

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JANUARY 11, 1907.

NO. 2.

KEEN'S OXFORD BLUE

The **Only** genuine
reliable
never-streak
satisfactory
profitable
**Laundry
Blue**

Every jobber sells it—

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

The quality of the goods you sell determines the reputation of your store in your locality—
With such a high grade of table syrup as

“CROWN” BRAND TABLE SYRUP

PUT UP IN TINS	
2-lb. tins—cases 2 doz.	Also in Brs., $\frac{1}{2}$ -Bris
5 " " " 1 " "	Kegs and Pails.
10 " " " $\frac{1}{2}$ " "	
20 " " " $\frac{1}{4}$ " "	

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

as a leader for family trade additional strength is added
to your business—

It's always the best—

For sale by all jobbers

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

164 St. James Street,
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 64

Purveyors
by Warrante Royale

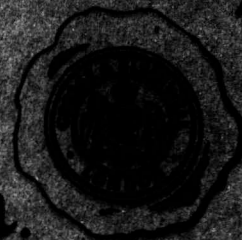


Established
in the year 1708

Crosse and Blackwell

Y^e Olde Sauce & Pickle House.

All Goods stampd, with ye Name.



Soho Square, London.

C. & B. Preserved Provisions

C. & B. Pickles

C. & B. Sauces

C. & B. Jams

Agents—

C. E. COLSON & SON

MONTREAL

Fish

F
G

Standard Fish Specialities

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

QUALITY TELLS

"THISTLE" Finnan Haddies

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

Not the
CHEAPEST
but always
BEST

"TYNE" Herring in Tomato

The Choicest of
SCOTCH
that are packed.

This year's pack
is specially
fine.

NO OLD
STOCK.

Codfish Cheese

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

Newfoundland

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

One trial will convince you.

FOR SALE BY ALL FIRST-CLASS HOUSES

Arthur P. Tippet & Co., Agents

Montreal Toronto



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HALIFAX, N.S.

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

TORONTO.

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

WINNIPEG.

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

MOOSE JAW.

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

MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

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

MONTREAL.

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

W. G. Patrick & Co.
Manufacturers' Agents and Importers
29 Melinda St., Toronto

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

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 23.

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

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

REGINA.

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

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

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

HONEYMAN, HAULTAIN & CO.
STORAGE AND TRANSFER
Manufacturers' Agents and Wholesale Commission Merchants
REGINA, SASK.

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

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

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

(Continued on page 4.)

A

This is a millers i the qual

The E

Our appreciat prospero

B

Yields yo

A Snap—

for every live grocer looking for bargains—

ROLLED OATS

in a 5-lb.
package
with handsome china premium

This is a well-known brand, manufactured by one of the largest millers in Canada. And you have their and our guarantee that the quality is the finest ever milled.

This is a **SPECIAL OFFER**—subject to withdrawal at any time

You'll do well to order **5** or more cases **AT ONCE**

SEE OUR TRAVELLERS

The **EBY, BLAIN CO.,** Limited **WHOLESALE GROCERS**
TORONTO

A DISTINCTION

Our Teas have a certain **distinctive** quality, the Public always appreciates and talks about, and this is why thousands of the most prosperous Grocers in Canada to-day are pushing

BLUE RIBBON TEA

Yields **you** a handsome "Profit;" gives **your** customers perfect satisfaction.

BLUE RIBBON TEA CO., LIMITED

12 FRONT ST. EAST, TORONTO

Manufacturers' Agents—Continued.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

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

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

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

GENERAL AGENTS

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

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

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



This design a guarantee of quality.

CANADA PAPER CO., LIMITED,

"Headquarters for high grade Fibre and Manilla Papers"

Toronto.

Montreal.

Windsor Mills, P.Q.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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.
HALIFAX, N.S.
OTTAWA, ONT.

HAMILTON, ONT.
QUEBEC, QUE.
VANCOUVER, B.C.

LONDON, ONT.
ST. JOHN, N.B.
WINNIPEG, MAN.

MONTREAL, QUE.
TORONTO, ONT.

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

WE WANT YOUR WINDOW

If you have a well-dressed window, one you are proud of send us a photo for our window dressing department.

THE CANADIAN GROCER, 10 FRONT ST. E., TORONTO

BARBADOS, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.

CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.

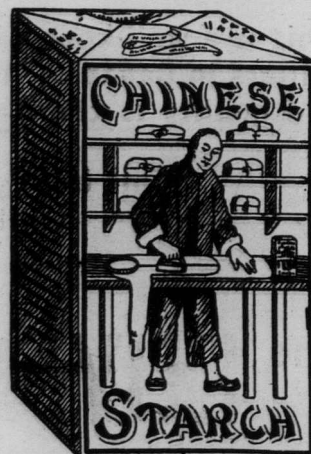
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuenne, Paspébiac.

QUEBEC PROGRESS

If you want reliable and aggressive representation to the jobbing and leading retail trade of Quebec it is to your interest to write

J. P. THOMAS,

Everything in Groceries handled. Quebec



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

TO ALL USERS OF

CHINESE STARCH

OCEAN MILLS, MONTREAL



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick or lose him.

IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

Hamilton, January 3rd, 1907

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

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

Yours faithfully,

CANADIAN CANNERS,
LIMITED

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

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

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

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

The OZO CO., Limited
MONTREAL

40

We be
sold by ar

"GILL
in a mod
over 50

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Gil

Merch
products t

23 PER CENT. INCREASE

This is our record for the year just closed, all branches combined.

Our total output was over

40 Thousand 100-lb. Chests of

"SALADA"

CEYLON TEA

We believe OUR INCREASE ALONE in 1906 over 1905 amounts to more tea than was sold by any other house in the Dominion during the year, in either packet or bulk.

Is not this the best of all proofs that we serve the public well?

In 1852
the manufacture of

"GILLETT'S GOODS" began in a modest way. † A Reputation of over 50 years now stand back of

Magic Baking Powder.
Gillett's Cream Tartar.
Royal Yeast Cakes.
Gillett's Perfumed Lye.



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



A pickle that ever stands out first among the pickles and relishes of the Dominion. The famous

STERLING BRAND PICKLES

none better — none that give so complete satisfaction to the trade. Made in Canada by

The T. A. LYTLE CO.
Limited

TORONTO, CANADA



**Y. & S.
SCUDDER
M. & R.**

STICK LICORICE

**ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.**

and a complete line of
Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

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

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

Molasses

We are prepared for
SPRING TRADE
with a splendid assortment of the Standard
Grades:

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

Fancy Barbados Syrup, Choice Barbados
Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

VALENCIA RAISINS

That Please

When placing your next order
ask for these Reliable Brands.

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

"W. Abel" Standard Quality.

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

They Sell at Sight

Rose & Laflamme

Montreal - Toronto



Now, Look Here!

Why not handle a con-
diment that will pay you
and please everyone who
buys it? Of course we
mean

**Paterson's
Worcester Sauce**

ROSE & LAFLAMME
Agents, Montreal

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts.**

196 Ossington Ave., Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

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

SALMON

Our travellers have an attractive proposition for you in Canned Salmon

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

A "Friendly" Profit

The profit you make in selling pure, white, dry, crystalline Windsor Salt is a "friendly" one indeed. It's like getting a note discounted at the bank—you're glad and willing enough to pay the interest for the sake of having the money in hand. That's the way the customer feels about it when buying your Windsor Salt.

It's a real "friendly" profit—no one begrudges your making it, because you deliver the goods that knows no competitor. When you sell Windsor Salt you sell quality that is above suspicion.

Windsor Salt

The Canadian Salt Co, Limited
Windsor, Ont.

VINEGAR

PURE MALT

Unequaled for pickling or table use.

Supplied under contract to the British and Indian Governments.

WHITE, COTTELL & CO.,



VINEGAR

PURE MALT

A perfect product from a perfect plant.

Gives satisfaction wherever used.

Repeats always follow.

LONDON, ENG.

THE CANADIAN GROCER

ITALIAN PRUNES

40/50s. 50/60s. 60/70s. in 10lb., 25lb. and 50lb. Boxes,
Arriving January 15th, 1907.

Price Right

Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

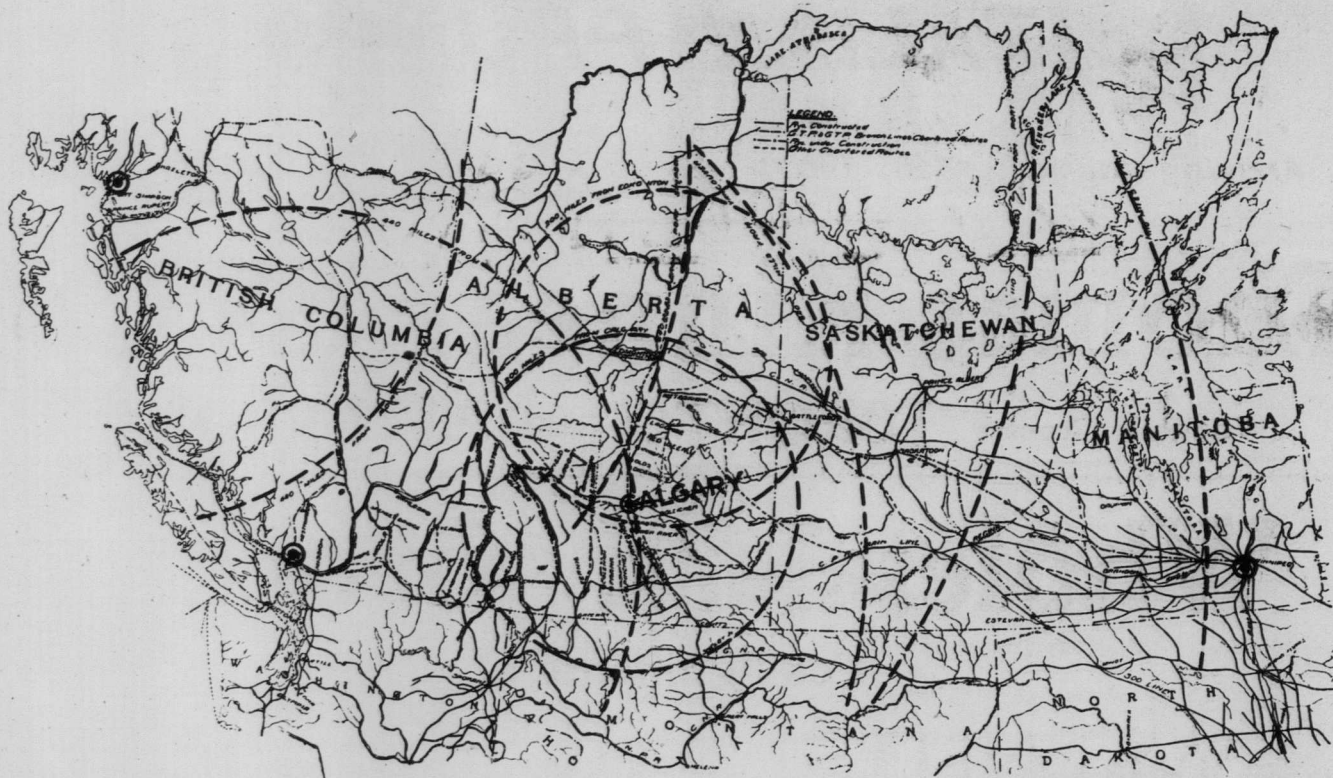
Diamond Brand
Maple Syrup

Twin Block
Pure Maple Sugar

Sugars Limited, Montreal

Pure Fruit
Jams

Pure Fruit
Marmalade



CALGARY, ALBERTA

CALGARY'S AIM
IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER ?

Do you want a share of the immense volume of business to be had from a city of this size?
If so, now is the time to place your account in reliable hands.

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

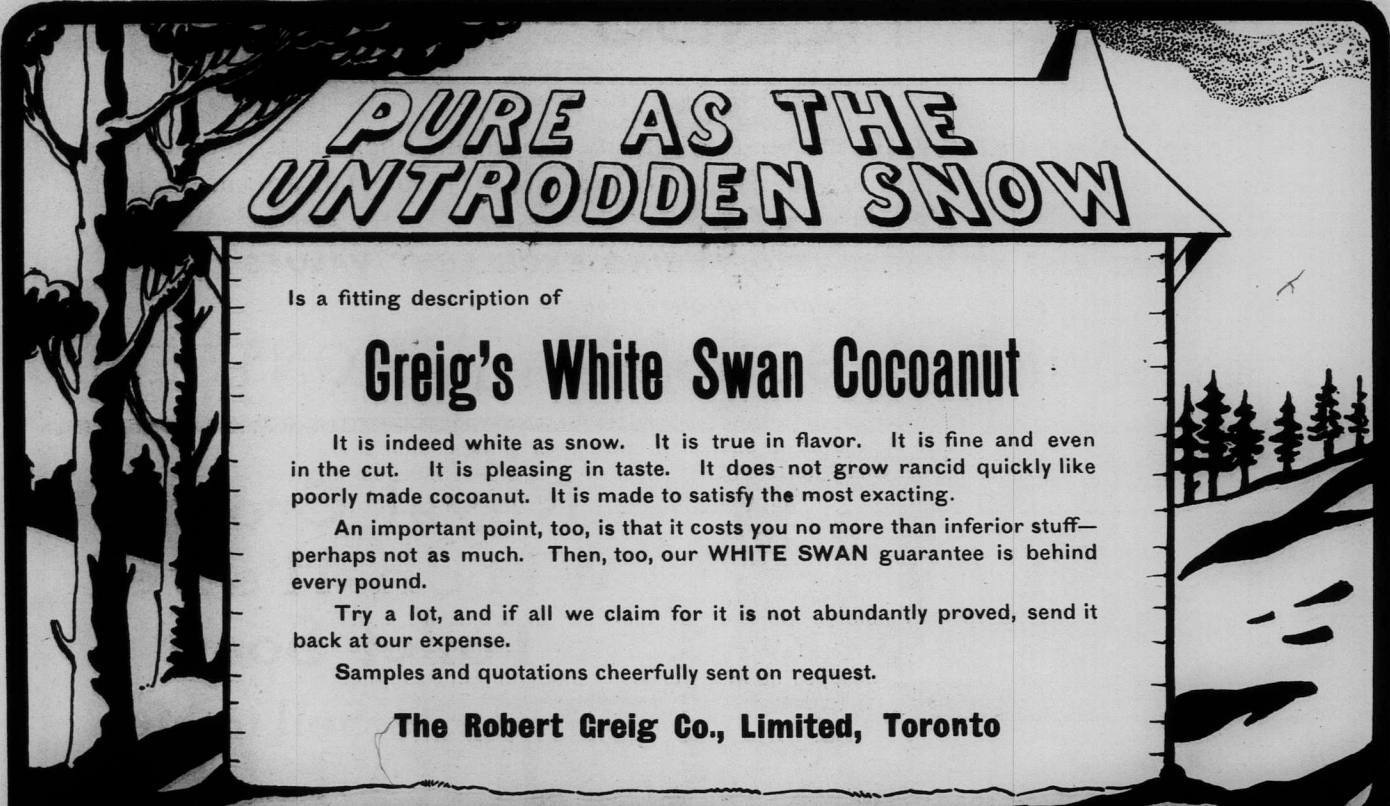
Do not Delay. Write us Now. Start the new year of 1907 *Right*, by allowing us to represent you in this *Great West*. We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

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

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers
CALGARY, ALTA.

Head Office
WINNIPEG



PURE AS THE UNTRODDEN SNOW

Is a fitting description of

Greig's White Swan Cocoanut

It is indeed white as snow. It is true in flavor. It is fine and even in the cut. It is pleasing in taste. It does not grow rancid quickly like poorly made cocoanut. It is made to satisfy the most exacting.

An important point, too, is that it costs you no more than inferior stuff—perhaps not as much. Then, too, our WHITE SWAN guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

The Robert Greig Co., Limited, Toronto

GREIG'S White Swan BRAND



A Drink Fit for Angels

Some do not say it that way; but nearly all think so who sip the tea which thrills, but never enervates

Ceylon Teas

have built up more splendid businesses than any other tea ever grown on the face of this planet.

Some day a tropical land may be discovered that will give the inhabitants of this earth a finer than **Ceylon Tea**, but that chance is hardly conceivable. However, until that fair land is discovered, people who know good tea will insist on

Ceylon—The Tea with a draught of joy in every cup.

Can you supply the demand?

EWING'S HERBS

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

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

WE ARE AT PRESENT OFFERING EXCELLENT VALUES

WRITE FOR QUOTATIONS

S. H. EWING & SONS - MONTREAL

'CAMP' COFFEE

STANDS AT EASE

There is an assurance about "CAMP" Coffee—an assurance of ease. It's easy to buy; easy to sell; easy to recommend to customers who want a really good, economical, quickly-made Coffee. "CAMP" has earned the right to stand at ease. Its reputation is good all the world over.

"CAMP" yields you a handsome profit. Give it plenty of room in *your* store.

Manufactured by
R. PATERSON & SONS,
Coffee Specialists, Glasgow.

Agents—
ROSE & LAFLAMME
Montreal.



Royal Crown Witch-Hazel Toilet Soap

—Easy to Sell to Men



Ideal for shaving—heals and soothes as well as cleanses.

Men find it invaluable—and will buy it regularly.

Stock-it—and you get the benefit of the extensive advertising we are doing.

The **ROYAL CROWN** Limited
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto.
Ontario Agents

Wm. H. Dunn, 294-296 St. Paul St., Montreal.
Agents for Quebec and Lower Provinces.

25

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

SYMINGTON'S

EDINBURGH

COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST

TO BE HAD OF ALL
WHOLESALEERS

THOS. SYMINGTON & CO. -

EDINBURGH

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

Tartan BRAND

SIGN OF PURITY

OUR ANNUAL TEA SALE —BIG VALUES—

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

PHONE 596. FREE TO BUYERS.

BALFOUR, SMYE & CO.,

Wholesale Grocers, HAMILTON

GOING UP!

Shelled Almonds are advancing in price, and are now obtainable from us at a figure that may be higher any day.

Promptitude in ordering your supplies will put money in your pocket.

CURRANTS

are not plentiful and prices are inclined to be high; but we have something in this line that will interest you.

WRITE FOR OUR PRICES

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

W. H. MERRIMAN WHOLESALE GROCER ST. CATHARINES, ONT.

SPECIAL NOTICE TO THE TRADE:

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

I am, yours truly,

W. H. MERRIMAN.

WHAT INTERNATIONAL STOCK FOOD WILL DO FOR YOU

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

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

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

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

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

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

INTERNATIONAL STOCK FOOD CO.
TORONTO, CANADA

We have still a wide range of Fruits

to offer our friends—particularly in

Santa Clara Prunes

ranging in sizes from 40/50s to 90/100s—in 25 and 50-lb. boxes—also

Seeded Raisins

—Brands "Shasta" in 12-oz. and "Plum Pudding" in 16-oz. Goods of exceptionally fine quality.

W. H. GILLARD & CO.
HAMILTON

Wholesale Grocers

Importers of Fine Fruits

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE
CANADA SUGAR REFINING CO.
LIMITED
Montreal



PURNELL'S PURE MALT VINEGAR

Brewed from the Finest Grown English Malt.
The best for Pickling and for the table.

PURNELL'S PURE PICKLES and SAUCES

Quality guaranteed. PROFITS GOOD. Sales always increasing.

Purnell Webb & Co., Limited, Bristol, England

Founded in the year 1750

Apply to their Agents for further particulars and samples.

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, ST. JOHN, N.B.
H. HASZARD, CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., 26 St Peter St., QUEBEC.

C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
KYLE & HOOPER, 27 Front Street East, TORONTO.
BICKLE & GREENING, HAMILTON, ONT.
J. CARMAN, 722 Union Bank, WINNIPEG, MAN.
C. K. JARVIS & Co., VANCOUVER, B.C.

WILLIAM GALBRAITH & SON
WHOLESALE GROCERS

Valencia Raisins, Trenor's "Blue Eagle"

Finest Selected and Four Crown Layers.

Also

Two, Three and Four Crown Californias and Seeded
in Packages.

All at rock bottom prices.

Write for quotations.

William Galbraith & Son,

68 McGill St., Montreal

WAGSTAFFE'S MARMALADE

We will have a full range of this excellent Orange Marmalade ready for shipment January 15th. Let us have your orders at once.

JAMES TURNER & CO. LIMITED
HAMILTON

“Those Who Know”

prefer the delicate aroma, delicious flavor, the certain knowledge of cleanliness and purity of preparation of

Japan Teas

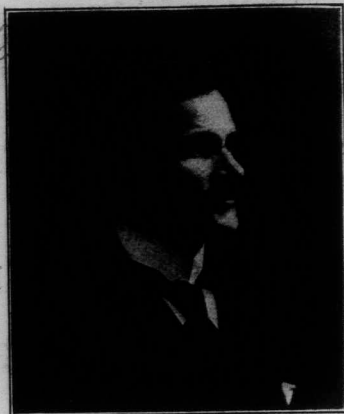
to the strong, harsh and debilitating teas of other lands.—

“Those Who Know” Are Wise

ACCOUNT KEEPING

FOR THE
RETAIL GROCER

An address by Fred C. Gilbert,
C.A., before the Ottawa Retail Grocers' Association.



I felt flattered when I was requested to come before you and give a talk on Business Systems Suitable for the Retail Trade, because the citizens of Ottawa recognize that the Ottawa Retail Grocers' Association is a very live and progressive organization. What I have to say to your association this evening must be purely from the standpoint of an accountant who is an outsider so far as practical acquaintance with the retail grocery business is concerned. On this account some details of my remarks may be subject to correction; but because the same general principles of book-keeping apply to all businesses, I may venture to hope that something of what is said may be of some practical value to you.

Book-keeping has been defined as "the science of recording business transactions in such a manner that a clear and correct statement of affairs is always shown."

The elaborate system of the most extensive wholesale or manufacturing concern can show no more—the system of any dealer in the Ottawa Retail Grocers' Association should, I think, be arranged to show no less.

Most retail dealers cannot afford an extended book-keeping system—it has to be as simple as possible in design and occupy as little time as possible. This end may be secured and yet a complete record be kept from which a correct statement of affairs may be shown at any time.

It is sometimes considered that the main, if not the only purpose of keeping books is to secure a record of what customers owe, and to enable the book-keeper or proprietor to render accounts.

What is owing to the wholesaler is left for him to look after; except to, perhaps, keep unpaid accounts on one file and paid ones to another. Notes and acceptances are in like manner sometimes very loosely looked after or kept track of roughly in such a way as to ensure a knowledge of their being met when due, but not in an orderly manner. I have known many thoroughly honest dealers simply neglect their paper through lack of system and thus cause annoyance to the creditors and depreciation of their own credit.

