year. He is asking for \$30,000,000 to be expended upon Western lines. This is a very large sum in view of the fact that the double-tracking is now practically completed, which has been one of the heaviest items in construction work

for the past three years. The money asked for is mainly for extending lines that are already begun. Among the new lines or rather extensions that will be pushed this year is the one from Stoughton to Weyburn. It is expected that this line will ultimately reach Lethbridge and in doing so will pass through an exceptionally fine farming section of Southern Alberta, much of which is suitable for the cultivation of fall wheat.

It is expected that some 100 miles of this road will be completed during the present year in order to accommodate the large number of farmers that have moved into the more eastern section of the country, that will eventually be served by this road.

The present year is one that should rejoice the heart of all makers of rails, structural steel and railway supplies generally for all plans are tending in the direction of a most exceptional railway development.

Message Rates Reduced.

The Winnipeg Jobbers' and Shippers' Union have gained a victory that will be much appreciated by all business men. This is a reduction of the night rate on commercial messages to 50c for ten words from Winnipeg to Vancouver. Heretofore there has been no reduced night rate between Winnipeg and the coast, although there has been a rate equivalent to half the day rate from points in Eastern Canada to the coast. Jobbers in Winnipeg have long felt that this was a most unjust discrimination and the announcement of the new rate has been received with much enthusiasm.

During the week the contract was let for an additional elevator at Port Arthur. This elevator will be the property of the Thunder Bay Elevator Company, Limited, and will have a capacity of 1,500,000 bushels. It will be located 1,000 feet west of the Antikokan Iron Works at Port Arthur, and the elevator and the site together will cost, with trackage, \$550,000. It will have three unloading tracks and a complete system of nine interlocking pits, each with a capacity of 2,000 bushels, and will be able to unload 200 cars every 10 hours and to load into vessels at the rate of 50,000 bushels per hour. Already the contractors, the Barnet, McQueen Co., of Fort William, have commenced operations on the driving of piles and they are under heavy penalties to have the elevator ready for use on September 15 of this year.

The question of Government ownership of interior elevators is going to prove one of the live issues of the winter. It has already been broached in the Saskatchewan House, and Premier Scott intimated that the Premiers of the

three Provinces were seriously considering the matter. He further intimated that if the Provincial Government should undertake such an ownership it would only be as a complete monopoly. This question will also be the piece de resistance at the annual meeting of the Manitoba Grain Growers' Association, to be held at Brandon during the current month.

The matter is a very serious one, and the quieter and more thoughtful of the farmers are very dubious of any good resulting from Government ownership of interior elevators, although all are agreed as to the wisdom of Government (that is Dominion Government control) of terminals. This, of course, is practically achieved at the present time.

Wheat Market Dull.

Although the wheat market has been a dull one all week it has been remarkably strong and towards the end of the week there was a decided improvement in export inquiry. The fact is, Liverpool stocks are small, and though our prices are high, they are nearly 6c under the American. To this must be added anxiety as to the damage done winter wheat by the extreme cold weather and the absence of a snow blanket.

At present it would appear that there are still some 13,000,000 in the hands of Western farmers available for market. Stocks in the interior to come forward are about 18,000,000 bushels. Receipts have been almost nothing during the past week.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, January 14, 1909.)

Values are steady in most lines this week, the only feature of particular interest being a sharp decline in corn syrups. This is referred to below.

Business is active. Travelers are now covering their routes again and from the volume of orders received it is evident that Christmas and holiday trade was very active throughout the country, materially reducing retail stocks. The first month of 1908 was very disappointing, but the experience this year is different.

SUGAR—Prices have remained unchanged since the reduction noted in last issue. Quotations are as follows:

Montreal and B.C. granulated, in bbls.	5 00
" " in sacks.	4 95
" yellow, in bbls.	4 60
" " in sacks.	4 55
Wallaceburg, in bbls.	4 90
" " in sacks.	4 95
B.C. gunnies granulated, 5-18's to bale, per cwt.	4 95
" " 5-20's	4 95
" hard pressed lump, 25's, per cwt.	5 15
" " half bbls., per cwt.	5 50
" icing.	5 60
bar sugar.	5 60
icing sugar in bbls.	5 80
" " in boxes.	5 10
" " in small quantities.	5 30
Powdered sugar, in bbls.	5 60
" " in boxes.	5 65
" " in small quantities.	5 95
Lump, hard, in bbls.	5 95
" " in 100-lb cases.	5 95

SYRUPS AND MOLASSES—The feature of the local market has been a sharp reduction in corn syrups. This is not due to the lower price of corn, as manufacturers have to use corn one year old and the product being put on the

market now is manufactured from corn bought at high prices last year. The reduction is caused by strong competition from the United States. Quotations are:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 10
" " 5-lb tins, per 1 "	2 65
" " 10-lb tins, per 1 "	2 50
" " 20-lb tins, per 1 "	2 55
" " 1 barrel, per lb.	0 03 1/2
Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case.	3 10
" " 5 "	3 60
" " 10 "	3 30
" " 20 "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31 1/2
" " 5 gal. bsts., each.	2 25

MAPLE PRODUCTS—Little interest is displayed at the present time. Quotations are unchanged.

Sugar, 25 lb. boxes, 1/2s. and 1/4s.	3 00
Syrup, gallons, 1/2 doz. to case, per case.	5 65
" " 1 doz. to case.	6 15
" " 2 doz. to case.	6 55

ROLLED OATS—Business is fairly active but there are no features of special interest in the rolled oat market. Quotations are as follows:

Rolled oats, 80 lb sacks, per 80 lbs	2 10
" " 40 "	2 15
" " 20 "	2 20
" " 8 "	2 50

CORNMEAL—

Cornmeal, per sack	1 90
" per 1/2 sack	0 95
" per bale (10, 10's)	2 15

BEANS—The market is weak. Hand-picked are quoted at \$2.10 to \$2.15 per bushel and the three-pound picker at \$2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at \$2.55 per sack; pearl barley at \$3.75 per sack and \$1.95 per half sack.

FOREIGN DRIED FRUITS—

Sultana raisins, bulk, per lb.	0 09
" cleaned,	0 10 1/2
" 1 lb pkgs.	0 11 1/2
Table raisins, Connoisseur clusters, per case.	2 90
extra dessert,	3 85
" Royal Buckingham.	4 00
" Imperial Russian.	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 70
" Connoisseur clusters, boxes (5 1/2 lbs).	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " 14's	1 00
" " selecta " 25's	2 25
" " " 14's	1 15
" " layers " 28's	2 35
" " " 14's	1 35

California raisins, choice seeded in 1/2-lb. packages	0 0
" " fancy seeded in 1/2-lb. packages	0 7 1/2
" " per package	0 08 1/2
" " choice seeded in 1-lb. packages	0 08 1/2
" " per package	0 09
" " fancy seeded, 1-lb. packages, per package	0 09 1/2

Raisins, 3 crown muscatels, per lb.	0 06 1/2
" "	0 07 1/2
Prunes 90-100 per lb.	0 05 1/2
" 80-90 "	0 06 1/2
" 70-80 "	0 06 1/2
" 60-70 "	0 07 1/2
" 50-60 "	0 07 1/2
" 40-50 "	0 08 1/2
" 30-40 "	0 08 1/2

Silver prunes.	0 09 1/2
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" dry cleaned, Filletras, per lb.	0 06 1/2
" wet cleaned, per lb.	0 07
" Filletras in 1-lb pkg. dry cleaned, per lb.	0 08
Pears, per lb.	0 08 1/2
Peaches, standard, per lb.	0 08
" choice	0 08
Apricots, standard, per lb.	0 10 1/2
" choice, per lb.	0 11 1/2
Plums, black pitted, per lb.	0 11 1/2
Neotaries, per b.	0 09 1/2
Dates, new, per lb.	0 07

RICE AND TAPIOCA—There is only the ordinary staple demand at present, and the market is without any features of special interest. Japan rice is quoted at 4 1/2c per lb.; Patna at 4 1/2c; Rangoon at 3 3/4c. Tapioca, 5c per lb.

EVAPORATED APPLES—The local wholesale price is 8 1/2 cents per lb. Sales are brisk in spite of the high level of prices.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2 1/2 lb. tins, in case 24.	8 75
" " 12.	8 50

SPANISH ONIONS—New stock is quoted at \$1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb.	0 28
" " small lots, per lb.	0 30
" Almonds, in boxes, per lb.	0 28
" " small lots, per lb.	0 30

CANNED GOODS—

FRUITS.

	Group Groups	No. 1. No. 2.&3
	Group Groups	No. 1 Nos. 2-3
Apples—3's standard, per case	\$2.44	\$2.34
" Gallons, standard, per case	1.55	1.52 1/2
Cherries—Red, pitted, 2's	4.18	4.08
" black pitted 2's	4.18	4.08
" white pitted 2's	4.38	4.28
Currants—Red 2's	4.18	4.08
" black 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow 2's	4.18	4.08
" yellow 3's	6.54	6.44
" pie, unpeeled 3's	3.34	3.24
" pie, unpeeled, gallons	2.42 1/2	2.40
" pie, peeled, gallons	3.30	3.27 1/2
Pears—Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's	4.74	4.64
" Globe 1.s. 2's		2.78
" Globe 1.s. 3's		4.14
Plums—Danison 1.s. 2's	2.28	2.18
" Lombard 1.s. 2's	2.28	2.18
" Green Gage 1.s.	3.08	2.98
Raspberries—Red 2's	4.18	4.08
" red, gallons	3.80	3.77 1/2
" black 2's	4.18	4.08
" black, gallons	3.80	3.77 1/2
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77 1/2

VEGETABLES.

Asparagus—2's	6.28	6.18
Beans—2's	2.08	1.98
Corn—2's	2.08	1.75
Peas—		
No. 4 standards, 2's	1.88	1.55
Early June, 2's	1.98	1.65
Sweet Wrinkle, 2's	2.18	1.85
Extra fine sifted, 2's	3.08	2.75
Pumpkins—3's	2.14	2.04
Succotash—2's	2.68	2.58
Tomatoes—3's	2.44	2.10
Tomatoes, 2's	2.08	1.74
Tomatoes—gallons	3.70	3.65

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" " " " " " "	1 90
" " " " " " "	1 50
" 1 " tomato sauce, per case	2 50
" " " " " " "	1 90
" " " " " " "	2 50
" " " " " " "	1 90
" " " " " " "	2 50
" " " " " " "	1 90
Soups, per doz.	1 25
Cornd beef " 2's per doz.	2 08
" " 1's	1 75
Roast beef	
1's, per doz	1 07
2's.	2 55
Potted meats, 1's, per doz.	0 05
Veal loaf 1/2 lb., per doz.	1 25
" 1 lb.	1 50
Ham loaf 1/2 lb.	1 25
" 1 lb.	2 50
Chicken loaf 1/2 lb.	1 25
" 1 lb.	3 50
Langtonque 1's.	3 65
Sliced smoked beef 1/2-lb. tins, per doz.	1 80
" " 1-lb. tins,	3 10
" " 1-lb. glass,	3 35
Chipped " 1-lb. tins,	1 45
" " 1-lb. glass,	2 50
" " 1-lb. tins,	0 05
" " 1-lb. glass,	3 10
Sliced bacon, 1-lb. tins,	3 10
" " 1-lb. glass,	3 25

NEW COMPANY FORMED.

C. P. Carpenter & Son, Limited, has been granted a Provincial charter to carry on business as a wholesale and retail fruit dealer, commission merchants, dealers in fish, vegetables, etc., and also to deal in produce. The new company is capitalized with \$100,000 in \$100 shares, with head office at Winona, Ont.

F. Corey, Brantford, who has for eight years conducted a credit grocery in the East Ward has announced that beginning Feb. 1st, he will sell for cash only.

Prize-Winning Christmas Windows

The Results in The Grocer's Holiday Window Dressing Competition—Windows From Town and Country From Nova Scotia to Vancouver Island—Some New Ideas and How They Were Worked Out — How the Leading Designs Were Worked Out.

CLASS I.

FIRST PRIZE—Window dressed by Harry Young, with Fred. Carne, Victoria, B.C.

SECOND PRIZE—Window dressed by J. H. Connal, of P. Connal & Son, Peterboro.

CLASS II.

FIRST PRIZE—Window dressed by J. McDermid, Georgetown.

almost every day saw a new bunch of photos on the editor's desk and in the last few days, after the grocers had gotten through with the Christmas rush and had time to devote to something else than serving customers, they came in shoals.

And they came from all over Canada, from Nova Scotia to British Columbia, one of the latter a prize-winner by the

dog's tail when they came to be examined. There were windows with Christmas trees and windows with Santa Clauses, some with dolls and some with pictures. There were fruit windows and candy windows, biscuit windows and canned goods windows, plain windows and luxurious windows, and so on, almost ad infinitum.

The plan inaugurated last year, of



WINDOW DRESSING COMPETITION—FIRST PRIZE WINDOW CLASS I.

SECOND PRIZE—Window dressed by E. J. Kirk, with Kirk Bros., Bracebridge.

Such is the result of The Grocer's Christmas Window Dressing Competition, as announced by the judges this week.

It was a bigger task than ever. For two or three weeks previous to the last day of the year when the contest closed,

way, and from nearly every city in each of the Provinces. The interest in this annual contest is certainly growing, and is very gratifying to the publishers of the paper. A pleasing feature was the number of entries from Western Canada. There were big windows and little windows, some splendidly mounted on large mounts, and others that came in rolled up and that curled up like a pug

dividing the entries into two classes, with the idea of giving a more just opportunity to the grocers in the smaller towns and country districts, who are presumed to have less facilities for window dressing than their confreres in the cities, was followed this year, and seemed to work satisfactorily. It is rather peculiar, however, that on the whole the windows entered in Class II. compare

very favorably, if they do not surpass, those in Class I. Something of this can be judged from the photos reproduced here. Those shown are the four prize-winners, two in each class.

Something About the Prize Winners.

The first prize window in Class I. comes from Harry Young, in Fred. Carne's grocery, Victoria, B.C., several of whose windows have previously appeared in these pages. Mr. Young's windows are always timely, and the Christmas season and spirit fairly breathes out of this one. In describing the window, Mr. Young says:

"The window is banked up from the front about four feet on a angle. The sides are Sultanas and Valencias. Apples are on the outside of them and currants in the middle. Peels form the dividing lines. A Merry Xmas is laid in cube sugar. The rest of the window is white bunting trimmed with holly and silver tinsel. On the top stand boxes of prunes and bon-bons, with tinsel around the sides of the boxes. Boxes of figs, with red and green ribbon trimming. Other rows are fruit, bunches of grapes and fancy boxes of candy and bon-bons.

Up the sides of the windows are pink boards with holly leaves and lettering in silver tinsel. The middle of the window is a large looking glass reflecting back the fruit in front, looking like a hole. The roof is all boxed in with white bunting with a hole in the middle for the light to hang in. There are two hundred and fifty glass prisms attached to the roof with silver pendants here and there, with holly on the sides and silver tinsel around the hole where the lamp hangs. At the back is red ribbons twisted, forming a sun burst."

