

CANADIAN GROCER

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

Montreal: 781-782 Eastern Townships Bank Bldg.
London, Eng.: 88 Fleet St., E.C.

Toronto: 19 Front St. East.

Winnipeg: 511 Union Bank Building.

New York: Rooms 1109-1111, 160 Broadway.

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NO. 2.



KEEN'S OXFORD BLUE

The only argument necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it **once**—they will buy it **always** thereafter. That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**
Agents for the Dominion of Canada

Every live grocer is now selling Syrup. Syrup is seasonable and a good seller. Of all brands on sale there is ONE that makes for satisfaction and profit to dealer all the time.

"Crown Brand" Corn Syrup

For table use, made from the finest selected white corn. A suggestion to your customers for a trial tin will make steady business. For sale by all jobbers in Canada.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER



MACONOCHIE'S
Pan Yan Sauce
and
Pickles



Purveyors by special appointment to
His Majesty the King.

Canadian Agents:

MacLaren Imperial Cheese Co., Ltd., Toronto, Can.



Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with “Shell” Soap. Antiseptic, sanitary, clean. Not a *Pure Oil* “tallow soap”—no decaying animal matter in it. Absolutely pure.

**“Shell”
Soap**

Bramwell’s Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary “salts” “*Bramwell’s*” of commerce. They are in a class by themselves.

**Epsom
Salts**

Pastacaldi’s Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected “*Peels*” peel—drained. Pastacaldi’s name on every box.

PASTACALDI'S
Leghorn
CITRON PEEL

ARTHUR P. TIPPET & CO., AGENTS
Montreal, Canada



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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.

<p>Face-to-Face Business Are you satisfactorily represented in this district? If not, write G. WALLACE WEESE Manufacturers' Representative 30-32 Main East HAMILTON</p>	<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is The Irish Grocer, Drug, Provision and General Trades' Journal. 10, Garfield Chambers, Belfast, Ireland</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>Selected Raisins, Currants, Evaporated Apples. <i>Prices Right.</i></p>	<p>SPOT GOODS Muscavado Sugar Sultana Raisins Two and Three Crown Shelled Almonds Rolled Oats Flaked Wheat Split Peas Pot, Pearl and Pinhead Barley <i>Prices on Application</i> DOMINION BROKERAGE CO. 73 Front St. E - - - Toronto</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited.</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>Canadian Agencies Wanted E. SAVILLE WEBB 7 St. Stephens Street BRISTOL, :: ENGLAND</p>
<p>WAREHOUSE ACCOMMODATION IN OTTAWA Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>— TO — Brokers and Manufacturers' Agents —Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.</p>
<p>Try a Condensed Ad. in the Grocer.</p>	<p>An inch space in this department costs 77 cents per week or \$40.00 per year. W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1886.</p>	<p>Write for particulars to The Canadian Grocer Montreal Toronto Winnipeg</p>

SNAPS IN CANNED FRUITS

TO RETAIL AT
15 CTS. TIN
 Raspberries, Strawberries, Peaches, Pears,
 Red Pitted Cherries, Black Pitted Cherries,
 Lawtonberries, Egg Plums - - - all 2s.
 Pie Peaches - - - - - 3s.

Blue Plums, Grapes, Lombard Plums, Green
 Gage Plums - - - - - all 2s.
 Apples, Pie Peaches - - - - - 3s.

TO RETAIL AT
10 CTS. TIN

300 Cases "Jordan" Crawford Pie Peaches, Gallons, 3.50 doz.

IT WILL PAY YOU TO GET OUR QUOTATIONS

EBY-BLAIN, LIMITED
 Wholesale Grocers - - - TORONTO

A PHENOMENAL SELLING LINE



40c.	Grade costs you	30c.	per lb. in	lead packages.
50c.	"	"	"	"
50c.	"	"	35c.	" in 5lb and 3lb fancy tins.
50c.	"	"	36c.	" 1lb and 1/2lb "
60c.	"	"	42c.	" in lead packages
75c.	"	"	50c.	" "
1.00	"	"	70c.	in 1/2lb fancy tins
1.00	"	"	72c.	" 1/4lb "

In the 40c and 50c grades (lead packages only) we can supply you in Black, Green or Mixed; other grades all Black.

A card to us will bring you all the information required.

RAM LAL'S PURE TEA CO., Limited
 266 St. Paul St., MONTREAL

No single line you handle reflects more directly on your stock in general than your CANNED GOODS.

Our claim to your patronage lies in the fact that we use only the freshest of the choicest fruit and vegetables procurable, prepare them and can them in an up-to-date sanitary factory and place them on the market in first-class condition.

**OLD
Homestead
Brand**

**Canned
Fruit and
Vegetables**

is the name of the brand thus prepared—the brand you can rely on.

Old Homestead Canning Co., Picton, Ont.

THE CANADIAN GROCER



OUR OUTPUT
IN PACKAGES WAS

63,290 in 1892

346,507 in 1894

1,368,550 in 1896

3,560,025 in 1898

6,103,760 in 1900

8,478,830 in 1902

12,385,215 in 1904

17,113,985 in 1906

19,146,505 in 1908

20,280,570 in 1909

We sold over 320 times more tea
in 1909 than we did in 1892.



THE CANADIAN GROCER

Delivering the Dozen

THINK! It takes no longer to deliver a dozen bottles of

"E.D.S." BRAND JAMS and JELLIES

than one! and it means eleven more bottles on which you are making a profit. Offer a little discount, and sell the housewife a dozen bottles at a time. You will be surprised how often you can do it, and delighted with the way your "E.D.S." stock is moving. It's worth trying

Sell the brand which has been certified 100 per cent. pure.

MADE BY

E. D. Smith at his fruit farm **Winona, Ont.**

A new line you should stock---Our Unfermented Grape Juice

"There are 24 Reasons Why"
You Should Handle
"Cook's Friend Baking Powder"



A LEADER FOR 50 YEARS

ONE IS:---Because it is made from absolutely pure ingredients and contains no alum or other harmful acids.

That's Enough Without the Other 23

Manufactured by
W. D. McLAREN, LIMITED
Baking Powder Specialists
MONTREAL



The Daily Household Work

entails soiled hands, and

SNAP

is the preparation you can recommend and sell for cleansing the hands of all grease, dirt, tar or paint. It is easily applied, is antiseptic and beneficial to the skin. Mention SNAP when you are taking the weekly grocery order.

Buy from your jobber.

THE SNAP COMPANY
MONTREAL : : CANADA

Our Advertising and Its Relation to You

We want you to be in touch with our plans Mr. Dealer---we want you to know them as intimately as we do ourselves. Co-operation is the only possible way to success for both of us.

Now the sooner you know our plans the sooner you will put in your stock of

Pure Gold Goods

(Trade Mark Registered)

The sooner you put in this stock the sooner you will begin getting your profits on the sale of the goods.

Frankly, we don't care how small your initial order is. In fact, we don't want you to load up on the goods at the start--it's a poor way to prove our case by trying to fill your shelves.

Make your order small--but make your order. What we want is that you be in a position to deliver the goods when they are called for.

We will trust to the quality of the goods, the advertising and your good judgment as to what quantity will constitute an active stock to bring us repeat orders--larger and larger as time goes on.

And this leads up to our original point---*write* us for sheet illustrating and describing our advertising campaign. Ask us any questions you will about our plans--we will gladly inform you.

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

To the Trade:

You Should in Stocking

**CEYLON
TEA**

Be Ever Careful to Buy
The Better Grades.

IT IS

**The Most Profitable
Policy in the Long Run.**

Selling Cheap Teas at Fine Tea Prices Might Show Big
Profits Temporarily, but It Would Eventually Kill Trade.
And It Would Discourage Growing Fine Teas.

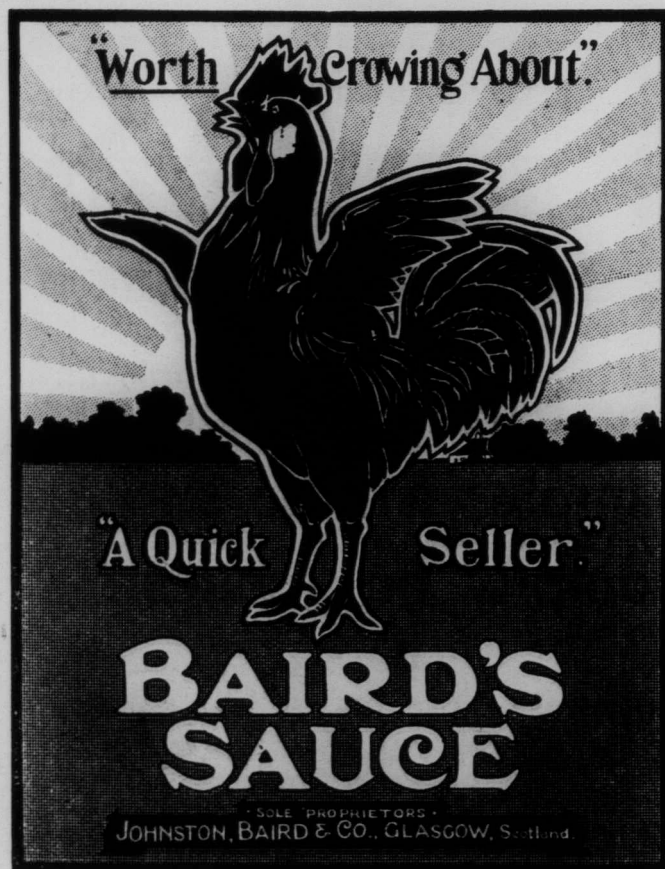
Do you want to do a reputation business?