Where wholesale accounts and bills payable are not accurately recorded, there is necessarily a lack of record of the other items that are required to make double entry book-keeping possible

—the only system by which it is possible to record business transactions so that a correct statement of affairs may be obtained at any time.

Only One Rule.

Double entry book-keeping is not necessarily complicated, though it often appears so to the uninitiated. Only one rule has to be borne in mind. For every debit there must be a corresponding credit and conversely for every credit there must be a corresponding debit.

I will now proceed to deal with the various transactions that occur in a retail dealer's business and show how, in the recording of them this rule may be carried out in a manner that is at the same time simple and complete.

We naturally turn first to the transactions with customers—goods sold on credit or for cash and payments on account. Returns of goods hardly need be

DATE	ARTICLES	FOLIO	DEBIT AMOUNT	CREDIT AMOUNT	TOTAL
Dec 4	Lard ⁴⁰ Butter ⁶⁰ 1 egg ³⁰		1 30		
7	Bag Potatoes ¹⁰⁰ Sugar ¹⁰⁰		2 00		
10	By Cash on a/c			2 00	
12	Bread ¹⁵ Molasses ¹⁵ 1/4 Cheese ²¹		51		
	3 Soap ²⁵ 1 egg ³⁰ 1 tea ⁴⁰		95		
15	1 Turkey ¹² @ 17		204		
	By Eggs returned			30	
	Amount a/cst Rendred				16 42
			6 80	2 30	
			2 30		4 50
					20 92

Example of a Monthly Account—Minus the Heading.

dealt with as they are usually simply deducted from the customer's account—we will deal with the net amount.

The system of charging goods by a duplicating process with the use of carbon paper, so that one writing marks the bill and the entry, has been one of the great boons of this busy age, and to none is the advantage greater than the grocer whose transactions are so numerous and require the least possible time spent upon them.

The old style order-book, day-book and customers pass-book may have some advantages; but to the writer's mind they are obsolete methods and should be dis-

carded by the modern business man. The counter check-book and the loose leaf monthly account systems ensure accuracy, saving of time, satisfaction to customer and prompt rendering of accounts. This last is most necessary in a business dealing largely with the perishable necessities of life—such accounts grow quickly and require close watching, which can be done much more readily by this system than in the old way. Then prompt rendering of accounts means prompt settlement almost invariably and the sooner you get your money the sooner you can use it over again.

Suppose a Case.

Let us suppose a month's transactions closed, you have charged your customers with the goods purchased on credit and their accounts are rendered. You remove the duplicate sheets from the current binder to the day-book or transfer binder, then on a recapitulation sheet enter the totals of each account, the grand total of this sheet gives the credit sales for month, which is entered in bulk on the credit side of your merchandise account and you have a credit for every customer's debit for the period covered. The cash sales for each day are entered on the debit side of the cash book. It will pay to keep a separate column for this purpose and the totals of this is also posted to credit of merchandise account and with the total charges shows your transactions in the way of sales for the month.

The cash received on account from customers should also have a separate column in the cash book, the total of which for the month gives what has been paid in by the customers. By comparing this amount with the total charges it is seen at a glance whether your outstanding accounts are less or greater than they were a month previous. Also by this method the total amount owing by customers may be ascertained in a few

you buy, and the but reversed. Y for cash and on fore have two co of cash books, goods bought w you and one for creditors—the t posted to the d account.

I approach the invoices from w little diffidence. that they shoul nal or invoice r the credits of t I think very ma altogether too r retailer and tha be adopted. I many keep invo any entry until generally at sh ply charge th through the ca does not enable position at an which some an ceptance, and recorded throu

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with but little trouble in addition to an inventory of stock, a complete and accurate statement of your financial standing may be secured at any time. Not only so, but as I have endeavored to show, your sales may be watched and compared month by month, close watch may be maintained with your customers' accounts, and the totals of outstanding indebtedness, both to and by you, may be ascertained month by month. With a monthly account system written up daily, your accounts may be rendered within a day or two after the first of the month—by some firms they are put out on the last day—and you may then proceed at once to the recapitulation of sales, totalling of same and of bills payable, merchandise purchases, and have a statement of your relative sales, accounts receivable, indebtedness and other information a few days after the close of the month's business. I say a few days, but there would be nothing to hinder this being ready the first day of the month with the system properly in running order.

Must be Up-to-Date.

This is an age of strenuous life, of keen competition and of exacting detail. To succeed, men must be abreast or ahead of the times and this requirement not only extends to the buying, the selling and the advertising, but also to the office detail. You must be up-to-the-hour in this as in all other respects. Prompt and accurate in rendering of accounts, keen to take all the discounts possible and to that end know by systematic method when accounts should be paid—careful to guard your acceptances and thus safeguard your credit. There never was a time when moral risk meant so much to banks and wholesalers as today and for this reason, keep accurate record of your acceptances; in a word, have the latest methods and appliances in your office as you do in your shop, and it is very easy prophecy to say that you will be a long way from the bottom of the ladder before many years pass.

WILL HANG ALL THE TRAVELLERS.

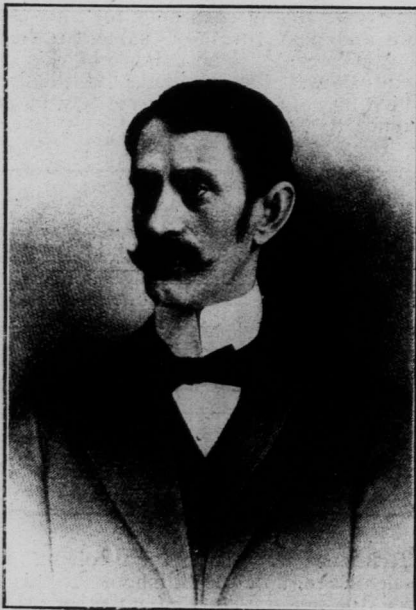
The opportunity afforded by the retirement of R. T. Steele from Lucas, Steele & Bristol, Hamilton, was improved by the travellers of the firm last week to evidence their appreciation of Mr. Steele, and their hearty goodwill towards him. It took the form of a group photograph of themselves handsomely framed. Mr. Steele has always been very popular with and a good friend of the travellers.

QUIT THE ROAD.

A. H. Milner, until recently a traveller with H. P. Eckardt & Company, representing that firm in the Niagara Peninsula, has quit the road with the intention of entering another line of business. He has not yet quite decided where he will locate. Mr. Milner is a young man with a bright future. Of very likeable quality and tireless energy, he was meeting with splendid success, and though on the road but a short time, had made a host of friends among both travellers and merchants.

BUSINESS MEN IN MUNICIPAL LIFE
No. 8

One of the most active members of the Montreal City Council is Joseph Ward, of Joseph Ward & Company. Mr. Ward, who was elected by acclamation at the last elections in February of this year, has made his presence felt on the council. He represents St. Andrew's ward, where are residences of some of the most prominent business and professional men of the city. A member of the fire, health and market committees, he necessarily spends much of his time working in the interests of the citizens of his adopted city. He is endeavoring to secure for the city, and particularly for the business district, better protection against fire, and,



Ald. Jos. Ward, Montreal.

needless to say, he has the support of all business men.

Born in the little village of Richelieu, Que. in 1854, Mr. Ward received his early education at Chambly, later taking a course at the Montreal Business College. In 1870, at the age of sixteen, he obtained employment with David Robertson & Company, general produce, grain and seed men, with whom he remained for nine years. Thence he worked for a time with A. T. McBean, and in 1879 started business himself, under the firm name of Joseph Ward & Company, carrying a line of staple, groceries and general produce. He was for some years a partner in the seed firm of Wm. Evans until that company's affairs were wound up owing to the death of Mr. Evans. He is at present interested in four other large commercial enterprises, the Canadian Dairy Supply Company, the De

Laval Manufacturing Company, the Canadian Manufacturing Company, and the Canadian Dairy Utensil Company.

Mr. Ward is favorably known in grocery circles and carries a line of groceries upon which reliance can be placed. He has always been interested in the cold storage business, being one of the pioneers in introducing modern methods into Montreal.

GAY AND FESTIVE TRAVELERS.

London Club's Great Success in Conducting a Social Event.

The elaborate preparations made by the Commercial Travellers' Club of London, for the ball on the 11th inst., gave some indication that the event would be the most successful in the history of the club. Every season this affair is looked upon as one of the greatest events in the city's social life, and this season was no exception. The subscription list was closed more than a week in advance, when an attendance of about 500 was assured. By a specially constructed passage way from the second story of the City Hall to the second story of the Masonic Temple, the two buildings were as one, practically, for the occasion. The decorations of the City Hall gave the suggestion of a big marquee and the same idea was carried out in the decoration of the banquet hall in the Masonic Temple. Red and black—the club colors—were generously used in the decorating. The officers of the Club are: Hon. C. S. Hyman, Hon.-Pres.; H. E. Buttrey and Donald Ferguson, Hon. Vice-Pres.; C. W. McGuire, President; J. A. Townsend and George Detlor, Vice-Presidents; J. J. Harkness, A. H. Brenner, L. C. Johnston, H. W. Lind, A. H. Moran, J. M. Ferguson, T. W. Edwards and F. S. Fisher, members of the Executive Committee. The gentlemen who had in charge the arrangements for the ball were: F. S. Fisher, Honorary Chairman; H. W. Lind, Honorary Secretary; S. F. Glass, convener, Accommodation and Halls Committee; J. M. Ferguson, convener, Reception Committee; J. A. Carling, convener, Refreshment Committee; H. C. McBride, convener, Printing Committee; J. A. Townsend, convener, Finance Committee; A. Tillmann, convener, Decoration Committee, and J. J. Harkness, convener Music Committee. To these be the credit.

WHOLESALE GROCERS' ELECTIONS.

At a recent meeting of the Montreal Wholesale Grocers' Association officers were elected for the ensuing year as follows: President, Alex. Orsali, of Hudon & Orsali; Vice-President, Jos. Ethier, manager for Laporte, Martin & Cie., Ltd.; Treasurer, A. L. Lockerby, of Lockerby Bros.; Directors, J. O. Demers, of Demers, Fletcher & Co., and S. J. Carter, of S. J. Carter & Co.; Secretary, J. Stanley Cook.

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EFFECTIVE WINDOW DISPLAY

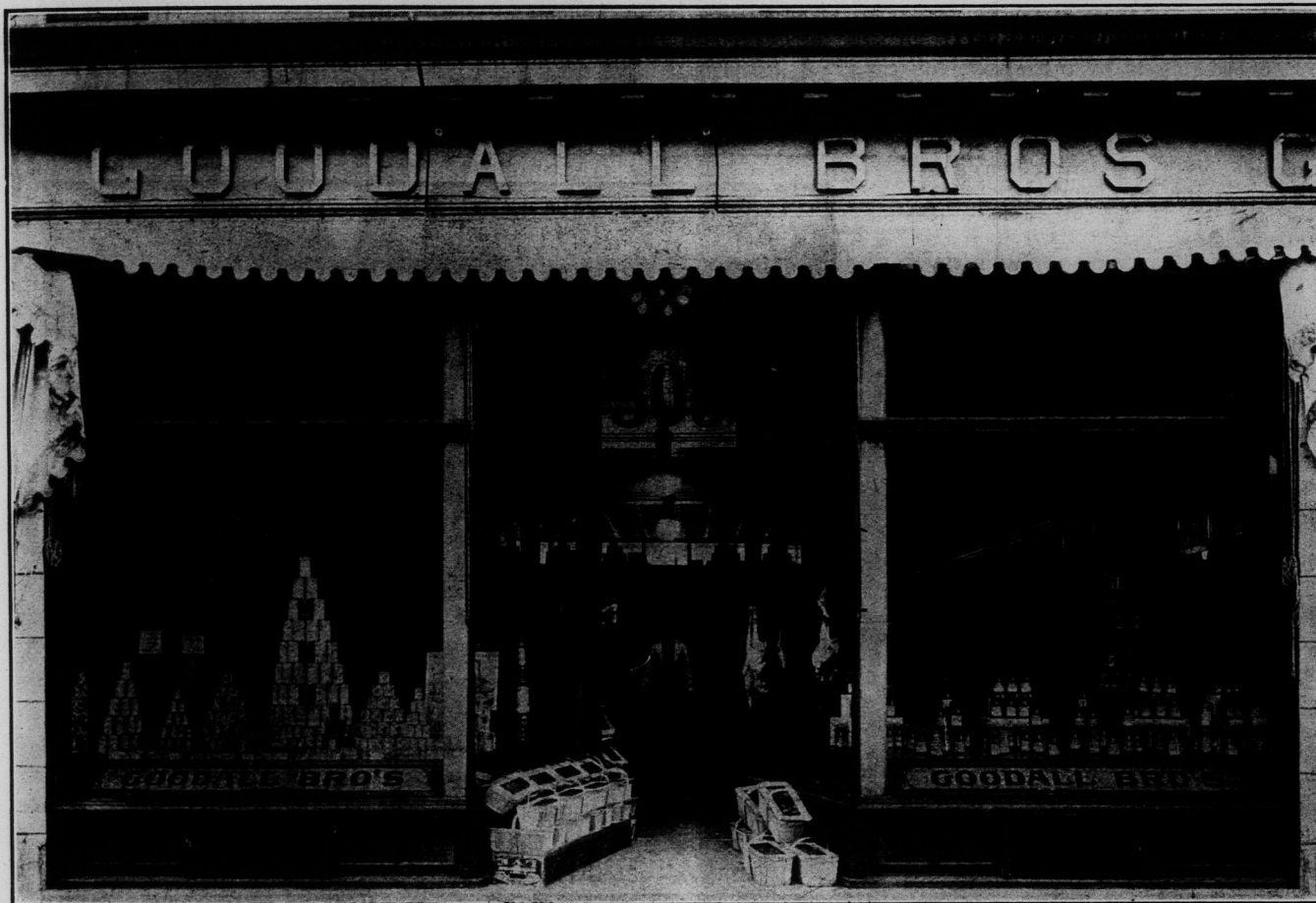
What Some Manufacturers Are Doing—A Hint for the Retailer—A Capital Window—A Fine Example of What a Grocery Front Should be.

It is worth the grocer's while to consider what some of the big manufacturers are doing in window dressing. Several of them are arranging an advertising campaign of window dressing. Holbrook's have a man out, an expert window dresser. They give a week's demonstration in a store and at the same time put the expert to work on the window. Armour & Co. have an expert window dresser out. Another meat extract company has been giving prizes

not only in Ottawa, noted as it is for its numerous handsome grocery stores, but also in Canada. Goodall Bros., in building their present store a few doors west of their former stand, laid their plans most carefully and studied all the most up-to-date and time and labor saving methods of the day. Not only was the important question of light studied, but ventilation and room carefully considered. The result is that every description of goods is properly

fresh. It is a model in its way and its installation shows that Goodall Bros. are close students of their customers' wants and interests. At the rear of the store proper is the packing and store room, also well lighted and arranged. The shipping and receiving is all done from the rear, where a large yard permits of a dozen wagons being easily handled. The entrance to the yard is through an archway at the right side of the store proper.

The equipment and furnishings of the store proper are in quartered oak, and the shelving so arranged that the various kinds of goods are displayed by classes, extracts, jams, jellies and preserved fruits, pickles, sauces and condiments, cereals and breakfast foods, etc. The most modern scales, cheese-



An Ornament to the National Capital.

for the best window dressing in their goods. The tea companies are always giving strict attention to that feature. Why do they do it? They find it pays. They find that a well-dressed window will run up, often double, the sales of the article displayed. This is a pointer to the grocer. The value of window dressing as a business getter has not nearly been tried out in this country. The people at the head of the procession though are doing it and find it worth while.

GOODALL BROS., OTTAWA.

The cut of Goodall Bros., Ottawa, grocery shown above gives a fair representation of one of the most complete, best finished and equipped establish-

ments, not only in Ottawa, noted as it is for its numerous handsome grocery stores, but also in Canada. Goodall Bros., in building their present store a few doors west of their former stand, laid their plans most carefully and studied all the most up-to-date and time and labor saving methods of the day. Not only was the important question of light studied, but ventilation and room carefully considered. The result is that every description of goods is properly

shown, systematically arranged and easily handled. The front is striking, with its two large plate glass windows and wide doorway, and admits of good opportunities for window displays. In the photo above one of the windows is tastefully dressed with Gillett's goods, and the other with Goodwillie's preserved fruits, the arrangement of the Gillett window being particularly striking and effective. Goodall Bros. in fitting up the store had especially built for them a large refrigerator about 12 feet square and 10 feet high, the most perfect of its kind. This refrigerator has proved to Goodall Bros. that the ventilation is so perfect that the finest butter and other susceptible food products will remain free from taint and absolutely sweet and

cutting and weighing machines and cash registers, etc. The lighting is by electricity and at night the store is a bright and inviting looking place.

Goodall Bros. are practical grocers of long years' experience, closely attentive to business and watchful to their customers' interests. No detail is missed which, in their opinion, will be appreciated by their trade, and it is due to this careful study of their business that success has attended them and they have to-day one of the most satisfactory grocery businesses in Ottawa.

SCRIPTURAL WINDOW.

"How to Build a Noah's Ark," is the title of a recipe for window dress-

ing given by F. B. Mallory in The Grocer World. Here it is:

Apply to some taxidermist, and see if by paying him a trifling amount he will not be willing to loan you a stuffed dove for use in this window exhibit. In case you cannot secure one, then try and construct one out of white tissue paper, (the crinkled paper), and two white wings, which you can probably purchase at some millinery establishment, where you can also secure a spray of leaves that will answer for an olive branch to place in the dove's mouth. The dove should be suspended in the air with outstretched wings as if flying toward the ark, for which use an invisible wire hung from the ceiling at one side of the window. The dove should be carrying an olive branch in its mouth and should have the appearance of bringing it to the ark. The ark is easy to construct out of cereal boxes by piling the boxes up the size you want to build the ark and leaving out a box every now and then when you come to the top layer for windows or air spaces. If you would have the ark technically correct, surround this with a projecting base of boxes laid flat around the ark.

Surround the ark with bottles of olive oil laid flat on the flooring of the window as close together as possible. The bottles should all be laid on their sides, with the label side turned under, with the exception of the border row next to the window, where every bottle should be turned label side up, so that people will catch onto the comparison between the "dove bringing the olive branch back to the ark," and the sea of olive oil bottles upon which the ark is represented as floating. The top of the ark should have a slightly peaked roof, which should project a trifle over the sides. This roof can be made from large sheets of pasteboard. If desired, a rainbow may be constructed out of different-colored tissue paper tinted with water colors.

WINDOWS THEY CAN'T RESIST.

A writer, discussing why Americans spend so much abroad, says:

"There is another reason, too, why Americans spend so much in Paris. How many times have we heard a fair traveller from across the seas exclaim: 'I didn't mean to buy a thing in Paris, but the shop windows were so tempting I could not resist!'

"In Paris there is nothing haphazard about the disposition of goods in the etalage of the humblest store. Haberdashers like Charvet pay an immense salary to the window decorator, who produces veritable works of art in his harmonious combinations of scarfs, handkerchiefs and hosiery. The large plate glass reflects each day a new series, varying in hue from the boldness of the modern impressionist to the soft, aesthetic tints of the Renaissance painters. Even such dull and practical supplies as dog biscuits and

garden seeds are made to produce their effect in the windows of the shops where they are sold.

ENFORCING ONE IDEA.

A pyramid of oranges, topped by an open barrel of grapes, made an effective window display for the holiday season at one of John A. Diprose's two Dundas Street stores, London. Mr. Diprose frequently uses the "one idea" display with excellent teste, and his windows are always attractive.

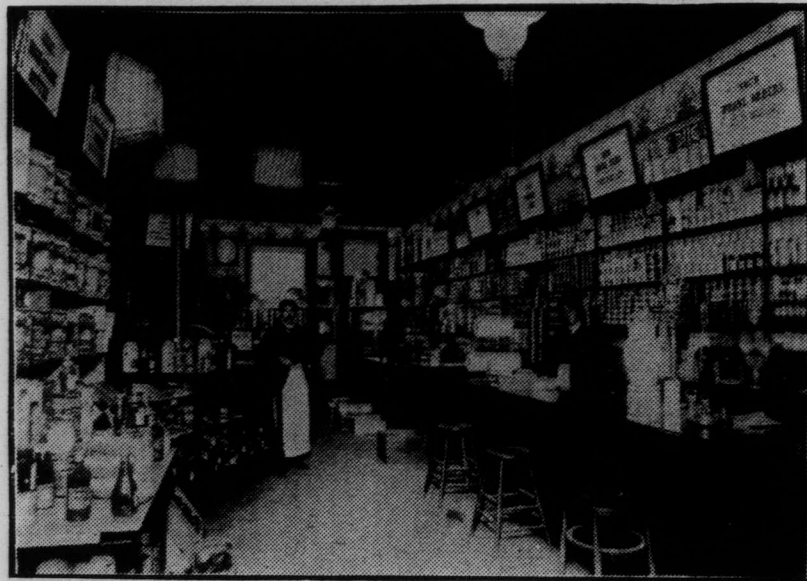
THE REASON WHY.

The reason why one window becomes covered with frost, and another does not says the question-and-answer man in the Mail and Empire, is on account of the amount of moisture in the room. If the windows are washed with a solution of water and ammonia they will not become crusted with ice.

Vitality of Wheat," "Some Effects in Varieties of Cereal Crops Arising from Different Conditions of Growth," "The Improvement of the Potato," "Some Results in Horticulture From the Selection of Seeds," "Methods of Storing Seed Corn," "How Best to Encourage the Dissemination of High-class seeds."

UNION JACK SOLD.

Bishop Bros., Niagara-on-the-Lake, have just received their registration papers from Ottawa for "The Union Jack Brand" of canned goods, covering the manufacture, packing, and sale of canned fruits, vegetables, jams, jellies, preserves, and catsup. The design is a Union Jack surrounded by a wreath of autumn maple leaves, and makes a very pretty design. They put up their first pack last year, and had such encouragement



Harry Ranahan's—One of London's Attractive Stores.

The impression that the goods handled by Harry Ranahan are of the highest quality is effectively created and sustained by his newspaper advertising, his window displays and his store interior. His is one of the handsomest stores in London. There is a decided freshness, novelty and "style"

about the specialties he carries, and strikingly good taste shown in their arrangement. He features several lines of imported table delicacies, but lately has given special prominence to Cresco brand goods. Mr. Ranahan is a genial, energetic, young man, and has accomplished much during the few years he has been in business.

SEED SELECTION.