Another note in Mr. Young's letter draws attention to the white and pink roses scattered here and there through the display, which, he says, were grown outside just before Christmas, a tribute to Victoria's climate, surely.

The second prize window in Class I. won its place more because of the novelty of arrangement and the new ideas presented rather than for any fine decoration effects. A taking feature of this window, too, is that practically everything bears a price ticket. In describing the window, Connal & Son say:

"The idea of the window was to emphasize the quality of our goods as the Queen of Quality. The central figure, a beautiful doll, dressed in royal robes, with a crown of gold on her head, stands under a light canopy made of light framework trimmed with silver paper, with a white sateen curtain as a background. The roof is made from paper covered with silver paper. The ridges of roof are trimmed with holly, with silver tinsel hung in loops along the eaves as a finish. The floor of the window was built up at the back with steps leading down to the front of the window. The whole was covered with white sheet cotton batting. Along the front of the window are arranged nuts of all kinds, with price tickets attached. On the steps were placed fancy table raisins in

layers, fancy box candies, also candies in fancy glass dishes with price tickets on each. On each side of the steps are pillars made from a length of stove pipe covered with white cotton, with blocks of wood top and bottom, covered with turkey red cotton. On top of each of these five pillars we placed a cheese box cover, covered with white and trimmed with holly. These all filled with different kinds of candy, which we sell at special prices during Christmas season, each

signed and dressed the window himself, writes regarding it:

"The centre-piece, you will notice, is in the shape of a wheel, set at an angle of 45 degrees. The bottom of the wheel is covered with half-inch boards and divided into fourteen compartments with a small circle in the centre, all of which is covered with tissue paper, one division being done in green, the next in cerisse, and so on. Starting at the centre division at the top to the



WINDOW DRESSING COMPETITION—2ND PRIZE WINDOW, CLASS I.

kind with a price card on it. A clothes basket filled with California seedless oranges placed on each side of the queen's canopy completed the window."

The first prize winner in Class II. is one that its owner, J. McDermid, Georgetown, Ont., really ought to be proud of. He has conceived a good idea and has carried it out in excellent effect. Mr. McDermid's store is a typical small town grocery, the window is not by any means a large one, and the design used is admirably suited both to the store and the window.

Several novel ideas have been used in this window, particularly in the building up of their large pillar of oranges, which will give some useful hints to other grocers. Mr. McDermid, who de-

signed and dressed the window himself, writes regarding it: "The centre-piece, you will notice, is in the shape of a wheel, set at an angle of 45 degrees. The bottom of the wheel is covered with half-inch boards and divided into fourteen compartments with a small circle in the centre, all of which is covered with tissue paper, one division being done in green, the next in cerisse, and so on. Starting at the centre division at the top to the

right is grape fruit, chocolate candy, oranges, walnut candy, shelled walnuts, cream candy, walnuts, oranges, almond nuts, lemons, shelled almonds, mixed candy, filberts, apples and the centre circle is filled with Malaga grapes, giving a nice contrast. On the right you see a pillar of California oranges six feet high which fills that side of the window nicely. The rack which holds the oranges is made of poultry wire with a tin tube inside, the oranges being slipped down between the tin and the wire. On the left of the wheel is a pyramid of Wagstaffe's cherries and peaches in glass. In the centre of the window between the wheel and the glass there is a fancy china plate filled with natural figs, on either side of which is a pine-

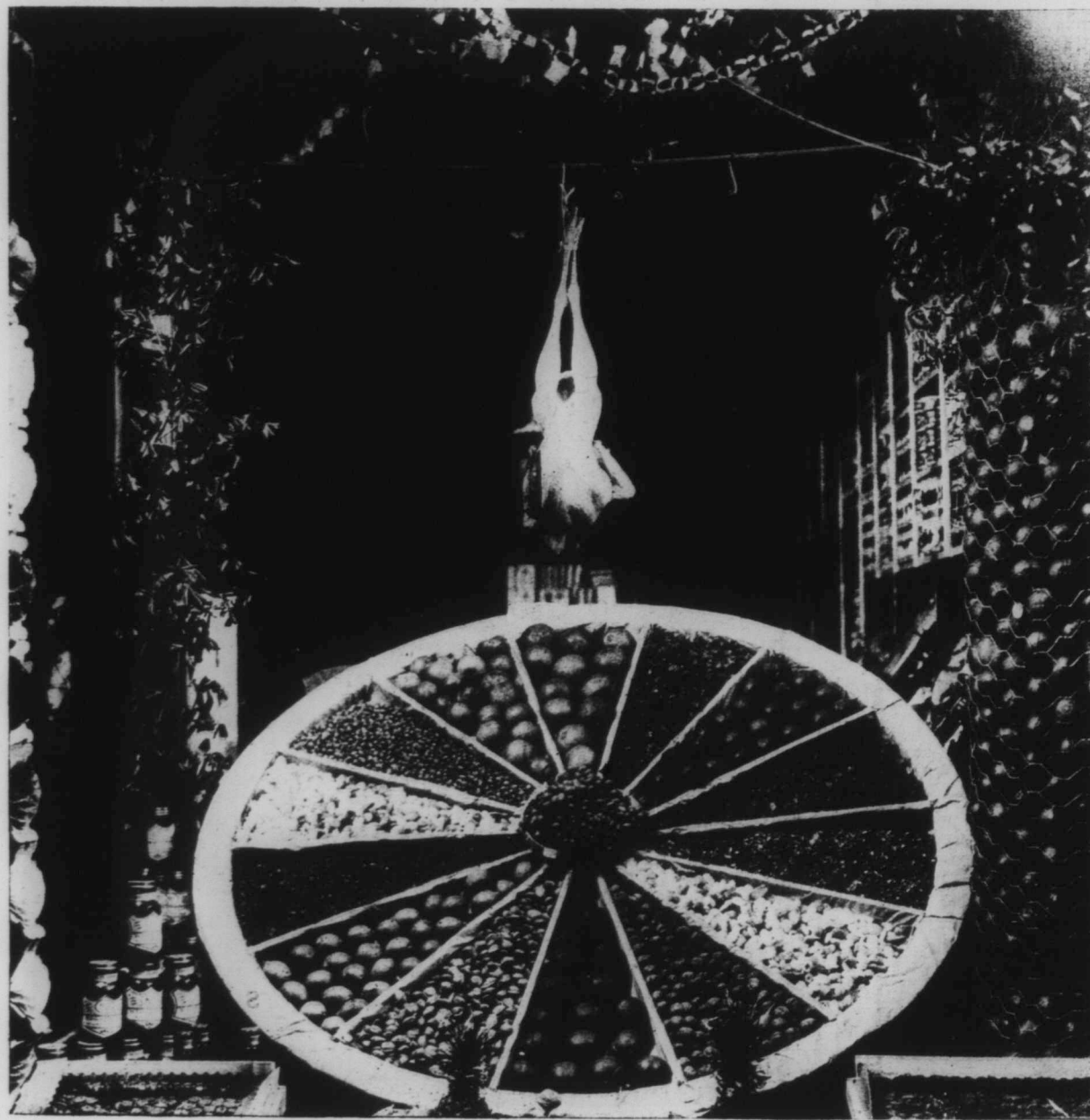
THE CANADIAN GROCER

apple, then boxes of bon bons, and at either end a box of fancy table raisins, some of which show very clearly in the photo. The window is decorated with natural holly at the back and paper festooning across the top and down the sides at the front. Across the back of the window I had a row of fine turkeys hanging on the iron bar which shows in the photo, which made a splendid background for the window. but as the photographer couldn't photograph the

a ferris wheel, which, however, did not strike the judges so favorably as the one shown. While they sent no detailed description of this window the photo pretty well explains it. The pyramid idea has been carried out to form an attractive display and certainly Christmas goods are well put forward. The display, like many of the others, might have been made much more effective by the use of well-written price tickets.

a number which, while not prize-winners, were not far behind them.

A window sent by E. A. Reed, clerk with W. Dowling & Co. Brandon, Man., who, by the way, was one of the prize-winners last year, shows a novel arrangement of Christmas goods and confectionery, with an arched background of latticework and canned goods trimmed with Christmas stockings and bells to give a pleasing effect. A mirror in the side of the window bearing



WINDOW DRESSING COMPETITION—1ST PRIZE WINDOW, CLASS II.

window until after Xmas, the turkeys with one exception had to go and I feel it would have helped the appearance of the window very considerably had they appeared in the photo."

Kirk Bros., Bracebridge, whose window, chiefly a fruit display, carried off the second prize in Class II., is reproduced herewith, sent another window which was rather novel in the form of

Some of the Other Entries.

While the above are the features of the prize-winners, which, of course, deserve to be treated at some length, there are besides these a large number of windows which are worthy of special mention, some of which will be reproduced in various issues throughout the year. From the city grocers there were

words of greeting was an added feature.

A window from White & Gillespie, Peterboro, also came well up in this class. In this the floor was covered with dried fruits and a diamond-shaped display in the centre was well arranged. A background decorated with holly and evergreen covered half the rear of the window and in front of this a series of

Stock Taking

is finished and no doubt you are replenishing your stock. We especially draw your attention to the following—

Salmon

“Regal,” Finest Fraser River Sockeye	1.90
“Clover Leaf,” Talls	1.85
“Yukon,” Finest Red Salmon	1.45
“Cock o’ the North”	1.45
“Salad,” Choice Pink	1.00

“Regal” and “Yukon” are our own registered Brands and we guarantee every tin.

Tapioca

(Market advancing) Single Bags	4 1/4
5 Bag Lots	4

Raisins

Thompson’s California Seedless, 103 pkgs.	per pkg.	6
Valencia Seedless	28 lb. boxes, per box	7

Canned Vegetables and Fruits

When in the market write us—we are leaders in this line. We are headquarters for all lines of groceries at prices which are not exorbitant.

Canada Brokerage Co., Ltd.

Wholesale Grocers

9 Front St. East

TORONTO

THE CANADIAN GROCER

three shelves trimmed with crepe tissue carried boxes of fine confectionery, grapes and lines of fancy goods.

W. J. Southern & Son, grocers and confectioners, St. Thomas, sent a couple of attractive windows, one a shelf arrangement of Christmas fruits and nuts with background and side of twisted ribbons, and the other a dainty display of fine confectionery topped with a horseshoe bearing "Merry Christmas."

A somewhat novel window came from Geo. J. Harp, Brantford. A shelf bearing a message of Christmas greeting divided the window half way up. The bottom half was filled with nuts, fancy boxes of confectionery and pails of candy. Up above were candy in bulk, Almeria grapes, and a couple of palms which added to the alternative effect.

John Hickman, 374 College St., To-

ronto, sent in a well-arranged window packed full of suggestions for the Christmas shopper with a couple of greeting cards, some well written price tickets and a hoop and bell decoration at the top. The side was a looking-glass with diagonals of green stuff. Another fine window from Toronto was dressed by George Shelby with J. H. Kerr, 408 Spadina Ave. This was divided in sections showing various lines of Christmas price tickets and the back built up with canned and bottled goods and wreaths of holly.

A window from Fred. C. Harp's cash bargain grocery, Brantford, brings out the price-ticket idea excellently and has a stop arrangement carrying Christmas crackers and fancy confectionery and topped off with a miniature Santa Claus that catches the eye.

J. F. Pelan, St. Thomas, had somewhat of a novel window. An arrangement of steps running the full length of

the window carried a number of dishes, covered with tissue napkins and these bore samples of various lines of goods. The background was formed of honey in the comb and various lines of package goods.

Dudgeon & Lloyd, 406 Queen St. west, Toronto entered three windows, one of which is particularly worthy of mention. A row of turkeys outside gives a good foundation to begin on and in the window proper various lines of goods are divided by partitions of peel and holly. Wire netting is worked in to form cylinders for the display of nuts and oranges and a line filled with Christmas stockings swung across the rear of the window, gave a good suggestion for the kiddies in the homes of customers.

J. M. Donovan, Peterboro, sent in a



WINDOW DRESSING COMPETITION—2ND PRIZE WINDOW, CLASS II.

photo of his store front, including a real good old-time Christmas window, with a line of candy canes to make the youngsters' mouths water and a row of stockings above. The base of the window was filled with an appetizing display of regular Christmas groceries.

There were some splendid windows entered under Class II. which included the grocers in the smaller towns and villages. These showed that advantage had been taken of all the facilities at hand, and also that the grocers are studying this department of their business more thoroughly.

J. S. Pinch, of Sault Ste. Marie, sends in a very attractive window that shows many good features. The bed of the window shows a neat diamond and triangle form worked out in boxes of seeded raisins and the spaces thus outlined are filled with nuts, raisins, peels, etc. The background is built up of oranges half wrapped in tissue and cases of

fruits, the spaces between the latter filled in with canned and bottled goods. Well-placed price tickets in the bulk goods are a valued feature.

John Goods, Walkerton, Ont., entered three windows, a couple of which deserve special attention, though, unfortunately the photos are so small that the details are scarcely brought out. One in particular shows a star-shaped arrangement of peels in the bed of the window, the remaining space being filled with special Christmas goods. A background of packages of seeded raisins topped off with three palms in pots, gives a pleasant effect.

J. C. Ecklin, who, by the way, won one of the first prizes last year, when working in a Toronto store, has sent in a couple of windows from Port Arthur, where he is now working. One of these, a grocery window, has as the principal feature, boxes of fruit of graduating sizes, laid on one another with the cover off and the paper fringe opened out, the whole giving the effect of a huge four-storeyed Christmas cake, icing and all. In the background is an arched background effect made of cloth, bearing the words "Christmas Cheer," the pillars being made up of puffed material. The other window is a display of crockery arranged in an attractive, though, perhaps, a somewhat formal way.

A. E. Jones, of the Hudson's Bay Co.'s store, Macleod, Alta., sends in a small photo of a big window, which is a daisy. The feature of this window is a big fireplace in the centre, with mantle, stockings and all complete. On either side of this are varied arrangements of practically all lines of Christmas goods.

A window employing three small tables, carrying canned goods as the main display, is sent in by W. D. Laidlaw, of Cranbrook, B.C. The base of the window is covered with an arrangement of pyramids of bottled goods standing on glass, and below this again are banks of dried fruits.

A. W. Corbett, Brownsville, Ontario, entered a rather striking window, showing Christmas trees, Christmas bells, stars, holly, etc., as well as Christmas groceries. The back of window is covered by a sheet which is decorated with sprigs of holly and bears the lettering, "Merry Christmas." In front of this is a pair of steps covered with white and carrying various lines of goods, and below this again the floor of the window is covered with nuts and confectionery, with a couple of pyramids of oranges and dishes of various lines of goods in the foreground.

From Ruppel & Co., Elmira, came a window dressed along rather new lines with the sets of steps built up of boxes, with lines of special Christmas goods on these and pyramids of canned goods on top. A number of timely display cards add attractiveness to the window.