If so, you must carry reputation goods!

In Coffees this means CHASE &
SANBORN'S High Grades—you
will soon note the increased trade.

Chase & Sanborn, Montreal

The Importers



"Worth Crowing About."

A Quick Seller.

BAIRD'S SAUCE

SOLE PROPRIETORS
JOHNSTON, BAIRD & CO., GLASGOW, Scotland

10,000 Cash Buying Agents Wanted for
McCLUSKEY'S

REGISTERED

Original T'ETTE Tanninless Concentrated
TEA ESSENCE

In 6d, 1/- & 2/- Bottles.

Per Gross, 57/-, 108/-, 216/-, in 3-dozen cases, each size.

McCLUSKEY'S

Original Concentrated

TEA ESSENCE

In 6d, 1/-, 2/- & 2/6 Bottles.

Per Gross, 54/-, 102/-, 192/- & 288/-, in 3-dozen cases,
each size.

Orders—TERMS, for United Kingdom, cash with order, is
Carriage Paid. EXPORT, Continental, Colonial and Foreign
remittance with order, is delivered free to any ship in United
Kingdom port, by the Sole Inventor and Maker.

Patrick McCluskey

Manufacturing and Export Chemist

LIVERPOOL

The Government's Opinion of Our Factory Is Well Worth Considering—

Here is what the Dominion Government Inspector of Canned Fruits and Vegetables had to say about our factory—as reported in the St. John Standard of Wednesday, December 22nd, 1909:

“——found everything in excellent shape. He
“said that they were doing a very good business
“and that the class of canned goods put up was
“of the best quality.”

It is in this factory that **BOSTON BAKED BEANS** and **BALAK-LAVA BRAND SARDINES** are packed.

Quality Will Out—And a Government Inspector is Certainly a Disinterested Party.

The **Eastern Canning Co.**, Port Canada, N.B.

JAPAN TEAS

We are closing out the balance of stock at different points. Samples will be submitted to Jobbers promptly on request.

S. T. NISHIMURA & CO.
Montreal and Japan

IT'S A SHORT-SIGHTED POLICY

to send good customers elsewhere.
Your customers are buying H.P.—SOMEWHERE.

ARE YOU SUPPLYING THEM?

H.P. SAUCE

W. G. Patrick & Co., Toronto and Montreal.
R. B. Seeton & Co., Halifax, N. S.
W. H. Escott, Winnipeg, Man.
The Midland Vinegar Co., Birmingham, Eng.

St. Lawrence

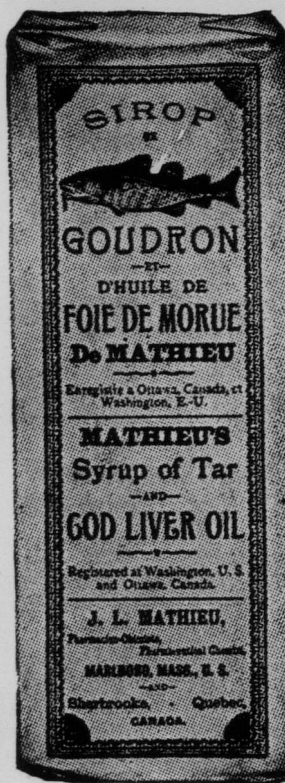
GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

The St. Lawrence Sugar Refining Co., Ltd.
Montreal



A COLD CURE EVERY Dealer Can Recommend

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it.

Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

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

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners, Winnipeg, Edmonton, Vancouver.

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

GOOD COFFEE

Coffee better than the average. Coffee superior to others. Coffee so exquisite in flavor.

That people want it again—and again. That's what

AURORA COFFEE

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers HAMILTON

BRANCH HOUSE: SAULT STE. MARIE

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

**Manzanillas, Queens, Club House, Nutoliv
Pitted, Celery Stuffed, Pimento Stuffed**

SELECTED FIRST QUALITY FRUIT ONLY.

PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG

Quaker Salmon

is always the same. That's the beauty of it. You can recommend it to your customers to-day, to-morrow and every day, and you can always be sure that the Salmon will back your guarantee.

Order from

MATHEWSON'S SONS

Wholesale Grocers

MONTREAL

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining, and are the result of experience and modern machinery.

Manufactured by

**The Canada Sugar Refining
Company, Limited, Montreal, Que.**



SHIRRIFF'S JELLY POWDERS

Produce delicious jelly
Retain the natural fruit flavor
Are easy to handle
Pure and palatable
Refreshing and Reliable

ARE YOU STOCKING THEM ?

They are sure and profitable sellers

Imperial Extract Co., 8-10-12 Matilda St., Toronto

1910
Tartan
BRAND

Our Annual Tea Sale

January and February Bargains

Black Tea, 14c to \$1.00 per lb.

Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

The practice is to let stocks run a little low after the holidays. Perhaps this is well during stock-taking, but this work over, one should stock up promptly in all leading lines. Make it a rule of the new year to keep up assortments in

**STERLING
BRAND
PICKLES**

—that famous Canadian-made pickle that is in ever-increasing favor with the best class of customers.

THE T. A. LYTLE CO., LTD.
Sterling Road
TORONTO



**FINE OLD ENGLISH
Pure Orange Marmalade**

SEASON 1910

NOW READY FOR DELIVERY

100% PURE

No color or preservative used. Finest Seville Bitter Oranges and best granulated sugar only.

WAGSTAFFE, Ltd.
PURE FRUIT PRESERVERS
HAMILTON, - ONTARIO

At the Ottawa Exhibition, Wagstaffe, Ltd., were awarded a diploma for having the finest selection of preserved fruits.

EWING'S

Sage, Savory, Thyme, Mint, Marjoram!

How are your stocks of these? They should be such as to enable you to fill all orders without any delay. Write us, or speak to one of our travelers if your supply is low.

S. H. EWING & SONS
Montreal Toronto



Nothing like it for Infants and Invalids. Like what? Why

Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made, It is perfectly sterilized, is unsweetened, and manufactured with the utmost care and cleanliness. Are you handling this Brand? It is worth recommending.

Order from your wholesaler.

The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.

EVERY MOTHER

Wants the Richest
Milk for her Baby



Jersey Sterilized Cream

is 13% Richer than the Best of other brands
in Canada.

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



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

THE QUESTION OF QUALITY
BEING SETTLED, WHAT ELSE
INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING ABOUT A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

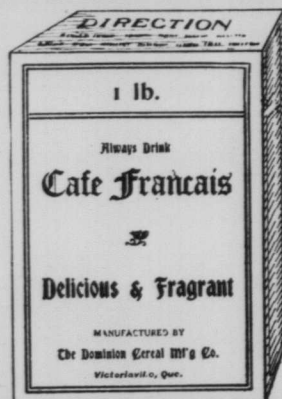
A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT.
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS

TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO



Cafe Francais

is a good line to stock right away. It is a profitable article to push, and will give you more return, for less effort, than most other groceries.

WRITE FOR FREE SAMPLE

Dominion Cereal Mfg. Company
VICTORIANVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

Commands a Preference over all others.

AGENTS
W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto
J. W. Snowdon, 413 St. John St., Montreal

We are open to do business on easy consignment terms

MALT VINEGAR

IS THE BEST

Made from the finest malted barley.

AGENTS
W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.

Write our Agents for Particulars



Half the toil

of household work is removed when

ASEPTO SOAP POWDER

"The enemy of dirt"

is brought into the house.

This most efficient and economical SOAP POWDER should prove a powerful lever to move the whole of the family trade to your store.

SEND FOR PRICES

There's Money In It For You

ASEPTO MFG. CO.
ST. JOHN, N.B.