Many merchants are interested in agriculture. Upon application to the Seed Commissioner, Department of Agriculture, Ottawa, they can secure the third annual report of the Canadian Seed Growers' Association. Part III. contains addresses of experts in the following subjects:—"Wheat Growing in the Canadian West," "The Relations Between Soil Conditions and Crop Improvement," "Quality in Wheat," "Soft Wheat Problems," "The Action of Certain Smut Preventives on the

with the sales that they intend going into the canning business more extensively in the future.

A traveler told The Grocer that C. M. McCallum, Brampton, had one of the best dressed windows this Christmas, he had seen anywhere. The window was dressed by Mr. McCallum's head clerk, A. Pearen.

Arthur Laframboise, Montreal, was in Sherbrooke last week.

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PROSPERITY AT FLOOD TIDE

A year ago, it was thought that the zenith of prosperity had been reached, but it has not taken twelve months to prove that this latter view was incorrect, says Bradstreets of Dec. 29, in a review of Canadian trade conditions. This year, with a steady growth in population and an increasing trade and commerce in all directions at home and abroad, a still greater share of prosperity has fallen to the lot of all classes of this country's inhabitants.

The farmers of Canada have had a splendid year, the country's mines have produced metals and coal as never before, and the output of products of the forest and of the sea compares favorably with that of the previous years. The production of wheat and other grains has been the heaviest in the history of the country. The wheat crop will show an increase of about 10 per cent., for the larger part of which western Canada is responsible. Last year's western wheat crop was in the neighborhood of 85,000,000 bushels, while this year it will run something over 90,000,000 bushels.

One of the most satisfactory features of Canadian trade is that of foreign business. Owing to the fact that government reports are not issued until four or five months after the date reported on, it is impossible to obtain figures covering the latter part of the year, but the report for the fiscal year, which extended half way into 1906, gives a very good indication as to how trade moved, particularly as it is well known that trade in the latter part of this year showed no signs of falling off. The total for the fiscal year was by far the heaviest in the country's history, amounting to \$546,929,038, being an increase of \$80,616,612 over that of the previous year. It was in export trade that the increase was greatest. The value of the year's exports showed an increase of \$44,184,741, the greatest in the history of the country, while the imports increased by \$31,646,686. Agricultural exports increased by almost 50 per cent, and those of manufactures by about 20 per cent. To Great Britain, Canada exported 53.96 per cent. of her total exports, against 50.61 last year, and to the United States, 35.68 per cent., against 37.51.

The Golden West.

Canada's present prosperity is largely due to the rapid growth of the western country, the enrichment of western farmers by the high prices for a greater volume of product, and the rapid filling of the country by immigration. Its population has been increased during the past year by well over 100,000 immigrants from Great Britain, the United States and the continent of Europe. The major portion of these have taken up land in the west, and others in the new portions of eastern Canada, but it is in the west that this immigration has most affected the

country's advance. The British and American immigration has set a very high average of quality for that of the whole year. The western cattle trade had an exceedingly good year; the cattle were well finished, and shipments were nearly 50 per cent. greater than those of last year. Prices, too, were fairly good. The grain movement was slow owing to the inability of the railroads to properly handle it. At country points, however, it was marketed early, and this had a very good effect upon collections throughout the country, which averaged better this year than they have done for some time. The growth of the manufacturing interests of the west is year by year becoming more pronounced. Winnipeg, among the newer cities, is fast becoming a manufacturing centre, having made considerable progress in this regard during the past year; it is also showing steady growth as a jobbing centre.

Pacific Coast Revival.

The revival in the lumbering and mining industries along the Pacific coast made the year the most remarkable in the history of that part of the country. The lumber mills, particularly, have been unable to keep up with demands even at the high prices ruling, and similar conditions prevail at the mines. The shortage in labor on the coast has been a serious problem. Its cost has advanced greatly, and inferior Asiatic labor has had to be resorted to. The growing of fruit is rapidly becoming an important industry, and a good European trade is hoped for in this connection. The shipping trade has shown a good growth as a result of rapidly increasing trade with the Orient. The crops of Alberta naturally find their outlet on the Pacific Ocean, and flour and grain markets are rapidly being opened in Japan and parts of Africa. Wholesale and retail trade has been good throughout the year and money has been plentiful.

Conditions in Ontario.

Generally speaking, conditions in Ontario and the other older parts of the country have been but little different from those prevailing farther west. Crops generally were good. Fall wheat and most other grains, with the exception of spring wheat, showed an increased total yield. Prices have been good ever since the harvest, and the grain has come forward fairly well. But it was in other lines that farmers were most successful. The dairy season has been an extraordinary one in more than one respect. While the make of cheese was not so heavy as in previous seasons, the high prices prevailing eclipsed anything in the record of the industry. The result was a heavy make of cheese and a light make of butter, in which also prices were high. While cattle prices were not generally good, those for hogs were exceedingly high, and not nearly

enough were obtainable. The packing industry suffered on this account. General wholesale trade has had one of the most successful years. The turnover in most lines has been the heaviest on record. The great activity in railroad and general building in all parts of the country has resulted in a scarcity of manufactured steel and iron. Manufacturers have suffered severely in the shortage of labor, and serious delays in making deliveries have occurred.

Canadian banks have had a good year, as shown by annual statements now being published. The one failure, that of the Ontario Bank, was the result of bad management and not of general conditions.

Railway Development.

The scarcity of labor has had some effect upon the work of railway extension. The new Grand Trunk Pacific line is being pushed with all possible speed, and all available men have been working on different parts of it throughout the season. The Canadian Northern, which will be Canada's third transcontinental line, is rapidly being pushed through the west. The same company has completed its line from Toronto north to Sudbury. The Ontario government railway running up into New Ontario has also advanced further during the year. It is rapidly making tributary to Toronto and other Ontario business centres, a vast area of lands fabulously rich in products of mines and forests. It is along this line the silver mines of Cobalt lie. Where a year ago there was along this line only an occasional lumber or prospecting camp, there are towns and settlements, the existence of which signifies much to older Canada. What the opening of this new country will mean may be gathered from the fact that shipments of ore already run to about \$1,000,000 a month. This railroad is also opening up a vast agricultural country well fitted for settlement.

During the past year a good number of settlers have gone into the country, but here is a land extending up to James Bay which will need filling long after western Canada has ceased to be the Mecca of immigrants. It is reasonable to expect its development will do for the industries of eastern and central Canada just what the western expansion is now doing for the country as a whole.

FREIGHT RATES TOO HIGH.

The stove manufacturers of Canada are not satisfied with the new classification made respecting stoves in the recently revised freight rates submitted by the Canadian Freight Agents' Association. The matter will be again discussed by the Freight Association, which is committed to much lower tariffs than formerly.

Don't worry over trifles. If you must worry, pick out something worth while, then get busy.

GRAIN TRADE OF THE ORIENT

Vancouver Wants a Big Government Elevator—Japan Imports Six Million Dollars Worth of Flour—Review of the Pacific Province Markets.

(Special Correspondence of The Canadian Grocer)

Vancouver, B.C., Jan. 5, 1907.

Fully as much as Alberta wheat-growers look to the establishment of a grain traffic west to the Pacific coast, are Vancouver business men looking to the coming west of the vast and increasing wheat product of the western portion of the prairie provinces. From time to time efforts have been made, and are still being made, to induce shipments of wheat on a large scale from the Province of Alberta. There has been the beginning made, in the erection of one elevator in Vancouver, that of the Hall Elevator Co., and this same firm intends erecting a mill here. The opinions of visitors who have looked with impartial eye on conditions as they exist, both in Alberta and on this coast, coincide that the western portion of Canada's great wheat fields must find an outlet to the seaboard here. Two recent visitors, John R. Boyle, of Edmonton, chairman of the Dominion Grain Commission, and Geo. E. Goldie, a prominent manufacturer of Ayr, Ont., also a member of the Grain Commission, have both, since making personal observations, expressed themselves very strongly in respect to the future movement of grain. Mr. Boyle thinks that a large terminal storage elevator must be built at Vancouver, on the scale of the big elevators at Fort William, Port Arthur, and Montreal. This, it is suggested, will be recommended to the Dominion and Alberta Governments, with the proviso that the C.P.R. make the grain rate from Alberta via Vancouver the same as via Montreal. Mr. Boyle thinks that China and Japan are very evidently going into the milling business, which will compel shipments of wheat direct. The importance of Vancouver's all-the-year-round port is also commented on by the commissioners, as well as the preparedness of the coast cities to handle ocean-going traffic.

Yesterday, to bring the matter up-to-date, the Board of Trade of Vancouver city held a conference with R. G. Macpherson, M.P., prior to his return to Ottawa, and among other questions discussed, that of the grain export trade took leading place. President R. P. McLennan pointed out the recent visit of the grain commissioners, and their opinions as to the benefit and necessity of a terminal elevator for development of export of wheat to the Orient. They had been given to understand that the C.P.R. was willing to consider the matter of freight rates if an elevator was built. The demand was for such an elevator as the Dominion Government had built at Montreal.

Mr. Hall, of the Hall Elevator Co., thought an elevator of at least a quarter of a million bushels capacity was needed, the cost being anywhere from \$125,000 to \$150,000. R. Martin pointed out that the trouble lumber mills now had to secure empty cars was largely, so the railway people alleged, because empties had to be hauled west for the lumber. If the grain were brought west that trouble would be re-

lieved. Mr. Macpherson expressed his willingness to go carefully into the question and if it were thought best to have a Government institution in preference to elevators built under open competitive trade, he would certainly support the proposal.

S. Tamura, a pioneer Japanese merchant of Vancouver, who has been very active in building up an export flour trade from Canada to Japan, recently said that he hoped Canada would eventually take all or a great portion of the big flour trade of his country. At present Japan imports six million dollars' worth of flour annually from the United States, and this increases yearly. He considers himself the pioneer in the shipping of Canadian flour to Japan. In spite of the fact that Canadian flour is dearer, owing to its superiority and strength, and despite the fact that the Japanese bakers are accustomed to the soft wheat flour from the States, trade with Canada is growing.

The C.P.R. has just arranged for two large shipments of wheat from Alberta to the Orient. One consignment of 500 tons has been ordered by Hong Kong merchants through the Hall Elevator Co., of Vancouver. This will be Alberta winter wheat and will mainly come from the Claresholm district south of Calgary, a district which not so long ago was thought only fit for cattle ranging, and which is now a large wheat producer. The other shipment will be two sample cars for Kobe, Japan. One will be Alberta red winter wheat and the other Alberta white winter wheat. This was secured by the Calgary Milling Co.

The jobbing trade reports business, for after-season times, very good indeed. The principal feature of the market is the decline in the price of sugar, new quotations now being on a basis 1c. lower, beginning at \$5.30 for granulated to \$4.35 for dark yellow. The movement in Japan rice has not been nearly so active since the removal of the duty as anticipated, seeing that the provincial fruit pests inspector, under a generously interpreted fruit inspection act, seized and condemned to be exported a large consignment of rice, alleging the existence of weevil. The trade in Jap rice has been very large for some years, Vancouver and Victoria importers controlling practically all that is used in Canada, and employing a large number of hands, also operating two or three rice-cleaning mills here and at Victoria. The action has been much resented, and trade much hampered by the condemnation. At present Japan rice is quoted here at \$78 per ton.

In canned goods prices are high and very much inclined to go up further. Tomatoes quote now at \$1.50 for 3's and \$1.15 for 2's; corn \$1.15; beans \$1.10; peas \$1.05 and \$1.10.

California dried fruits are very high in price though no increases have been made recently.

In cured meats the prices are unchanged at 17 to 20c. for bacon, 17½ to 19½c. for hams, 14½c. for long, clear, dry salt. Lard is high, quoting at 13½c. and 14c.

The Jap orange season is over. The last consignment of about 5,000 boxes reached Victoria by the Nippon Yusen Kaisha line on the last day of the old year. The quantity imported has been very much less this year than for some seasons, and the importations have closed earlier than usual. Price is now 60 and 65c.

California importations are of course entirely navels. They are choice, some extra fine Rose brand from Redlands, Cal., being among the last cars brought in. They quote at \$3.75. The lemon trade has been very active all winter, fully equalling summer trade. Price is now \$5.50. In both lemons and oranges the new crop seems to run to larger sizes than last year's.

In apples a car of Coldstreams, including Spies, Baldwins and Russets, was received rather unexpectedly. Washington importations are chiefly Missouri pippin, Spitzenberg and New York Wine-sap. The Coldstreams are selling at \$1.50 and the Washington from \$1.50 to \$2.00.

Malaga grapes are in the market at \$7.50 per barrel. Cape Cod cranberries at \$13.50 per barrel. Bananas still arrive, a car being received to-day. The price is 5½c. per lb.

Italian chestnuts, directly imported, are selling at 20c. per lb. to the trade. Pines, last received by S. S. Aoran, from Honolulu, are all cleaned up at \$4.50 per doz.

New California vegetables are arriving freely. Cabbage is 2½ to 3 cents per lb.; cauliflower, \$1.50 per doz.; brussels sprouts, 12 cents per lb. New peas and beans are arriving, the average price being 20 cents per lb. Radishes are also coming in from California, bringing 50 cents per dozen bunches. Celery is partly local stock yet, some imported from California. Price is 75 cents to \$1.25 per dozen. Some California ripe tomatoes have been on the market at \$3.50 per 20-pound box. Lettuce, Victoria and Burnaby grown, is \$1.50 and \$1.75 per crate. Okanagan onions are the chief supply of that article at 2½ cents.

Potatoes have been very plentiful all season, though the supply of Ashcrofts is not so large as other varieties. Locals are now worth \$12 to \$14 per ton. Agassiz potatoes are \$18, and Ashcrofts, \$24 per ton.

Butter is firm in price, and Alberta creamery stock is 2 cents higher, being held firm at 29 and 30 cents. Local creamery brings 35 cents; local fresh dairy, 30 to 35 cents. Fresh eggs are cheaper, being down to 40 and 45 cents per dozen. The market price of turkeys and geese went down for New Year, as considerable stocks are held over in cold storage. Turkeys brought 19 cents and geese 17 cents, average. Dressed chickens, fresh, were 20 cents per pound at last New Westminster market. Other fowl brought \$7 and \$8 per dozen, while chickens brought \$5 to \$7. Few ducks offered, at \$10 and \$12 per dozen.

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Established 1886

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GIVE CANADIAN PEAS A SHOW.

The view is held in the canning industry that the canned goods inspection measure Hon. Mr. Fisher, Minister of Agriculture, is going to lay before Parliament proposes to prohibit the use of coloring matter in peas while raising no question in regard to the importation of chemically colored peas from France. The Government Blue Books do not show the volume of the importations of French peas; but it is considerable. Those peas not only come into competition with the highest class of the canning product in Canada, but they hinder the growth of Canada's export trade in this commodity. Mr. Fisher would do well to straighten out this seemingly undesirable feature of a very useful measure.

A LENTEN THOUGHT.

Lent begins next month. There are many grocers who might, but don't push Lenten specialties. This is the time to start thinking about it so as to be ready when the time comes. By a careful selection of goods and the judicious use of window dressing and local advertising a good many grocers might turn a quiet spell to profitable account.

THE BUSINESS SITUATION

By

B. E. Walker, President Canadian Bank of Commerce.

While we are enjoying an extraordinary prosperity, there are signs about us of a strain which must bring trouble if they are disregarded. We are a borrowing country, and we cannot be reminded of this too often. As we fix capital in new structures, public or private, railways, buildings, etc., some one must find the capital in excess of what we can ourselves provide out of the saleable products of our labor. The number of countries willing to buy our securities has been steadily increasing, but we must not be blind, as we sometimes seem to be, to the fact that our power to build depends largely on whether these countries have surplus capital to invest. By means of the cable the trading nations of the world have been brought very near together, and while nations of the world have been averted, and the adjustment of capital to the world's needs has been greatly improved, still for the same reason world-wide trouble in the money markets sometimes arises with a suddenness which is alarming to those at least who are not watching for the signs. We are passing through such a period just now, happily without a general breakdown, but unless we mend our ways we are not likely to escape a similar or still worse condition next autumn which may wreck our fair prosperity. Europe is bearing the enormous cost of two great wars, both in the loss of capital actually destroyed and also in the loss to individuals from the decline in the values of the national securities of the countries interested in

the wars. And since these wars, losses on an unexampled scale have occurred by earthquakes and fire. The volume of trade and the unusual amount of building in many countries have at the same time vastly increased the amount of capital required. This has been accompanied by a steady rise in prices throughout the world, and by a most pronounced and widespread advance in the scale of personal expenditure. It is true that it has also been accompanied by the greatest production of gold and of other commodities, but the effect of the various influences has naturally been to put upon the money markets a strain which has only just failed to cause a general breakdown of credit. To make the outlook still more serious, the United States, and other less important countries, including Canada, contemplate expenditures on a very large scale for railway and other building. This, then, is a time for every prudent man to survey carefully his financial position. If he has debts he should consider how he will pay them if he should have to face world-wide stringency in money. Has he assets which the world needs for daily use, or assets which will sell only when the sun is shining? If he is happily in easy conditions as to debt, he will, if he is wise, consider every circumstance arising in his business which tends towards debt instead of towards liquidation. As for those who are plunging in real estate at inflated prices and in mining stocks, nothing, we presume, but the inevitable collapse which follows these seasons of mania will do any good.

SHORTAGE OF CARS.

Grain dealers in Montreal are suffering more than others on account of the present blockade on the railways. Many have had cars of grain held by the railway companies for over a month. Meetings have been held by those interested, and the matter has been pretty well threshed out. It was not until Monday, however, that anything official was done. Then a meeting of the Corn Exchange was called and a plan of action was decided upon. What the grain men want is reciprocal demurrage. The railway companies charge them demurrage on cars which they delay in unloading; the grain dealers believe that they should be allowed demurrage when cars which have arrived in Montreal are held, often entailing financial loss to the dealers. E. A. Schmidt moved a resolution that the whole matter be placed before the Railway Commission and this

was seconded by Mr. C. R. Taylor and eventually carried, a vote being taken.

AMERICAN EGGS ON THE TARIFF WALL.

American eggs are now threatening the Toronto market. Quotations are yet about two cents too high to make importation safe. The duty is three cents a dozen. The American duty is five cents, so that it is very rarely, if ever, that the Canadian hen can return the compliment.

Forty-seven New Ontario municipalities have adopted local option. There should be something doing in the tea business.

Castile soap continues to advance, according to reports, being now 40 per cent. higher than at lowest point.

Markets and Market Notes

QUEBEC MARKETS

JOINTERS—

Sugar—Declined 10 cents.
Canned Goods—Advanced.
Evaporated Apples—Firm.
Fish—Revised.
Teas—Interesting.
Peels—Advanced.
Beans—Higher.

Montreal, January 10, 1907.

It is still a little early to know just what kind of business is being done after the holiday season, but from reports which have come to hand, it would seem that travelers now on the road are securing good orders for general grocery lines. Stocks of retailers appear to have been pretty well depleted during the holidays, and they are now renewing them. Sugar has been lowered ten cents all along the line since last report. Canned goods have been advanced by the canners. Although prices are quoted in many lines, at an advance, it is impossible to obtain goods, no matter what figures are paid. Strawberries and tomatoes serve as instances. Neither of these lines are obtainable, the market being absolutely bare. Several lots of teas have been exported to London recently, something unusual. Evaporated apples continue to climb upward in price. Beans are higher and very firm. Quiet rules in dried fruits. Coffee is rather firmer, while peels have been advanced.

Collections are reported as being quite satisfactory.

CANNED GOODS.—The canners have advanced the prices on all lines of canned goods, and the jobbing trade were notified to this effect during the week. Many of the new prices, which are quoted hereunder, are purely nominal, as it is impossible to obtain supplies at any figure. The situation in tomatoes is very firm.

Corn is in good supply. Stocks of peas are none too heavy, and anybody holding a supply has good value for the money temporarily tied up.

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

Peaches—		
Yellow, flats, 1½	1 72½	1 70
" " 2	1 92½	1 90
" " 2½	2 65	2 62½
" " 3	2 90	2 87½
whole 3	2 42½	2 40
White	1 77½	1 75
" " 2	2 55	2 52½
" " 3	2 75	2 72½
Pie, not peeled, gal	1 32½	1 30
Pie, peeled	3 72½	3 70
	4 67½	4 65

Pears—		
Flemish beauty 2	1 67½	1 65
" " 2½	2 02½	2 00
" " 3	2 17½	2 15
Bartlett 2	1 82½	1 80
" " 2½	2 22½	2 20
" " 3	2 37½	2 35
Pie, not peeled, gal	1 32½	1 30
Pie, peeled	3 42½	3 40
gal	4 02½	4 00

Pineapples—		
2's, sliced	2 02½	2 00
2's " grated	2 12½	2 10
3's " whole	2 82½	2 80
Plums—		
2's, Damson, light syrup	1 20	1 17½
3's " " "	1 72½	1 70
2's " heavy syrup	1 35	1 32½
2's " " "	1 67½	1 65
3's " " "	1 97½	1 95
Gals. " standard	3 37½	3 35
2's " Lombard, light syrup	1 25	1 22½
3's " " "	1 75	1 72½
2's " heavy syrup	1 40	1 37½
2's " " "	1 72½	1 70
3's " " "	1 97½	1 95
Gals. " standard	3 57½	3 55
2's " Green Gage, light syrup	1 30	1 27½
2's " heavy syrup	1 45	1 42½
2's " " "	1 72½	1 70
3's " " "	2 00	1 97½
Gals. " standard	3 87½	3 85
2's " Egg, heavy syrup	1 72½	1 70
2's " " "	2 00	1 97½
3's " " "	2 32½	2 30

Raspberries—		
Red, light syrup	1 55	1 52½
Red, heavy syrup	1 77½	1 75
Red, gallons, standard	5 65	5 62½
" " solid pack	8 65	8 62½
Black, heavy syrup	1 77½	1 75
Black, preserved	1 92½	1 90
Black, gallons, standard	5 40	5 37½
" " solid packed	8 40	8 37½
Strawberries—		
2's, heavy syrup	2 02½	2 00
2's, preserved	2 17½	2 15
Gallons, standard	6 42½	6 40

VEGETABLES

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

FISH

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

SUGAR.—Sugar is ten cents lower this week. Prices at present are about

a cent and a quarter below what they were at this time last year. Fair sales are reported.