It would be a pleasure to mention the good points of all the windows if that were possible. We wish to thank, however, the many grocers and clerks who aided in making the contest a success.

A STORY OF PROGRESS

An Occurrence that has been an Uplift to the Tea-Trade of Two Nations.

Away back in the early "nineties" nearly all the tea drunk in America and England came from China and Japan. In 1892 after long and deliberate investigation we were led to believe that the tea of the future was that grown in Ceylon (a British possession in the North Indian Ocean, now conceded to be the finest tea-producing country in the world). Before the introduction of "Salada" the trade was in a wretched condition, the peddlers and department stores doing such a large share of it in bulk form. Hence having come to the decision that there was no tea the equal of Ceylon tea we decided to place "Salada" upon the market in scaled lead packets and offering it in this

form to the consumer through the retail grocer. Could anything help a retail grocer more than to be able to absolutely guarantee his customers tea "fresh from the gardens," absolutely pure, of incomparable flavor and fragrance and strictly uniform quality? "Salada" has made this possible.

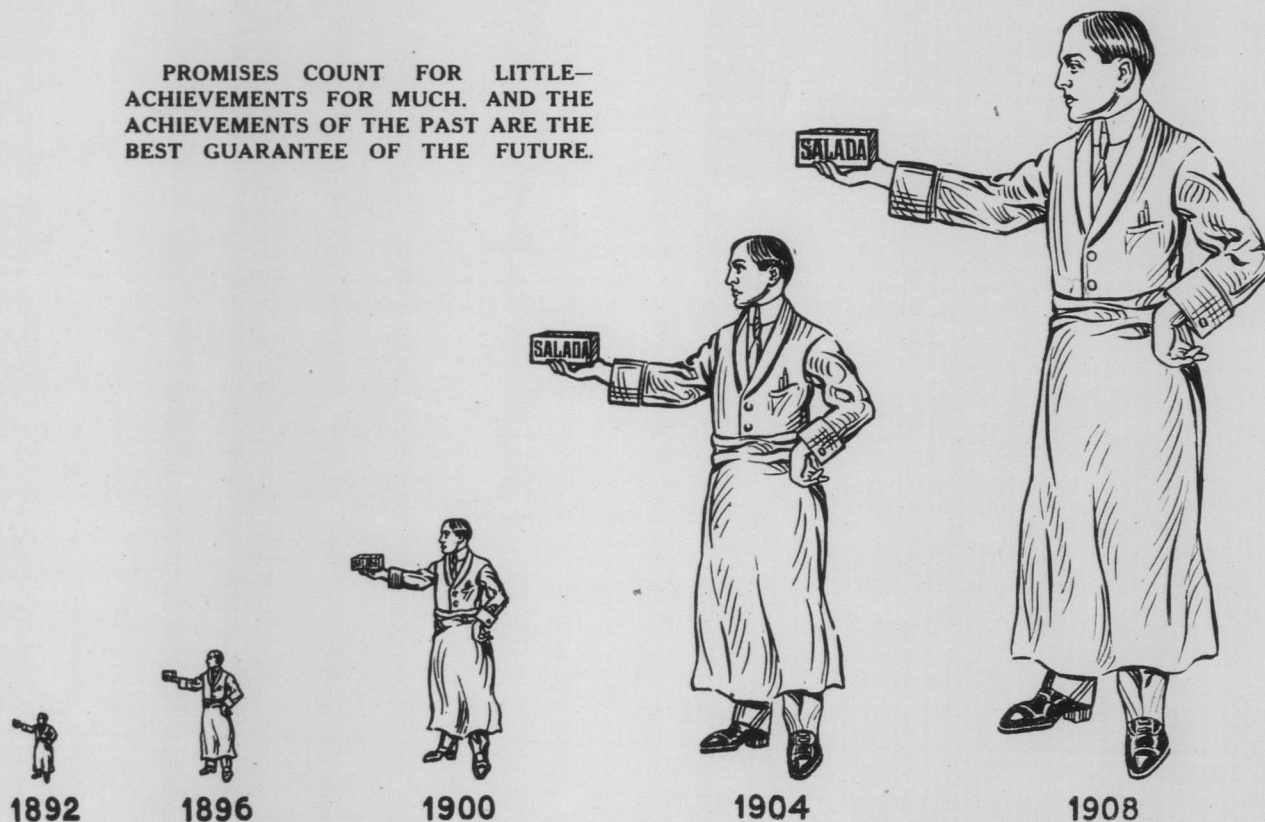
The immense output of "Salada" (now amounting to over NINETEEN MILLION PACKETS ANNUALLY) has resulted from the appreciation of the public for BETTER tea. Every grocer by selling "Salada" makes for the betterment of his tea trade all the way round—better satisfaction—better tea—better profits—bet-

ter trade. No heavy stock to carry—no freight to pay—no competition from the peddler—no deterioration—no loss in interest—no loss in weighing—sale absolutely guaranteed or the full purchase price refunded.

Our success is your success—our reputation for serving the public with good tea all the time gives you the same reputation. Our integrity is your integrity—our enterprise is your enterprise. Our knowledge of tea is as beneficial to you as it is to us. We appreciate your co-operation—your goodwill in making "Salada" a household word on this Continent—a word that signifies the highest standard of excellence in tea.

The "Salada" Tea Co. has branch offices in the following cities in Canada—Toronto and Montreal. In the United States—New York, Boston, Buffalo, Pittsburg, Philadelphia, Detroit, Chicago, St. Louis and Los Angeles.

PROMISES COUNT FOR LITTLE—ACHIEVEMENTS FOR MUCH. AND THE ACHIEVEMENTS OF THE PAST ARE THE BEST GUARANTEE OF THE FUTURE.



Are Your Customers Permanent ?

Do they come back for the same thing twice? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.


HEINZ

57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

BUTTER

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

Write us for prices.

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

Write Us for Prices

F. W. Fearman Co.

LIMITED
HAMILTON

The Government Analysis decides absolutely the Superior Quality of

Reindeer Milk
and
Jersey Cream



All Brands sell at same Price.

A guarantee of increased value, goes with every tin of Reindeer and Jersey.

The best way to get custom is to give the best value.

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



Butter

Eggs

Cheese

Poultry

(Live and Dressed)

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

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, Jan. 13.

Since our last report the market has been doing a little spurting in an export way as considerable cheese has gone forward which was held for English account. In addition several firms have sold very respectable amounts, the total of which, together with that being held, which was released, will make large shipments for the week.

Such a stir as this was rather unusual for this time of the year, and as a result the market has subsided into quietness, and a generally weak feeling has developed. Estimates of cheese left over in Canada place it at 70,000 boxes less than at this time last year. The fact is quite obvious that there is not anything like the quantity held here at the present time, which was held last year at the same time. If the demand is only normal from now onward, the spring will see some pretty fancy figures developed. Finest Westerns are being quoted at 12½c to 12¾c and Easterns at 11¾c to 12¼c.

Locally, butter has been moving fairly well, and the tone of the market is healthy. Considerable second quality stock has been arriving. A few sales of September stock have been reported and in every case fancy figures were received as competition for these lines is very active. Those in a position to know predict a strong future for butter, as stocks held by grocers are very low, and the cold weather, which is almost sure to prevail, during the ensuing two months, will give the market an impulse upward. Enquiries from the Northwest and Vancouver, have been received, but so far no business has transpired. Locally finest creamery is being quoted at 26½c to 27c and fresh receipts are selling at 25½c to 26c.

THE PROVISION SITUATION.

Toronto, January 14, 1909.

The provision situation on account of peculiar circumstances cannot be used in ordinary business regulation. At present the cured meat market is a trifle lower and at the same time hogs are higher. Owing to the large number of packing houses throughout the country, the production of hogs is scarcely sufficient to keep them all supplied, and under these conditions the packers are largely at the mercy of the farmers. Years ago, the English market, to a large extent, governed the market here, but not so now. Many of the packers depend entirely on the local demand for their output, and the larger packers must pay for hogs on the basis of the local market for the manufactured goods, and take chances for what they export. It

is admitted by all that the price of hogs is dangerously high, especially to compete with the prices in England, over which we have no control, as these markets are entirely controlled by other countries. Packers are paying \$6 f.o.b. for good stock this week.

PROVISION MARKETS

MONTREAL.

PROVISIONS—Increased demand for dressed hogs, which have advanced 25c per 100 lbs., has stimulated the lard market. In addition to this there is a very active demand for both pure and compound lines. Tierces, boxes, and tubs are the chief lines affected, all of which are about ¼c higher this week.

Compound Lard—	
Tierces, 375 lbs.	0 08½
Parchment lined boxes, 50 lbs.	0 08½
Tubs, 50 lbs.	0 09
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases.	0 09½ 0 09½
Heavy Canada short cut mess pork, in bbls.	22 50 23 00
Selected heavy Canada short cut clear boneless pork	22 50 23 00
Heavy Canada short cut clear pork	22 00 22 50
Very heavy clear pork	21 00 25 50
Plate beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 12½
Boxes, 50 lbs., grained.	0 12½
Tubs, 50 lbs.	0 12½
Pails, wood, 20 lbs., parchment lined.	0 12½
Tin pails, 20 lbs., gross.	0 12½
Cases, tins, 10 lbs., each.	0 12½
" " 5 "	0 12½
" " 3 "	0 13

BUTTER—Early fall stock is in good demand, and holders are asking fancy prices, the quotations being a ½c higher for this line. Fresh creamery, solids and prints, are active, also dairy and large rolls. Receipts are remarkably good for the season, but demand is better, consequently firm feeling continues.

Fall creamery, solids	0 27½ 0 28½
Fresh Creamery, solids, lb.	0 26 0 26½
" prints, lb.	0 26½ 0 27
Dairy, tubs, lb.	0 19 0 21
Fresh large roll.	0 21 0 22½

CHEESE—A slump has hit the cheese market and prices have declined about ¾c. A small local business is being done, but export trade is very meagre indeed.

Westerns	0 12½ 0 12½
Easterns	0 11½ 0 12½
Undergrades	0 11 0 11½

EGGS—The local demand for eggs continues strong, and the market is active, with a firm undertone. Selected cold storage are bringing ¼c more for the minimum price than last week.

New lays	0 35 0 40
Selected cold storage	0 27 0 28
No. 1 Canded	0 24 0 25
No. 2 Eggs	0 23 0 24

HONEY—Dull and quiet at unchanged quotations.

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

POULTRY—Supplies arriving from the country are small still, and an im-

proved demand has developed. These influences have maintained prices at a firm level, and an advance is possible if supplies continue small.

Spring chickens, per lb.	0 13 0 14
Hens, per lb.	0 10½ 0 11½
Young ducks, per lb.	0 11½ 0 12
Turkeys, per lb.	0 18 0 19
Geese, dressed	0 09½ 0 10½
Ducks	0 11½ 0 12½

TORONTO.

PROVISIONS—The peculiarity of the pork market this week is the fact that hogs are dearer and cured meats a trifle cheaper. Hogs are worth \$9 per 100 lbs., which is a point seldom reached. While prices may be said to be unchanged, the most of the stock can be bought for about ½ a cent below quotations.

Long clear bacon, per lb.	0 10½ 0 10½
Smoked breakfast bacon, per lb.	0 11½
Roll bacon, per lb.	0 10½ 0 11
Light hams, per lb.	0 13½ 0 14
Medium hams, per lb.	0 13½
Large hams, per lb.	0 12½
Shoulder hams, per lb.	0 10 0 12
Backs, plain, per lb.	0 16
" pea meal.	0 16½
Heavy mess pork, per bbl.	20 60
Short cut, per bbl.	22 50
Lard, tierces, per lb.	0 11½ 0 12½
" tubs "	0 12½
" pails "	0 12½
" compounds, per lb.	0 08½
Dressed hogs	8 25 8 75

BUTTER—The butter market is reported to be easier and prices about 1c lower. This, however, is entirely owing to the fact that there is a large percentage of the butter not good, and in order to effect sales, lower prices must be accepted. For some reason the quality of butter is below the average. Whether this is caused through carelessness on the part of the makers, condition of the weather or on the food that is fed, cannot be determined. Real good butter is in good demand and always wanted.

	Per lb.
Creamery prints	0 29 0 30
Creamery solids	0 28 0 29
Farmers' separator butter	0 26 0 27
Dairy prints, choice	0 24 0 25
" ordinary	0 22 0 23
" tubs, choice	0 22 0 23
Large rolls	0 22 0 23
Baking butter	0 18 0 20

EGGS—Owing to the extraordinary diligent habits of our egg producers, ever ready to take advantage of every moment the temperature of the weather allows them to perform their work with safety, they started operations during the recent mild weather. This may, perhaps, not be altogether attributed to the industry of the hens, but the wily farmer with 40c or 50c a dozen in his eye, coaxes them with pretended extra kindness, and all kinds of varieties of food. As a result of all this, new laid eggs are coming in freely, but the people in the city look upon them, and touch them with their hands, but won't buy them. They are too dear, and the result is that they accumulate and will likely be sold, in the near future at a price that will be within easier reach. It must, however, be remembered that

we are still in January, and owing to the great demand for old stock, which is rapidly diminishing, it cannot be expected that eggs will be much cheaper, in fact, there is a feeling that held stock is not sufficient to carry us through, in which case very high prices will rule.

Strictly new laid, per doz	0 30	0 35
Select cold storage	0 28	0 30
Cold storage	0 25	0 26
Lined	0 24	0 25

CHEESE—There is practically no business in cheese and prices therefore the same.

Cheese, large, prime	0 13 1/2
twins	0 13 1/4

HONEY—This article, which is still too much regarded as a luxury, instead of a cheap, wholesome food, is almost off the market.

60-lb. tins	0 11	0 11 1/2
Smaller sizes, tins and bottles	0 10 1/2	0 12
Combs, doz.	1 50	2 50

POULTRY—There is very little on the market—quality, as a rule, very good. A very choice lot of chickens were sold this week at 18c a lb.

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.

TORONTO SALT WORKS
125 Adelaide Street E., Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants,
TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

Poultry Wanted!

Persons having Poultry to ship to Montreal market should make a trial shipment to

P. POULIN & CO.
39 Bonsecours Market, Montreal

Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BRQS., St. Thomas, Ont.

Spring chicken, dressed	0 14	0 18
Hens, per lb., dressed	0 10	0 11
Young ducks, per lb., live	0 11	0 12
Ducks per lb., dressed	0 14	0 18
Turkeys, per lb., dressed	0 18	0 20
Turkeys, per lb., live	0 18	0 17
Geese, per lb., dressed	0 11	0 13
Geese, per lb., live	0 09	0 10

WINNIPEG.

BUTTER—Owing to the exceptionally mild weather up to the first of the year dairy butter supplies from the country have been unusually large for this season. Prices have declined. Produce houses are offering 21c per lb. f.o.b. Winnipeg now for No. 1 in tubs, boxes or bricks; 17c for No. 2.