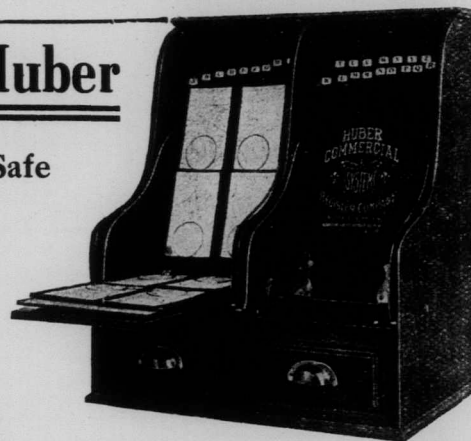
The Huber

Fits Any Safe

No Weak Springs

Solid Oak Cabinet

Will Last a Lifetime



The Huber Account Register and System has been in successful use by Canadian merchants for three years. It cuts out Book-keeping; collects your accounts; pleases your customers; increases your trade; and at the same time gets your business down to practically a cash basis.

FOR INFORMATION ADDRESS

R. B. Belden & Co.,
Manufacturers

178-180 Victoria Street - - Toronto

Spices, and How to Know Them

By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates. 176 Pages. 100 Illustrations.
Price \$3.50, Postpaid.

MACLEAN PUBLISHING COMPANY
(Technical Book Department)

10 Front Street East - Toronto, Canada



"The Food of Old Holland"

You are interested in goods which do not hang fire—for which there is a demand all the time.

SELL

HOLLAND RUSKS

which are delicious and nutritious, and leave you a worth-while profit.

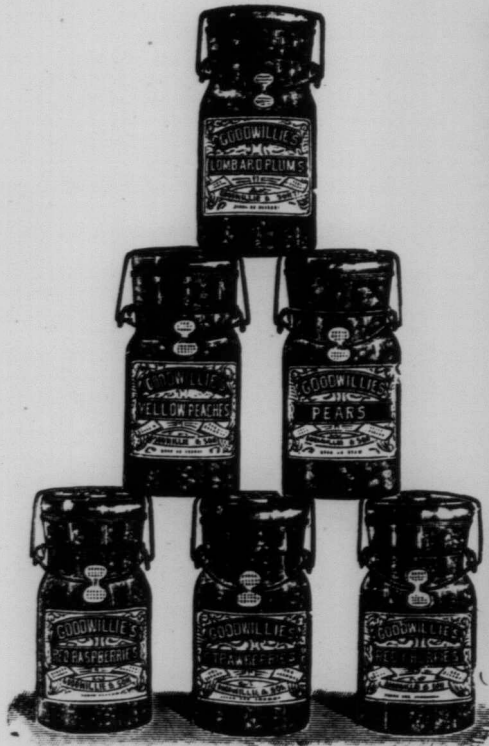
SEND FOR SAMPLE

HOLLAND RUSK CO., - HOLLAND, MICH.

If your Jobber can't supply you, write

McGREGOR SPECIALTY CO.

672 Yonge Street, TORONTO



The
Fresh
Fruits
are
care-
fully
selected
—
Their
delici-
ous
flavor
appeals
to
every-
body

You should have them in stock.

Agents ;
ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

JOSÉ SEGALERVA

MALAGA, SPAIN

Packer of

Malaga Table Raisins
" Loose Muscatels
Shelled Almonds, Etc.

SUPERIOR QUALITY
VERY ATTRACTIVELY PACKED

Segalerva's Brands are well known every-
where and can be had from your Wholesaler.

Be sure and ask for "SEGALERVA"

Agents

ROSE & LAFLAMME, LIMITED

MONTREAL AND TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's
"Edinburgh"
Coffee Essence

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

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

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

Thos. Symington & Co.
EDINBURGH

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

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

GINGERBREAD

BRAND

Creates the Demand

This well-known Molasses is packed
in tins—2's, 3's, 5's, 10's and 20's; in
pails—1's, 2's, 3's and 5's, 10 gallon kegs,
half-barrels and barrels.

When ordering from your whole-
saler mention the above brand.

The Dominion Molasses
Co., Limited

HALIFAX

NOVA SCOTIA

Goods of Established Reputation

sell faster than the unknown kind. Nowadays everybody wants foods that bear the guarantee of a good name.

HEINZ

57 VARIETIES

Pure Food Products

(The kind that contain no preservatives)

make new customers and hold the old ones because they are known to be pure, clean-made and of the highest quality. Always sold under the double guarantee to comply with every food law and to satisfy all tastes. Money back to your customer if they fail to please.

Anything that's  is safe to sell.

H. J. HEINZ COMPANY.

New York Pittsburg Chicago London



Made
in
Canada

IT'S NOT WHAT YOU EARN BUT WHAT YOU SAVE

You should be able to show a profit on the business you have done.

Some merchants show a greater profit than others and their sales have been no larger. What's the reason?

The most successful merchant is the one who knows just how his business stands every day and does not spend his valuable time or the expense of valuable or high-priced help to give him the information. His losses have been reduced to the minimum by System.

THE McCASKEY CREDIT REGISTER SYSTEM

Handles accounts with but ONE WRITING.

It eliminates errors and disputes.

It stops all forgetting to charge goods.

It pleases the customers and draws new trade.

It is an automatic collector.

It puts the merchant in complete touch with every detail of his business, both accounts receivable and accounts payable.

It handles credit sales as quickly as cash sales.

OVER FIFTY THOUSAND McCASKEYS IN USE.

Drop us a postal for free information.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

TORONTO, CANADA

LOVATT & LOVATT

LANGLEY ART POTTERY



THE "OSBORNE"

We have pleasure in bringing to your notice our new pattern "The Osborne," which includes Teapot, Coffee Jug, Hot Water Jug, Sugar Basin and Cream Jug. We have adopted a new shape for the Teapot which harmonizes with the decoration. We have also fitted the Hot Water Jug with the "Acme" Mount, made of the best Britannia Metal, which can be easily removed from the Jug for cleaning purposes and yet is held firmly when in use

SOLE CANADIAN AGENTS:

Carveth & Company

600 Lindsay Building - Montreal

AGENTS FOR BRITISH COLUMBIA AND THE YUKON:

W. HARRY WILSON & CO., Vancouver

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service.

No Advance in Price.

Write for samples, or telephone repeat orders at our expense.

TORONTO

and

MONTREAL

Phone Main 2511

Phone Main 2511

Manufacturers Here Is A Fertile Field!

☐ In the Eastern Townships the people are well-to-do, and there is a ready market for high-class goods, if they are properly introduced.

☐ My long experience in the business and good connections enable me to push your goods to your best advantage. I have a large warehouse for storing stocks, too.

☐ Write me about **your** line.

Victor Archambault
SHERBROOKE, QUE.

CANADIAN PACIFIC WESTERN EXCURSIONS Single Fare

Plus \$2.00 for the
Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and
KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

THE PEOPLE OF JAMAICA

are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax

HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

GARLAND BRAND

They are the best

Packed by

Palvast and Van der Viiss, Holland

WRITE

W. H. ESCOTT

BROKER, - WINNIPEG

Direct Importer, for a Car

Stop That Leak!

Stop the loss occasioned by bad bills —stop the loss of good credit customers because of misunderstandings. There's a simple, easy, practical way.

Allison COUPON BOOKS

systematize credit accounts, simplify collections, please the customer and eliminate arguments. They cost but little and pay for themselves many times over.

HOW THEY WORK



A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10 — No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No pass books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best.

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, U.S.A.

BASKETS

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

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

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

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



CHINESE STARCH

Always Leads
Quick Seller
Big Profits
No Dead Stock

Get Prices

**OCEAN MILLS
MONTREAL**



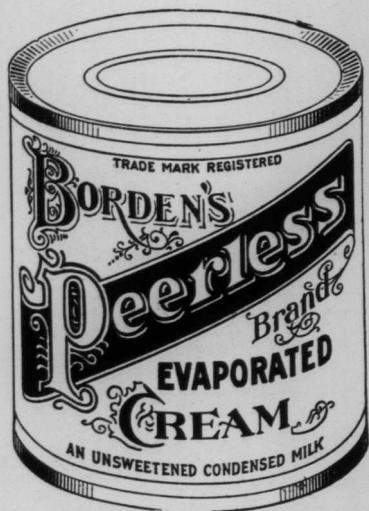
White Dove Cocoanut

is a line that you can carry in stock all the year round, but this is the time to see that you are beginning right, by having a good supply on hand for the season when cocoanut sells most freely.

W. P. DOWNEY

MAKER - - MONTREAL

Borden's new 5c. package has been a big success—



UNSWEETENED

Retails at 5c.

\$2 per case of 4 doz.

IN planning for a big increase in business during 1910, put first on your list of good resolutions: "I will double my sales of Borden's Brands." You can always be sure of pleasing your customers if you recommend them yourself and instruct your clerks to do so as well.