Granulated, bbls	\$4 20
" 4-bbls	4 35
" bags	4 15
Paris lump, barrels	4 85
" half-barrels	4 85
" boxes, 100 lbs	4 75
" boxes, 50 lbs	4 85
Extra ground, bbls	4 60
" 50-lb. boxes	4 70
" 25-lb. boxes	4 80
Powdered, bbls	4 60
" 50-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 00
" yellow	4 05
No. 3 yellow	4 05
No. 2 "	3 90
No. 1 " bbls	3 80
No. 1 " bags	3 75

TEAS.—Black teas and Ceylon greens are again higher in price. Good inquiry is reported for all kinds of Ceylon and Indian blacks and greens. More inquiry is reported for Japans also. Ceylon Pekoes and Orange Pekoes have been in demand in London lately, at very high prices, and quite a lot of Pekoes have been shipped from Montreal to London in the past two weeks. This is a very unusual occurrence. The London market is 4½ to 5c higher than the Canadian, and, sellers are consequently attracted to it.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" 4-bbls	0 03
" 2-bbls	0 03
" 3½ lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. " 1 doz	2 35
" 10-lb. " 1 doz	2 35
" 20-lb. " 1 doz	2 25

SYRUPS AND MOLASSES.—Demand for syrups is brisk at the moment, and good sales are being made. Molasses is quiet rather than otherwise. There is the usual consumptive demand.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 18	0 18
Common	0 15	0 17
Ceylon—Froke n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 30
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 12	0 18
Ceylon green—Young Hysons	0 17	0 20
Hysons	0 16	0 17
Gunpowders	0 13	0 14
China greens—Pingsuey gunpowder, low grade	0 11	0 15
" pea leaf	0 19	0 22
" pinhead	0 30	0 35

COFFEE.—Some selling is being done by jobbers, now that the holidays are over, and stocks are depleted. A stiffer feeling is noticeable in the market. The big New York financial houses have endorsed the action of the Brazilian Government, and the Valorization scheme. This is said to be the cause of the firmness.

Jamaica	0 10½	0 11
Java	0 18	0 30
Mocha	0 19	0 22
Rio No. 7	0 19	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

FOREIGN DRIED FRUITS.—Trade on the whole is quiet, although there is some movement in certain lines. In currants the market is bare. The New York market has been advanced 1-4c. for bulk, and 3-8c. for packages, There

is no change Spot stocks are unchanged, which have 1 weeks, are ex without chang up 1c. The r according to kets, has been to 4c. above 1 walnuts are 1 that 25 per 1 son is no good second to 1 prices one ce ed almonds a

Valencia Raisins—
Fine off-stalk, per lb.
Selected, per lb.
Layers, per lb.

Dates—
Hallowees, per lb

California Evaporated
Apricots, per lb.
Peaches, " "
Pears, " "

Malaga Raisins—
London lay rs
" Connoisseur Cl

Royal Buckingham
" Excelsior Wind

Californian Raisins
Loose muscatels
" " 2
" " 3
" " 4

Prunes —
40-50s
50-60s
60-70s
70-80s
80-90s
90-100s
Oregon prunes (U

Currants—
Filiatras, unclear
Fine Filiatras, pe
" "
" "

Finest Vostizias
Amalias

Sultana Raisins—
Sultana raisins, 1

Eleme Table Fgs
Six crown, extra
Four crown, fanc
Three crown
Glove boxes, fine
Fancy washed fig
" pulled fig
" stuffed fig
12-oz. boxes

SPICES.
this week.
certain lines

Peppers, black
white

Ginger, whole
Cochin
Cloves, whole
Cream of tartar
Allspice
Nutmegs

EVAPOR.
ated apples
ten cents by
the very str
Higher price
near future.
9 1-2c., but
to 10c. at a

PEELS.
scarce, at sl

Citron peel, per lb
Lemon peel, per lb
Orange peel, per lb

BEANS.
are a little
Choice prime bean

is no change in the raisin situation. Spot stocks are very small. Prices are unchanged. Several cars of raisins, which have been delayed for several weeks, are expected daily. Prunes are without change. Tarragona almonds are up 1c. The market for shelled walnuts, according to advices from primary markets, has been advanced 25 francs, equal to 4c. above the lowest point. Grenoble walnuts are without change. It is said that 25 per cent. of the crop this season is no good. Marbots, usually rated second to Grenobles, are selling at prices one cent higher at present. Shelled almonds are featureless.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers.	0 09	0 10
Dates—		
Hallowes, per lb.	0 05	0 06
California Evaporated Fruits—		
Apricots, per lb.		0 23
Peaches, "		0 16
Pears, "		0 17
Malaga Raisins—		
London lay rs	2 25	
"Connoisseur Clusters	2 50	
Royal Buckingham Clusters, 1/2-box	1 80	
" " 1/2-boxes	1 11	
" " boxes	3 50	
"Excelsior Window Clusters" 1/2 s	4 50	
" " 1/2 s	1 30	
Californian Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs	0 11	0 12
" " choice seed-d, 1-lb. pkgs	0 10	0 11
" " 2 crown	0 08	0 08
" " 3 crown	0 09	0 10
" " 4 crown	0 0	0 0
Prunes - per lb.		
40-50s	0 03	0 09
50-60s	0 18	0 08
60-70s	0 07	0 08
70-80s	0 07	0 07
80-90s	0 06	0 06
90-100s	0 6	
Oregon prunes (Italian style), 40-50s		0 08
" " 50-60s		0 07
Oregon prunes (French style), 60-70s		0 07
" " 80-90s		0 06
" " 100-120s		0 06
Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases		0 08
" " cleaned		0 09
" " in 1-lb cartons		0 09
Finest Vostizzas "	0 08	0 09
Amalias "	0 0	0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 12	0 15
" " 1-lb carton		0 16
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 12	
Four crown, fancy, 10-lb. boxes	0 08	
Three crown	0 07	
Glove boxes, fine quality, per box	0 10	
Fancy washed figs, in baskets, per basket	0 19	
" " pulled figs, in boxes, per box	0 21	
" " stuffed figs	0 21	
12-oz. boxes	0 06	0 07

SPICES.—Business is quiet in spices this week. There is a little demand for certain lines, but this is limited.

Peppers, black	0 16	0 25
" " white	0 2	0 32
Ginger, whole	0 16	0 20
" " Cochin	0 17	0 14
Cloves, whole	0 17	0 37
Cream of tartar	0 25	0 32
Allspice	0 12	0 10
Nutmegs	0 30	0 55

EVAPORATED APPLES.—Evaporated apples are now quoted as high as ten cents by some firms. This illustrates the very strong feeling in the market. Higher prices are likely to rule in the near future. Many jobbers are quoting 9 1-2c., but these are likely to advance to 10c. at any time.

PEELS.—Peels are very firm and scarce, at slightly higher prices.

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

BEANS.—Beans are scarce. Prices are a little higher this week.

Choice prime beans	1 40	1 50
--------------------	------	------

MAPLE PRODUCTS.—There is nothing new to report in maple products this week. Prices remain without change.

Maple syrup, bulk per lb.	0 07	0 09
Pure Townsh ps sugar, per lb.	0 10	0 10
Pure Beauce County, per lb.	0 11	0 11

RICE AND TOPIOCA.—During the past month or two, there has been a somewhat easier feeling in tapioca, especially for forward shipment. This has been mainly caused by short sellers in the London and New York markets, who have been endeavoring to get the market down. That they have not succeeded in keeping it down, is evidenced by the fact that latest cables from Singapore report a recovery in prices, and eastern sellers are now asking within a fraction of the highest point touched, for January-March shipment. From present indications, the prices now quoted are likely to hold good for some time to come.

RAW FURS—Dealers are still buying at prices quoted hereunder.

B rice, in 10 bag lots	3 05	
R rice, less than 10 bags	3 15	
C C rice, in 10 bag lots	2 95	
C C rice in less than 10 bag lots	3 05	
Tapioca, medium pearl	0 07	0 08
Bear, black		
4 00	12 00	
Raccoon	0 50	1 50
Fisher, dark	5 00	7 00
Otter, dark and fine	15 00	25 00
Marten, dark	3 00	5 00
Mink, dark	2 25	5 00
Fox, red	1 75	7 00
Lynx	4 50	5 50
Weasels	0 10	3 0
Skunk	0 10	0 0

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 10, 1907.

BUTTER—Market firm. Good local demand.
CHEESE—Good feeling in market. Trade brisk. Stocks rapidly decreasing.
EGGS—Prices high. No change in situation.
PROVISIONS Featureless market. Abattoir dressed hogs quoted \$9.25 to \$9.50 per 100 lbs.

ONTARIO MARKETS.

POINTERS—

Business better than expected.
Sugar down 10 cents.
Nearly all canned goods advanced.
Evaporated apples higher.
Furs scarce and higher.
All markets firm.

Toronto January 10, 1907.

Business in the city is phenomenally good for the season of the year. In the country it is quiet, but not as quiet as it might be. Collections are only moderate. The demand for goods has spread over all lines. Sugar is down ten cents, and the demand is very moderate. Canned goods are advanced by the canners to help the wholesalers' expenses in carrying the stocks, and evaporated apples are still higher, and the market appears very firm. Beans, while unchanged as to price here, are

held with more confidence that a little while ago.

CANNED GOODS.—The entire list of quotations has been revised in accordance with a new schedule issued by the canners. The change is an advance, in most cases, of 2 1-2c., but in a few instances, more. The canners are out of over 60 of the lines here quoted, and the advance is made, it is said, to compensate dealers for the expense of carrying their goods over until Spring. Unusually good demand is reported for all lines of canned goods.

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

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's.	1 07	1 05
" " preserved, 3's.	1 32	1 30
" " standard, gal.	2 92	2 90
Blueberries—		
2's, standard.	0 95	0 92
2's, preserved.	1 45	1 42
Gals., standard.		4 65
Cherries—		
2's, red, pitted.	2 27	2 25
2's, " not pitted.	1 77	1 75
Gals., red pitted.		8 90
" " not pitted.		7 40
2's, black, pitted.	2 27	2 25
2's, " not pitted.	1 77	1 75
2's, white, pitted.	2 42	2 40
2's, " not pitted.	1 92	1 90
Currants—		
2's, red, H.S.	1 82	1 80
Gals., red, solid pack.		7 40
Gals., red, standard.		5 15
2's, preserved.	2 02	2 00
2's, black, H.S.	1 92	1 90
2's, preserved.	2 15	2 12
Gals., black, standard.		6 65
Gals., " solid pack.		8 15
Gooseberries—		
2's, H.S.	2 17	2 15
2's, preserved.	2 40	2 37
Gals., standard.		6 50
Gals., solid pack.		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77
2's, preserved.	1 97	1 95
Gals., standard.		5 50
Peaches—		
1 1/2's, yellow (flats)	1 72	1 70
2's, yellow	1 92	1 90
2 1/2's, yellow	2 65	2 62
3's, yellow	2 90	2 87
3's, yellow (whole)	2 42	2 40
2's, white	1 77	1 75
2 1/2's, white	2 55	2 52
3's, white	2 75	2 72
3's, pie	1 32	1 30
Gal., pie, peeled	4 67	4 65
Gal., pie, not peeled.	3 72	3 70
Pears—		
2's, Flemish Beauty	1 67	1 65
2 1/2's, Flemish Beauty	2 02	2 00
3's, Flemish Beauty	2 17	2 15
2's, Bartlett	1 82	1 80
2 1/2's, Bartlett	2 22	2 21
3's, Bartlett	2 37	2 35
3's, pie, not peeled.	1 32	1 30
Gal., pie, peeled	4 02	4 00
Gal., pie, not peeled	3 42	3 40
Pineapple—		
2's, sliced	2 02	2 00
2's, grated	2 12	2 10
2 1/2's, whole	2 82	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1 1/2's, sliced		1 50
" " 2 1/2's, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17
3's, light syrup	1 72	1 70
2's, heavy syrup	1 35	1 32
2 1/2's, heavy syrup	1 67	1 65
3's, heavy syrup	1 97	1 95
Gal., standard	3 37	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22
3's, light syrup	1 75	1 72
2's, heavy syrup	1 40	1 37
2 1/2's, heavy syrup	1 72	1 70
3's, heavy syrup	1 97	1 95
Gal., standard	3 57	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27
2's, heavy syrup	1 45	1 42
2 1/2's, heavy syrup	1 72	1 70
3's, heavy syrup	2 00	1 97
Gal., standard	3 87	3 85
Plums, egg—		
2's, heavy syrup	1 72	1 70
2 1/2's, heavy syrup	2 00	1 97
3's, heavy syrup	2 32	2 30

Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52½
2's, H. S.	1 74	1 75
2's, preserved	1 97½	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H. S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup	2 02½	2 00
2's, preserved	2 17½	2 15
Gals. " standard	6 42½	6 40
Gals. " solid pack	9 17½	9 15

VEGETABLES.

Asparagus—		
2's, tips, California		3 90
2's, Canadian	2 80	2 77½
Beets—		
2's, sliced, sugar and blood red		1 02½
2's, whole		0 92½
3's, sliced		1 25
3's, whole		1 15
Beans—		
Fancy brands		
2's, golden wax	0 95½	0 93
3's	1 35	1 32½
Gals. "	3 92½	3 90
2's, refugee or Va'enrine (green)	0 92½	0 93
Gals.		
2's, crystal wax	0 97½	0 95
Red Kidney, 2's	1 45	1 02½
Lima, 2's	1 33	1 27½
Corn—		
2's	0 95	0 92½
Gal., on cob		4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Cauliflower—		
2's	1 47½	1 45
3's	1 87½	1 85
Parsnips—		
2's	0 97½	0 95
3's	1 07½	1 05
Peas—		
1's, extra fine sifted	1 02½	1 00
2's, standard	0 87½	0 85
2's, early June	0 97½	0 95
2's, sweet wrinkled	1 02½	1 00
2's extra fine sifted	1 27½	1 25
Gals., No. 4	3 42½	3 40
Pumpkins, 3's	0 95	0 92½
Gal.	3 02½	3 00
Rhubarb—		
2's, preserved	1 20	1 17½
3's	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2's	1 45	1 42½
3's	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
3's	1 23	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2's	1 00	0 97½
3's, all kinds	1 21	1 17½
Gal., all kinds	3 62½	3 63

SAUCE, ETC.

Tomato sauce, 1's		0 60
" " 2's		0 80
" " 3's		0 83
Chili sauce same as tomato sauce		1 00
Catsups, tins, 2's	0 75	0 90
" gal.		4 50
" jugs	7 70	12 00

FISH.

Lobster, tails		3 73
" 1-lb. flats		4 05
" ½-lb. flats		2 25
Mackerel	1 00	1 26
Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Tails, per doz.		1 80
1-lb. Flat, "		1 95
1-lb. " "		1 20
Northern River Sockeyes	1 70	1 65
Cohoos, per doz.		1 43
Humpbacks, "		1 00
Sardines, French ½'s		0 14
" "		0 23
" Portuguese ½'s	0 08	0 10
" P. & C., ½'s	0 25	0 27
" P. & C., ¾'s	0 35	0 38
" Domestic, ½'s	0 03½	0 04
Mustard, ½ size, cases 50 tins, per 100	3 75	4 50
Haddies, per doz	1 10	1 20
Haddies, per case	4 25	4 75
Kipper herring, domestic		1 00
" imported	1 45	1 50
Herrings in tomato sauce, domestic		1 00
" imported	1 40	1 40

MEATS, ETC.

Beef, corned 1s, per doz		1 40
" " 2s, "		2 50
" " 6s, "		7 50
" " 1s, "		17 50
	Per dozen tins.	
Chicken, 1's, boneless	3 20	3 10
Turkey, 1's, "	3 20	3 10
Duck, 1's, "	3 20	3 10
Tongue, 1's, lunch		3 20
Soup, 2's, giblet	2 05	1 95
" 2's, tomato	1 00	
" 3's, "	1 45	

Pigs feet, 1's, boneless 1 40
 " " 1½'s 2 50

SUGAR.—Prices of refined declined 10 cents on Tuesday. This followed a fractional decline in the European market for raws on Monday. There were buyers for January account at the close at 8s. 8d. f.o.b. Hamburg, which is equal to a shade under \$3.81 duty paid New York for centrifugals, basis 96 degrees. The New York market is very dull. Rapid progress is being made in

harvesting the Cuba crop, 122 centrals being at work, against 20 last year, and weather fine.

Paris lumps, in 50-lb. boxes	4 95
" " in 100-lb. boxes	4 85
St. Lawrence granulated, barrels	4 80
Redpath's granulated	4 31
Acadia granulated	4 30
Berlin granulated	4 20
Phoenix	4 20
Bright coffee	4 10
Bright yellow	4 15
No. 2 yellow	4 15
No. 1 "	4 00
No. 1 "	3 90
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

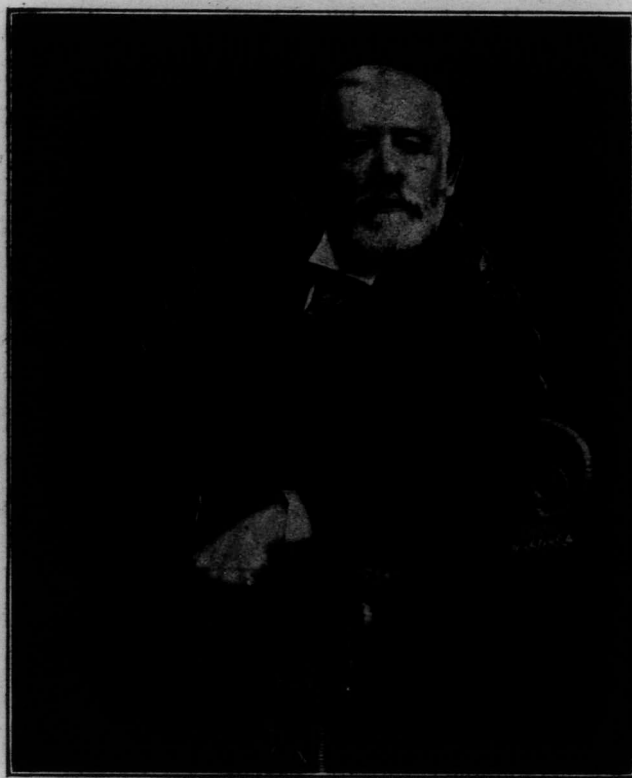
THE LATE WM. BINKLEY SMITH

A Traveler Whom Customers and Opponents Loved and Admired—A Man of Unvarying Kindliness—Large Attendance at the Funeral.

Few men whose lives, approaching the psalmist's span, have been subjected to the turmoil, anxiety and competitive selfishness of business have left behind them a memory more fragrant with the kindness and helpfulness and the joys of friendship than did William B. Smith, the veteran grocery traveller who

eight years and, analysing his character, I was struck by his unvarying kindness of disposition. I never heard him say a harsh word of anyone."

Another characteristic of Wm. B. Smith was that in his business relations he formed very close friendships. Many of his customers, writing to



The Late W. B. Smith

stepped behind the scenes of life's stage suddenly last week. A man of steadfast integrity, of tried business capacity, a very successful salesman, his predominating characteristic was his kindly good nature. His heart was large; his mind was free from any taint of jealousy. He was optimistic and his optimism was of that persistent variety based on a faith in humanity and an unassuming self-confidence. It was thus he impressed those with whom he came in contact. One who had worked with him many years said, "I never saw him exhibit annoyance, even at times when provocation was ample." Another said to the writer, "I worked with him for

Davidson & Hay, mourn in his departure the loss of a true friend. They had looked for his kindly counsel in matters quite foreign to his line of business. Here is indicated his strength as a salesman. He enjoyed in a marked degree the confidence of his customers. It is noteworthy that he always sought to sell the best goods. He was a firm believer that the best goods, irrespective of prices, were the cheapest, and his sympathies and energies were always enlisted on the side of quality.

A traveller of another large house said of him: "His death will leave a gap among the boys on the road that will be decidedly hard to fill. W. B. al-

ways looked up and always with a diversity. The countenance.

The funeral residence, 135 Rev. Mr. Arm vice. There v city business outside. T deceased's tv Herbert E., Jno. W. Smi J. H. Smith, B.A., Chicago Dundast Mar city: Charles J. Brown, Guelph. A fe were J. W. Co lace Anderson ing, Jas. Owe J. H. Hargre son, J. Paffol ler.

COOL-

Letter From

J. W. Rude Commissioner ing letter from chester, one o ers, showing t cured cheese line of white December 18, ern goods, wa



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THE CANADIAN GROCER

ways looked upon the sunny side of life and always wore a smile, even in adversity. The boys will miss his cheery countenance.

The funeral took place from his late residence, 135 Avenue Road last Friday. Rev. Mr. Armstrong conducted the service. There was a large attendance of city business men and not a few from outside. The pallbearers were deceased's two sons, Elmer H. and Herbert E., and his four brothers, Dr. Jno. W. Smith, Dundas; P. S. Insp. J. H. Smith, Hamilton; D. E. Smith B.A., Chicago; and Geo. W. Smith, Dundas. Merchants from outside the city: Charles Faulkner, Streetsville; H. J. Brown, Berlin; W. H. Scroggie, Guelph. A few of the city men present were J. W. Cowan, Geo. Stanway, Wallace Anderson, Chas. E. Kyle, E. Fielding, Jas. Owen, J. Adams, J. L. Watt, J. H. Hargreave, Col. Jno. I. Davidson, J. Pafford, W. Logan, W. H. Seyler.

COOL-CURED CHEESE.

Letter From English Dealer to Prove Its Superiority.

J. W. Rudd, the Dominion Dairy Commissioner has received the following letter from Wall & Company, Manchester, one of the largest English dealers, showing the superior value of cool-cured cheese: "On going through a line of white and colored cheese on December 18, September made, all western goods, we wanted a few hundred

boxes for a very particular buyer. We got him fixed up, but he was not altogether satisfied with the quality, and kept repeating that they were not up to our usual standard. On going to the colored lots we picked 400 or 500 boxes without turning down a factory, and our buyer expressed the pleasure that it was to have cheese of this kind offered. Every lot was as near perfection as you can get cheese.

"On going into the matter to try and find the difference we at once saw that the colored had been cured in a Government cool-curing room at Brockville, while the white had been cured in the ordinary way.

"If any of your farmers had been in our warehouse to-day they would have had an object lesson in the value and importance of having their cheese all done in the same way. In our minds, it makes a very much bigger difference than people imagine, and if this way was adopted generally Canadian cheese would hold a very much higher place in

the opinion of the trade than it does to-day."

AN ART CALENDAR.

Armour & Company are again issuing their American girl calendar. Not the same as a year ago, but a new galaxy of American beauty types, drawn by foremost American illustrators. The calendar consists of six large sheets, ribbon bound, each bearing a delicately drawn feminine head, and two months of time. So far as the Grocer knows, no other such calendar is issued for advertising. Any one can get one of them by sending to Armour & Company, Toronto, the lead top from a jar of Armour's fluid beef, or twenty-five cents.

D. J. Rattray, vice-president and general manager of D. Rattray & Sons, Limited, has left for a business trip to Europe. He will visit the firm's connections in England, Scotland and Spain, France and continental countries.

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.



"LION"

BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec.

If You Desire all The Good Things
of Current Literature Between Two
Covers You'll be Interested in What
is Said Below.

As the number of magazines increases the more difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe for individual magazines.