EGGS—Supplies of eggs are very scant and the local produce houses are receiving almost no Manitoba eggs. They are offering 30 cents per dozen f.o.b. Winnipeg for candled Manitoba eggs. Ontario eggs are selling to the retail trade at 30 cents per dozen.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14 1/2c to 14 3/4c per lb.

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

Chick n, per lb.	0 11
Fowl, per lb.	0 08
Turkeys, per lb.	0 16
Ducks	0 14
Geese	0 11

BUSINESS TRADE CHANGES.

Ontario.

E. G. Horst, grocer, Berlin, has assigned to C. H. Doerr.

Geo. Kitchen, grocer, Toronto, has sold to Alex. McCloy.

Mayell & Co., grocer, Toronto, is succeeded by Mayell & Co., Ltd.

P. M. Cooper, Rosedale grocer, Toronto, has been succeeded by A. J. Smith.

W. B. Sweet & Co., general merchants, Mountain, sustained loss by fire last week.

The Morgan Supply Co., grocers, Toronto, have been succeeded by W. E. Best.

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

Mary Kennedy, merchant, Copper Cliff and Crane Hill, has assigned to Jas. T. Tennant, Brockville.

A meeting of the creditors of the estate of Joseph Mansour, merchant, Port Colborne, was held on the 9th of January.

Quebec.

J. B. Robert, grist mill owner, Beauharnois, is dead.

R. R. Wilson, general merchant, Howick, has assigned.

Gilchrist & Marr, produce merchants, Montreal, have dissolved.

The assets of D. Bessette, grocer, Montreal, have been sold.

Michael Leonard, general merchant, Wickham West, died last week.

Arthur Du Tremblay, Roberval, general merchant, has compromised.

The assets of Nap. Boivin, general merchant, Breboeuf, have been sold.

The assets of W. A. Labelle, general merchant, Laverlochere, have been sold.

A meeting of the creditors of L. O. Desautels, general merchant, St. Jean Baptiste De Rouville, was held on the 8th inst.

Maritime Provinces.

J. A. Shankel & Son, general merchants, Middle Lahave, N.S., have dissolved partnership.

Western Canada.

Alexander Hogg, grocer, Vancouver, died last week.

Western Milling Co., Calgary, sustained loss by fire recently.

Codville Co., Ltd., wholesale grocers, Winnipeg, were burnt out last week.

B. W. Johnstone, general merchant, Rossburn, Man., was burnt out last week.

E. A. Jones, baker and confectioner, Rossburn, Man., sustained loss by fire last week.

C. A. Welsh, of the People's Grocery, New Westminster, has purchased the general store of J. J. Efford, Columbia St., Sapperton. The sum paid was between \$2,500 and \$3,000. The new proprietor will enlarge his building.

New Companies.

The Postum Cereal Co., of Windsor, Ontario, Limited, has been granted a charter by the Provincial Government. The company is capitalized at \$100,000, consisting of 1,000 shares of \$100 each. The provisional directors are Charles William Post, Carroll Lathrop Post, Marshall King Howe, Samuel Houston Small and Henry Clark Hawk.

A charter has been granted to L. H. Major and Bro., Limited, Ottawa, to carry on the business of wholesale and retail dealers in spirituous liquors, groceries, cigars, etc. The share capital of the company is \$100,000, divided into 1,000 equal shares. The provisional directors are Louis Hormidas Major, Emile Major, Samuel Pierre Belanger, Hormidas Major and Harry Condon.

A new brokerage and general agency business has been formed in Toronto, known as the Edward Burns Company, Limited. It has been given a charter to establish and conduct a jobbing, commission, brokerage and general agency business and to manufacture and deal in goods, wares and merchandise. The capitalization of the company is \$40,000, divided into 400 equal shares. The provisional directors are Edward Burns, James Lawrence, Walter Turner, Chas. Leslie Sivers and Walter Maurice Graham.

TRAVELERS' BANQUET SURPLUS.

The Banquet Committee of the Commercial Travelers' Association, of Canada, held a meeting on Saturday, of last week, to close the affairs in connection with their recent banquet in Toronto. As an evidence of the success of the event, the report of Edward Fielding, the treasurer, showed a surplus of \$60, which went to the Travelers' Benevolent Fund.



GROCERS FROM THE ATLANTIC TO THE PACIFIC



ACKNOWLEDGE

Gillett's Cream Tartar

to be the best selling Cream Tartar on the market because it is **Chemically Pure.**

(Note the difference between **Pure** and **Chemically Pure.**)

Put up in Sealed Packages, Screw Top Cans and in Bulk.



Established 1852.

CLARK'S CORNED BEEF

This and the following weeks house-keepers from Coast to Coast will read in the daily press about the excellence, goodness, and economy of CLARK'S CORNED BEEF, OX TONGUE, PORK & BEANS and POTTED MEATS.

Your co-operation with this extensive publicity campaign will result in profits to you. Remember every tin sold is extra trade which might otherwise go to the dealers in fresh meats.

Let us help you in making your stocks complete.

WM. CLARK

Manufacturer
MONTREAL

CASH

PAID FOR

Imperial Dessert Jelly Certificates

Retail Grocers or Clerks, willing to dispose of Certificates, write stating quantity to offer, to

Box 280

CANADIAN GROCER

The Superior Flavor and
Absolute Purity of

Cowan's Cocoa and Chocolate

have built up a demand that keeps constantly and steadily growing.

Are YOU getting YOUR share of the trade?



The Cowan Co., Ltd.
Toronto, Canada



White Moss Cocoanut

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

Have you learned this?

The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

W. H. ESCOTT,
Winnipeg

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

PURE SOLUBLE COCOA

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

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

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

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

GEORGE PAYNE & CO., Ltd.,
Wholesale Tea, Cocoa and Coffee Merchants,
LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

THE FLOUR AND CEREAL MARKETS

Decline in Montreal Flour Market—News Expected Next Week in Rolled Oats Situation.

Last week's prices in the flour and cereal markets still prevail, but something new is expected in the course of a few days in the rolled oats situation. Wheat seems to be difficult to obtain for some manufacturers, the price for best Ontario being quoted at 99c to \$1. Both Chicago and Winnipeg wheat is easier in view of the reports from Argentine that the crops there which are just now being harvested are splendid.

Business generally in the cereals seems to have picked up since the New Year. In Montreal there was a rumor that rolled oats had declined, but on investigation there was found to be no truth in the report. Ontario bran is reported scarce, but there has been no change in the price as yet.

MONTREAL.

FLOUR—The market has declined slightly during the week. The decline is due to a variety of causes mainly among which is the season of the year, which is a dull one generally, and declines are only a natural outcome. This condition, however, is somewhat remarkable as supplies arriving are not excessively large. Reports from the country continue to state stocks on the light side, and some noticeably better business has developed in these quarters.

Winter wheat patents.....	5 60
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 90
Glenora.....	5 40
Manitoba spring wheat patents.....	5 90
" strong bakers.....	5 40
Five Roses.....	5 60
Harvest Queen.....	5 40

ROLLED OATS—Last week a rumor gained considerable currency regarding a drop in prices for rolled oats. This, however, proved to have no foundation, and prices have been fully maintained. Locally trade has brightened up during the week. Other lines are the same as last reported.

Fine oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Golddust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats bags.....	2 35
hbls.....	5 05

FEED—Ontario bran is scarce, but this fact has not exerted any influence upon the price yet. The market for bran generally is very good, but supplies are limited. Shorts and middlings are still in good demand.

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

TORONTO.

FLOUR—No material change has occurred during the week in the flour market, prices continuing as they were last week. The millers are fairly busy attending to the local wheat supply.

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

Winter Wheat.	
Straight roller.....	4 20 4 30
Patents.....	4 8
Blended.....	5 00

CEREALS—There has been an advance in rolled wheat of 10 cents to the wholesalers so that the retailers may expect something similar soon. During the stock-taking season there has not been much movement in oatmeal but this market is expected to pick up in the near future. The prices still remain the same.

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

NEW MEMBERS BLUE RIBBON STAFF.

John Owen, Ottawa, has just joined the staff of the Blue Ribbon Tea Company, Montreal, and will cover for this firm the ground between Toronto and Montreal, and West from Toronto to Windsor. Mr. Owen has had many years experience in the tea business. Harold W. Vanderpump is another new salesman just taking to the road for this Company. He will be responsible for Hamilton and the Niagara Peninsula.

NEW SALES MANAGER.

C. W. Gregory, for some time past connected with the Snap Company, Montreal, in the capacity of manager, has accepted a position as sales manager of W. D. McLaren, Ltd., manufacturers Cooks' Friend Baking Powder. Mr. Gregory will be a decided acquisition to the house, as he is widely known throughout grocery circles in Canada, having traveled for many years. His wide experience will be employed to good advantage in his new field.

CANNERS' CONVENTION.

Canners will be interested in the announcement that the National Canners' Convention of the Canning Machinery and Supplies Association for 1909, will be held in Louisville, Ky., from Feb. 1 to 6. The headquarters of the delegates will be the New Seelbach Hotel. The meetings will be held in the First Regiment Armory, which will also be used as headquarters for all the different Associations and for all advertising and exhibiting purposes.

J. H. Magor, of Frank Magor & Son, Montreal, was a caller at the Toronto office of The Grocer last week. Mr. Magor has just returned from an extended trip in the Southern States.

Amidee Lesieur, of Quebec, and J. E. Kealey, Ottawa, representatives of the Royal Distillery Co., Hamilton, were callers at the Toronto office of The Grocer during the week.



CRISPNESS

in soda biscuits means good profits to the grocer man. What particularly delights the purchaser of a package of Mooney's Perfection Cream Sodas is the fact that the last biscuit in the package is as fresh and crisp and tasty as the first one she took out. You can't say this about all soda biscuits but you can truthfully say it about every package of Mooney's Perfection Cream Sodas. It'll pay any grocer to specialize on Mooney's.

**The Mooney
Biscuit & Candy
Company,
LIMITED**

STRATFORD, - CANADA

**Goose Wheat
or
Ontario White
Wheat**

We want either or both. Send sample and prices to

**Cummings Mills
Cummings Bridge, Ottawa**

CANADA: No better Country

MOTT'S DIAMOND CHOCOLATE

MOTT'S: No better Chocolate

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

MOTT'S

"Diamond" and "Elite" Brands of

Chocolate

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

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

SELLING AGENTS:

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

By Royal Letters Patent



Nelson's

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

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

Nelson's

Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

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

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

MAPLE SUGAR

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

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

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

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain
House.
C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA


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

FRANK L. BENEDICT & CO., Montreal
Agents.

48 Highest Awards in Europe and America


WALTER BAKER & CO.'S

CHOCOLATE & COCOA



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



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

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

Ridgeway's Collecting Agency
11 St. Sacramento Street, Montreal
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.



COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS, Foremost in PURITY and MANUFACTURED by Messrs Cox as well as PACKED by them

PURITY GUARANTEED

Canadian Agents: **J. & G. COX** Ltd
Gorgie Mills
EDINBURGH

C.E. Colson & Son, Montreal
D. Masson & Co., "
A. F. Tippet & Co., "

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

THE NEW MESSINA.

Speaking of the effects of the earthquake on the lemon business, Peter Brucato, a native Sicilian, though for many years an American citizen and leading lemon importer, discussed the situation interestingly a few days ago with the writer. Mr. Brucato is not only familiar with Sicily and its people, but has been there during similar, though less destructive, earthquakes and knows something of the probable course to be followed in any possible rehabilitation of the fated city.

"I do not believe that Messina will ever be rebuilt—at least on its former site," he said. "It never was a healthy city and was constantly susceptible to earthquake. Its chief redeeming feature was its unparalleled landscape across the Straits. But, with its harbor destroyed by the slipping into the sea of the outer rim of sand, its roadstead will have very little value in rough weather.

"As for the lemon industry, I believe it will not again centre at Messina, even if rebuilding is attempted. The lemon growing district of that end of the island was about ten miles from Messina, along the north shore of the island. The town of Milazzo, a place of about 10,000 people, had grown up as its centre and I believe will now succeed Messina as the shipping point for the lemon packers. Very likely those of the packers who have survived will remove their business headquarters to Palermo, 130 miles away, and the packing for the

Messina district will be done at Milazzo. It has a good harbor and is already the local shipping point for a considerable portion of the crop which grows around it and which is probably not injured.

"There will be some changes in the commerce of the lemon industry on the island. Till now the bulk of the Messina shipments have gone to Germany, Russia, Sweden and Norway, Canada, Australia and Austria, owing to connections built up in a century or more of business on the part of some of the older packing houses. For those countries, Messina had practically a monopoly, save that Hamburg drew possibly 100,000 boxes a year—a fifth of her needs—from Palermo. With Messina wiped out of existence, these people must turn to Palermo or Catania for lemons and already, I presume, Palermo houses are trying to pick up the trade of the destroyed Messina packing concerns. It would appear to me that the owners of the groves near Milazzo would be forced to establish their packing houses there in place of those destroyed at Messina. To ship to Palermo would cost from 15c to 20c a box, a handicap too great to be sustained, with the competition as keen as it always has been.

"It looks to me as though Messina is a city of the past and will never again rise from her ashes. The new lemon centre for that end of the island will be Milazzo and Palermo will become even more of a shipping centre than before. But with the exception of the necessary changes in the traffic, I think the effects of the earthquake, so far as the lemon crop is concerned, will not be felt after a few months. For the present, however, I look for better prices, owing to the extra pressure on the remaining packing houses."—N.Y. Journal of Commerce.

NEW COMMISSIONER IN SOUTH AFRICA.

An Ottawa despatch states that H. R. Pousette, an old Sarnia boy, has been appointed Canadian Trade Commissioner at Durban, South Africa. This makes two Government agencies in British South Africa in the interests of Canadian trade. Mr. Pousette has been in South Africa for a number of years, and for a time was attached to the supply department of the South African Constabulary.

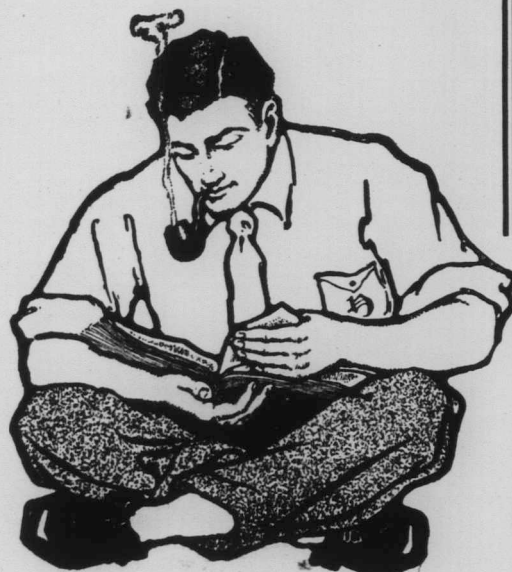


Interested

We wish to get you interested in **ANCHOR BRAND FLOUR**; it is the secret of success in bread making. The use of it gives that pleased feeling resultant from "time well spent".