Borden's Condensed Milk Co.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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

Are You Stocking These
Rapid Sellers?

RICHARDS

Quick Naptha Soap, Snow Flake Soap
Chips, Ammonia Powders,
100% Pure Lye,
Toilet Soaps

There's money waiting for you in these
lines! Try a case.

FROM ALL JOBBERS



A SPECIAL CHANCE

for you to stock up in

KITCHENER BRAND PORK and BEANS

Now offers, as we are in a position to quote exceptionally low prices on 1, 2, and 3-lb. sizes in plain or Tomato Sauce. This well-known brand is a genuine satisfaction-giver, and you should avail yourself of this chance without delay. If your wholesaler cannot supply you, write us direct.

THE OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.



Start the Year Right!

If you have not a stock, at once order a supply of **White Moss Coconut**, that you may be sure you are always giving your customers absolutely the purest grade manufactured.

The Canadian Coconut Co.

MONTREAL

Special Offer Before Stock Taking

¶ We have decided to considerably reduce our stock in certain lines of goods from now until the first of February next before stock taking.

¶ We therefore offer real bargains to the trade, based on reduced prices which every well posted buyer may verify.

¶ Look over the following list and ask for our quotations and judge the value of our offers.

As the Fish Season will soon be on, we offer to the trade the following Bargains in Sardines

175 Cases of Sardines "JONQUIERA,"
10/12 Fish in Pure Olive Oil.

TO ARRIVE SOON

300 Cases of Sardines "ROMAIN et
CIE.," 12/14 Fish in Pure Olive Oil.

Write for Samples and Prices, it will pay you!

ALWAYS IN STOCK

"WHITE BEAR,"
Finest Norwegian Sardines.

"BONNE MENAGERE," Club Tin 1/4,
Finest French Sardines in Oil.

"LES SUPERBES," Club Tin 1/4,
Finest French Sardines in Oil.

To be Cleared before Stock Taking

2000 Cases Assorted French Pastes,
Brand "BLANC et FILS," France.

Cases of 25 1-lb. pkgs.

Cases of 25 lbs. loose.

Ask for Samples and Prices, it will pay you!

Teas! Teas! Teas! Teas!

VICTORIA
BRAND

PRINCESSE
BRAND

Japan, Gunpowder, Siftings, Fannings,
Ceylon Green & Black, Black,
Indian, Congou, English Breakfast,
Etc., Etc.

On all orders of 200 lbs. or over, for one
kind or assorted, we will pay all freight
charges in Ontario and Quebec.

Write, Phone or Wire at Our Expense

Laporte, Martin & Co., Limited

Montreal, Quebec

COFFEE
ROAST
FURN
PAT
1896
G
W. J. L. & Co.

Adar
Albe
Allis
Ame
Andi
Arch
Asep
Ayin

Bake
Balf
Batt
Bene
Blue
Bord
Brac
Brist
Briti

Cans
Cans
Cans
Cans
Caps
Carg
Carr
Cart
Cary
Ceyl
Char
Chas
Chri
Clar
Claw
Com
Com
Com
Cox,
Cox,

Davi
Digr
Don

Here Are Two Old Reliable Sellers!

YOU CANNOT DO BETTER THAN PUSH THESE TWO LINES ENERGETICALLY DURING THE COMING YEAR. THEY BOTH YIELD A GOOD PROFIT AND ARE EASILY SOLD, THEY ARE SO WELL KNOWN.

TO-DAY, Look over Your Stock of

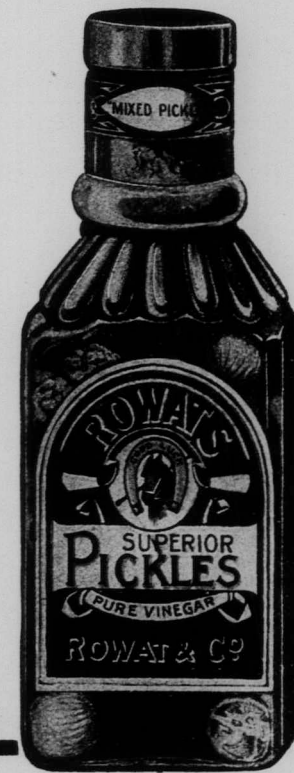
Rowat's Pickles and Olives

and

Paterson's Worcester Sauce

SOLE OWNERS

ROWAT & CO. - Glasgow, Scotland



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The Grocer's Interest in the Coming Great Exposition

Addition of Millions to Our Population Will Mean Much to the Grocery Trade—Pulse of the Expanding Trade Will be Felt all Over the Dominion With Winnipeg as Centre—Advice on Planning for The Big Event.

By George M. Hall.

When the first great Canadian Exposition is put on in Winnipeg in 1913, there will be none of the several classes of tradesmen who will derive greater benefit from the Exposition or have a greater stake in it than the grocer. The grocer's interest in Canada's Exposition is a real thing now when the event out of which this interest springs is in anticipation. At present this interest is of the sort which arises from profits in prospect from business that is sure to come, but which is not yet to be put upon the books. At the very moment that it shall be decided when the Exposition is to take place, at that moment the concrete interest of the grocers of Canada in the Exposition will take the place of present form of interest, a form partaking more of the abstract. From that time forward, through the several years of preparation, during the busy months, when Canada's International Exposition will be the gathering point for millions of people, after the gates of the exposition shall have been closed and for years to come, the effects of the great exposition on the business of the grocer—retail and wholesale—are bound to be felt and in a manner highly beneficial.

Millions to be Fed.

Three self-evident propositions—corollary to the exposition project and proving the grocer's interest in that enterprise—are:

That the exposition will be the means of bringing many millions of people to Canada.

That these people, will be far from their home base of supplies and must be fed the while.

That the Canadian grocer will be the medium through which the greater part of the immense food supply must be furnished.

All of this is too plain to require more than a bare statement of the facts. Comparison of population figures, accessibility and other features of Winnipeg and other cities where expositions have been held, show that it is highly probable that eight or nine million people will attend the great Canadian Exposition to be held in Winnipeg. It goes without saying that this great influx of visitors into Canada, will create an enormously increased demand for food supplies, a demand which will have its greatest energy centered in and about Winnipeg, but which will rest in varying degrees of weight upon the grocers all over the Dominion. Entering Canada from the east, south and west, the flood of exposition visitors will pour over the

country creating an instant demand for goods that stock the shelves of the grocery store and keeping up this demand throughout the time these visitors remain in Canada.

How to meet this demand will be the chief question the grocers of Canada will have to deal with—of the demand itself there can be no doubt. Wholesale and retail stocks must be heavily increased, and where the demand is sharpest and most insistent, there will be needed larger stores and increased service of clerks and distribution. Stocks that will be called for most frequently—ready-to-eat things, especially—will need special attention. The grocer who lays himself out to meet the great demand that will be imposed upon him by the exposition in the most complete and economical way will naturally reap the greatest benefits, but it will be almost an impossibility for any grocer whose store is located within reach of a railroad in any part of Canada to escape the burden of this increased trade or to avoid its profits.

Will Have Time to Prepare.

Fortunately, there will be ample time for preparation. Even in Winnipeg, where the demand will set in soonest and will reach its highest point, the process will be gradual enough for the competent business man to gauge his needs beforehand, and to prepare to supply them. The advance army of artisans, laborers, workmen of all classes, concessionaires, exhibitors, and all manner of people who will visit Winnipeg during the preparatory stages of the exposition, will constitute a demand upon the local grocer that will lead him by stages toward the point where his stock and his service must be as complete and satisfactory as wise provision and sound business management can make them.

The Winnipeg grocer who sets himself to the task of making the highest possible profit from the extraordinary trade which the exposition will bring him, will organize a sales system that shall make cash its chief aim, reduce credit sales to the lowest points and provide for credit collections in the most thorough way.

General Demand Will be Great.

Away from Winnipeg, the problem of how to meet increased trade demands brought about by the exposition will not require so much preparation, but its difficulties will be increased by the comparative suddenness of the demand and its greater force in proportion to the means to meet it. Cheap railroad fares will distribute the exposition visitors pretty well all over the country on in-

coming and outgoing travel as well as through the countless excursions that will be made within the Dominion by persons whose chief object in coming to Canada will be to acquire first-hand knowledge of the country, which has so large a place in the public eye. No less than those who stay in Winnipeg longer, will these travelers have to be fed, and their food supply will come largely from the grocery stores of the country. Wide-awake grocers who are located at points to be touched by travel, will have plenty of time to prepare for the increase of trade that will come to them and the probable number of exposition visitors will be determinable with reasonable accuracy as time develops the plan and scope of the event.

Who Builds Best, Makes Most.