As the number of magazines increase the less difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe for

The Busy Man's
Magazine

This magazine is an epitome of the world's best thought to-day. It contains the very selections you want to see but have no time to look for in individual magazines.

In addition there is an alphabetical index of magazine articles for the month.

For the sum of \$1.50 any subscriber to The Canadian Grocer can get The Busy Man's Magazine for one year.

You would have to pay \$150.00 to get The Busy Man's (the contents) Magazine in the ordinary way.

Get in your subscription in good time.

The MacLean Publishing Co., Limited
TORONTO, CANADA

ESTABLISHED IN 1842

Something Hot to Begin With :

35 Doz. Moss "Green Heart" Extract of Tabasco Sauce

Only \$4.50 dozen

SULTANAS (Now in Store) SULTANAS

STRAWBERRIES

(Canned)

Bowlby and Little Chief 2s

Heavy Syrup and Preserved. (Get our prices.) Also full stock of other fruits.

TOMATOES

Canned 3s.

The future is for an advance. We have a large variety, including best Western and Eastern Pack.

Little Chief, Boulter, Aylmer, Quaker, Log Cabin, Bowlby, Thistle, Lakeport, Union, Simcoe, Kent, Salaberry

TEAS We Want Your Trade! TEAS

But you must give us the opportunity of sending you samples to compare.

Our stock is very large

We have bought before the advance.

Therefore can save you money

Will allow freight in quantity

We carry full lines in Japan, Ceylon Black, Ceylon Green, Indian Black, Indian Green, Gunpowders, Young Hyson, Dust and Siftings.

Style and Cup

Bulk and Packages

WE ARE SELLERS

LOOK FOR US

TRY "Owl" Teas

TRY "Owl" Teas

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of Teas, Wines and Liquors,

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

CONDENSED ADVERTISING

Advertisements under insertion.

Contractions count \$1,000 are allowed as

Cash remittances to advertisements. In no Advertisements received acknowledged.

Where replies come cents must be added to

YEARLY

100 words each insert	"	"	"
50	"	"	"
25	"	"	"

REPRESENTATIVE

AGENCY — Well Eastern, Western, required by large firm England, with special requirements of the (stating territory cover Box 101, THE CANADIAN E.C., London, England)

AGENCY

GOOD Canadian man with best and district. Reply Publishing Co., 88 E

FOR SALE—Grocer over sixty thousand capable of much premises. Write A B.C.

Expert

Investigation classes of a Trading, pro and balance of books opened in a Collection of

PERCY P

622 McIntyre Block

Square y



The CAPSULE

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

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

REPRESENTATIVES WANTED

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

AGENCIES WANTED

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

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

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

PERCY P. DAVENPORT

622 McIntyre Block, - - WINNIPEG, MAN.

Square your accounts

PEOPLE SAY HE'S ALL RIGHT.

Mayor Clavet, of Port Arthur, was re-elected by a majority of 125. The Grocer recently contained a sketch of Mr. Clavet. He is President of the Clavet, Dobie Company, and one of the most public spirited merchants in Northern Ontario.

Mr. Weegar, of Maxville, was in Montreal during the week.

A. H. Brittain, Montreal, was in Quebec the early part of the week.

D. Grierson, of Wm. MacGregor & Co., Toronto, was in Montreal last week accompanied by J. P. Carrite, of St. John, and paid The Grocer a visit.

MAPLE SYRUP



"Oldest registered brand in British Empire, and the highest priced brand in the world."

"Government analyst found it low in ash, which, according to highest authority is indicative of thoroughly refined, high-grade syrup"

Guarantee on every can.

Canada Maple Exchange

MONTREAL

— ALL JOBBERS —

More Profit To You



BETTER GOODS TO YOUR TRADE

THAT'S WHAT GOLD STANDARD GOODS "GUARANTEED THE BEST" CEAN TO YOU

'Twill only cost a two cent stamp to get particulars

Write now.

THE

Codville-Georgeson Co.,

LIMITED

Winnipeg and Brandon, Man.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat Put up in 1/4 Gross Cases

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

Ask Your Wholesale Grocer for It.

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

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

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belongs to Canada" the birth of

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Financial Post

Was as inevitable as it was necessary

FIRST ISSUE
25,000 COPIES

Saturday,
JAN. 12th, 1907

This Weekly will contain all the financial news available on investments. Accuracy is aimed at, but technicality is avoided.

The Post will print reliable news in a readable manner. Finance has its romances as well as its dry bones.

Every Investor, large or small, can find something that will interest him. Canadian securities will be fully and completely dealt with each week.

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Every Young Man determined to make a success of life will be interested in the self-help articles.

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THEN AND NOW—An entertaining and instructive story in parallel columns, showing what a well-known London paper thought of C.P.R. in 1881, and what it thinks 25 years later.

THE GRAND TRUNK PACIFIC—AN INVESTOR'S ANALYSIS—THE QUESTION OF FIXED CHARGES—A COMPLETE MAP OF THE SYSTEM.

THE HUDSON'S BAY COMPANY—The graphic story of the market advances of our oldest joint stock company.

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232 McGill St.

WINNIPEG
511 Union Bank Bldg.

LONDON, ENG.
88 Fleet St.

Canned Vegetables

We offer the following canned vegetables. Prices you will notice are considerably lower than the regular list. The market is in a good sound condition and the demand is increasing. It might pay you to take on some of these goods:

Perth Peas	-	.75
Frankford Corn	-	.75
Ice Castle Pumpkin, 3s		.75
" " "	2s	.45
Frankford Squash, 3s		.85

The quality of the above goods is all right.

Quaker Brand

We have a full line of the Quaker Brand Canned Vegetables which are now recognized as the leader for quality.

Quaker Sugar Peas,	-	.85	Quaker Fancy Sugar and		
" E. June Peas	-	.95	Cream Corn	-	.95
" Midget Peas	-	.95	Quaker Refugee Beans	-	.85
" Little Gem Peas		.95	" Golden Wax Beans		.85
" Petit Pois	-	1.25	" Haricot Beans	-	1.40
" Pumpkin, 3's	-	.92½	" Tomatoes, 3's	-	1.17½
" Corn	-	.92½	" " gallon		3.52½

We solicit your business.

H. P. ECKARDT & CO.
 WHOLESALE GROCERS
 TORONTO

Our English Brawn

Put in 5 lb. packages.

Twelve to the Case.

Undoubtedly Wins Trade and Holds it

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

Let us Express you a Sample Case.

THE PARK BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

BEGIN THE YEAR RIGHT

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

F. W. FEARMAN CO.,

HAMILTON LIMITED

Corona Grass Creamery Butter

The Best to be had



Our regular line of "Corona" Selected Smoked Meats—

COOKED HAMS

FRESH MEATS

CORONA KETTLE REND. LARD

CORONA PURE LARD

CORONA COMPOUND

The Montreal Packing Co.

LIMITED
MONTREAL, P.Q.

Good Taste and Dollars



are often allied, as the Grocer could tell who makes it his business to feature Ryan guaranteed provisions.

Cheese, Butter, Eggs, Lard, Hams, Bacon, Sausage and Bologna.

The Grocer who pushes our goods all the time finds the Success Road easier to travel. Send along a test order to-day



The WM. RYAN CO., Limited

70-72 Front St. E.
TORONTO, ONT.

As predicted there is a dip in the cheese market between the two. While it cannot be said that it is a fact, interest taken than there has been in the holidays. Fully half a century, which has been said regarding

Cable inquiries and several lines of business with lower prices. The Country, such as a lower price buyers do not meet the figure but they must to obtain the Canada is sure to wait for a rate this is w lots are allowed hands at price Sales made re and October prices obtained tory to the there are many let their hold rained by the to show the in the future ends" which low prices, a cheese generally off the market nature are known

Last week the Montreal association to bring stock, more different houses found, however, it is advisable to obtain rather than the only part of it is better for all were resumed season. It is taken up in when the season. It is generally cheese in Montreal between 150,000 nearer the fore

In butter change in the report was made for some time business. No in the market have been so

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN.

As predicted in The Grocer last week, there is a distinctly better feeling in the cheese market. The difference between the two weeks is quite noticeable. While it cannot be said that the market is brisk, with all that implies, yet it is a fact that there is much more interest taken in the cheese situation than there has been since before the holidays. Prices quoted this week are fully half a cent above the week previous, which substantiates what has been said regarding future prices.

Cable inquiries have been frequent and several houses have been doing business with English firms at the higher prices. The demand from the Old Country, such as it is, is for cheese at a lower price than that now ruling—buyers do not seem very anxious to meet the figures of Canadian houses; but they must now pay what is asked to obtain the goods. The situation in Canada is such that holders can afford to wait for higher prices than are obtainable at the present time. At any rate this is what they are doing. No lots are allowed to pass from their hands at prices which do not suit them. Sales made recently were of September and October makes, and although the prices obtained must have been satisfactory to the houses making the sales, there are many firms which would not let their holdings go at the figure obtained by the sellers. This would tend to show the confidence of cheese men in the future of the market. The "tail-ends" which have been selling at rather low prices, and the poorer grades of cheese generally, are now practically off the market. No stocks of such a nature are known to be held.

Last week an attempt was made by the Montreal Produce Merchants' Association to revive the custom of taking stock, monthly, of the holdings of different houses in Montreal. It was found, however, that it would be impossible to obtain a complete statement, and rather than turn in figures giving only part of the stocks, it was deemed advisable to let the matter drop. By many it is thought that it would be better for all concerned, if the custom were resumed at the beginning of the season. It is likely that, if the matter is taken up in earnest again, it will be when the season opens, and not before. It is generally thought that stocks of cheese in Montreal at present are between 150,000 and 175,000 boxes, being nearer the former figure.

In butter there has not been much change in the situation since last report was made. As has been the case for some time, trade is confined to local business. Not much interest is shown in the market by buyers. Some lots have been sold at fairly good prices,

but on the whole activity is limited and will be until after the middle of the month at the earliest. Notwithstanding the present quiet, it is probable that prices will be well maintained. Stocks held locally are light, and receipts are not by any means heavy; other things being equal, it is not likely that there will be any lower prices than those at present quoted. On the other hand indications point to higher figures.

Receipts of cheese last week were very light, only 256 boxes arriving. Of butter, 1,857 packages were received. Total receipts of cheese from May 7, 1906, to the end of last week, were 1,347,720 boxes, and of butter, 600,541 packages.

PROVISION SITUATION.

The live hog market is disturbed and higher this week. The packers are paying \$6.40 f.o.b., country points, which is \$6.65 fed and watered, Toronto, and \$6.90 off cars at the factory. The advance is scarcely justified by the market, and various reasons are alleged for it. The fact is, there were practically no deliveries of hogs during the holidays, and the large packers had to have them to keep things going. The farmer is the gainer, not, however, to a great extent, for deliveries have been light. Christmas week it was the season, last week it was the elections and the weather. This week it's the weather. One result is that too many over-held and fat hogs are coming to market, and on these the farmer loses 25c a cwt.

The domestic market is very quiet, demand being less even than usual at this season. The packer to-day is not selling one cwt. of product in Canada to five he will sell in the summer. The farmers' meat rings have largely displaced pork products in the country, and in the towns the trade seems to be pretty well stocked. The market is said to be bare in Quebec than elsewhere, and eastern packers have been invading Ontario for hogs.

PROVISION AND DAIRY MARKETS.

MONTREAL MARKETS.

PROVISIONS. — There is a little easier feeling in pure lard. The holiday trade was very good, but business now being transacted is comparatively small. Hams and bacon are moving out slowly.

Lard, pure tierces	0 12 1/2
" " 56-lb. tubs	0 12 1/2
" " 20-lb. pails, wood	0 12 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 12 1/2
" " 5-lb.	0 12 1/2
" " 3-lb.	0 12 1/2

In the Old Country the market is somewhat improved, temporarily at least. This week shows an advance of 2s. Even at that, prices are 2s. to 3s. below present cost. This has been about the state of the polls for the last six months. Only two or three times for a week at a stretch in that period has the market in Great Britain shown the Canadian packer a profit on his output. This is borne by the establishment of allied industries. This time last year, the packer was making money on bacon, and despite steadily rising prices of hogs, continued to make money over a period of 12 weeks. While the packer expects seasons when his export bacon makes him a loss, he has hope that the present situation in the Old Country will shortly materially improve.

The Chicago provision market is looking for a decline. Reviewing last week, the Journal of Commerce says: "There has been quite an active speculation in hog products, led by packers who bid up prices and bought some stuff which has been variously credited to long and short account, until the later half of the week, when several sharp reactions occurred on selling at the advance, believed to be by the packers in anticipation of larger receipts of hogs the coming week, of which estimates were quite largely increased, while the packing of the past week was not much behind last year. Receipts, outside of Chicago, have generally shown an increase, while there they fell short of daily estimates, as if made to bull the market, which the packers were doing in products. Many look upon this as the culmination of high prices and light stocks, all of which except lard showed a marked increase in Chicago in December, while the world's stock of lard showed an increase also, as packers' consignments of lard from Chicago transferred the stock of lard from that point to export markets in transit. Cash trade, however, remains at a standstill, except for immediate wants of the trade, which has little if any confidence in the maintenance of present prices.

Lard, compound tierces, per lb.	0 08 1/2	0 08 1/2
" " tubs	0 09	0 09 1/2
" " 20-lb. pails, w od.	1 85	2 60
" " 20-lb. pails, tin	1 25	1 90
" " cases, 10-lb. tins, 60 lbs. in case	0 08 1/2	0 10 1/2
" " 5-lb.	0 08 1/2	0 10
" " 3-lb.	0 08 1/2	0 10 1/2
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22	00
American short cut clear	23	00
American fat back	23	50
Breakfast bacon, per lb.	0 15 1/2	0 16 1/2
Hams	0 13	0 15 1/2
Extra plate beef, per bbl.	12	50
	13	00

BUTTER.—Local trade in butter is fairly brisk. Demand is for all lines

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.

O. R. COOPER

TORONTO SALT WORKS

TORONTO, ONT.

AGENT FOR THE DOMINION SALT AGENCY

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

**B ROOMS
BRUSHES
ASKETS**

WOODEN WARE | **WILLOW WARE**

Paper Bags | **Wrapping Paper** | **Twines**
Grocer's Sundries

WALTER WOODS & CO.

Hamilton and Winnipeg

offering. Large rolls are still a little too high to attract grocers, since it is possible to obtain good creamery butter at prices but slightly above those quoted for rolls. The market is a little easier in feeling.

Choice creamery, salt, 56 lb. boxes	0 25 1/2	0 26
" " pound prints	0 23	0 24
Medium creamery	0 20	0 22
Western dairy	0 21 1/2	0 22
Large rolls	0 21 1/2	0 22

CHEESE.—Holiday dullness is still noticeable, but there is this week a better feeling in the market. There is some inquiry from the other side and a few fairly good orders have been filled. Holders are waiting for higher prices. Locally figures quoted are very well maintained.

Ontario, September make	0 13	0 13 1/2
" " late make	0 12 1/2	0 13

EGGS.—If anything there is a slight scarcity of eggs just now. Demand is very good for small lots, but few buyers care to take large quantities. Storage eggs are pretty well cleaned up. A few lots of new laid are reported arriving. Prices are very well maintained.

Fall selects, doz	0 24	0 28
Storage, No. 1, doz	0 21	0 22
Pickled, doz	0 21	0 21 1/2
New laid, doz	0 33	0 35

POULTRY.—The recent mild weather has militated against good business in poultry. Prices this week are easier.

Turkey, per lb	0 14
Chickens and fowls, per lb	0 07
Geese, per lb	0 09
Ducks, "	0 09 1/2

HONEY.—Honey continues scarce and prices are firm.

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

TORONTO.

PROVISIONS.—Prices are unchanged, except in fresh meats, which are higher. Last year 1-2c. was dropped from the price of pail lard.

Long clear bacon, per lb	0 11 1/2	0 11 1/2
Smoked breakfast bacon, per lb	0 15	0 15 1/2
Roll bacon, per lb	0 11	0 11 1/2
Small hams, per lb	0 15	0 15 1/2
Medium hams, per lb	0 13	0 13
Large hams, per lb	0 13	0 13
Shoulder hams, per lb	0 11 1/2	0 11 1/2
Backs, plain, per lb	0 16	
" " pea meal	0 17	
Heavy mess pork, per bbl	20 00	
Short cut, per bbl	22 00	24 00
Lard, tierces, per lb	0 12	
" " tubs	0 12 1/2	
" " pails	0 12 1/2	
" " compounds, per lb	0 08 1/2	0 08 1/2

Plate beef, per 200-lb. bbl	11 00	12 07
Beef, hind quarters	7 50	8 50
" " front quarters	5 00	6 00
" " choice carcasses	6 50	7 50
" " common	4 00	5 00
Mutton	0 07	0 09
Lamb	0 10	0 11 1/2
Hogs, street lots	8 5	9 25
Ves	0 09	0 10 1/2

BUTTER.—The market continues rather weak at practically unchanged prices. A lot of the butter coming in is feedy, and some of it goes slowly, but good stua is selling well. It is expected that supplies of milk will soon begin to decrease, with a consequent stiffening of the butter market.

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

EGGS.—The prolonged January thaw has made the egg market feel a little unwell. With good winter weather to discourage the hen from too early activity, the market will hold firm, and perhaps advance for the commission men all aver that stocks of eggs are not excessive. The market, however, is threatened with American eggs. Should there be much soft weather in the near future, there will be something doing in eggs. Some new laid eggs have been coming, but the drop of the thermometer will probably check the movement.

Eggs (strictly new laid)	0 30	0 35
" " selects	0 26	0 27
" " fresh	0 22	0 23
" " pickled	0 21	0 22
" " sp'its	0 18	0 18

CHEESE.—The market here is nearly featureless. Demand is regular.

Cheese, large	0 13	0 13 1/2
" " twins	0 13 1/2	0 14

HONEY.—Prices are unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" " in the comb, per doz	2 03
Buckwheat honey, per lb	0 08
" " in comb, per doz	1 50

POULTRY.—The market, owing to the soft weather, has been somewhat weaker, except in ducks. The demand for ducks is occasioned by the Chinamen, who always buy them alive, preferring their own method of killing. They bleed the fowls well. If the cold weather continues, the market is pretty sure to firm up.

Live Weight.	
Old fowl	0 06
Ducks	0 10
Young chickens	0 08
Dressed weight.	
Old fowl	0 07
Ducks	0 12
Young chickens	0 10
Geese	0 09
Young turkey	0 13
Old turkey	0 13

FRED DANE, COMMISSIONER.

Mr. Fred Dane, grocery broker, Toronto, was this week appointed by the Ontario Government a member of the Temiskaming and Northern Railway Commission. The salary is \$1,000 a year, and the duties will not interfere with his business. Mr. Dane is known throughout Canada as an Orangeman and he has spent his life in the grocery business.

A. A. Decelles, of L. Chaput, Fils & Cie, Montreal, and Mr. Hill, of the same firm, are in Toronto this week.

Begin the New Year Right—

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

Clark's Canned Meats and Beans

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

Make Hay While the Sun Shines

Not so
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**THAT TINNY TASTE
In some Jams
DRIVES CUSTOMERS AWAY**

Not so with

WAGSTAFFE'S JAMS

because the tin pails are gold-lined, which prevents the jam coming in contact with the tin. : : : :
This "between the two" is your safeguard for sales, your customers' safeguard for health. : : : :
Don't sell tinny tasting jam—sell

WAGSTAFFE'S

pure, rich, beautiful color jam.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited
HAMILTON, ONT.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

W. C. GREGSON & CO.,
PROVISIONS POULTRY
CEREALS
LIVERPOOL, Produce Exchange Bldg

This space \$15.00 per year.

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

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

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO.
Provision Merchants.
19 MATHEW STREET, LIVERPOOL.
Liberal advances on consignments.

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

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

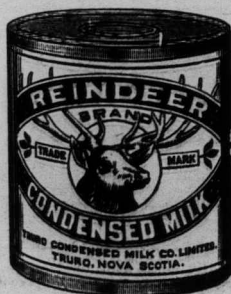
A. C. DOUGHTY & CO.
Head Office, 39 Eastcheap, LONDON.
PROVISION IMPORTERS
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions. A1, Western Union. Highest References.

This space \$15.00 per year.

P. & F. Vincentelli Makers and Exporters of Candied Peels.
Daily capacity of our plant: ten thousand lbs
Telegraphic Address—"VINOENTELLI," Antwerp. A. B. C. Codes.
General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats.
Best attendance on consignments. HIGHEST BANK REFERENCES

**WISHING YOU—
A SUCCESSFUL NEW YEAR**
The Goods That Will make It So.

REINDEER Condensed MILK		JERSEY Sterilised CREAM
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30 PER CENT PROFIT

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

THE
Manitoba Canning Co. Ltd.

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

CALL or SEND for samples to
NICHOLSON & BAIN,
WINNIPEG,

and compare our goods with other brands.

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

CEREALS AND CONFECTIONERY

Markets Still Very Quiet, But Enquiries Indicate a Revival—Grain Prices Thought to be at the Bottom.

Grain business is just beginning to recover from the holiday slackness. Quotations are very much the same. There is a feeling that prices have been scraping on the bottom, and that has occasioned considerable enquiry. Flour is very quiet at old prices. In the United States last week there was a quite notable increased activity in cash wheat and corn, but it followed depression in both, caused by short selling, by the big elevator concerns, to shake out the long interests, which has become tired of the protracted decline in stuff bought because it was cheap during the autumn. This depression had been carried to a low point on the crop that attracted foreign interest, in wheat as an investment, based upon and demand: and, during the week, between 150 and 200 boatloads have been taken from this and other ports, for both the Continent and United Kingdom.

MONTREAL.

GRAIN.—Grain is dull this week. The shortage of cars is felt by the grain merchants perhaps more than by any other class. Many have cars of grain which have been in Montreal for a month or more, but which they have not been able to get at. One grain dealer had to wait fifty-six days before securing a couple of cars for which he was waiting.

No. 4 barley, store	0 53
Feed barley, store	0 51½
No. 2 white oats	0 42½
No. 3 white oats	0 41½
No. 4 white oats	0 40½
New No. 3 yellow corn	0 14
No. 2 peas, basis 78 per cent. points	0 80

FLOUR.—No changes are noticeable in flour quotations this week. Trade is quiet, but is picking up after the holiday dullness.

Winter wheat patents	4 40	4 70
Straight rollers	4 00	4 20
Extra	4 10	4 40
Straight rollers, bags, 90 per cent.	1 75	2 00
Royal Household	4 61	
Glenora	4 10	
Manitoba spring wheat patents	4 60	
" strong bakers	4 10	
Buckwheat flour	2 25	2 30
Five Roses	4 60	

ROLLED OATS.—The market for rolled oats is without a feature this week. Prices show no change.