Free samples for those interested.

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Manitoba.



Credit Without Risk

The credit customer "we have always with us"—until he gets "in" too deep for comfort.



ALLISON Coupon Books

not only eliminate the "risk," but they make it a "cinch" to hold the customer, and likewise make it easier to deal with him.

HOW THEY WORK

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

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

ian Grocer

Patent

tine

stards,
ic

iges
s

AVY
, Ltd.

nts:

, B.C.

T FAIL
catalog show-
ir line of
**ROASTERS,
PPERS, &c.**
- TERMS.
St. Cincinnati (

Agency
ontreal

of the banks
orbes Bros.,
tson & Son.
rywhere, no
Main 1677.

COX'S

GELATINE

ore than
PURITY
y Messrs
them

ED

J. & G. COX
Ltd
Gorgie Mills
EDINBURGH

FRUITS, VEGETABLES AND FISH

Likely Advance in Lemons on Account of Earthquake—Scarcity of Sweet Potatoes in Montreal—Decline in Fresh and Frozen Fish—Toronto Firm's Shipper in Messina Killed—Price of Cabbage Goes Up—The Apple Situation.

MONTREAL.

Green Fruits—The lemon market is strong in its tendency, owing to the recent disaster in Sicily, but it probably will not put a prohibitive price on this product, as further details indicate no great destruction of stocks or crops. California navels are easier at \$3.00. Almeida grapes are also lower. Bananas are in good demand, and remain the same in price. Other lines show no alterations:

Almeira grapes, extra fancy.....	6 00
" extra choice.....	5 50
" fancy.....	5 75
California navels, 96, 126, 150 size.....	3 40
" 17, 203, 216, 210 size.....	2 75
Floridas, 126, 15, 176, 200.....	2 70
Mexican oranges, 176, 200, 216, 50 size.....	2 00
Valencia 420 size.....	3 75
Grape fruit.....	3 50
Lemons, choice, 300 size.....	3 75 4 01
Bananas crated.....	1 50 1 75
Pears, boxes.....	3 50
Pineapples, extra fancy, 24 size.....	4 50 5 01
Cranberries, Nova Scotias, early blacks, 1 b.....	8 00 9 0
Apples, Fameuse, XXX, bbl.....	5 50
" winter.....	3 50 3 75
" winter.....	4 50
Spies, XXX.....	5 50
Baldwins, Greenings Russetts, XXX.....	4 25
Spies, XX.....	4 40

Vegetables—Up and down movements have taken place in the vegetable market during the week. Sweet potatoes are higher owing to the scarcity. Parsley is up, for best varieties, while it may be purchased even below last weeks quotations for inferior stock. Montreal potatoes are obtainable at a better figure this week. Green Mountains have gone forward, now bringing \$1 a bag. New Brunswicks are also lower. Turnips are in good supply at a reduced figure. Pumpkins are very scarce.

Tomatoes, lb.....	0 23
Oyster plant, doz.....	0 50
Artichokes, bbl.....	2 10 3 00
Leeks, dozen.....	1 40
Parasnips, bag.....	1 00
Sweet Potatoes, basket.....	2 51
Marrows, dozen.....	1 01 1 50
Cal. Cauliflowers, crates.....	3 00
Parsley, per doz. bunches.....	0 60 1 10
Sage, per doz.....	0 80
Savory, per doz.....	0 50
Can. celery bunch.....	0 75
Celery, crate.....	6 50
Water cress, large bunches, per doz.....	0 60 0 75
Spinach, barrels.....	3 50
Green peppers, basket.....	1 25
Beets, bag.....	0 80
Carrots, bag.....	0 75
Spanish onions, large cased.....	3 50 4 00
Lettuce, early.....	0 60
Lettuce, per doz.....	1 10
Radishes, doz.....	0 60
Horse radish, per lb.....	0 15
Cabbage, lbs.....	1 50
Montreal potatoes, bag.....	0 85
Green Mountains.....	1 70
New Brunswick potatoes.....	0 85
Onions large bag.....	1 70
Red onions, barrel.....	3 00
Turnips, bag.....	0 00
Pumpkins, doz.....	3 00
Squash, doz.....	2 50
Brussels sprouts, quart.....	0 22 0 25

Fish—Nearly all lines of fresh and frozen fish have declined, owing to good supply and diminished demand, Lake trout, however, is an exception, as this line has advanced. Some smoked lines have gone forward, namely bloaters and herrings. Live lobsters are two cents higher this week. Other lines are unchanged.

Fresh and Frozen Fish.

Codfish.....	0 05 0 03 1/2
Qualla salmon.....	0 07 0 08
B.C. salmon, frozen.....	0 08 0 09
Haddock, per lb.....	0 03 0 04
Fresh halibut.....	0 08 0 09
Mackerel.....	0 10
Dore.....	0 07 0 08
Steak cod.....	0 04 0 05
Frozen Grass Pike.....	0 15 0 06
Whitefish, lb.....	0 06 0 07
Lake trout.....	0 10
Sea trout, lb.....	0 10
Flounders, lb.....	0 10
American live lobsters.....	0 24
Bullheads (dressed).....	0 10
New Smelts.....	0 08
Sea herring, per 100.....	1 60 1 70
Tom cods, bbl.....	2 60
Smoked—	
Haddies (exp) 15 lb. bxs., per lb.....	0 06 1/2
Bloaters, per box, large, Yarmouth.....	1 10
Smoked herring, per box.....	0 17
Kipper herring, 1/2 box.....	1 00
Prepared—	
Skinless cod, new, 100 lb. cases.....	5 25
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box.....	1 81
Dry cod, in bundles 112 lb., per pound.....	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes.....	0 06
Boneless cod, 20-lb. boxes.....	0 08
Boneless cod, 20-lb. boxes.....	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks.....	0 05
Boneless fish, 25 lb. bxs., loose.....	0 0 1/2
Pure cod in crates, 1 and 2 lb. bricks.....	0 05
Salted and Pickled—	
No. 1 Labrador herring, bris.....	5 50
" 1/2 bris.....	3 25
Oysters, bulk, per gallon.....	1 30
Standards, bulk.....	1 40
quart tins, sealed.....	0 40
Paper pails, per 100 qt. size.....	1 70
Boiled lobsters, lb.....	0 18
Live.....	0 18
Standards, 4 gals.....	6 8 7
Selects.....	7 60

TORONTO.

Green Fruits—Lemons are still the almost sole topic of conversation on the fruit market. Prices have stiffened up and Toronto quotations have advanced 25 cents a case, with a still further advance in prospect. There will be a shortage of Sicilian lemons this year and New York has advanced prices almost a dollar a box. Californias, too, have gone up a little both the local market in the East. One of our importers received a cable that his shipper in Messina, Matteo Gatto, wife, three daughters and one son are all dead, but that the bookkeeper has escaped and will continue the business from Catania in the near future.

Oranges are easier, California navels being particularly so. Car lots are arriving almost daily. Valencia's are up 25 cents being a little scarce. The first shipment of the season of bitter Seville oranges for marmalade is in and are held at a good price. Jamaica grape fruit is yet competing with the Florida line and is quoted about 35 cents lower in price than the first mentioned. Ontario and Nova Scotia cranberries are off, and Cape Cods are firmer, though some slightly wet berries are offered at very nearly the half price figure of select stock. Apples continue scarce and are high in price. They are not going out in large lots, and grocers are wise in taking limited quantities. The keeping qualities of even the higher grades are none too good. Russets are

CALIFORNIA ORANGES

Prices are now right and you will not make any mistake ordering.

LEMONS are scarce and prices some higher. Californias are good value and fancy stock.

California Celery, Florida Head Lettuce, Spinach, Cucumbers, Etc., Etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

"St. Nicholas" AND "Home Guard"

MESSINA LEMONS

have no competitors

Order well ahead from your wholesaler as supplies will be light for some time. Half-million at least destroyed by quake.

J. J. McCabe

Agent

32 Church Street - Toronto

more plentiful this week, but spies and kings have the call, with greenings well up to the front. What appears to be one of the soundest lines offering is for some unexplainable reason the unpopular Ben Davis. Tolman Sweets are fair sellers. Strawberries are off again, dealers saying they are unprofitable sellers just now. At the price quotations, 75 cents, very few wanted to buy.

Grapes, Almeria, keg.....	6 00	7 00
Apples, Spies.....	5 00	6 00
" Kings.....	3 00	3 50
" Greenings.....	3 00	3 50
" Tolman Sweets.....	2 75	3 25
" Ben Davis.....	2 50	3 25
Oranges, Mexican, boxes, new.....	1 65	2 00
" Florida, boxes, new.....	2 25	2 50
" Valencia, case.....	5 10	
" Cuban.....	2 25	2 50
" Porto Rico.....	2 40	2 60
" California navel's.....	2 35	3 25
" Seville Marmalade, chest.....	5 50	
Lemons, Messina.....	2 75	3 50
" California, box.....	4 00	
Bananas, Jamaicas, firsts.....	1 50	1 85
" Jamaica eights.....	1 60	1 25
Oranberries, Cape Cod bbl.....	16 40	
Grape Fruit, Florida, box.....	3 35	3 50
" Jamaica.....	3 00	
Pineapples, Florida, crate.....	3 50	4 00

Vegetables—The vegetable market is inactive, and whether real or imaginary potatoes are quoted about 5c a bag higher. Some say they are 5 cents higher and others say they should be that much higher. Cabbage also is about 25c a barrel higher. New cucumbers are quoted from \$2.00 to \$2.25, a dozen.

Beets, Canadian, bag.....	0 45	0 50
Potatoes, Ontario, per bag.....	0 75	0 80
" sweet, barrel.....	4 00	4 50
" hamper.....	1 75	2 00
" New Bermudas, bush.....	3 25	
Lettuce, Boston head doz.....	1 25	
Onions, Canadian, dried, bag.....	0 75	0 90
" Spanish, half crate.....	1 85	2 25
Tomatoes, Florida, small basket.....	0 25	0 30
" Canadian, hothouse, per lb.....	2 00	2 25
Cucumbers, doz.....	0 35	0 40
Carrots, new, per bag.....	20 00	22 00
Cabbage, per ton.....	1 50	1 75
" arrel.....	0 75	0 90
Squash, basket doz.....	0 75	1 25
" cauliflower doz.....	0 25	0 40
Celery native, doz.....	6 00	
California celery, per case.....	0 50	0 85
Pumpkins, dozen.....	0 30	0 35

Fish—The fish trade is more or less effected by every change in the weather. The sharp cold snap, after the mild spell, caused a brisk and lively market. With the exception of a limited quantity of winter catch white fish, the stock is all in cold storage, and prices are without change.

Perch, large, per lb.....	0 06	0 07
Herring, medium, per lb.....	0 04	0 05
Whitefish.....	0 09	
Cod.....	0 08	0 09
Halibut.....	0 09	
Haddock, frozen.....	0 07	
Sea salmon, Silverside.....	0 10	0 12
" Steelhead.....	0 10	
Pike.....	0 05	0 07
Pickrel, yellow.....	0 08	0 09
Soft shell crabs, doz.....	4 00	
Herring, Digby, smoked, bundle 5 boxes.....	0 85	
" Rippered, 15-lb. box.....	1 30	
" Labrador, keg.....	3 00	
Mackerel, each.....	0 18	0 20
Smelts, per pound No. 1.....	8 09	8 10
" extra.....	0 12	0 14
Oysters, Long Island.....	1 60	
" medium selects.....	1 75	
" extra.....	1 85	
" shell, per 100.....	1 50	
Ciscoes, basket.....	1 00	1 10
Finnan Haddie, smoked, 15-lb. package.....	0 07	0 08
Boneless cod, quail on toast.....	0 05	
" imperial.....	0 06	
Shredded cod, doz.....	0 90	
" 24 packages, 1 lb. box.....	3 12	
" 12 packages, 2 lb. box.....	2 40	
Acadia cod, crate.....	2 40	
" tablets, box.....	1 60	
Bloaters.....	1 15	1 25
Qualla.....	0 09	
Catfish, dressed.....	0 10	

C. D. Cowles, traveling representative of the St. Charles Condensing Company, was in Toronto last week and made a pleasant call on The Grocer.

DEALERS IN FISH—ATTENTION

The season is here when you can stock up without risk. Everything is fresh and full of good value. Read this list and send us your order.

FRESH FROZEN FISH

Salmon, Halibut, Sea Herrings, Trout, Smelts, Cod, Haddock, Flounders, Pike, Pickerel, Tomcods.

SMOKED FISH

Haddie, Home Cured Mild Bloaters, Ciscoes, Kippered Herrings.

PICKLED FISH IN BARRELS

Trout, Whitefish, Lake Herrings (both back and belly split), Labrador Herrings (barrels and 1/2 bbls.), Holland Herrings.

DRY AND SALTED FISH

Skinless Cod: Acadia and Halifax Cod in various packages. Cod Steak, Quail on Toast, Shredded Cod, etc., etc.

OYSTERS

Long Island Natives—Large, Clean, Delicious

WHITE & CO., Limited

Phone Main 6565 TORONTO and HAMILTON

SAVE YOUR DOCTOR

bills—eat more Grapefruit—not a luxury but a health-giving Fruit. Ask for "Florence" & "Seminole" brands from Florence Villa, Florida—finest grown. Same brands oranges and tangerines.

W. B. Stringer, Toronto, District Agent

"Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

NONE BETTER

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

HUGH WALKER & SON GUELPH, ONT.

Cuban and Port Rican Oranges

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

THE DAWSON COMMISSION CO., TORONTO

We want Poultry and New-Laid Eggs.



QUALITY in FISH AND OYSTERS

Is our Argument that we should have your trade

Our Prices Are the Best

The F. T. James Co., Limited

Church and Colborne Streets : : : : : : : : Toronto

BRUNSWICK BRAND HERRINGS

IN TINS



We are particularly proud of our Kipper Herring and Herring in Tomato Sauce. We have very good reason for our pride, we are sure.



It has taken us years to bring Brunswick Brand Herrings up to their present high standard of quality. Much money has been spent in experimenting with different processes, and cash has never been spared in the securing of the choicest fish to begin with.

We, however, are satisfied, for to-day we can offer the trade fish that are not surpassed anywhere. The large and growing demand of to-day for Brunswick Brand Herrings proves their popularity with the consumer.

NOW IS THE APPOINTED TIME TO ORDER.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

LEONARD BROS., Montreal Agents.

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

FISH and OYSTERS

HERE IS A MONEY-MAKER:

LARGE FROZEN SEA HERRING

A line it will pay you to push. Particularly choice fish.
These other lines are also timely :

COD	PICKEREL	WHITEFISH	BONELESS COD
HADDOCK	SALMON	PIKE	HALIBUT
SMELTS	SKINLESS COD	HADDIES	BLOATERS

For entire satisfaction to your customers sell

SEALSHIPT OYSTERS — Standards and Selects

This is the oyster season. Push them hard.

No Ice in Sealshipt Oysters. All Solid Meats. No Water Added.
Finest sealed carrier (4 imperial gallons) on the market

Price lists mailed on request.