Everywhere throughout the Dominion, the demand for groceries will be heavily increased as a direct result of Canada's International Exposition. Out of this increased trade profits are to be made in proportion to the trade itself. As is always the case, the men who handle their trade best—who grasp the opportunity most thoroughly—will make the most money; the occasion will offer and it will remain for the grocers of Canada to set their houses in order to meet the greatest demand that has ever been made upon them and to get the highest profit that legitimate business methods entitle them to get.

The condition of trade after the exposition need not worry the Canadian grocer. It would be foolish to expect that the food demand after an occasion that practically doubles the population of the country, will be as great as it is while the event is in being, but there will certainly be more trade for Canadian grocers after the exposition than before it because nothing can be surer than that the permanent population of Canada will be increased largely as a result of the Exposition. The grocer who must prepare for an abnormal demand while the exposition is in progress, will have the great advantage of knowing just when the event will begin and with equal accuracy when it will end. He will have four or five months to dispose of his increased stock and only poor figuring or some extraordinary circumstance can saddle him with an unsold surplus at the close of the season of great demand.

Viewed as a business proposition from the grocer's point of outlook, Canada's International Exposition is more than promising, it is an absolute assurance of heavy trade and good profits.

Wants Elimination of Three-for-a-Quarter System

Figures Showing How Merchants Actually Lose Money Apart from the Cost of Doing Business When They Sell by This Method—Writer Calls it a Foolish Idea Which Lowers Standing of the Trade—Why Grocers Should be Business Men.

By A. H. Harvey.

It seems to me it is time someone should take the initiative in the elimination of that time-worn evil—the two-for-a-quarter and three for-a-quarter system of selling goods which are disposed of individually at 15 and 10 cents respectively. It has now become so prevalent that it is one of the subtlest parasites in the retail trade of to-day.

A grocer in speaking to me about the same matter remarked that the general grocer is more unbusinesslike in his methods than the ordinary farmer's wife and does not deserve the name of merchant.

Ask a farmer's wife on the market whether she would let you have three for a quarter for anything she was selling at 10c each; she will give you such a "setting out" that you wouldn't try the trick again for some time. A large number of manufacturers of various lines of goods arrange their packages to retail at 10 and 15 cents each, and at this allow the retailer a very fair profit. Some cost 90c, some 95c and some \$1 per dozen, or 7½, 7 11-12, and 8 1-3 each. This would give the retailer 33 1-3, 26 6-19 and 20 per cent. profit, but if he sells 3 for a quarter his profits will be 11 1-9, 10 10-19 and 0 per cent. respectively.

Now there is not a grocer in Canada who can do business for what he makes on these goods. Almost unawares the grocer is robbed of his profits through this pernicious custom. Think of giving 6 cakes of soap for a quarter and making 17c on a box of 100 pieces! A great many of these evils in the grocery trade are traceable to lack of business knowledge.

Take for instance a tobacco which is intended to sell at 10c a plug. The retailers in their foolishness started to sell it 3 for a quarter. The manufacturer seeing that the retailer was giving his profits to the consumer, raised his price to 8 7-9 a plug which makes it impossible to sell 3 for a quarter but if sold at 10c will give the retailer 1 2-9 cents per plug profit. The retailers in their commercial wisdom are down on this manufacturer for raising the price and are friendly and warm supporters of another tobacco manufacturer whose goods they can sell 3 for a quarter and make only 5-6 of a cent profit.

Should Serve Apprenticeship.

This is neither business nor common sense and yet this is the opposition that confronts the qualified grocer. Too many are in the business who have never served an apprenticeship and who do not understand the rudiment of business. One grocer I know of was recently selling a 20c article for 10c and he was naturally doing a rushing business, until his attention was called to the fact that he was selling it about 6c less than he paid for it. Such business blundering is a hindrance to the trade, which brings out forcibly the need of a practical business training.

Let us look at some more of the evils the grocer has to contend with, to show that he cannot afford to do business carelessly, or follow the 2 or 3 for a quarter method. What has he in his store which is exclusively handled by grocers? Practically nothing but sugar. Tea, coffee, vegetables, and fruit are all sold by pedlars, canned goods by the butchers and flour and cereals by the flour and feed men, and the grocer gets what is left. Cut out the sugar on which he makes a mere trifle, and the 2 for a quarter goods, and then take a good look at what is left and you will get a fair idea where your profit, to make your business pay, is to come from. Robbed of trade by pedlars and undersold by ignorant men in the trade, shows the absolute necessity of organized effort in order to save the retail grocery trade from ruin.

The retail grocery trade is a necessity and therefore has a right to be protected, and it remains for the grocers themselves to wake up and drop their foolish, selfish jealousy and work together for the good of their trade.

OTHER SIDE OF FIXED PRICES.

From New York Commercial.

A Government official declared today that unless several large manufacturers of staple grocery articles do away with contracts which they have forced on wholesale grocers to keep up prices, prosecutions would be begun. The manufacturers complained of were called before United States District Attorney Wise, and warned.

Many of the contracts are declared to be in violation of the Anti-Trust laws. All contracts which provide a penalty for changing the selling price come under this head.

The manufacturers have gradually extended their power over the wholesale grocers. Once they were satisfied with a pledge from the wholesaler that he would not undersell to the retail grocer. Now they demand that the retailer maintain a fixed price to the consumer.

High price contracts have been in vogue for some time. Of late the wholesalers have been required to make affidavits regarding their sales. Any variation from the fixed price was punished with a fine and if the fine was not paid the wholesaler was boycotted.

The matter was brought to the attention of District Attorney Wise by Austin, Nichols & Co. The firm refused to sign a high-price contract, and one manufacturer cut them off his selling list. The firm took up another manufacturer's goods and pushed them so successfully

that the original manufacturer tried to get back the business.

J. H. Parker, of the Boston wholesale firm of Parker, Cobb, Bates & Yerra Company, is in the city on a campaign against the high-price contract. He said:

"The attitude of the manufacturers is bad. We do not try to dictate to them at what price they shall sell their food-stuffs and claim they have no right to enforce prices upon us that affect our dealings with the public. If wholesalers and retailers are satisfied with a profit that will enable the public to buy for seven cents an article for which they have been compelled to pay ten cents, we believe it is our right.

"This difference of nearly 30 per cent. is just about the average difference housewives are compelled to pay on many staple articles that they could buy cheaper if it were not for these objectionable contracts.

"Now that the wholesalers have found that the contracts are in violation of the law, they are going to fight to a finish and bring trade to a basis that is not controlled by secret contracts and agreements."

TRADE NOTES.

An explosion in the mill of the Buffalo Cereal Company, Buffalo, N.Y., caused the deaths of three men.

Broderick and Jackson, Vancouver, B.C., are opening a grocery store at the corner of Victoria and Janes Roads.

F. S. Stokes, formerly connected with the International Stock Food Co., Toronto, has gone to Minneapolis to take the position of sales manager for the same firm.

The Zeno Manufacturing Co. has been granted license to do business in Ontario as manufacturers of chewing gum and candies. This company is incorporated in Illinois, U.S.A. Geo. E. Glennie, London, Ont., is the company's attorney.

Hamblin & Brereton, commission merchants, Winnipeg, have recently been incorporated as Hamblin & Brereton, Ltd., with an authorized capital of \$40,000. Mr. Brereton spends a greater part of the time in Vancouver, where a branch office has been established.

Lincoln Crowson, accountant with the Acadia Sugar Refining Co., Moncton, N.B., was presented with a pair of gold cuff links as a Christmas gift by the employees of the barrel factory. Nelson Hayes, the manager, was given two pipes and case immediately after.

A grocer subscriber in writing regarding the value advertising has been to him says: "Some of our brother merchants do not seem to have learned that advertising pays and so are still down in the valley of obscurity waiting for some fortunate wind to carry them to the hill-top. With the beginning of the year comes the time to begin an upward climb. Let each business man set his own standard and try to maintain it."

Large Chicago Packers after the Canadian Market?

Rumor Has it That the Armour's and Swifts Want to Locate in Toronto to Make a Strong Bid for Business in the Dominion—Already Have Large Interests in Union Stock Yards—Opinions of Heads of Canadian Firms.

Toronto, Jan. 13.—Are the Chicago packing interests preparing to locate a beef and pork packing plant at Toronto and go out after the Canadian meat trade? This is a question which is causing some discussion among the provision men at the present time.

For some little time there have been persistent rumors concerning the incoming of the Chicago packing concerns linked up in one shape or other with existing Toronto packing plants. These rumors have been as persistently contradicted by the parties named at this end.