Fine oatmeal, bags	2 40
Standard oatmeal, bags	2 40
Granulated "	2 40
Gold dust cornmeal 98 lb bags	1 75
Rolled oats, 90-lb. bags	2 25
" 80-lb. bags	2 00
" bbls.	4 80
Choice boiling peas	1 00 1 10

HAY.—Although prices are unchanged, there is a slightly easier feeling in the local market this week. The transportation problem is somewhat improved since last report, and dealers are able to secure more deliveries.

Ontario bran	19 50	20 50
Ontario shorts	21 50	22 50
Manitoba shorts	21 50	22 50
" bran	19 00	20 50
Mouillie, milled	24 00	
" straight grained	25 00	28 00
Feed flour	1 30	1 35

FEED.—Demand for feed is strong, but supplies continue limited and it is difficult to meet the demand. The

shortage of railway cars also makes it hard for dealers to take care of their business.

No. 1	14 50
" 2	13 50 14 00
Clover mixed	12 00 12 50

TORONTO MARKETS.

GRAIN.—The market continues quiet, with some revival of inquiries, but little business. The car shortage is slightly

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

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

QUEBEC CITY

ALF. T. TANGUAY & CO.

Commission Merchants and General Agents

FLOUR, GRAIN and PRODUCE

SPECIALTIES:
Corn, Beans and Dressed Hogs
Correspondence Solicited.

QUEBEC

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

DON'T WOO COMMERCIAL DISASTER

Lots of dealers do that very thing right along. If you want the Barley trade that pays—get our prices now.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

CORONET ROLLED OATS

Bulk Only Quick Shipment

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

SALT

Winter importations now arriving—Get our prices

Verret, Stewart & Co., Ltd., Montreal

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

BEST

is pro
milling
thorou

PL

It cont
Manit
made
scient
plant

For Su
is with

West



Does Your Bank Account Need a Tonic?

You're just the man we're looking for—not because we are philanthropists; but because we believe in helping the fellow who isn't afraid to help himself.

Common-sense folks insist on **good cereals** nearly all the time and the wise Grocer always features **McIntosh's famous brands.**

"Swiss Food" is perhaps the most popular cereal in Canada—a friend the Grocer has found reliable through every week of twenty years.

"Beaver Oats" have attained a reputation for honest quality which is hard to beat. You know the premium (766) goes with this brand.

While **"McINTOSH'S CROWN BRAND ROLLED OATS"** have run these two favorites hard for first place ever since marketed.

Don't neglect your Cereal Counter. Feature **Our Big Three** and you're bound to win.

P. McINTOSH & SON - Toronto, Canada

BEST BAKERS' FLOUR IN THE WORLD

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

PURITY FLOUR

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

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

Western Canada Flour Mills Co., LIMITED



Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense

We Want You To Try It

All we ask for our flours is a fair trial—and we don't fear results. You will soon find that our brands attract the permanent trade of particular people.

"Premier Hungarian"
"White Rose" and
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED
BRANDON, MAN.

Agent Quebec and Maritime Provinces

O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL

Agent Province of Ontario

ALEX. BUTLER, Board of Trade Building, TORONTO

Agent Alberta and British Columbia

WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

relieved east of the lakes, but no better west.

(F.o.b. Georgian Bay points.)	
No. 1 hard	0 82
Manitoba wheat, Northern No. 1	0 80
" " " " No. 2, nominal	0 78
" " " " No. 3, nominal	0 76 1/2
Red, " per bushel, 78 per cent. points	0 69
White, " " " " " "	0 70
Mixed, " " " " " "	0 69
Spring, nominal	0 65
Goose, " " " " " "	0 51
Barley, No. 1, " " " " " "	0 49
" " " " " " " "	0 48 1/2
" " " " " " " "	0 45
" " " " " " " "	0 36
Oats, white	0 35
" " mixed	0 35

FLOUR.—Very little business is passing, prices are unchanged.

Pure Manitoba wheat per bbl in sacks	4 00	4 50
85 per cent. Manitoba patents, per bbl	3 90	4 00
Straight roller	3 40	3 50
Blended	3 70	3 80

CEREALS.—Market is quiet at unchanged prices.

rolled wheat in boxes, 100 lbs	nominal	2 25
" " " " 50 lbs	"	1 25
rolled oats, carlots, per bbl, in bags	"	4 00
" " " " " " in wood	"	4 25
" " " " " " for broken lots in wood, nominal	"	4 50
" " " " " " broken lots in bags	"	4 30
Oatmeal, standard and granulated per bbl	"	4 80
" " " " " " in bags	"	4 55

MARITIME DAIRY ENTERPRISE.

Big Company Extending Operations to Nova Scotia and Newfoundland.

(By our Special Correspondent.)

Advices from St. John's, Nfld., state that Sussex, N.B., is now supplying Newfoundland with choice creamery butter, which is preferred to the butter formerly shipped from Montreal and New York. The New Brunswick product is spoken of in the highest terms both as regards texture and flavor. This probably accounts for the small shipments of butter that have been made from this city to Newfoundland and the Maritime Provinces of late. Sussex has for years been noted for its dairy farms which, since the construction of the I.C.R. has been supplying St. John with milk. When the farmers woke to the possibilities of dairying, Sussex and the surrounding country became the natural headquarters of the movement. While the manufacture of cheese had for years been growing to extensive and profitable proportions, it was not until 1898 and 1899 that butter-making began to be a factor in the farm life of the province. In 1898 the total value of creamery butter made in New Brunswick was but \$18,557.00. In 1903 it had increased to \$183,000.00. The Maritime Dairy Company, of Sussex, is probably the largest Dairy Company in Eastern Canada. This company was organized in the Fall of 1904, under provincial charter, which since has changed for a Dominion charter. They operated the first year 14 butter and cheese factories with an out-

put of over \$200,000.00. In 1905 the turnover increased to \$375,000, and 1906 found this company operating twenty-eight creameries and cheese factories in the Maritime Provinces, with a turnover of over \$600,000. This company's factories are situated largely in New Brunswick, but we understand it is their intention to extend their operations in Nova Scotia as well, several situations for central creameries being now under consideration. This company stands in the peculiar position of controlling both the source of supply and its markets as well. This control of supply is possible only by reason of its policy of owning and operating a large number of the cheese factories and creameries from which the supply of cheese and butter is obtained. The company has branch supply depots at St. John, N.B.; Halifax, Sydney and St. John's, Newfoundland.

MONTREAL RETAILERS.

The greater part of the evening set for the monthly meeting of the Montreal Retail Grocers' Association was taken up with a discussion of the gas question. Ald. J. B. A. Martin, formerly of Laporte, Martin & Cie., was present at the meeting, and he was requested by President Daniel to give his views on the lighting problem.

Ald. Martin reviewed the history of gas in Montreal, and outlined the proposed course of action of the city council. Secretary Beaudry replied to Ald. Martin and in concluding asked the grocers present if they were in favor of the arrangements proposed to be made with the Montreal Light, Heat & Power Co. Those present were unanimous in their declaration that they were strongly opposed to the plan mapped out for the future.

The question of reimbursing the members of the association who went to Quebec last year came up again, and it was decided not to consider the question.



An Auto? No!
Peanut and Popcorn Seller.
Catalog show'em \$8.50 to \$350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

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

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST NUTRITIOUS

COCOA

AS GOOD AS GOLD

They certainly are just as good as gold and thousands of grocers know it.

We do not pretend to manufacture the only good biscuits on earth; but we think that



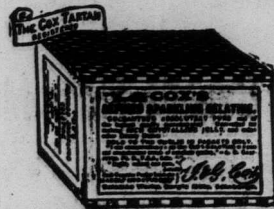
are, by all odds, the best cream soda biscuits on the Canadian market. If you do not feature

Mooney's Perfection Cream Soda

biscuits you are ignoring a trade builder of approved reputation.

THE Mooney Biscuit & Candy Company, LIMITED,
Stratford, - Canada.

YOUR CUSTOMER



May not know that
COX'S GELATINE
has been on the market for sixty years.
If you tell her this, and add that

STRENGTH and PURITY
have always been its leading qualities, she will applaud your recommendation of a good article.

Canadian Agents:
C. E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "
J. & S. COX, Ltd.
Gorgie Mills, EDINBURGH

The favorite in Europe—
The leader in the United States,
and now a good length in the
lead in the home stretch in
Canada.

Cailler's
GENUINE
**SWISS MILK
CHOCOLATE**

(Pronounced Kai-ler)

—Backed by the consuming public
—on account of its absolute purity
—and superiority over all SWISS
—MILK CHOCOLATE, CAIL-
—LER'S is a safe investment—
Take the tip—and play it for 1907
trade.

General Agent for Canada

William H. Dunn, - **MONTREAL**
394-396 St. Paul Street

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Purity is in it from the start of
manufacture.

The best selected Cocoa Beans are
always and only used in the
making of

Mott's
"Diamond" and
"Elite" brands of
Chocolate

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA FLAKES



25 Cent Household Package

Each package contains a beautiful china plate or
dish.

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

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

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

Wall Paper

SPRING WALL PAPER INDICATIONS.

WHEN the month of January passes into history, the present wall-paper season, which ends about that time, will, in all probability, prove to have been a most successful one; the average weight of paper consumed exceeding that of last year.

During the period of calm which precedes the ending of the season, manufacturers are kept busy by anticipating the demands of, and choosing proper designs for, the Spring season. When that time arrives the manufacturers of outside countries will find it no easy task to compete with our own manufacturers, who have gathered in a very good assortment of designs from the most important places where they are created. At the present time, silk effects are actively in demand. Next season some elaborate designs in landscape effects are promised, which are expected to surpass those shown last Spring. Some doubt is, however, entertained, as to the success of this line of goods, as it has not proven very successful during the past few years.

The most pleasing results during the past year were, perhaps, obtained from high-class floral designs.

In the matter of provincial taste in wall paper it may be noted that Quebec shows a marked liking for red tints and full designs, while the Western provinces greatly prefer soft shades and small, neat floral designs.

When the Spring season comes, as it will with a rush, you want to be

READY WITH QUICK SELLERS

You cannot afford to be stocked with Wall Papers that you have to sell by force. You should have

Wall Papers

that almost sell themselves.

Staunton's New Patterns are Distinctly that Kind. They are made to attract. They are made to sell rapidly.

THEY BRING YOU GOOD PROFITS

Our travellers are on their last round-up—would you like a call, or, perhaps our sample books to stock from? Send a postal.

(FLAT PRICES ON BORDERS)

Stauntons
Wall Paper Manufacturers Limited
Toronto

ROWAT'S

The name that applied to

PICKLES and OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.
All jobbers.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL



One Reliable Way

The Grocer who wishes to corner and hold a paying trade should stick to

Nicholson's Mince Meat

WE RECOMMEND

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brook's Bird Seed.


NICHOLSON & BROCK, 9 Jarvis St. Toronto, Ont.

ABOUT HALF THE MAP SYRI SOLI

has Map the half. W

ROSE & LA

“



HYG
Trade

Hy.

SOLE AG

**ABOUT
HALF
THE
MAPLE
SYRUP
SOLD**

**1
2**



has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling?

ROSE & LAFLAMME, Agents, - Montreal

**WEBB'S
CHOCOLATES**

High-class goods for
High-class grocers.

The largest and finest line of packages
and Christmas novelties in the Dominion.

The HARRY WEBB CO., Limited

31-35 Buchanan St., Toronto

**"Health"
COCOA**



HYGIEIA
Trade Mark

— IS —
Absolutely Pure

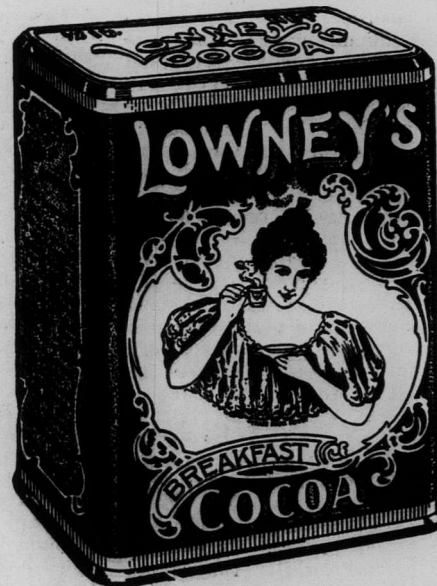
It is the right article to stock, being

**RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT**

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:
GREEN & CO., 25 Front St. East, TORONTO



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

CANADA'S CHEESE INDUSTRY

Last Year Made a New Record Every Way—Price, Production and Quality
All Made New Records.

In the year just closed few industries have made so remarkable an advance as that of the cheese and butter makers, says the *Globe*. Although the make of cheese was not equal to that of some previous seasons, the high prices which prevailed eclipsed anything in the records of the history, and resulted in much larger returns to the farmer than last season.

In fact, the high prices which our cheese demanded during the past twelve months caused a falling off in the make of butter, and, while the exports of cheese were in excess of those of 1905, there was a marked decrease in the exports of butter, the season in this respect being in striking contrast to last season, when the large exports and notably high prices for butter resulted in unprecedented returns to the producers.

The *Gazette* of Montreal, in its annual review of the trade, maintains that the falling off in the exports of butter has offset to a considerable extent the increased returns from cheese, so that, despite the remarkably high prices prevailing for the latter throughout the season, the aggregate return from the export movement in dairy produce this season were not greatly in excess of those of last season, and were less than those of the season of 1903, when the make was much larger, although prices were not as high as this season.

In fact, while the season has resulted satisfactorily owing to the high prices prevailing for cheese, The *Gazette's* carefully kept records do not bear out the impression rather widely entertained that the past season was a banner one so far as the returns of the dairy farmers were concerned. The estimate is made by The *Gazette*, that, allowing for the cheese still to go forward, our exports will represent a total value of \$29,000,000, this being the return to the Canadian dairy farmer from the season's exports. These figures represent only the export movement in dairy produce from Montreal, and do not, of course, include the home market, which in the last few years has become a very important factor. This is also true to a greater extent of the manufacture of butter.

"That there has been a material increase in the production of butter during the last five years," says Mr. J. A. Ruddick, the Dominion Dairy Commissioner, in a recent report, "is evident from the fact that, while the home consumption of butter must have increased at the rate of many million pounds annually, there is a growing surplus for export. The same also applies to cheese, because cheese is not so universally eaten as butter is."

The total exports of Canadian cheese from the ports of Montreal, Quebec and Portland for the season of 1906 were 2,258,357 boxes, of the value of \$21,228,554, as against total exports last season of 2,148,663 boxes of a value of \$18,263,635, or an increase for the past season of 109,694 boxes, and an increase in value of \$2,964,919. With the whole

range of prices as a basis, The *Gazette* finds the average price of cheese for the season at 11½c. per pound, or \$9.40 per box. This is compared with an average price of 10½c. per pound, or \$8.50 per box in 1905; an average price of only 8½c. per pound, or \$6.80 per box in 1904, and an average price of 11½c. or \$9 per box, in 1903.

Various causes tended to account for the exceptionally high prices. Stocks on the other side, at the beginning of the season, were extremely light, and consequently a keen demand developed, which was conducive to high prices from the start; in fact, prices from the very beginning kept ahead of values in Great Britain. The amalgamation of leading English and Canadian firms, too, resulted in strong competition. Among other causes, the Chicago tinned meat scare played a considerable part. The sensational revelations had the effect of diverting consumption in Great Britain to a considerable extent from canned meat to cheese. There was, no doubt, an abnormally high ratio of consumption in Great Britain, the increase being estimated at about 25,000 boxes per week for the whole of Great Britain, and this along with the short make of English cheese, was a strong factor in maintaining prices at a high level.

In the London market the ruling average price during the seven months of production was 59s. 6d., as against 54s. in 1905, so that cheese in London this year has sold on the average at 5s. 6d. per cwt. higher than it did last year. Canadian cheese not only maintains its supremacy in the British market, but continue to grow in prestige from year to year. Out of total importation of 130,062 tons of cheese into the United Kingdom for the year ending June 30, 1906, there were 95,884 tons received from Canada, which was over eight times the quantity received from the next largest exporting country—Holland. The quality of the cheese has not only maintained its former reputation, but on the whole has improved. A well-known British authority—Weddell & Co.—are quoted as saying: "The Canadian cheese-maker, like the Danish butter-maker, has become so proficient in his art that it is seldom necessary to unfavorably criticize his work. Whenever an inferior quality is produced in Canada it is now generally found to be due to want of suitable surroundings or to the uneconomical methods and customs of some factory, together with defective transit, rather than to the lack of art in cheese-making."

CANADIAN BUTTER ABROAD.

An interesting article in the *London Times* points out that one-fourth of the total imports of butter comes from Australia, New Zealand and Canada. About the same amount of butter is received from Canada as from New Zealand. The Canadian butter, this ex-

pert states, "is sweet and waxy, and as good as any butter that comes to Great Britain. If means were used to enhance the average value, as has been done in New Zealand Canadian butter would command high prices, but at present, the amount of choicest Canadian is so small that it scarcely receives the place it deserves on the market."

J. A. Ruddick, Dominion Dairy Commissioner, in his recent annual report, says:

"Butter is received in Great Britain from many sources, and it all competes more or less with that which is supplied by Canada. This direct competition is, however, a very satisfactory feature of the situation, because it means that it is possible for Canadian butter to replace that which comes from other countries to an almost indefinite extent. The increase in the consumption of butter in Great Britain, which has been so marked of late years, shows no sign of falling off, and this appears to be true in every country where butter is included in the daily diet of the people. The general improvement in the quality of butter, and the improved facilities for preserving it in a fresh condition, have induced many customers to butter their bread more freely than in the days when there was less strictly fine butter to be had, and when much of it became rancid before it was consumed."

The German Demand.

"The increasing demand for food supplies in Germany will have considerable influence on the situation in the future. At one time Germany exported to England, among other products, considerable butter, but the remarkable industrial growth of the country during recent years has increased the purchasing power of the people to such an extent that the home supplies are unequal to the demand. The result is that Germany is now importing a quantity of butter, and the amount is annually increasing."

"While Germany does not offer as good a market for our butter as Great Britain does, and it would be a mistake for us to split up the comparatively small quantity which we now send, and thus weaken our position in that respect, it will help the demand for our butter to have Germany absorb a portion of the supply which would otherwise come to Great Britain and thus compete with ours."

"Applying the law of supply and demand and having consideration of the vastly improved, and improving facilities for handling butter on both sides of the Atlantic, as well as on the ocean itself, one can only conclude that there is a great future before the Canadian butter trade, if the farmers who supply the milk, and the creamery owners and the buttermakers do their part in turning out an article of a uniformly high grade of quality. The writer believes it is possible for Canada to compete successfully with Denmark or any other country as far as quality is concerned."

TO THE TRADE

OWING to the rapid growth of our Commission, Import and Export business, we have deemed it advisable to put same into a Limited Company with a capital of \$500,000, with head office in Montreal and branch offices in Quebec and Ottawa, to be known as

D. RATTRAY & SONS, LIMITED

The partners of the old firm will retain their interest in the new company, and have charge of the active management of the company.

We thank our patrons for their favors in the past, and assure them that their commands to the new company will have the same prompt and personal attention as was accorded in the past.

Wishing you a prosperous 1907,

We remain, yours very truly,

D. RATTRAY
D. J. RATTRAY
E. E. B. RATTRAY

FRUITS, VEGETABLES AND FISH

After-Holiday Trade in Fruit Exceptionally Firm—Growers pleased with the Season—Fish Men Look Forward to Lenten Trade.

The California fruit situation is now highly satisfactory to the shippers. Good weather prevails, and the car shortage has at last been relieved. Although declines are noted in certain lines, the local orange market is holding remarkably firm, considering the season. The growers having apparently realized the folly of rushing fruit to market directly after the holidays, closed their packing houses for two weeks, giving the markets time to clean up, and the benefits of this move are now being felt. The demand at the coast is active, and about the same prices as at Christmas are being realized. Crops in Florida are reported to have suffered severely in the recent freeze, some reports estimating the losses at one quarter of the total growth, and it is expected that the demand for California fruit will increase as a result. Shipments of Messina marmalade oranges are due to arrive during the latter part of January.

Vegetable dealers report New Year's business as comparatively poor, but are not inclined to kick, as the Christmas trade was exceptionally brisk. The present outlook is satisfactory, a good demand prevailing, considering the season. Fish dealers are already looking forward to the increased trade produced by Lent.

MONTREAL.

GREEN FRUITS.—Trade in fruits is fairly good, considering the fact that the holidays are scarcely over. Prices are well maintained in most instances, although a few changes are noticeable. Grape fruit is cheaper, as are also Jamaica oranges. Almeria grapes have been advanced.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 40	
" jumbos	1 75	
Cocoanuts, per bag of 100	4 25	
Pineapples, crate	4 50	
Kumquats, box	0 20	
Mandarines, box	1 00	
Tangerines, half box	2 50	
Egg plant, doz	2 50	3 10
Apples, bbl	3 50	5 00
New lemons	3 25	
Pears per half box	2 75	
Mexican oranges, box	2 65	
California oranges, few navels	3 50	
Jamaica oranges, per bbl	5 00	
Jamaica oranges, per box	2 65	
Florida oranges, box	3 25	
New figs, per lb	0 08	0 13
Cranberries, Cape Cod, per bbl	10 50	12 00
" Canadian, bbl	8 00	
Florida grape fruit, box	3 50	
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	5 00	7 00

VEGETABLES.—Dealers report good demand for the season in vegetables. There is some demand for new potatoes at prices quoted, although it is necessarily limited when such figures rule. Old potatoes are still quoted at a very good price.

Parsley, per doz bunches	0 75	
Sage, per doz	0 60	
Savory, per doz	0 60	
Montreal cabbage, per doz	0 50	0 75
California tomatoes, crate	2 25	
Florida tomatoes, crate	6 00	
Turnips, bag	0 75	

Water cross, large bun hes, per doz	0 75	
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	0 75	1 10
California celery, crate	7 00	
Spinach, per bbl	4 50	
Cucumbers, per doz	3 00	
Celery, per doz	0 25	0 90
Potatoes, per bag	3 50	
New potatoes, lb	0 06	0 09
" " bbl	0 06	
Jersey sweet potatoes basket	2 0	
Spanish onions, crate	2 50	
" 56 lb cases	0 95	
Red onions, bbl	3 50	
B ets bag	0 75	
Green Peppers crate	6 00	
Carrots, bag	0 90	1 00
Green beans	10 50	
Mushrooms, lb	0 85	
Horseradish, lb	0 15	

FISH.—Fish merchants are preparing for the Lenten season which begins the middle of next month. Present trade is very satisfactory on the whole. In fresh and frozen fish supplies of cod and haddock are good. Just at present there is a shortage of frozen herring, but new arrivals are expected shortly. Tomcods are lower this week. All lines of salt fish are firm in price. Yarmouth bloaters are in good supply, arrivals being large; haddies are scarce. There is a good demand reported for bulk oysters which are arriving freely.