Correct Prices

Adequate Service

Largest Assortment

4 LONG
DISTANCE
TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

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

FISH TALK

NOTE — Norwegian Sardines to day have secured through selected quality in selection of Fish and Oil and cleaning and special manner of curing such a reputation for absolute superiority over any and all other grades, that the wise grocer stands by them.

THE brand that has made for itself and the Norwegian packers the premier reputation of all, is

"King Oscar" Brand



Your jobber will supply them. If he can't, write us and we will tell you where you may obtain them.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.



YOUR OYSTER TRADE

Can be increased—doubled—tripled—if you handle "Sealshipt" Oysters. They are so far superior to ordinary tub oysters that people who try them once want them every time.

"SEALSHIPT" OYSTERS

are solid meats packed in sealed airtight cans with ice around the cans, but not touching the oysters. This prevents bloating, bleaching and loss of flavor.

They have the real "sea tang," are as fresh as when tonged and the only oyster guaranteed pure.

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

Write us for particulars and letters from grocers who have got the oyster trade of their towns and are making big money by handling "Sealshipts."

National Oyster Carrier Company
SOUTH NORWALK, CONNECTICUT

AGENTS:

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

ORANGES AND RHEUMATISM

**Citric Acid of the Fruit Said to Dispel the Aches and Pains of the Rheumatic—
A Dry Goods Merchant's Experience—Takes Three Oranges for Breakfast.**

Hitherto the grocer and fruit dealer have been selling oranges to be used principally as a dessert fruit, or for the manufacture of preserves and marmalade. But if the statement is proven true that the popular fruit can be successfully used because of its medicinal properties, a new channel for its disposal will be opened out which should prove of particular pecuniary value to the grocer. The public has long since been educated to the fact that the orange, as well as numerous other Southern fruits, is valuable as a laxative and it is not an uncommon occurrence to find people who have their orange regularly for their morning meal for this special reason.

In addition to the value of the fruit, when used as mentioned above, it is stated that the orange can also be utilized as a cure for rheumatism. This value has as yet been little advanced and The Grocer in an endeavor to obtain some information on the question has secured the testimony of a Toronto dry goods merchant who has learned by

experience and found it true so far as he is concerned.

The representative of The Grocer called on him this week and found him ready and quite willing to explain in what manner he had been led to try the orange fruit as a remedy for rheumatic troubles.

Took His Friend's Advice.

"Six years ago," he began, "I was in Montreal and called on a business friend, who at the time was suffering severely from a bad attack of rheumatism. So much trouble were the aches and pains giving him that he scarcely got a wink of sleep at nights, and very little any other time. The next time I went to Montreal I called on him again and found him hale and hearty."

A Dozen Oranges Per Day.

The merchant was, of course, much surprised at the change of physique and health of the man, and upon inquiry learned that oranges had worked the somewhat mysterious wonder.

"He told me," remarked The Grocer's informant, "that he ate a dozen oranges every day, and that he practically made oranges his entire diet."

"I myself had been troubled with rheumatism, not regularly, but occasionally, wild shooting pains passed through my body. Particularly between the toes on my feet and in the palms of my hands, did I feel the trouble and I suffered considerably while they lasted. From the hint my Montreal friend gave me, I began to eat oranges, kept it up and I haven't had a touch of rheumatism since."

"Every morning my breakfast consists of three or four oranges, and in addition to the fact that the old trouble

BRONCO BRAND Navel Oranges

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

SOLE AGENTS

WHITE & CO., Toronto

SAUERKRAUT

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

ASK FOR PRICES.

ONTARIO SEED CO., - WATERLOO, ONTARIO

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager



MEPHISTO BRAND



PURITY BRAND

Quality should
be the first con-
sideration when
buying

MEPHISTO BRAND

Sold with a guarantee to every can.

CANNED LOBSTERS

SOLE PACKERS—

FRED MAGEE, PORT ELGIN, N.B.
PICTON, N.S.

THE GROCER'S ENCYCLOPEDIA

Where Cinnamon Spice Comes From and How it is Prepared—Known to the Ancients—Inner Bark of an Evergreen Tree.

has disappeared, I find that food a splendid laxative, quite necessary to my physical comfort and just what a man like me would require."

Asked what portion of the orange he ate, he said, that the meat and juice were taken out by means of the ridged pyramid-shaped glass, well known to those familiar with handling lemons for lemonade. They were all ground together to be made more palatable and eaten without sugar. Sometimes he also ate a portion of a grape fruit, but nothing else, and he never had better health.

Buys by the Crate.

"Why I always lay in four or five crates of oranges in the cellar when the season arrives in which they are the best and just now is as good a time as any," he added. "This amount lasts for a considerable length of time."

The explanation he gave of the medicinal properties of the orange is the effect of the citric acid it contains, which in addition to being a medicine is very palatable to the taste. The uric acid, which forms in the joints of the anatomy, as well as in the heart, liver, brain and blood, is said to be largely the cause of the muscular fatigue so common to rheumatics. The theory is that the citric acid of the orange acts as a counter-agent to the uric acid of the system by dissolving it, thus dispelling the aches and pains.

"I have mentioned my experience to several of my friends with similar troubles," said The Grocer's informant, "and I understand the orange cure has worked wonders with them also."

The popular conception has always been that the superior quality of the orange depended on its sweetness, but if the above theory is correct, the amount of acid has a good deal to do with the quality. As to the difference in oranges grown under humid and arid conditions, the moisture being supplied by rainfall in the one case and by irrigation in the other, there has been shown in the latter a superior density; thinness and texture of rind, higher sugar and higher acid percentages, and a more sprightly flavor. The idea of the public generally that the superior sweetness of the orange grown in humid countries seems to be due to a greater amount of sugar in the juice and a less amount of acid. It has been calculated that in some oranges the total percentage of sugar is about ten per cent., and of citric acid one and a half per cent.

If any reader has made discoveries along this line The Grocer would be pleased to hear of them.

C. W. Reynolds, general storekeeper, of the village of Nilestone, in Western Ontario, has left there and prior to his departure he was the guest of honor at a banquet given by his fellow villagers. He was presented with a handsome parlor suite in addition to an address.

CINNAMON.—The history of cinnamon spice is interesting and one with which every grocer should be conversant. It is the inner bark of a small evergreen tree, the leaves being oblong in shape and the flowers of a greenish color and of a rather disagreeable odor. Cinnamon has been known to the world from the most remote antiquity, and it was so highly prized among the ancient nations that even in very small quantities it was regarded as a present fit for monarchs and high state officials. It is referred to in the Bible in Exod. xxx.—23, where Moses is commanded to use both sweet cinnamon (kinmon) and cassia.

This spice is now almost exclusively a product of Ceylon, in Southern Asia, and China, but the origin of the plant and the derivation of its name are matters of considerable doubt and dispute. The Arab traders, by whom the trade in this and other Oriental spices was conducted in ancient times, surrounded the history and production of these precious and lucrative products with grotesque tales of mystery. It is contended by some that cinnamon was originally obtained from the promontory of Gardafui, while others lean to the opinion that it was brought from China. But it is stated that no other situation and climate has yet been found where the trees flourish so well and yield a bark so fine and so delicately aromatic as in Ceylon.

The gardens of cinnamon are confined to a strip of country in the neighborhood of Colombo. When the trade was at its best, five of the principal gardens measured from 15 to 20 miles in circumference, but now the area of cultivation is very much restricted and plants which at one time were tended with the greatest of care are choked with the natural profusion of jungle vegetation.

How Cinnamon is Prepared.

The bark is taken from shoots of eighteen months to two years growth, in which time they attain a length of from six to ten feet and a thickness of from a half to two inches. Only four or five shoots are allowed to grow up from each stool. They are cut down twice a year after the rains and the bark is detached in lengths of about a foot. After lying in bundles, as taken from the shoots for about a day, each separate piece is carefully scraped to remove the outer and middle layers of the bark, and the remaining portion is, thereby, often reduced to the thickness of one-hundredth part of an inch. The pieces are then made up into composite quills by placing the smaller pieces inside the larger, and thus the cinnamon is often formed into straight, firm, rods, of from three to four feet in length, and after drying in the sun the

bark is ready to make up into bundles for exportation.

Cinnamon of inferior quality is grown in Southern India and in Java Island, the cultivation was introduced by the Dutch about the year 1825. The plant has been grown in the colony of French Guiana, South America, and in other localities. The produce in none of these places, however, approaches in quality to the Ceylon cinnamon, from where also the largest proportion of the entire

Not Good for You

lugging a full box of soap about, when with Fels-Naptha, neat 10-bar cartons, you can handle the soap easily, display windows and other spaces, as well as decorate shelves.

That isn't half the good that Fels-Naptha is to Mrs. Housekeeper, however. It saves her time, labor and money. It pays to recommend and supply consumers with the goods they like.

It is the "best" soap for both of you.



consumption is supplied. Nearly the whole quantity prepared in Ceylon is brought to the British market. The value of the spice submitted to the English Board of Trade in 1874 was more than 54 cents per lb., that from other localities being estimated at about twenty cents.

The Ceylon variety of fine quality is a very thin, smooth bark, with a light brownish color, a highly fragrant odor, and a peculiarly sweet, warm and pleasing aromatic taste. Its peculiar flavor is due to an aromatic oil which it contains to the extent of from one-half to one per cent. The essential oil of cinnamon as an article of commerce is prepared chiefly in Ceylon, where the coarser pieces of bark are used for its extraction. These are roughly powdered and mixed in sea water for two days, when the whole is quickly distilled.

Cinnamon spice, as all grocers know, is principally employed in cookery as a condiment and flavoring material, and is also being largely used in the preparation of some kinds of chocolates and liquors. In medicine it acts as a stimulant and cordial, but it is chiefly prescribed for improving the flavor of bitter substances and to correct the griping action of purgatives. Being a much more costly spice than cassia, that comparatively harsh-flavored substance is frequently substituted for or added to cinnamon.

The Detection of Cassia.

When powdered bark is treated with tincture of iodine, little effect is visible in the case of pure cinnamon, but with cassia, a deep blue tint is noticeable, the intensity of the coloration depending on the proportion of cassia. But it must not be misunderstood that all varieties of cassia are inferior to cinnamon. The kind known as Corintjie is superior to the best cinnamon and commands a higher price.

Cinnamon spice is not used to a very great extent in Canada and the demand is spread over the entire year.

CORN SYRUP PLENTIFUL.

The Interstate Grocer, St. Louis, of January 2, 1909, has the following about corn syrup which applies to the conditions existing in Canada: According to statistics published recently, the production of cane syrup in the country amounts to only about 346,000 barrels per annum, of which 60 per cent. is exported, and 40 per cent. or 138,400 barrels, are consumed in this country, while 1,350,000 barrels of corn syrup or glucose, are made per annum, in which there is about 10 per cent. or 135,000 barrels, of cane syrup, almost as much as is made from all the sugar cane grown in the country.

OPENING TORONTO BRANCH.

A branch office has been opened in Toronto, C. Ryan & Co., room 74 Yonge Street Arcade, in charge, by the Brodie's

Manufacturing Company, Montreal. This concern, which has developed a nice business within the past couple of years, puts out Red Rose baking powder, flavoring extracts and jelly powders, as well as Brodie's polishes for silver and other purposes. Mr. Ryan and his partner, A. J. Duggan, are widely known in Toronto and Ontario grocery circles, and will be in a position to thoroughly serve the trade in that district, which they will cover exclusively. The Brodie's Mfg. Co. but recently moved into large new quarters in Montreal, being now located at 589 St. Paul Street.

AGED GROCER'S SUDDEN DEATH.

Daniel Langlois, a grocer in Windsor for half a century, dropped dead on the threshold of his home on Thursday night, January 7. He was 80 years old and apparently in good health up to the time of his death.

HINTS TO BUYERS.

It is a fact, in business, that a merchant's success depends, not so much on his ability to sell goods as on his ability to buy right, to buy at the right time and at the right prices. Laporte, Martin and Co., Montreal, find themselves in a position wherein they can afford to sacrifice certain lines of standard goods, of which they have a surplus stock. These goods, which are listed in another page are worth to-day as much as they were worth yesterday, and as much as they will be worth tomorrow, but they must be sold before stocktaking, and this is the retailer's opportunity. It will be a good thing for merchants to study the list which is published in another page of this issue, to select the products which they require, and to ask for quotations on same, as soon as possible, before February 1st—advt.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST
CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow,
Scotland

Imported Cigars from Philippine Islands

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

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

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

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

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits And Goods Of Strong Acidity

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

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

Write for Samples

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

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE

Norton Manufacturing Co.

HAMILTON

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

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

PLY THE
R

EST

HEWING

IG DAILY

S

McDougall's.

rence.

Glasgow,
Scotlan i

ippine Islands

1/20, \$37.50

1/20, 55.00

1/20, 55.00

(Shape)

co in ¼ and ½ lb.
25 to 50 lbs., and
a request. Terms,

E

OLESALE

LER

ul St. Phone 1272

St. Phone 2097

Tel. East 5964

NT PIPE

pes

NT

Canada

MONTREAL.



THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

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

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

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

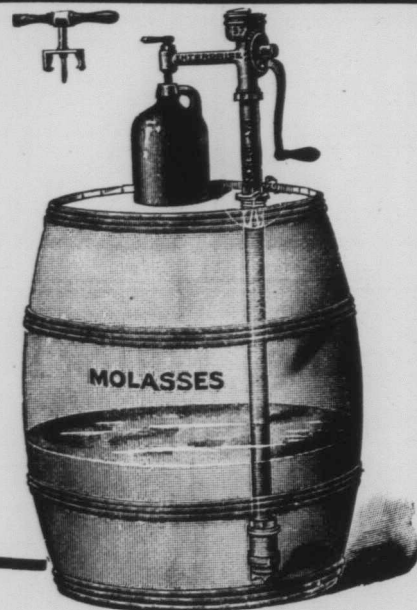
The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Berlin, Ontario**
Modern Store Fixtures

"ENTERPRISE"

The great success of the "Enterprise" works is built on the policy that they have no time to waste in making anything but the *best*.

Nearly half a century of steady holding to this policy has made "Enterprise" articles absolutely essential to the success of enterprising grocers.

The famous line of "Enterprise" Coffee Mills for either Hand, Steam or Electric Power, Smoked Beef Shavers, Meat Choppers, Cheese Cutters, Measuring Faucets, Measuring Pumps, Etc., all are to be found in grocery establishments in all parts of the world.



This Company originated the quick, clean, convenient way of pumping and measuring molasses and heavy liquids from barrels, by means of the

"ENTERPRISE"

Self-Priming and Measuring Pump

It measures accurately, a gill to every turn of the handle, a pint to every four turns. Has a new Total Registering Device, showing total amount taken from the barrel. No. 97, shown here, costs only \$6.00; Auger, 75c.; Extended Tube, for pumping from cellar to first floor, per foot or fraction of foot, 50c. Order from your jobber. Write for our latest catalogue.