At present the story has taken on more definite form. During the past week The Canadian Grocer has been credibly informed that the Armour Packing Co., of Chicago, has purchased 25 per cent. of the stock of the Union Stock Yards Co., whose premises are at West Toronto, and along with the Swift Packing Co., of Chicago, which already has the controlling interest in the stock yards, have under consideration the purchasing of or obtaining an interest in the Wm. Davies Co. and the Harris Abattoir Co., both of Toronto, and the removal of these two plants to a new location adjacent to the yards at West Toronto. Rumor further connected the name of J. W. Flavelle, the managing director of the Wm. Davies Co., with the management of the merged plants. If this plan were to succeed, it would mean practically the closing of the Western Cattle Market, a Toronto civic enterprise, from which the city derives a revenue of some \$40,000 a year.

To be fair it is only right to state that executive officers of both the Toronto companies deny the correctness of even this latest report.

"You can say for me," said Mr. Flavelle to The Grocer, "that there is no truth in the thing. I have not seen any person connected with the Armour Company; I am not personally acquainted with any of the members of that company, and I have not seen a broker representing the Armour's. In fact I know as much about it as you do."

J. A. McLean, secretary-treasurer of the Harris Abattoir Co., also contradicted the story. His words were: "there is nothing in it; absolutely no truth in it."

Source of the Rumor.

What lent color to the report in the first place was the source from which it emanated. It may be that the statement was made prematurely, or that the matter dropped before coming to a head. There are many, however, who know that the Swifts got the Union Stock Yards just after the fire in August, 1908, which nearly sent the original Union Stock Yards Co. to the wall. It is said that at that time the Swifts obtained the preference stock worth \$100 a share for \$80, giving bonds in lieu of cash. These same par-

ties say it is not unlikely that the Armour's have obtained a holding, either by purchasing some independent stock or by getting an interest in conjunction with Swifts. This holding is set down at 25 per cent. All the improvements made at the yards at West Toronto since the fire are credited to the Swifts.

Many of the men interested in the provision trade of the country when interviewed regarding the proposed merger stated that this latest story was quite new to them. Among these were Jas. T. Madden, president and general manager the Wm. Ryan Co., and F. M. Moffatt, secretary-treasurer Gunns, Ltd.

Chas. S. Blackwell, president and managing director of Park, Blackwell & Co., had only seen the repudiated statements in the daily press. He thought it unlikely that the Chicago packers would locate a pork packing plant here, because of the scarcity of supplies. "On Monday of this week there were offered at Chicago alone 45,000 hogs—more than the whole of Canada could offer in two weeks. (Last week the Canadian offerings were 22,000 hogs). With cattle it is different. The Swifts are making a bid for the Canadian cattle in the West. I do not think that Armour's or Swift propose to locate here, where existing plants are running but several days in the week."

Henry Wright, president of the MacLaren Imperial Cheese Co., who up to a short while ago acted as selling agents of the Armour potted meat and extract lines, thought it quite probable that the Chicago packing houses would locate in Canada, seeing how the country is expanding, but he had no actual knowledge that such a step was contemplated.

What Representative Here Says.

H. Dawson and John Elliott of the Dawson Commission Co., which concern is acting as selling agents in Canada for some of the Armour products, knew nothing definitely as to this latest move, but thought it quite likely that the Armour's would locate in Canada, especially that the country was now growing so rapidly.

"There are the provinces in the west and the mining sections of northern Ontario," said Mr. Elliott, "which would take canned meats, and those sections are worth cultivating." Before joining the Dawson Commission Co., Mr. Elliott was for 14 years an employe of the Armour Co. in the U. S., and from his experience the members of the company did not speak beforehand of what they intended to do. At present the Armour's are putting up at Toronto in small Canadian bottles and jars two of their lines. These products come into Canada in bulk, and entering under the class of "semi-manufactured goods" escape the payment of duty, and the company intend adding to these lines this year.

According to Mr. Dawson, the Armour's were doing away with such distributing centres as Montreal, and centralizing their Canadian sales department at Toronto. He also said that prominent members of the Armour company had paid visits to Toronto of late.

A. Gunn, of Gunns Ltd., did not know the Armour's had obtained a holding in the Union Stock Yards, but seeing that they had done so it was not unlikely that they would sooner or later erect a plant here. "Of course there is this to be said," said Mr. Gunn "before the Swifts and Armour's became interested in the stock yards at the Junction their buyers were compelled to travel up and down the country to purchase their live stock. Now they can effect a saving by purchasing their animals at their own stock yards. Toronto is the stock centre of this part of Canada and the offerings here are greater than at any other point. Louis F. Swift, president of the Swift Packing Co., was out at the stock yards just before Christmas and paid a visit to our plant. Unfortunately both Mr. Moffatt, and myself were away that day. What his business was of course I am unable to say."

Mr. Ashcroft, local manager at the Union Stock Yards, was unable to say anything about the matter. He said he was ignorant of any such scheme being contemplated. He knew the Swifts were interested in the yards, of course, but did not know the actual amount of their holdings. The company at present is capitalized at \$1,500,000, all common stock, but he was ignorant of the element holding the controlling or, in fact, any large portion of the stock.

In general, the opinion was vouchsafed by several persons who have been following these rumors that it would cost a pretty large penny to get control of the Wm. Davies Co. and the Harris Abattoir, or either of them. And even to move these plants independently to the Junction as separate concerns would be a costly undertaking. During the past year about \$100,000 has been spent in improvements on the Harris Abattoir, and at the lowest estimate the Davies pork-packing plant is set down at nearly half a million. "It would take \$1,000,000 to move the Davies plant from their present location," said one party, "and \$25,000 at least would have to be the figure that would entice Mr. Flavelle to assume the management of such a merger as rumored—that is presuming that he would consent to occupy such a position at all, which is doubtful."

At the recent Christmas stock show at Chicago, Messrs. Flavelle, Harris, Sr., Harris Jr., and MacLean paid a visit to that city, and rumors concerning a sale were afloat, but Mr. Flavelle in a letter to the Toronto press contradicted any such intention.

At present the Swifts have a large interest in the stock yard industries at Winnipeg, and a little over a year ago

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built an enormous packing plant at Edmonton. Several years ago they took over the Fowler plant at Hamilton so the Swifts are evidently no strangers to Canada. Both these Chicago concerns recognize the superiority of Canadian bacon and while their

hams and beef do compete with similar Canadian products abroad and even in some Canadian points, officers of both the Swift and Armour companies have publicly acknowledged the superiority of Canadian bacon lines, especially Wiltshire and Cumberland cuts.

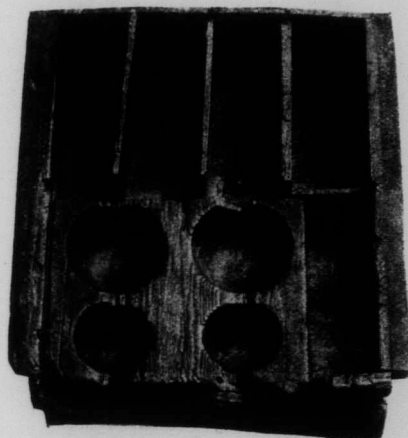
walnuts (unshelled) while the numbers on the face of the clock and the hands, pointing a few minutes to midnight, were formed with shelled almonds. The clock face was accompanied by the wording, "We wish you all a Happy New Year," this being partly on one side and partly on the other, the letters being formed with shelled almonds. In the side portion of the corner window the words, "Farewell, 1909, Welcome, 1910," also formed in shelled almonds on white cocoanut also appeared. The intervening space between the edges of the two cocoanut patches and the window itself was filled in with unshelled almonds, their color contrasting with the white cocoanut and helping to mark it off.

A Hundred and Fifty Dollars Found Beneath Till

Had Been in Use Over Half a Century—Finally Replaced by Modern Cash Machine—The Trend of Modern Merchandising.

The accompanying illustrations are reproduction of photographs of an old cash till taken a few years ago in Hamilton, Ont., where the till was in use in a grocery store for fifty-one years.

For the first twenty-five years of its history it was used under the counter from which each clerk made change.



An Interior View of Old Cash Box.

During the following twenty-six years it was installed in the centre of the store and operated by a cashier.

When, however, it became so rickety that it would scarcely hold cash it was dispensed with and a modern cash machine was installed in its place.

An interesting story is told of how the dust accumulated under it during



A View of the Front of the Till Showing How the Jack-knife Has Gotten in Work.

its long period of services and when it was removed and the dust sifted, over one hundred and fifty dollars in cash was found.

There are yet to be found in many stores similar cash boxes, but they are gradually being replaced by modern appliances, which denotes the change from

antique to modern methods in merchandising. Grocers are fast recognizing the fact that up-to-date systems and appliances are the cheaper in the end—that money is actually saved by their uses.

AN END-OF-THE-YEAR WINDOW.

Face of a Clock With Hands Near the Midnight Hour Made of Groceries.

Chatham, Ont., Jan. 7.—Attractive Christmas and New Year's window displays were put on last year by the local branch of Bradley & Son, grocers.