Fresh and Frozen Fish.

Fresh haddock, express, per lb	0 03	0 04
Halibut	0 12	0 09
Grass pike, round	0 06	0 08
Grass pike, dressed	0 06	0 08
Market cod	0 03	0 04
Steak cod	0 04	0 05
Mackerel large	0 10	
Dore	0 06	0 08
Whitefish	0 08	0 08
Small sturgeon	0 08	
B. C salmon	0 09	
Qual's salmon	0 07	0 08
Smelts	0 10	
New tomcods, bbl	1 80	

Smoked and Salted—

St. John bloaters	1 25
Haddies, in 15-lb boxes, per lb	0 07
Smoked herring, per lb	0 12
Yarmouth bloaters box	1 25
Skinless cod, 100 lb. cases	5 50
Boneless, 70 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05
Boneless fish, 25-lb., boxes, per lb	0 04
No. 1 salt eel	0 68
Dry cod in bundles	6 50

Oysters—

Standards bulk, per imp. gal	1 50
Selects, bulk, per gal	1 70
Oyster pails, pints, per 100	1 00
" " quarts, " "	1 25

Pickled fish—

No. 1 Labrador herring, per bbl	5 50
" " per half bbl	3 25
No. 1 N.S. herring bbls	5 00
" " half bbls	3 00
No. 1 Mackerel per pail	1 75
No. 1 Lake Trout, 100 lb. kegs	5 00
No. 1 Sea trout, 100 lb kegs	5 50
Labrador salmon	
" " in bbls	12 50
" " tierces	18 0
" " in 1/2 bbla	7 00
No. 1 green cod, in bb's. of 200 lbs.	7 00
Small	5 50
New turbot, bbls 200 lbs.	10 00
Pickled sardines " bbl	5 50
" " h'f. bbl.	3 00

TORONTO.

FRUIT.—Cranberry quotations are \$1 less per barrel this week. Some lines of oranges are a few cents lower per case, while lemons are quoted at from 25 to 50 cents less per case.

Oranges, Jamaicas, per bbl	4 50	
" Florida, 12's-21's	2 75	
" Mexican, 12's 21's	3 40	
" Tangerines, half box	2 25	2 50
" Valencia, 42's and 71's	2 50	3 00
" navels, 95's, 250's	4 25	5 50
Grape fruit, 46's 80's	2 10	3 50
Lemons, California, boxes	3 00	3 75
" Messinas, 300's-360's	3 50	4 00
" "	2 75	3 00

All Oranges are now in fine shape and the trade is taking them freely.

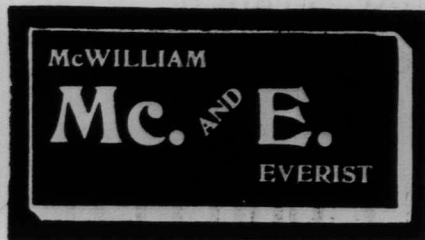
Have arriving this week:

- 3 Cars California Navel Oranges
- 2 " Mexican Oranges
- 1 Car Florida Oranges
- 1 " Florida Grape Fruit

also

California Celery, Bananas, Etc.

SEND IN YOUR ORDERS



TORONTO

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO. INGERSOLL

ESTABLISHED 1886

BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

Oakville Basket Co. Oakville, Ont.

Limes, per crate
Pineapples, Flo
Apples, snows
" Spies
" Baldw
" Greeni
" Kings
Bananas, per bu
Red bananas p
Grapes, Almeri
Chestnuts, per l
Cranberries, p

VEGET.

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Rhubarb i
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Potatoes, Dela
" Onta
Sweet potatoes,
Onions, Spanis

" Yellow
" Canad

Cabbage, new
Beets, new, per
Carrots, Canad
Lettuce, per do
Radishes, Cana
Green onions, I
Radishes, Cana
Cucumbers, hof
Mushrooms, im
Beans, white, p

" Lima, pe
Watercress, per
Tomatoes, Cali
Peppers, per bs
Parsley, per doz
Turnips, per b
Mint, per doz..
Celery,

Squash, Californ
Vegetable mar
Leeks, per doz
Pumpkins, per
Parsnips, per b
Sage, savory, ti
Oyster plant, p
Artichokes, per
Rhubarb, per d

" Califor

Fresh halibut
Haddock, fresh
Fresh cod, per
Fresh lobsters,
Shrimps per ga
Whitfish, per
Salmon trout, l
Oisocks, per bs
Striped bass, p
Blue fish, per l
Fresh mackere
Home cured bl
Eastern salmo
Finnish haddie
Oysters, per ga
Labrador herri

FISH.—
slightly l
whole the

Fresh halibut

Fresh halibut
Sea herring, p
Pink Salmon, l
Red
Fancy Manito
Smelt, No. 1,
" extra, l
Lake Superior

Frozen Halibu

Sea herring, p
Pink Salmon, l
Red
Fancy Manito
Smelt, No. 1,
" extra, l
Lake Superior

Home cured bl

Eastern salmo
Finnish haddie
Oysters, per ga
Labrador herri

" "

Frozen Halibu

Sea herring, p
Pink Salmon, l
Red
Fancy Manito
Smelt, No. 1,
" extra, l
Lake Superior

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Barker

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Limes, per crate
Pineapples, Florida, 30s and 24s	4 2	4 50
Apples, snows	2 00	3 00
Spies	3 00	3 50
Baldwins	2 00	2 50
Greenings	2 00	2 50
Kings	2 00	3 00
Bananas, per bunch	1 50	2 00
Red bananas, per bunch	.....	3 50
Grapes, Almeria, per barrel	6 50	7 00
Chestnuts, per peak, \$1.50 to \$1.75 per bush	5 50	6 00
Cranberries, per barrel	10 00	11 00
crate	3 50	3 75

VEGETABLES.—The potato market is easy, and prices are unchanged. Imported lettuce and out-of-season specialties, such as radishes and cucumbers, are a little dearer. Citrons are no longer quoted, and parsley is scarce. Rhubarb is added to this week's list, prices ranging from \$1.50 to \$2.00 per dozen bunches.

Potatoes, Delawares, per bag	0 85	0 90
Ontario	.....	0 75
Sweet potatoes, per hamper	2 00	2 25
Onions, Spanish, per large case	2 50	.....
small case	1 00	.....
Yellow Danvers, bags	1 15	.....
Canadian, per bag	1 10	.....
Cabbage, new Canadian, per bbl	1 25	.....
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 60
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads	1 00	1 25
Green onions, per doz	.....	0 20
Radishes, Canadian round, per doz	0 50	0 60
Cucumbers hot house, per doz	.....	2 50
Mushrooms, imported, 1-lb. boxes, per lb	1 00	1 00
Beans, white, prime, bush	1 50	1 60
hand-picked, bush	1 85	1 75
Lima, per lb	0 06	0 06 1/2
Watercress, per doz. bunches	.....	0 25
Tomatoes, California, per crate	.....	2 75
Peppers, per basket	.....	.....
Parsley, per doz	0 20	0 25
Turnips, per bag	.....	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
California, per case, 6 1/2 and 9 doz	.....	5 50
Squash per doz	1 00	1 25
Vegetable marrow, per doz	0 35	0 50
Leeks, per doz	.....	0 25
Pumpkins, per doz	0 75	1 00
Parsnips, per bush	.....	0 50
Sage, savory, thyme, etc, per doz bunches	.....	0 10
Oyster plant, per doz bunches	.....	0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 50	2 00

FISH.—Prices of some lines are slightly lower this week, but on the whole there is not much change.

Fresh halibut	0 18	.....
Haddock, fresh caught, per lb	0 06 1/2	.....
Fresh cod, per lb	0 08	0 09
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 25	.....
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 40	0 50
Ciscoes, per basket	1 00	1 25
Striped bass, per lb	.....	0 15
Blue fish, per lb	.....	0 10
Fresh mackerel	0 20	0 25
Home cured bloaters, per basket	1 25	.....
Eastern salmon, per lb	.....	20
Finnish haddie, per lb	0 07 1/2	0 08
Oysters, per gal	1 80	1 85
Labrador herring, per half bbl	3 00	3 25
bbl	5 50	6 00
Frozen Halibut, per lb	.....	0 10
Sea herring, per lb	.....	0 04 1/2
Pink Salmon, per lb	.....	0 19
Red	.....	0 10
Fancy Manitoba white fish, per lb	0 10	0 11
Smelt's, No. 1, per lb	.....	0 10
extra, per lb	.....	0 15
Lake Superior herrings, per lb	.....	0 03 1/2

The S.S. Mariner, has reached Bay of Islands, Newfoundland, for a cargo of frozen herring for the Atlantic Fish Companies. This will be her second trip for the season. The Lunenburg vessel, Glenwood, finished loading herring last week. She had on board, in all, 1,250 barrels of salt herring. This is the fifth vessel loaded this season by the Atlantic Fish Companies, making in all, a shipment of about 6,000 barrels.

Barker & Co.'s general store, McLeod, was recently burnt. There was no insurance. Reach & Co. were also burnt out, but carried some insurance.

"HOME GUARD"

is the brand of **FINEST MESSINA LEMONS** that comes to Canada.
A fresh shipment received. Order early.

California Celery

We have already handled 7 **CARS** and the season is just nicely started. We want everyone of you to handle it—a quick seller and a good profit maker, put up in 6, 6 1/2, 7, 7 1/2 and 8 doz. to crate, price \$5.50 per crate.

—TRY A CASE—

WHITE & CO., Limited

SOLE AGENTS

HAMILTON

TORONTO

USE THE PHONE

MAKE A "ST. NICHOLAS" RESOLUTION

NOW

and you will keep it until such time as it is time to : : :

RIP

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

GRAPE FRUIT extra fine this week, special price . . . \$3.50 per box

54, 64, 80 sizes

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

FRESH KILLED POULTRY WANTED. IF YOU HAVE ANY, SHIP US.

DON'T let your stock run too low on

FANCY ORANGES, LEMONS, GRAPES, NUTS, ETC.

We also have our **FANCY BANANAS** this week.

Phone or mail us your orders, we will catch first train

HUGH WALKER & SON GUELPH ONT.

HEAD QUARTERS FOR

Florida and California Green Fruit and Vegetables

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

Long Distance Phone M. 2702

MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, MONTREAL

BANANAS

exclusively the year around. Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

FINKLE & ACKERMAN

BELLEVILLE and BOWMANVILLE ONT. ONT.

DRIED APPLES
Highest Prices paid.

PERSONALS

G. A. Dufort, of Arthur Laframboise, Montreal, spent New Years in Quebec.

Ed. Cowan, Montreal, manager of the Cowan Company, Limited, was in Toronto this week.

Alex. W. Grant, of Alex. W. Grant & Company, Montreal, has left for Europe, on his annual trip.

A. H. Casavant, of The Canada Direct Tea Trading Company, Montreal, has left on a trip to the Maritime Provinces.

A. Bodenweiser, (Bode), Montreal, the gum man, passed through Toronto on his way from Chicago, where he and Mrs. Bode had gone for the holidays.

J. A. McCrea, of Guelph, whom grocery fame classes as a top notcher, has been laid up for a couple of weeks with throat trouble, but is again able to be about.

W. H. Millman, of W. H. Millman & Sons, Toronto, has spent the week in New York, in company with A. H. Baker, of the Old Homestead Canning Company, Picton.

J. B. Campbell, of the "Aeme" Can Works, Montreal, was a caller, last

week, at the Toronto offices of The Grocer. Mr. Campbell has always his book full of interesting news, and is posted right up in the trade.

Joseph White, representing Crown Manufacturing Company, Toronto, started out on the Northern and Eastern trips on Monday. Business to end of year, on his ground, was reported good, and prospects bright for 1907.

Victor Teasdale has been given the Eastern Townships territory representation for Laporte, Martin & Cie., Ltee., Montreal. Mr. Teasdale has been with this firm for some time, but he is, just now, making his first trip in the E. T.

E. Littler, Canadian manager of Walter M. Lowney Company, Limited, Montreal, was in Toronto this week. Mr. Littler was west with a view of securing a distributing warehouse for their Toronto and Western Ontario business, the growth of which makes this new departure necessary. Notice of location of Toronto warehouse will be given later.

Walter J. Elliott, formerly on the staff of E. W. Gillett Company, has joined Laporte, Martin & Cie., Ltee., Montreal, as sample room manager. Mr. Elliott has had much experience in the trade, and has many friends who will be glad to hear that he is now in Montreal. Mr. Elliott, when with E. W. Gillett & Company, covered part of the Province of Quebec.

We Would Like to See you order our Pure Apple Cider

We know you can with great ease retail it.

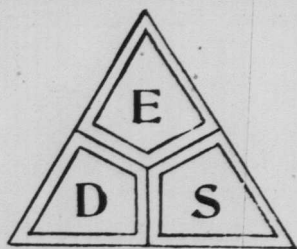
Write for proposition.

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

Cable Address: "SMIQUOD"
Codes used: A.B.C., 5th Edition: Private
T. F. SMITH & CO.
LOBSTER PACKERS
HALIFAX, N.S.
Shippers of
Live, Boiled and Canned Lobsters and Dry and Pickled Fish
CANNERS' SUPPLIES
Lobsters Packed in Hermetically Sealed Glass Jars a Specialty.
Choice Creamery Butter in Tins, all sizes, 1/2-lb., 1-lb., 2-lb., 5-lb., 10-lb. and 25-lb., and Kegs for Export.
CORRESPONDENCE SOLICITED

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

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



Just Something Better, Purer and More Wholesome

than the best produced by all other Canadian manufacturers is

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

A strong way of stating our case, but hardly as strong as the facts permit. Ask us for proofs of our assertions. Send along your test order to-day. That is the first step toward cornering a paying trade.



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

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

SHIP TO US
We pay highest market prices for
DRIED APPLES
and wish to do business with you. We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.
THE W. A. GIBB CO.
Packers and Exporters
7 and 9 Market Street, HAMILTON

W.S. LOGGIE CO., LIMITED
CHATHAM, N.B.
We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

Packers

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Works at
LaHave
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**Largest Packers of Sea Foods on
North Atlantic Coast.**

Packers of

Celebrated

**"Halifax"
"Acadia"
"Bluenose"**

Brands of
**Prepared
Boneless
Codfish**



**Packed in
clean original
packages.**

The
Trade-Mark
of quality on
every package.

Sold by
grocers every-
where from
Atlantic to Pacific.

SEND FOR PRICE LIST

ATLANTIC FISH COMPANIES, Limited

Head Office: **LUNENBURG, N.S., Can.**

Works at
LaHave, N.S.
Lunenburg, N.S.
Canso, N.S.
Bay of Islands, Nfld.

Agents
A. H. BRITTAIN & CO. - MONTREAL
H. G. CONNOR - - - - WINNIPEG
CHAS. MILNE - VANCOUVER, B.C.

Branch Offices
Halifax, N.S.
Montreal
Winnipeg

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

BONELESS CODFISH

PACKED AS FOLLOWS:

H.F. CO.—In 1 and 3-lb. boxes, and shredded
SCOTIA—In 2-lb. boxes, and 1 lb. tablets
CHEBUCTO—In 1 and 2-lb. bricks
WOODSIDE SKINLESS—50 and 100 lb. boxes

All good profit makers.

Write or see our nearest Agent—

Montreal—A. A. Perry, 6 St. Sacrament St.
Hamilton—Alfred Powis

Toronto—Anderson Powis & Co.
London—Wm. G. Coles & Co.

Ottawa—Frank Grierson

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

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

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

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

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon



Secure Supplies
While Obtainable

J. H. Todd & Sons
Victoria, B.C.
PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

DELICIOUS KIPPERED HERRING

We have the Best
Pack that was ever
placed on the Cana-
dian market.

Ask your Wholesale Grocer for the

**"BRUNSWICK
BRAND"**

KIPPERED HERRING
ALSO
FINNAN HADDIES

PACKED BY

Connors Bros., Limited
Black's Harbour, N. B.



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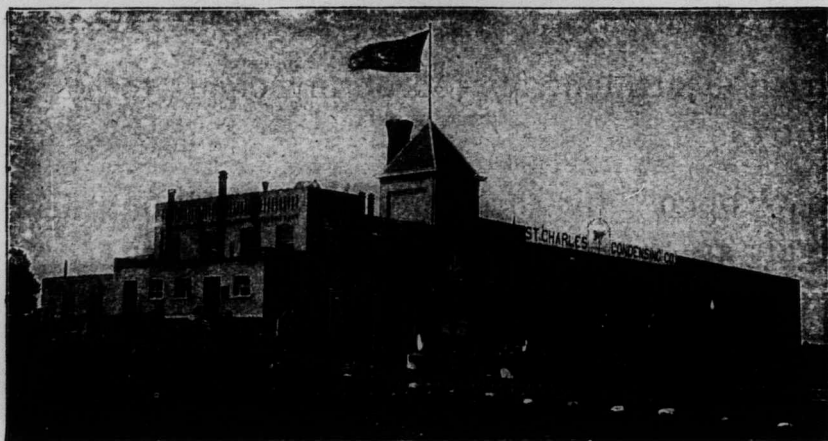
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It pays
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Our ass
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Also
ST. JOHN
GRAND
GASPE



INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

WE ARE COME TO STAY

We are sold by

ALL LEADING WHOLESALE GROCERS IN CANADA

Ask for us.

We are the best.

Take no other.

GOLDEN RULE BRAND SARDINES

J. W. WINDSOR, Montreal

**Packers of the largest assortment of Canned Goods
and Jams in Canada.**

FINNAN HADDIES

NEW CURED STOCK

It pays to get the best when you are buying this line. **LEONARD'S FINNAN HADDIES** take second place to none. Quality guaranteed absolutely **the best.**

Anything and Everything in Fish

Our assortment is the largest and best in Canada. Our prices will interest you---write for them. Give us a trial order.

Also
ST. JOHN, N.B.
GRAND RIVER
GASPE

LEONARD BROS.

20, 22, 24 and 26 Youville Square - MONTREAL

P.O. Box 639
Long Distance Phones

- ☞ I will prepay express on an assortment of 500 of my cigars to any new customer in 1907.
- ☞ I will leave the account "open" for three months, when you can remit, or if the cigars are not satisfactory you can return unsold portion at my expense and remit for balance.
- ☞ I guarantee that my **Pharaoh** and **Pebble** Cigars will increase any grocer's cigar trade.
- ☞ I bring the goods to your counter, give you your time to prove they will "make good." I take all the risk.
- ☞ If you want a better offer let me hear it, as I have not been able to "think it up."

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

☞ NOTE—This offer not necessary to 1906 customers as they all order in 1,000 lots and upwards.

The Tobacco to Handle

- T. & B.** still forges ahead because it is a good honest pipe tobacco, with a world of solace in every ounce.
- T. & B.** is not only popular with the smoker—it's also the grocer's favorite because the margin of profit is just right.
- T. & B.** widens your chances of trade, builds up good lasting friendships by the score, and incidentally helps you provide a decent competency not only for yourself but also for your posterity. Good Tobacco! Why—if angels smoked they'd smoke none other.

***T. & B. is certainly the tobacco you
want to handle***

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

HAMILTON, CANADA

It is rather a measure of the popularity of the cigar. One would like Havana, the cigars made, one smoking nothing weed which they lent tobacco. The however, for preference cigarette by the

The better class smoke more cigars habitants, view popular cigarette considered, the popularity than of Cuba. Foreign island at first preference after all, is natural they have heard weed and smoke landing in the country has its origin.

Little children, women, all smoke and year out. It proper for a woman and the natives prefer and without being anything but what these circumstances to find by official quires more cigars does Canada, all of the former is a lion and a half millions. Climatic island are such that likely to injure them as it is to harm reside in Canada tries.

There are numerous scattered over are kept busy all quality tobacco is cigarettes as that only difference is are kept for the small leaves, and waste tobacco (found in the manufacture

The Cuban considerably from the to have more body other differences with one accustomed to tobaccos. The were extensively used a the pectoral, rip paper wrappers. The business of tobacco a cigarette manufacturer put their goods on low price. The price is cuatro centavos package containing four cigarettes for other qualities which and five cents, but age is regarded as would probably be high as ten cents, contain a greater but sixteen is convenient number for For instance, the amounts to one cigarettes, which, by arettes constitute this one cent for seventeen cigarette duty would come to cent on every three

CIGARETTES IN CUBA.

It is rather a surprising fact that in Cuba the cigarette enjoys a greater measure of popularity than does the cigar. One would think that in a place like Havana, the home of the finest cigars made, one would find the people smoking nothing other than the long weed which they make from their excellent tobacco. This is not the case, however, for preference is given to the cigarette by the masses.

The better class of people, while they smoke more cigars than the poorer inhabitants, view with greater favor the popular cigarette, so that all things considered, the cigarette enjoys greater popularity than the cigar in the Island of Cuba. Foreigners residing on the island at first prefer the cigar, which, after all, is natural on their part, since they have heard so much about the weed and smoked it so often before landing in the country where the cigar has its origin.

Little children, boys, girls, men and women, all smoke the cigarette, year in and year out. It is not considered improper for a woman to smoke in Cuba, and the natives practice it quite freely and without being considered as doing anything but what is natural. Under these circumstances it is not surprising to find by official returns that Cuba requires more cigarettes annually than does Canada, although the population of the former is approximately one million and a half against Canada's six millions. Climatic conditions on the island are such that smoking is not as likely to injure those who indulge in it as it is to harm those smokers who reside in Canada and other such countries.

There are numerous cigarette factories scattered over the island and these are kept busy all the time. The same quality tobacco is used in making the cigarettes as that used for cigars. The only difference is that the large leaves are kept for the cigars while the very small leaves, and the trimmings and waste tobacco (finer grades) are utilized in the manufacture of cigarettes.

The Cuban cigarette differs considerably from the Canadian. It seems to have more body in it, and there are other differences which are noticeable to one accustomed to handling all kinds of tobaccos. The wrappers which are most extensively used are three in number—the pectoral, rice paper and waxed paper wrappers. Owing to the cheapness of tobacco and labor the Cuban cigarette manufacturers are about to put their goods on the market at a very low price. The popular price in Cuba is cuatro centavos, or four cents, for a package containing sixteen cigarettes—four cigarettes for one cent. There are other qualities which sell for two, three and five cents, but the four cent package is regarded as the standard. There would probably be packages to sell as high as ten cents, packages which might contain a greater number of cigarettes, but sixteen is considered the most convenient number from every standpoint. For instance, the Cuban excise duty amounts to one cent on every fifty cigarettes, which, by making sixteen cigarettes constitute one package, makes this one cent for three packages. If seventeen cigarettes were packed, the duty would come to a fraction over one cent on every three packages, and would

entail a great deal of useless figuring, which is avoided by the use of the recognized sixteen-cigarette package.