THE ENTERPRISE MFG. CO. OF PA.
Philadelphia, U.S.A.

21 Murray St., New York 438 Market St., San Francisco

A PUMP THAT SHOWS A PROFIT



The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**
Easiest Runners

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

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

SITUATION VACANT.

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

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

WANTED—A smart young man to take an interest in a wholesale brokerage business. One who has been in touch with the wholesale grocery trade and can bring new agencies to increase the business preferred. Correspondence confidential. Box 273, **CANADIAN GROCER**, Toronto.

WANTED—By young man, 22 years of age, good appearance, five years' experience in grocery trade, position as representative for an A1 tea and coffee house, western territories preferred. Box 274, **CANADIAN GROCER**, Toronto. (6)

WANTED—Traveller for wholesale fruit house, with \$5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for \$49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, **CANADIAN GROCER**, Toronto.

BOOKS FOR THE GROCER.

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

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

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

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

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

SAFES.

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

SITUATIONS WANTED.

GROCERY CLERK—A young Scotchman is open for change of position; 13 years' experience; 2 years in Canada. First class references. Box 281, **CANADIAN GROCER**, Toronto. (5)

WORKING PARTNER WANTED—Young man, with dry goods experience preferred, and some capital for general store, now doing a good business in a new town short distance from Brandon, Man. A splendid chance for a man. Box 275, **CANADIAN GROCER**, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

WANTED.

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

MISCELLANEOUS.

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

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

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

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

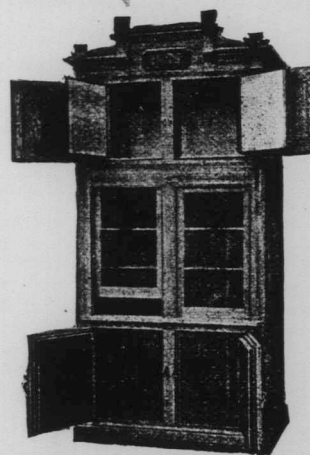
NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

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

BUSINESS CHANCES.

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



Arctic Refrigerators

for Grocers and Butchers, The Coldest, Driest and most up-to-date refrigerator on the market. Western representatives, Ryan Bros., Winnipeg. Eastern representatives, Wolf, Sayer & Heller, Montreal. Write for Catalogue.

John Hillock & Co., Ltd., 154 George St., Toronto

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office, Dept. 287, **NATIONAL SALESMEN'S TRAINING ASSOCIATION**, Chicago, New York, Kansas City, Minneapolis, San Francisco.

WHAT ABOUT 1909 ?

WE don't know what resolutions you are making for 1909. It matters not how many you make. It's the ones you keep, that count. Nothing will do more to make 1909 a better year than reading regularly a wholesome, clean and bright magazine.

Busy Man's is a Magazine of quality. Its articles are inspiring as well as interesting. Herewith is given the contents of the January number just out. Busy Man's is on sale at all news-stands. Forward Two Dollars to our nearest office and the Magazine will be forwarded for one year commencing with the January number.

Original Articles.

The Millionaires of Cobalt.
Men and Events in the Public Eye.
The Man Who Built the St. Clair Tunnel.
Canada's Non-English Newspapers.
A Novel Business Organization in Germany.

System and Business.

A Billion Dollar Amusement Business.
Sending Christmas Money Over Seas.
Importance to Merchants of Right Buying.
Constitutionalism in the Factory.
Advertising and Salesmanship.

Successful People.

Northcliffe and Munsey.
The Story of My Business Career.
An Editor With a Million Circulation.
Moxey, Terror of Defaulters.

Political and Commercial Affairs.

The Real Owners of America.
Power from the Pit's Mouth.
The Social Responsibilities of Empire.
Wonders of Manhattan Real Estate.

Short Stories.

At the Rail Fence.
The Reward of Virtue.
The Man Who Was Horse Crazy.

Miscellaneous.

Muscular Work Appetite and Energy.
The Book of the Month.
Contents of Other Magazines.
The Busy Man's Book Shelf.
Humor in the Magazines.
Improvements in Office Devices.

The Busy Man's Magazine

Montreal Toronto Winnipeg New York Chicago London, Eng

—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.

THE METROPOLITAN

Capital Paid Up **\$1,000,000.00** **BANK** Reserve Fund and Undivided Profits **\$1,277,404.49**

Every Department of Banking conducted with satisfaction and absolute security.

Accounts of Individuals, Firms and Corporations solicited.

SAVINGS DEPARTMENT

\$1.00 or more opens an account. Interest allowed from date of deposit and compounded FOUR times a year. No delay in withdrawal.

TALKING POINTS FOR DEALERS
ON


BANNER, CANADA, ONTARIO and HIGONE LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by
ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

The
**SHOE
POLISH**
of
QUALITY



Peters' Polishes

PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 3 doz. in case		\$2 00
1-lb. tins, 5 " "		1 25
1-lb. tins, 4 " "		0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
4-doz.	15-oz.	1 75
4-doz.	12-oz.	3 50
4-doz.	12-oz.	3 40
4-doz.	2 1/2 lb.	10 50
4-doz.	5 lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
4 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
4 " "	16 " "	1 70
4 " "	2 1/2 lb.	4 10
4 " "	5 " "	7 30
4 " "	6 oz.	Per case
4 " "	12 " "	\$4 55
4 " "	16 " "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	\$ 0 95
1 lb.	1 40
6 oz.	1 95
1 lb.	3 55
1 lb.	3 85
15 oz.	4 90
1 lb.	13 60
3 lb.	22 35
5 lb.	22 35

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

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime	\$ 0 93
1 lb.	1 33
6 oz.	1 90
1 lb.	3 45
1 lb.	3 70
1 lb.	4 65
3 lb.	13 30
5 lb.	21 65

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

T. KINNEAR & CO.

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

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Baking Powder—		
1-lb. tins, 3-doz. in case, per doz.		2 10
1-lb. " 2 " "		1 10
1-lb. " 4 " "		0 8

Blue.

Keep's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillet's Mammoth, 1/2 gross box	2 00

Brooms

Nelson's—	Per doz.
Pansy	\$3 65
Good Luck	35 3 25
" "	30 2 85
" "	25 2 35
Bamboo A	3 85
" B	3 65
" C	3 40
" D	3 10
" E	2 95

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Per case.	Per case.
Force, 36s.	\$1 50
Korn-Kinks, 3 1/2s.	1 45
H-O. oatmeal, 24, 3 1/2	1 10
Presto, 36s.	3 40
Pancake, 36s.	3 50
Tapioca, 36s.	2 85
Hominy, 36s.	2 50
Farina, 24s.	1 70

WHITE SWAN SPICE AND CEREAL MILLS.

White Swan Breakfast Food, 2-doz. in case, per case, \$3 60.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.20.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolates and Cocoas.

THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	\$4 50
1-lb., per doz.	2 40
1-lb., 10c. size	1 30
5-lb. tins per lb.	0 90
Soluble, bulk, per lb.	0 37
Condensed cocoa, cream and sugar, doz.	0 18
London Pearl per lb.	0 15
Special quotations for Cocoa in bbls., kegs, etc.	0 22
Unsweetened Chocolate—	Per lb.
Plain Rock, 1-lb. cakes, 12-lb. boxes.	0 40
1-lb.	0 40

Sweet Chocolate—

Queen's Dessert, 1-lb. cakes, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 5s., 12-lb. boxes, \$0 41	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$0 35
Parisian 8s., lb.	\$0 30

Royal Navy, 1/2, 1/4, 12-lb. boxes per lb. 0 33

Diamond, 7/8, 12-lb. boxes, per lb. 0 24

8s " " " " 0 25

8s " " " " 0 28

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.

Chocolate—

Maple buds, 5-lb. boxes, lb. 0 31

Vanilla wafers, " 0 35

nonpareils, 5-lb. box 0 35

2s, 5-lb. boxes, lb. 0 28

2s, nonpareils " 0 28

Ginger, 5-lb. boxes, lb. 0 30

Milk sticks, box. 1 35

Milk cakes, 5c. size, box. 1 35

Agents, O. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

BEHREND'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz., \$ 90

1 " " " " " " 2 40

1 " " " " " " 4 75

1 " " " " " " 9 00

JOHN F. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.

Arthur M. Loucks, Ottawa.

J. A. Taylor, Montreal.

Joe. E. Hurley, Winnipeg.

R. J. Bedington & Co., Calgary, Alta.

Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz. 0 90

Prepared cocoa, 1/2s 0 28

Prepared 1/2s 0 28

Mott's breakfast cocoa, 10c size 90 per dz.

breakfast cocoa, 1/2s 0 38

" " " " " " 0 38

" " " " " " 0 32

" Navy " " " " 0 29

" Vanilla sticks, per gross. 1 00

" Diamond chocolate, 1/2s. 0 24

" Plain choice chocolate liquors 0 32

" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes 0 38

Breakfast cocoa, 1-5 1/2, 1 & 5-lb. tins 0 41

German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes. 0 28

Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes. 0 35

Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes. 0 35

Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins. 0 47

Soluble cocoa (hot or cold soda) 1-lb. tins. 0 38

Cracked cocoa, 1-lb. pkgs., 5-lbs. bags 0 34

Caracas tablets, 100 bundles, tied 5s, per box. 3 00

The above quotations are f.o.b. Montreal

CANADIAN COCOANUT CO., MONTREAL.

Packages—

5c., 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages. 0 26

1 lb. " 0 27

1 lb. " 0 28

1 and 1/2 lb. packages assorted 0 26

1/2 and 1 lb. " 0 27

1/2 lb. packages assorted in 5 lb. boxes 0 26

1 lb. " in 5, 10, 15 lb. cases 0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes. Falls. Tins. Bbls.

White Moss, fine strip, 0 19 0 21 0 17

Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 17	0 17
Macaroon	0 17	0 15
Decicated	0 16	0
White Moss in 5 and 10 lb. square tins.	21c.	

THE ROBERT GREIG CO., LTD.

White Swan Cocoanut—

Featherstrip, pails. 0 16

Shredded. 0 15

In packages 2-oz., 4 oz., 8-oz., lb. 0 28

CONDENSED MILK.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.

"Eagle" brand (4 doz.) \$6 00 \$1 50

"Gold Seal" brand (4 doz.) 5 00 1 25

"Challenge" brand (4 doz.) 4 10 1 05

Evaporated Cream—

"Peerless" brand evap. cream. 4 70 1 20

hotel size. 4 90 2 45



TRURO CONDENSED MILK CO. LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 85

Reindeer" brand per case (4 doz.) 5 75



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House 0 32

Nectar 0 30

Empress 0 28

Duchess 0 6

Ambrosia 0 25

Plantation 0 22

Fancy Bourbon 0 20

Bourbon 0 18

Crushed Java and Mocha, whole. 0 17

ground. 0 14

Golden Rio. 0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground. 0 30

Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground 0 30

German Dandelion, 1/2 and 1 lb. tins, ground 0 22

English Breakfast, 1 lb. tins, ground 0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole. 0 40 0 30

JAMES TURNER & CO. Per lb

Mocha. 0 32

DAMASCUS 0 28

Calro 0 20

Sirdar 0 17

Old Dutch Rio. 0 12 1/2

PATTERSON'S "CAMP" COFFEE ESSENCE Agents, Rose & Lafamme, Montreal and Toronto.

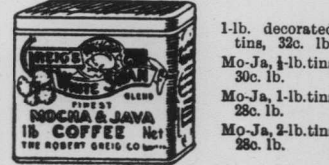
5 oz. bottles, 4 doz, per doz. 1 75

10 " " " " " " 3 00

Rep. quarts, 1 " " 6 50

Imp. " " " " " " 9 00

THE ROBERT GREIG CO., LTD. White Swan Blend.



1-lb. decorated tins, 32c. lb

Mo-Ja, 1-lb. tins 30c. lb.

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$2.60.

Cafe l'Armatique—1-lb. amber glass jars, per doz., \$4.

Presentation, with 3 tumblers, \$10 per doz



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 30

Cheese—Imperial

Large size jars, per doz. \$3 25

Medium size jars, " 4 50

Small size jars, " 2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz. 18 00

Med. size " 17 00

Small size " 12 00

Roquefort—

Large size, doz. 2 40

Small size, " 1 40



MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionary.

Large size, cases, 25 cartons. \$3 50 each

Small " " 50 " 3 60

Assorted, cases, 25 small, 12 large 3 55

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box 1 80

Milk Chocolate Sticks, 36 in box 1 35

" 10c cakes, 36 in box 2 55

Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33

No. 2, " 0 25

Maple Buds, 5-lb. boxes, lb. 0 36

Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books. each 0 4

100 books and over. each 0 3

500 books to 1000 books. (3)

For numbering cover and each coupon, extra per book 1/2 cent.



Cleaner.

Per doz.

4-oz. cans \$ 0 90

6-oz. " 1 35

8-oz. " 1 85

Quart " 3 75

Gallon " 10 00

Wholesale Agent.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz. \$3 20

" 2 " " 1 " 3 00

" 4 " " 1 " 4 50

" 20 " " 1 " 4 75

" 20 " " 1 " 9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins. \$1 25

" " " " 1-lb. tins. 3 25

" " " " 1-lb. tins. 1 25

" " " " 1-lb. tins. 2 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz. 1 00

2 " " " 1 75

2 1/2 " " " 2 00

4 " " " 3 00

5 " " " 3 75

8 " " " 5 50

15 " " " 10 00

32 " " " 18 00

Discounts on application.



RISING SUN
SUN
STOVE POLISH
IN CAKES

DURABLE
3000 TONS SOLD

&

SUN
PASTE
STOVE POLISH
IN TINS

DUSTLESS, LABOR SAVING,
BEST IN THE WORLD.

THE BEST ADVERTISING COPY we have ever used is appearing in the best women's periodicals with millions of circulation this season. You are sure to be in the best of company when you urge the sale of **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins. They are both old friends of the housekeepers. They yield a good margin for your profit. Our goods are preferred above all others by those who have used them and you make friends for yourself as well as for us when you push them.

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

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST
WASHING POWDER

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

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

THE N. K. FAIRBANK COMPANY, Montreal

ONE BAG OF

MOLASSINE MEAL

Will work wonders with a sick Horse. Try it and see for yourself.

I will ship a sample bag, freight paid, for \$3.00, cash.