The Christmas display represented the arrival of Santa Claus. The window showed a drawing room with a large, old fashioned fireplace and oak mantel. A collection of stockings were hung from the edge of the mantel above the fire place, in which an incandescent bulb, shining through red tissue paper, bore a comfortable resemblance to a hearth. In the middle of the room stood Santa with his pack, the latter being filled with groceries of various sorts. A feature of the display was the exceptional care given to the various details of the room. The floor was carpeted with rugs, there were chairs, and a table with a dish of Christmas groceries, while an old fashioned candlestick (one with something of a history) stood on the mantel, and a couple of bird cages containing live canaries hung from the top of the window, which was roofed in with white cheese cloth dotted with holly. The entire display formed a pretty direct hint to the Christmas buyer that nothing would form a more genuinely seasonable gift

EXAGGERATED, AS USUAL.

Montreal, Jan. 13.—That it was the duty of the Dominion Commercial Travelers' Association, with headquarters in Montreal, to protest against the exaggerated prominence being given in local papers to an unfortunate prevalence of typhoid fever in the city, was unanimously declared at the regular monthly meeting of the directors on Saturday last.

Reports presented in an informal way by various members present showed that there was no epidemic in the city. For instance among the school children only 7 cases were reported, while 12,000 children were attending the schools.

It was stated that much injury was being done trade in Montreal through the scare-head reports published. While the association as a body, and the members individually, were desirous of doing everything possible to check the disease, and to improve the water supply and hospital facilities, it did not seem necessary to give to the world the impression that everything was at a standstill in the city because of a few cases of fever. President Samuel J. Mathewson, was instructed to write a protest along these lines, same to be sent to all the newspapers.

COMPETITION TOO KEEN.

In commenting on the wholesale grocery trade in St. John, N.B., Dun's Review says: "The grocery trade report an off year, turnover probably about the same as last, competition has been keener than ever and but little profit in the business. Prospects for the winter and spring none too favorable, the construction of the new Transcontinental Railway, that has given much more business to the grocery trade than to any others, now being well on to completion."

AN INDISPENSABLE JOURNAL.

The Canadian Grocer,
Toronto.

Dear Sirs,—Enclosed please find remittance for one year's subscription to the Canadian Grocer.

It is a pleasure for us to say that we find it a great help, indispensable to us, and consider it a very small investment for the great benefit derived from it.

Yours truly,

PLANTE BROTHERS.

Walkerville, Ont.

than a substantial basket of groceries to some poor person who was in need.

The New Year's window was less elaborate. As with the Christmas display, the large corner window, fronting on both streets, was used. At the front a clock face was shown on a ground of white shredded cocoanut, the circle of the dial being marked out with English

The Canadian Grocer

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CONDEMNATION OF COMBINES.

There are many people who will condemn, at first sight, anything in the shape of an amalgamation, merger or trade association as an offensive combine for the purpose of raising prices or restraining trade and commerce. They have been led to do this principally through newspapers which deem it their duty to pounce upon anything that savors of trade organization without first investigating either its legal or moral status.

Just now the House of Commons is interesting itself in proposed changes to the Combines Act and some newspapers seem to think that they should make any kind of general statements as long as they oppose "combines."

This is undoubtedly a mistake. There are combines, mergers, amalgamations and trade organizations which are perfectly legal, and tend to stimulate trade and place the methods of doing business on a stronger foundation. Such as these are beneficial to the community and should not be condemned by men who know nothing about their natures. There are others, of course, which are directly opposite to this in effect.

The trouble is that individuals have a sort of hallucination that all amalgamations or organizations are being formed to boost prices and restrain trade illegally. If they make a loud noise and are backed up by newspapers, the government is practically forced to step in and investigate. Even if there is nothing to show an illegal combine, the men interested are sometimes put to several thousand dollars expense,

which they are unjustly compelled to bear.

The question of internal trade and commerce is one of such vital importance that we cannot afford to treat it without the greatest care and attention. If there were a permanent commission to investigate all trade conditions and present facts as they are it would prove of great value from many standpoints.

Deliberate action should be taken; haste is not necessary in making changes to the act and for that reason every board of trade and trade organization in Canada should be made acquainted with what the proposed changes are in order that the government may be supplied with the opinions of business men who are fully acquainted with the trend of conditions.

That Parliament should study the views of the business men who think and not listen to the cries of any irresponsible person should be the wish of those who are anxious for the advancement of the internal trade and commerce conditions in Canada.

The right of labor to organize is recognized. The same right should not be denied retailers, wholesalers and manufacturers, provided the object of the organization is not unjust.

AVOID THE SNARE.

"On to the Porcupine gold fields!" is now the new slogan of the "get-rich-quick" fraternity. Soon business men who have surplus capital and clerks who have a few spare dollars will be enticed by the glowing prospectus to buy stock in "sure things."

The Porcupine gold fields may be all right. There is every indication that they will be. The Government officials say they are most promising. But gold is not scattered over the district like leaves in autumn, although one would gather from the liberal way in which claims are being staked out on the deep carpet of snow, that prospectors believed it was.

That we are justified in warning business men against being caught and torn in the claws of wild-cat schemes is evident from the warning which the Hon. Mr. Cochrane, Ontario Minister of Mines, has sent out. He says in effect, "have a care."

In mining, as in lotteries, the prizes are few and far between. The few may make, but the many lose. John Hays Hammond, the great mining expert, once said: "Do not abandon your common sense in mining matters."

That is all we ask of the business men and clerks throughout the country. If they will invest their surplus capital or

their small savings in mining enterprises, by all means let them. All we ask is that they should know "where they are at" before they make a venture.

It would be easier to crawl through the eye of a needle than to attain riches through wild-cat mining schemes.

If you must venture into mining schemes confine your enterprise to properties in which it has been demonstrated by actual development that there is at least some trace of the precious metal. There will even then be uncertainty enough to make the venture interesting.

Ordinary business enterprises, small and all as the profits may be, yield on the whole a safer and better return than speculation in mining shares. "Cobbler, stick to your last."

FIGHT CO-OPERATIVE BILL.

In last week's issue a letter appeared from a merchant signing himself "Time-to-Act," which should receive more than a passing notice. It referred to the introduction of the proposed new Co-operative Bill into the House of Commons, and the need of taking prompt action to have it blocked. The letter is very timely and should awaken the interest of every merchants' and grocers' association in Canada as well as every individual merchant. This co-operative scheme is primarily one to advance the interests of a few promoters in most cases and not for the general good of the community. It is not, as the writer of the communication points out, put forward by special request by any of the constituents of a municipality, but from the purely monetary point of view of a few men who are anxious to get rich quick. Once they have secured the passage of this bill and get their share of organization expenses, what interest will they have in the societies formed?

The Canadian Grocer strongly urges associations and individuals to take decisive steps to see that this Bill does not go through. They should have more weight with the members who represent them in parliament than a few promoters out for private gain.

BUSINESS MEN AND PLEDGES.

Should a business man who is a candidate for a public office definitely pledge himself on moral and social questions which are before the electorate, when requested to do so, and especially when his business might be affected thereby?

A business man who during the last municipal contest in an Ontario city was a candidate for the mayoralty, declared in an address, that a business man should for that reason not be compelled to

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pledge himself. The particular pledge he was requested to make was in regard to local option.

The question is undoubtedly a delicate one. No man should be afraid to define his position in regard to any moral or social question. The "trimmer" never cuts much of a figure in public or any other sphere of life. It is an evidence of circumscribed mind and weak courage.

The question is not so much as to whether a business man should answer such questions, as it is whether the questions should be submitted to him at all. Only too often the men who are the first to subscribe to questions submitted are men who are not noted for either strength of character or moral courage. They are not infrequently men of the ward type of politicians, who are willing to subscribe to anything to catch votes. Principles seldom disturb them; the desire for office is their only concern.

The business man, or the professional man for that matter, who offers himself for public office, should stand on his general character and general fitness. If his character is good and his efficiency evident there is no doubt where he will stand in regard to moral questions which may come before municipal councils or parliamentary bodies.

If a man has neither character nor business efficiency, of what use is a pledge from him? It is always safer to judge a man by his life and conduct than by his promises.

By all means, let him who cannot stand on his life's record subscribe to pledges when running for municipal or parliamentary honors. Let him who has character stand firmly on that. That will never injuriously affect his business. Even if it did, it would be better to affect his business than his character.

THE QUESTION OF SALARIES.

What was said in The Canadian Grocer the other day in regard to the inadequately-paid professors at the Ontario Agricultural College unfortunately applies with equal force to educational institutions in general.