Owing to the scarcity of tobacco this year, it is to be wondered at where manufacturers are going to make money by selling cigarettes to retail at four cents a package—and the manufacturers themselves are wondering.

SMOKE AND SUCCEED.

Modern Demand of Business Sociability Helped by Use of Tobacco.

"Business is business," is no longer true. In these days the rendering should be, "Business is sociability."

A correspondent from the north of England who recently replied to an advertisement requiring "A gentleman of good social position for an important post in a large industrial firm," writes as follows:—

Smoke, Golf, Motor.

I had an interview with the advertisers, who, after a brief discussion of my business qualifications and experience, asked me whether I smoked, played golf, and could drive a motor-car.

I was informed that unless I could answer these questions in the affirmative, my application could not be entertained. "For," said my prospective employers to me, "in these days it is essential to cultivate the social side."

"You get on better with your clients, customers and rivals if you are on good terms with them; in fact you are distrusted if you do not smoke with them.

Inner Freemasonry.

"You are an outsider, excluded from that inner freemasonry of mankind, and the more personal relationship you can cultivate, the more consideration in business matters you are likely to receive.

"If you golf, or drive a car, you have

**SWEET
CAPORAL**



**CIGARETTES
STANDARD
OF THE
WORLD**

Sold by all the Wholesale trade

CLAY PIPES

None Equal. Insist upon McDougall's

There IS a difference.

D. McDOUGALL & CO., Glasgow, Scotland

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

JOS. COTE,

IMPORTER AND WHOLESALE TOBACCONIST

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

PHONE
1272

QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

an enormous pull over others who do not do these things, and who are, in consequence, termed 'rank outsiders.'

"You must have more than business credentials in these days if you want attention. But mind you, we don't want anyone who drinks. That is fatal. Even a moderate drinker, in these days, goes down in the esteem of his business acquaintances and competitors, if he takes an occasional glass during the day.

"It is bad form, as well as a bad sign, indicative of laxity and carelessness and a procrastinating nature. We must have a man who does not drink, but he must cultivate sociability as a business factor."

TIN CIGAR BOXES.

Down in Cincinnati cigar manufacturers are contemplating the use of tin boxes in putting up their cigars. The price of wooden boxes has been advancing steadily for some time, and if they go much higher manufacturers will be losing their profits. Buying the tin boxes in large quantities, it is possible to secure them at a very reasonable price.

TOBACCO LEAVES.

Chas. Landau, representing the Independent Havana Cigar Manufacturers in Montreal, has left for an extended trip to Havana and other Cuban points.

Ed. Youngheart, of Ed. Youngheart & Co., Montreal, has returned from an extended trip to the West.

Farmers in Essex County, Ontario, expect to make about \$100 an acre on their tobacco crop for 1906. The price is unusually low, but the crop is a heavy one.

The third International Tobacco Trade Exhibition will be held in London, England, in April, 1907. It is promoted by the proprietor of two well-known tobacco journals. Representatives from the British colonies at the exhibition are desired. It is stated that it is a unique opportunity for colonial manufacturers and tobacco growers to impress the British trade and public with the resources of the empire.

TRADE NOTES.

Gorman & McFarlane, general storekeepers, Douglas, Ont., have dissolved partnership, and the business will be continued by W. H. McFarlane.

D. Granda, of F. & J. Granda, Montreal, has returned from a trip to New York.

A. P. Tippet & Co., Montreal, have issued a very neat desk calendar for 1907.

John McInnis's grocery, Londonderry, N.S., was one of the stores that suffered in a fire which caused \$30,000 damage on Dec. 13.

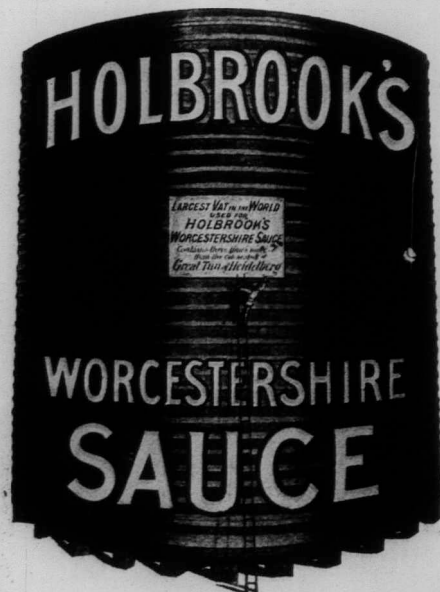
Thieves broke into J. W. Johnston's grocery, St. Thomas, on Dec. 5th, and took away with them a dollar in change and some goods.

Twelve actions have been entered by the Revenue Department against grocery storekeepers in Griffintown for selling liquor by the glass.

The grocery and general stores of Chamandy Bros. & Co., Chaple Bros., and K. George & Co., North Bay, were recently damaged by fire.

Jas. Burgess & Sons, general storekeepers, Grand Falls, N.B., and Puddington & Merritt, grocers, St. John, are applying for charters.

Robert Watson, manufacturing confectioner, has bought the factory on Soraren Avenue, Toronto, formerly occupied by the Liszt Piano Co.



The Largest Vat in the World!

NOW BEING USED IN
THE MANUFACTURE OF

HOLBROOK'S SAUCE

WILL FILL 2,500,000 BOTTLES

PURE FOOD NOTICE

Holbrook's Sauce is guaranteed to be absolutely free from all injurious chemical preservatives.

Canadian Branch: 25 Front St. E., TORONTO. Canadian Manager: H. Gilbert Nobbs

"I NEVER KNEW," a grocer was saying the other day,

"that there was so much clear profit in handling a line of cigars. I always thought a grocer ran a risk in carrying such a stock; but a traveller came round and supplied me with

Hogen - Mogen and Royal Sport Cigars

which I have been selling ever since. Everybody seems to like these cigars. They're sellers all right."

DO YOU KNOW THIS?

The SHERBROOKE CIGAR CO.
SHERBROOKE, QUE.

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INVENTORY SYSTEM

Did it ever occur to you the convenience it is in having a

Loose Leaf Stock-Taking Sheet ?



By their use it will facilitate the taking of your Inventory, lessen the possibility of making mistakes, and allow any number of clerks to work at one time. Each class of goods can be kept on separate sheets, then the whole can be assembled together in one of our Binders and kept in convenient form.

Before you think of taking stock write us for sample sheets and further information.

The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto Office :
18 Toronto Street

Montreal Office :
Alliance Bldg., 107 St. James St.

Winnipeg Office :
11 Nanton Blk., Main St.

Loose Leaf Ledgers

Start the New Year Right

Our Monthly Statement and Charge Systems are the very latest.

Special Prices: \$10.00, \$12.50 and \$15.00

Send for Catalogue

The Ontario Office Specialties Co.,
126 Adelaide E., TORONTO

ELECTRIC SIGNS

advertise you night and day. Without question the cheapest and most effective method of advertising to-day

We have excellent proposition to make in most Canadian cities for merchants to use electric signs.

Let us hear from you, and we will send you circulars.

The Martel-Stewart Co., Limited
Montreal, Canada

DO YOU PREFER AN

Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest—**We have it.**

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

\$57.00

Send a postal to The "Dayton"

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

Time Saved is All Profit.



Business Systems will cut the book-keeping of any business in half.

Business Systems are proportionately as economical for a corner store as for the largest wholesale house.

Our Monthly Account System posts your books and makes out your customer's accounts with one and the same movement of your pen.

Our Monthly Account System leaves nothing to change or recopy and prevents the

possibility of anything being forgotten.

Will you let us tell you more about this in detail?

Write us for full particulars.

It does not obligate you to buy.

BUSINESS SYSTEMS

LIMITED
85 SPADINA AVE.

TORONTO, CANADA

PLANS FOR THE NEW YEAR

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

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

"WALKER BIN" FIXTURES

Write for Illustrated Catalogue
"Modern Grocery Fixtures"

The Walker Bin and Store Fixture Co., Limited

BERLIN, ONTARIO

Representatives:

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

COLES Electrically Driven Coffee Mills



Single and Double Grinder

Pulverizing and Granulating

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

Our Grinders Wear Longest

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

GRINDING CAPACITY
Granulating 2 lbs. per minute.
Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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

COLES MANUFACTURING CO.

Nes. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

AGENTS:

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

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

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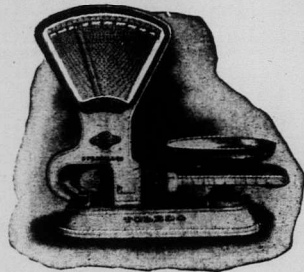
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TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

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

TRADE WITH ENGLAND

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

"Commercial Intelligence"

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

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

THE QUESTION IS--

Can you afford to carry on business without a

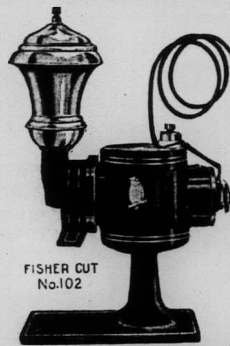
Duplex Counter Check Book?

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



The Carter-Crume Company, Limited
 Toronto and Montreal

ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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



The Finest Family Polish on the Market.

BLACK JACK

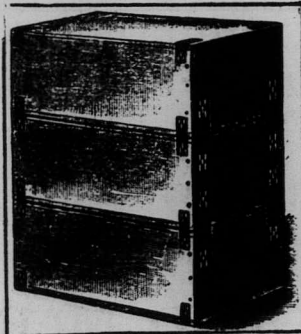
AT YOUR JOBBERS'

A Handy Method

For repairing boxes or binding 2 or 3 small ones together, use

Warminton's Clutch Nails

Also strapping, hoop iron and specialties for the shipping department. Write for samples to



J. N. WARMINTON

43 Scott St., Toronto

207 St. James St., Montreal



The next best thing to a big advertising appropriation is a

Climax Waggon

We are quite airy about the waggons we turn out and we've good reasons for being so.

The materials are the best available. Work solid and artistic. Prices—just what you expect to pay. Prompt shipment.

H. C. Abbott & Co. London, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

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

Jan. 10, 1907.

Baking Powder.

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

W. H. GILLARD & CO.

Diamond—

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, 1/2 lb., 4 doz....	\$0 45
" " " 1 lb., 5 doz.....	0 90
" " " 1 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case ..	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 80
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 95
2 ".....	12 ".....	1 40
2 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
1 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 ".....	7 30
1 ".....	6 oz.	4 90
1 ".....	12 ".....	Per case
1 ".....	16 ".....	\$4 55

ROYAL BAKING POWDER.

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

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

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$ 0 93
" 1 lb.....	1 33
" 6 oz.....	1 90
" 1 lb.....	2 45
" 12 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 20
" 5 lb.....	21 65

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

T. KINNEAR & CO.

Crown Brand—

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

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 16
Reckitt's Square Blue, 12-lb. box ..	0 17
Reckitt's Square Blue, 5 box lots ..	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes,	
according to size.....	0 99 to 1 10

Black Lead.

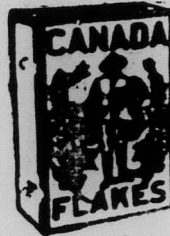
Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size,	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes, \$10.20	
per gross.	

JAMES' DOME BLACK LEAD.

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

Cereals.

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



PETERBOROUGH CEREAL CO.

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

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

Freight prepaid on 5-case lots assorted.

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, 1/2-lb., per doz.....	\$2 40
" 1 lb.....	1 20
" 10c. size ".....	0 90
" 5-lb. tins per lb.....	0 37
Soluble, No 1, 5 and 10-lb. tins, per lb	0 20
No. 2, 5 and 10-lb. tins,"	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	1 35
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

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

The following unsweetened:

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

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1/2-lb. pkgs., per doz.....	0 90
--	------

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

Confections—

Cream bars, 60 in box, per box.....	1 80
" 6 in box, per doz. boxes 2 25	

Chocolate ginger, per lb.....	0 30
" 1/2 lbs., per doz.....	2 25
Crystallized " 1/2's, per doz. boxes 2 25	
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes 0 35	

Chocolate—

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

Cocoa—

Concentrated, 1/2's, 1 doz. in box.....	2 40
" " 1-lb. " ".....	4 50
" " " ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " 1/2's, 12 lb. boxes.....	

EPPS'S.

Agents, C. E. Colson & Son, Montreal. In 1/2, 1 and 1-lb. tins, 12-lb. boxes, per lb..... 0 35
Smaller quantities..... 0 37

BENDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb tins, 4 doz. to case.....	per doz., \$ 90
" " " ".....	2 40
" " " ".....	4 75
" " " ".....	9 00

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Arthur Nelson, Vancouver, B.C.



Elite, 1/2's.....	\$0 32
Prepared cocoa, 1/2's.....	0 30
Prepared 1/2's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 40
" " " ".....	0 38
" No. 1 chocolate, 1/2's.....	0 32
" Navy " 1/2's.....	0 28
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's.....	0 24
" Confectionery chocolate, 2lb. to 0 31	
" Sweet Chocolate liquors, 2lb. to 0 35	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 12-lb. boxes	\$0 57
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 43
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 27
Caracac sweet chocolate, 1/2-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 11
Cracked cocoa, 1/2-lb. pkgs., 5-lb. bags ..	0 34
Caracac tablets, 100 bundles, tied 5 s, per box.....	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNY CO.

Canadian Branch, 165-171 William st. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 25c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 28c.	

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 30c	
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 30c.	

Milk chocolate—

6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 28c.	
100 2-cent pieces in box, each.....	\$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. tins. 25c.	
6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 25c.	

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1/2-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " ".....	22c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

XXXX chocolate powd

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins case.....	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquett (20).....	1 50
20c. " " (20).....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.	
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00
Evaporated cream—	
"Peerless" brand svap. cream.....	4 75 1 20
" " hotel size.....	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



Coffees.

JAMES TURNER & CO. Per lb

Mecca.....	\$0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12 1/2

E. D. MARCEAU, Montreal. Per lb

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27 1/2
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42 1/2c.
" III, 80-lb. boxes.....	37 1/2c.
" IV, 80-lb. boxes.....	35c.

Cheese.



Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	13 00
Medium size.....	12 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40

RISING SUN AND SUN PASTE

STOVE POLISH STOVE POLISH

More Fatal Accidents

The Daily Papers reported during December 1906, six very serious accidents from explosions of inferior, inflammable stove polishes. Two of these accidents are reported as fatal to the unfortunate users of the dangerous mixtures.

These accidents are by no means rare. Don't take any chances by selling your customers dangerous explosives under the name of Stove Polish.

Push **RISING SUN** Stove Polish in cakes and **SUN PASTE** Stove Polish in tins. Both are absolutely safe. Both pay you a good margin of profit.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE



FIRE AND FROSTPROOF STORAGE

FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Promptly**

ly **Delivered** to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL

Now is the time to test the value of
Condensed Milk and Evaporated Cream.

PEOPLE WANT PURE MILK.

Let us point out to you that the world's most eminent health and food specialists have awarded the palm to

Borden's Brands



"EAGLE" Condensed Milk

"PEERLESS" Evaporated Cream

(UNSWEETENED)



WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



For sale in Canada
Limited, Toronto
Montreal.
\$1, \$2, \$3, \$5, \$10

In lots of less than
books, 1 kind as
100 to 500 books ...
100 to 1,000 books ...

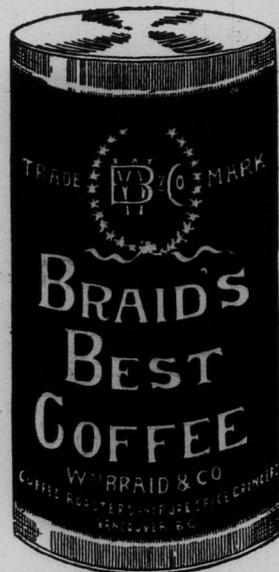
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\$1 00 to \$3 00 book
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "



The Davidson &
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Robinson's patent
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" "

REC

WM. BRAID & CO., Importers of **TEAS, COFFEES and SPICES**



BRAID'S BEST COFFEE

is not an experiment, but the result of careful, scientific blending and selection of the bean, combined with the use of the best and most modern machinery, which places **BRAID'S BEST** in the premier position it holds to-day.

Packed in 1, 2, 5, 10, 25, 50-lb. air-tight tins and barrels.

WM. BRAID & CO., Vancouver, B.C. **BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.**

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

In lots of less than 100 books, 1 kind assorted.	4c.	4c.
100 to 500 books assorted.	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "

BRUNSWICKS EASYBRIGHT CLEANER
CLEANS EVERYTHING.

Wholesale Agent

The Davidson & Hay, Limited, Toronto

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
"	1-lb. tins	2 25
"	groats	1 25
"	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz.

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 07
7 and 14-lb. wood pails	0 07
30-lb. wood pails	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	0 07

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 09½
4-bbls.	0 29½
Tubs, 60 lbs.	0 09½
Cases, 3-lb. tins	0 10
" 5-lb. "	0 10
" 10-lb. "	0 10
20-lb. wooden pails	2 00
20-lb. tin pails	1 90
Wood net, tin gross weight.	

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" 20 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" 100 sticks	0 73
Dulce large cent sticks, 100 in box	

Lye (Concentrated).

GILLETT'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$0 35
1-lb. tins	0 35
1-lb. tins	0 35
4-lb. jars	per jar 0 35
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	0 23
1-lb. tins	0 23
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails	per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.	\$2 15
Worcestershire, Holbrook's, large, per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

GOW BRAND.

DWIGHT'S BAKING SODA

Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00).
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

Per case.

No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders

GUELPH SOAP CO.

Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 30
Oriole soap	10 30
Gloriola soap	12 00
Straw hat polish	16 00

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

"Batger's" Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years**.

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme
Montreal and Toronto

All Grocers Selling "Klaus" Improved Swiss Milk Chocolate

find that they are working up a profitable branch of their business.

Public taste has decided that "Klaus" Chocolate is a delicious confection and a good food. It is a line that is asked for all the year round. If you are not already amongst those grocers who are selling Klaus, **START NOW**. Get your share of the trade. There are too many varieties to tell you about them here, but write us for particulars.

Canadian Agents:
ROSE & LAFLAMME
Montreal and Toronto

IMPORTANT NOTICE TO GROCERS

Finding that we have been infringing on another firm's rights, by using the name Welcome for our leading brand of soap, we have changed the name and will continue making this brand under a new name which will appear in our next advertisement.

The Guelph Soap Co.

J. C. WALKER
E. J. C. WALKER, Props.

Don't Be Caught

like many canners were this year— with a short supply of cans and a large pack of fruits and vegetables ready for canning.

It is poor policy to put off ordering your cans until the last minute, when chances are that the manufacturers cannot guarantee to supply the goods.

Acme Cans are Good Cans

and give satisfaction.

— Order from us to-day

Acme Can Works

MONTREAL

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Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingsley Mfg. Co., Cincinnati.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Webb, Harry, Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Cannery, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crume Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

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Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.

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Warminton, J. N., Montreal.

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Cowan Co., Toronto.
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Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

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Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

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Bickle, J. W., & Greening, Hamilton.

Connors Bros., Black's Harbor, N.B.
Halifax Fish Co., Halifax.
Windsor, J. W., Montreal.
James, F. T., Co., Toronto.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Smith, T. F. & Co., Halifax, N.S.
Todd, J. H., & Son, Vancouver, B.C.
Wee MacGregor & Co., Toronto.

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Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

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Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Vincentelli, P. & F., Antwerp.

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Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto
De Y Barrondo, J. V., & Co., Bordeaux, France.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The, Company, Montreal.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
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Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

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Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd., Brandon.
Greig, Robert, Co., Toronto.
Kironac, Nap. G., & Co., Quebec.
Leitch Bros. Oak Lake, Man.
Mackay, J. Co., Ltd., Bowmanville, Ont.
McIntosh, P., & Son, Toronto.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
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Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

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Bourque, T. A., & Co., Shebrooke, Que.
Chouillou, C. A., & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.

Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

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Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago

Infants' Foods.
Keen, Robinson & Co., London, Eng.

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Walker Bin & Store Fixture Co., Berlin.

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Goodwillies—Rose & Laflamme, Montreal
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Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
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Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Hunn, W. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Honeyman, Haultain & Co., Regina.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.

Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Bathgate, & Co., Winnipeg.
Taylor, W. A., Winnipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
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Copeland-Chatterton Co., Toronto.
Crain, Rolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto
Universal Systems, Toronto.

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Crown Mfg. Co., Toronto.
Holbrook & Co., London, Eng.
Ozo Co., Montreal.

Hudson, Hebert & Co., Montreal.
Lytle, T. A., Co., Toronto.
Mason, Geo., & Co., Ltd., London, Eng.
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Oakley, John, & Sons, London, Eng.
Ozo Co., Montreal.

Polishes—Stone.
Nickel Plate Polish Co., Chicago.
Ozo Co., Montreal.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Hillock, John, & Co., Ltd., Toronto.

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Gray, Young & Sparling, Wincham, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.

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Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.

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Church & Dwight, Montreal.

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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.

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International Stock Food Co., Toronto

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Edwardsburg Starch Co., Cardinal, Ont.
Ozo Co., Montreal.
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"Sugars" Limited, Montreal.
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Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Codville-Georgeson Co., Winnipeg
Crown Mfg. Co., Toronto
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co., Bristol, Eng.
Ozo Co., Montreal.
White, Cottell & Co., London, S.E.

Washing Compounds.
Fairbank, N. K., Co., Montreal.
Gillett, E. W. Co., Toronto.

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Woods, Walter, & Co., Hamilton.
United Factories Ltd., Toronto.

Wrapping Paper, Paper Bags, Twines, Wood Dishes, Etc.
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Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 580 lbs.

Winn & Holland
Montreal

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"GLOBE," with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, - ONTARIO

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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

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"GLENER"

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'WELLINGTON'
KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of
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Agent:
JOHN FORMAN, - 644 Craig Street
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are
Always Right**

*F. R. Munro (DH)
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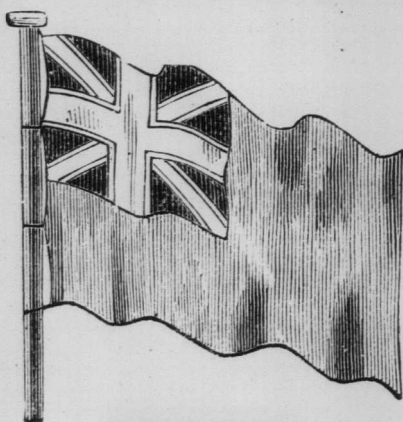
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