SOLE IMPORTER

ANDREW WATSON

91 Youville Square - - MONTREAL



CAPSTAN BRAND
PURE MINCE MEAT

Package Mince Meat
 Put up in 1/4 gross cases

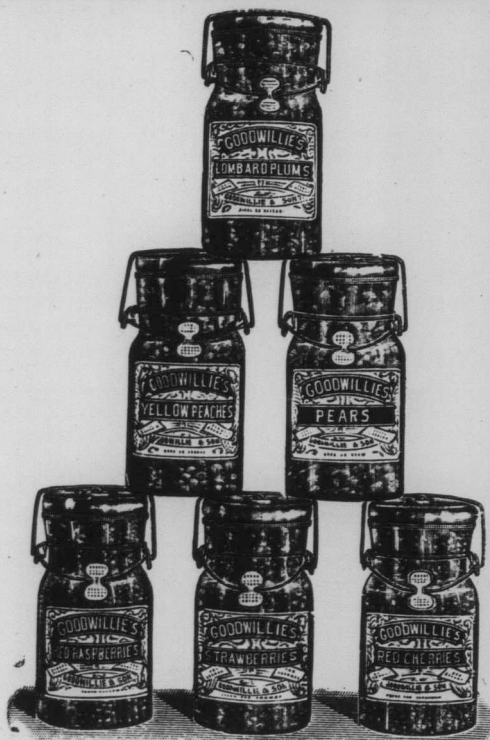
Bulk in 7-lb. Pails,
 1/2 doz. in crate.

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

Capacity one ton per hour.
 Sold by all wholesale dealers.

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

Canada's Best



Flavor

Put up in glass, a few hours after being picked and nothing but the finest

Fully Ripened Fruits

being used, they are delicious.

Appearance

They look tempting and taste as good as they look.

One Glance

and your customer will buy the first jar. Then you have only to fill the orders.

Agents: ROSE & LAFLAMME, Limited, Montreal and Toronto



ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME, Ltd.
Agents, Montreal and Toronto



Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20
THOMAS J. LIPTON
Prices on application.

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. 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails, per lb. 0 06½
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 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails, per lb. 0 06½
Pure Jams—1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 30

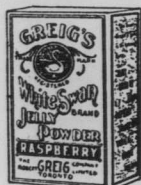
Jelly Powders



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.
Soap
THE GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases, 5 25
Five cases, or over, 5 15



List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



Lard.

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

Tierces, \$0 09½
1-bbls. 0 09½
Tubs, 60 lbs. 0 09½
20-lb. Pails, 2 00
20-lb. tins, 1 50
Cases 2-lb., 0 10½
" 5-lb., 0 10½
" 10-lb., 0 10½



Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (35 or 50 sticks), per box 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can 2 00
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans, per can 2 00
Licorice lozenges, 5-lb. glass jars, 1 75
" 20-lb. cans, 1 50
"Purity" licorice 10 sticks, 1 45
" 100 sticks, 0 75
Dulce large cent sticks, 100 in box, 0 00

Lye (Concentrated)

GILLET'S PERFUMED. Per case
1 case of 4 dozen, \$3 60
3 cases of 4 dozen, 3 50
5 cases or more, 3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

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

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz., 1 55
2-lb. " " 2 80
4-lb. tins, " 4 45
7-lb. " " 7 35
"Shredded"—
1-lb. glass, doz., 1 90
2-lb. " " 3 10
7-lb. tins, " 8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

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



ST. CHARLES CONDENSING CO.

PRICES:
St. Charles Cream, family size, per case \$4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk, 4.70
Good Luck, 4.60

Mustard

COLMAN'S OR KEEN'S
D.S.F., 1-lb. tins, per doz. \$ 1 40
" 1-lb. tins, " 2 50
" 1-lb. tins, " 5 00
Dunham 4-lb. jar, per jar 0 75
" 1-lb. jar, " 0 25
F.D. 1-lb. tins, per doz. 0 85
" 1-lb. tins, " 1 45

Olive Oil

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

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
1/2-pint bottles, 3 & 5 doz., per doz. 0 90
pint " 3 doz., " 1 75
THOMAS J. LIPTON
Prices on application

Soda

COW BRAND
Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box, \$3.00



Case of 50. pkgs. containing 96 pkgs. per box, \$3.00
MAGIC BRAND Per cas
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. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case, 2 25
5 cases, 2 75

"TO BEGIN WITH"

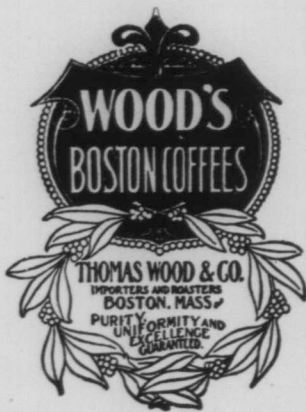
You mean to build up a big Coffee Trade this new year.
It can be done, and we can help you.
Go about it as you would to accomplish any other work of lasting character.
Lay in the solid foundation with

WOOD'S COFFEES

We furnish direct and powerful aid to the Grocer in establishing trade and increasing sales.

Now is the time to start in. Let us hear from you.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, - MONTREAL



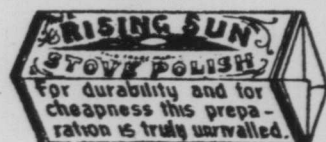
Soap and Washing Powders.
A. P. TIPPET & CO., Agents.
Maggie soap, colors.....per gross \$10 30
" black..... " 15 30
Ortole soap..... " 10 30
Gloriosa soap..... " 15 00
Straw soap..... " 10 30



3 doz. to box..... \$3 45
6 doz. to box..... \$6 90
30 days.

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb
No. 1 White or blue, 4-lb. cartons. \$
No. 1 " " 4-lb. " " 0 06
Canada laundry..... 0 06
Silver gloss, 6-lb. draw-lid boxes. 0 08
Silver gloss, 6-lb. tin canisters... 0 08
Edward's silver gloss, 1-lb. pkg. 0 08
Kaga silver gloss, large crystal... 0 08
Benson's satin, 1-lb. cartons..... 0 08
No. 1 white, bbls. and kegs..... 0 06
Canada White Gloss, 1-lb. pkgs. 0 06
Benson's enamel..... per box 1 50 to 3 00
Culinary Starch—
Benson & Co.'s Prepared Corn... 0 07
Canada Pure Corn... 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " " or blue, 4 lb. lumps..... 0 04
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 04
Finest Quality White Laundry—
1-lb. Canisters, cases of 48 lb. 0 06
Barrels, 200 lb. 0 72
Kaga 10 lb. 0 04
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
Kaga, ex. crystals, 100 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 08
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case \$ 00

Stove Polish.
Per gross.
Rising Sun, 5-oz. cakes, 4-gross boxes \$6 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 4-gross boxes... 10 00
Sun Paste 6c. size, 4-gross boxes.... 5 00



JAMES DOME BLACK LEAD
6a size..... Per gross \$2 40
2a " " " " " " 2 50

NICKLE PLATE STOVE POLISH.
Pints..... 2 90
Quarts..... 5 40
1/2 gallons..... 5 10
Gallons..... 4 80
1/2 gallons..... 4 50

Syrup.
EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 600 lbs. 0 03 per b.
Half-barrels, 360 lbs. 0 03 " "
Kega, 150 lbs. 0 03 " "
2-gal. pails 25 lbs. 1 25 each
3 " " 38 1/2 lbs. 1 75 " "
Plain tins, with label— Per case
2 lb. tins, 2 doz. in case..... 2 40
5 " " " " " " " " " " " " 2 75
10 " " " " " " " " " " " " 2 65
20 " " " " " " " " " " " " 2 60
(5, 10 and 20 lb. tins have wire handles.)
ST. LAWRENCE STARCH CO., LIMITED.
Bee Hive Brand Corn Syrup.
Barrels, 60 lbs. 0 03 per lb.
Half-barrels, 360 lbs. 0 03 per lb.
Kega, 150 lbs. 0 03 " "
2-gal. pails 25 lb. 1 25 each
3 " " 38 1/2 lbs. 1 75 " "
2-lb. tins, 24 in case, per case... 2 40
5-lb. " " " " " " " " " " " " 2 75
10-lb. " " " " " " " " " " " " 2 65
20-lb " " " " " " " " " " " " 2 60

SALADA CEYLON TEA
THE "SALADA" TEA CO.
Wholesale. Retail.
Brown Label, 1's, 1/2's \$0 25 \$0 30
Green Label, 1's and 1/2's 0 27 0 35
Blue Label, 1's, 1/2's and 1/4's 0 30 0 40
Red Label, 1's and 1/2's 0 35 0 50
Gold Label, 1's 0 44 0 60

EMPIRE PACKAGE TEA
Cases 30 and 50 lbs. each—
Black, Mixed, and Green Ceylon.
25c. 1s, 20c.; 1s, 21c.
30c. 1s and 1s, 23c.
40c. 1s and 1s, 28c.
50c. 1s and 1s, 35c.
75c. 1s and 1s, Vulcan, 50c.
100 lb. lots freight paid.

LIPTON'S TEA
Thomas J. Lipton
75 Front St. East, Toronto.
Packed in air-tight tins only.
wholesale retail
Blue label 1/2's and 1's 0 24 0 30
Orange " " " " " " " " " " " " 0 30 0 40
Pink " " " " " " " " " " " " 0 35 0 50
Red " " " " " " " " " " " " 0 44 0 60
1/2's and 1's 0 44 0 60
Gold " " " " " " " " " " " " 0 50 0 70
1/2's and 1's 0 50 0 70

LUDELLA CEYLON TEA
1/2's Label, 1's 0 20 0 25
Blue Label, 1/2's 0 21 0 30
Orange Label, 1's and 1/2's 0 23 0 40

Brown Label, 1's and 1/2's 0 28 0 40
Brown Label, 1/2's 0 20 0 40
Green Label, 1's and 1/2's 0 25 0 50
Red Label, 1/2's 0 40 0 60
LAPORTE, MARTIN & OIE, LTD.

Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf-c, 90 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19



BLUE RIBBON TEA CO., TORONTO
Wholesale Retail
Yellow Label, 1's 0 20 0 25
Green Label, 1's and 1/2's 0 21 0 25
Blue Label, 1's and 1/2's 0 24 0 30
Red Label, 1's, 1/2's and 1/4's 0 30 0 40
White Label, 1's, 1/2's and 1/4's 0 35 0 50
Gold Label, 1's and 1/2's 0 42 0 60
Purple Label, 1's and 1/2's 0 55 0 80
Embossed, 1's and 1/2's 0 07 1 00



RAM LAL'S PURE INDIAN TEA
Wholesale Retail
Pink Label 1's and 1/2's 40c.
Gold Label 1's and 1/2's 50c.
Lavender Label 1's and 1/2's 42c.
Green Label 1's and 1/2's 50c.
Canisters
Gold Tins, 5's 35c. 1.75 50c. 2.50
Gold Tins 3's 35c. 1.05 50c. 1.50
Gold Tins, 1's 36c. each 50c. each
Gold Label, 1/2's 18c ea. 36 lb. 25c. a. 60 lb.
Red Tins, 1/2's 25c ea. 70 lb. 50c ea. 1 00 lb.
Red Tins, 1/2's 18c ea. 72 lb. 25c ea. 1.00 lb.



MELAGAMA TEA
MINTO BROS., 55 Front St. East.
Wholesale Retail.
Black, green, mixed, 1/2's 0 70 1 00
" " " " " " " " " " " " 0 55 0 80
" " " " " " " " " " " " 0 44 0 60
" " " " " " " " " " " " 0 38 0 50
" " " " " " " " " " " " 0 35 0 50
" " " " " " " " " " " " 0 30 0 40
" " " " " " " " " " " " 0 32 0 40
" " " " " " " " " " " " 0 25 0 30
" " " " " " " " " " " " 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



KOLONA PURE CEYLON TEA
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c. \$0 20
" " " " " " " " " " " " 0 21
Blue Label, retail at 30c. 0 23
Green Label, " " " " " " " " " " " " 0 30
Red Label, " " " " " " " " " " " " 0 35

Orange Label, " 50c. 0 42
Gold Label, " " " " " " " " " " " " 0 55
RIDGWAYS.
London, Vancouver, Winnipeg and Ceylon.



WOOD'S PURE PACKAGE TEA
THOMAS WOOD & CO.
Montreal and Boston.
Wholesale. Retail.
Capital Household, 1's and 1/2's 0 40 0 50
Old Country, 1's and 1/2's 0 35 0 50
H. M. B., 1's and 1/2's 0 42 0 75
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

Wood's Primrose, per lb. wholesale reta
" Golden Rod 0 40 0 60
" Fleur-de-Lis 0 35 0 50
Pack in 1/2-lb. tins. All grades—either black, green or mixed.

THE EMPIRE TOBACCO CO., LIMITED
Smoking—Empire, 4s, 6s, and 12s. \$0 46
" Amber, 3s and 5s 0 50
" Ivy, 7s 0 50
" Rosebud, 7s 0 15
Chewing—Currency, 12s. and 6s. 0 46
" Old Fox, 12s. 0 48
" Snowshoe, 6s. 0 51
" Pay Roll, 7s. 0 52
" Stag, 10 oz. 0 45
" Bobs, 6s. and 12s. 0 45
" 10 oz. bars, 6s. 0 45
" Fair Play, 6s. and 12s. 0 53
" Club, 6s. and 12s. 0 48
" Universal, 12s. 0 47
" Dixie, 7s. 0 58
JOS. COTE, QUEBEC.

Cigars
St. Louis (union), 1-20 \$33 00
St. Louis, 1-40 35 00
St. Louis, 1-100 35 00
Champion, 1-20 35 00
Champion 1-40 36 00
El Sergeant, 1-20 55 00
El Sergeant, 1-40 55 00
El Sergeant, 1-100 55 00
Out tobaccos.
Petit Havana, 1-12-1-6 0 40
Quemel, 1-4, 1-2 0 65
" 1-9 0 68
Cote's Choice Mixture, 1-lb tins 0 75
" " " " " " " " " " " " 0 70
" " " " " " " " " " " " 0 70

Veterinary Remedies.
W. F. YOUNG
Absorbine, per doz. \$18 00
Absorbine Jr., per dozen 9 00
Yeast.
Royal yeast, 3 doz. 5 cent. pkgs \$1 10
Gillett's cream yeast, 3 doz. in case .. 1 10

SALT for Butter

SALT for Cheese

SALT for Animals

—
VERRET, STEWART & CO.
LIMITED
MONTREAL

**In Sorting Up Your Stock of
Canned Fruits and Vegetables**

have you considered

Laurel Brand?

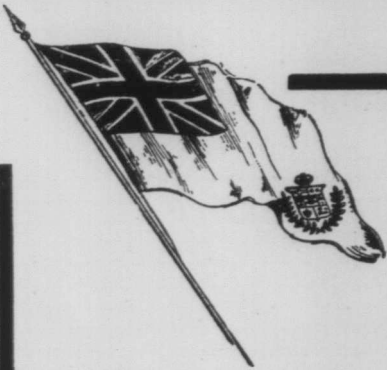
*If your jobber cannot supply
you, write us direct*

The best of goods

Attractive labels

Every can guaranteed

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

4 FREE PHONES

Use Freely. If
you can phone
Hamilton we are
glad to hear
from you.

A Bargain List

Our Travellers have it.

These prices talk for us.
Don't overlook this chance.

GEO. E. BRISTOL & CO.

Hamilton,

Ontario

C

MONTRE
VOL.



K

FR

M

ED

53 Fro