It is a crying shame that men who give years of their life in preparatory work should be so inadequately paid for their services. Their responsibility is obviously great, for upon the efficiency of the teachers or professors largely depends the efficiency of the boys and girls and men and women who subsequently have to take their place in life either in the business world, the professions or mechanical pursuits.

Business men all over the country complain of the poor equipment of the

average young man who enters their employ. Is it any wonder when the men who are responsible for their training are so poorly remunerated for the responsible work to which they are called?

Germany, some years ago, awoke to the important part that technical and ordinary education played in the industrial efficiency of its national life. They are making big strides in Great Britain and in the United States, and while Canada is waking up, it is obvious to everyone who gives the matter any attention that she is far from being as wide-awake as she should be.

If we are stingy in the expenditure of money with which to provide ways and means of producing national industrial efficiency we cannot expect very material growth.

When trade and commerce offer such superior remunerative advantages as compared to the professions, and especially the educational profession, it is obvious that the better men will be attracted thereto.

The Ontario Government has now an opportunity, by increasing the remuneration of the professors at the Agricultural College, to take the first step in a very necessary reform.

CANNED GOODS WORTH HAVING.

A feature of the grocery market these days is the firmness in canned goods prices. Canned goods, particularly vegetables and salmon, are good holdings for the grocer, as there is little chance of prices getting any lower—in fact, the tendency is to higher figures.

The 1908 salmon pack was small, and last year—the year of the big run—the expectations of the packers were by no means realized, and the market now is found to be short. This is exemplified by the assertions of one eastern jobber who ordered 2,000 cases of one brand from the coast, but who received only 1,300 cases. The source of supply informed him that he was fortunate in getting that much. He is, therefore, short 700 cases in that one brand.

Referring to his supply of canned goods as a whole, he remarked that at this time last year he had \$18,000 worth of goods to arrive, which he had purchased under contract from the packers. To-day he hadn't 18 cents' worth.

Retailers, therefore, who stocked their supplies early are lucky, as there is likely to be few canned goods on the market when the next season's supply is growing. They should follow the market closely and take advantage of any profit that may offer itself should future advances occur.

COMMERCIAL FEEDING STUFFS' ACT.

A new Act in which millers and dealers in feeds for domestic animals will be interested came into force on January 1st, 1910. It is known as the Commercial Feeding Stuffs Act, and compels the registration of brands of feeds other than those made from all parts of any particular grain or from all parts of mixed grains.

For example, if peas are ground and mixed with bran or hulls of oats, the feed and name of brand has to be registered with the Inland Revenue Department at Ottawa, giving the percentage of protein, fat and fibre, the fee being \$2 for each brand. Every manufacturer of such feeds has to pay a license of \$5 in order to be allowed to sell them—only one license of course being necessary in the manufacture of as many brands as desired.

The penalty for a conviction for the first offense is not to exceed \$50, and for the second \$100, and, in default of payment imprisonment for 30 days.

Since it is practically impossible for a manufacturer to have exactly the same percentage of protein, fat and fibre every time, the law will not prosecute if there is one per cent. less of protein and fat than specified in the registration papers or two per cent. more of fibre than specified.

FOR A LOWER DAIRY TARIFF.

Julius D. Mahr, recently elected president of the New York Mercantile Exchange, in a recent speech, strongly recommended that duties on butter, eggs, and cheese coming from Canada to the United States be lowered. Prices of these articles are now almost prohibitive in the States, more especially the first two.

He stated that commission men were unable to lower prices on these articles now, simply because of insufficient supplies, whereas, in Canada there was an overplus.

As a remedy Mr. Mahr suggested that the Exchange appoint a committee to investigate conditions and bring the facts before Congress, with a view to obtaining legislative relief.

It is a good sight to see our neighbors wanting to lighten the tariff on Canadian goods. A very profitable reduction to Canada in the duty on cream was put into effect last August, whereby it was lowered from 5c per lb. to 5c per gallon. Even if it were a mistake on the part of the officials in drawing up the tariff it has resulted in from a quarter to a half million dollars additional profit for the Canadian farmer in a little over four months. It all helps.

The Markets—Advance in Sugar Considered Likely

Market Firm With Raws Going up—Rise in Price of Beans Recorded — Decline in One Brand of Corn Starch of a Half Cent — Evaporated Apple Prices Open Too High.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on pages following.

QUEBEC MARKETS

POINTERS.

Raw Sugars—High.
Cloves—2c. down in primary.
Coffees—Firm.
Beans—Up 10c.

Montreal, Jan. 13th, 1910.

Inventory taking is well along and in some cases entirely finished. Reports are all most encouraging, both from wholesale and retail houses. Many retailers who thought they had bought enough to carry them through have had to order additional lots, sometimes twice or more. Naturally this benefits everyone back to the producer. Prosperity seems to be the order of the day in 1910, and 1909 certainly gave it a great send off.

Many lines are either higher or firm with a tendency toward higher prices. Even the unusually large sugar crop this year in Cuba and the West Indies seems to be powerless to cut down refined prices. Raws are going up most of the time.

The nut market is almost bare of "broken" walnuts, and some dealers have discontinued quoting them in their lists.

Signs of life are appearing in lines which "took a holiday" at Christmas time such as beans and rice. Everything seems to point to 1910 as a banner year.

SUGAR—Raws have finally stopped advancing. Refiners began to wonder if it were never going to stop. The cause of the firmness is said to be the increasing consumption of sugar. People who used a little are using more. Those who didn't use it have reformed and are helping matters along.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 60
" " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" " 100 lb. boxes	5 30
" " 50 lb.	5 60
" " 25 lb.	5 80
" " 5 lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 15
" " 50-lb. boxes	5 35
" " 25-lb. boxes	5 55
Powdered, bbls.	4 95
" " 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30
Bbls. granulated and yellow may be had at 5c. above bag prices.	

SYRUPS AND MOLASSES—Syrup is one of the lines which has to be continually pushed to get results. As travelers are only now starting to sell it for the New Year there has not been any great demand for it so far. Molasses are having a steady trade with firm prices.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " " barrels	0 43	0 45
" " " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45 1/2
New Orleans	0 27	0 28
Antigua	0 30	0 30

Porto Rico	0 40
Corn syrups, bbls.	0 03 1/2
" " 1-bbls.	0 03 1/2
" " 1-bbls.	0 03 1/2
" " 38-lb. pails	1 80
" " 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" " 5-lb. " 1 doz. "	2 85
" " 10-lb. " 1 doz. "	2 75
" " 20-lb. " 1 doz. "	2 70

TEA—Stock taking is not quite finished and trade as a result is somewhat quiet. However stocks on hand are so light that buying will have to begin by the middle of this month. Prices are steady.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
" " Medium	0 27	0 30
" " Good common	0 22	0 25
" " Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
" " Pekoes	0 20	0 22
" " Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
" " Hyson	0 20	0 22
" " Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " " pea leaf	0 20	0 30
" " " pinhead	0 30	0 50

Coffee—Coffees in all lines are firm, and sales indicate that this will be a prosperous year for coffee men. Consistent and persistent pushing of coffee is evidently having its effect.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—The clove market is temporarily weak, primary prices being off from 2 to 3 cents. A day or two may see prices back to their old level. So sure are dealers of this that no changes in prices to the retailer have been made. Peppers and nutmegs are firmer and the better grades seem to be scarce.

Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" " whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" " Cochin	0 17	0 20
Mace	0 20	0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" " white	0 22	0 25

DRIED FRUITS—Stocks of figs are reported as being small, but still sufficient to fill demands. Raisins are firm and advancing in the primary market. Currants seem firm. Sales are still good, taking into consideration the time of year.

Currants, fine filiatras, per lb., not cleaned	0 05 1/2	
" " " cleaned	0 06 1/2	
" " Patras, per lb.	0 07 1/2	
" " Vostizzas, per lb.	0 08	0 09

Raisins—		
Australian, per lb., (to arrive)	0 08 1/2	0 09
Old seeded raisins	0 06	0 06
California, choice seeded, 1-lb. pkgs	0 07	0 07
" " fancy seeded, 1-lb. pkgs	0 09	0 09
" " loose muscates, 3-crown, per lb.	0 07 1/2	0 08
" " " 4-crown, per lb.	0 08 1/2	0 09
" " sultans, per lb.	0 07 1/2	0 10
Valencia, fine off stalk, per lb.	0 05	0 05
" " select, per lb.	0 06 1/2	0 06 1/2
" " 4-crown layers, per lb.	0 06 1/2	0 06 1/2

NUTS—One or two new lots of Cornes have lately come on the market, somewhat relieving the local walnut situation. They appear to be about as good as the average Grenobles now on the market.

Sales continue good in most lines, at firm prices.

In shell—		
Filberts, Sicily, per lb.	0 12	0 12
" " Barcelona, per lb.	0 10 1/2	0 10 1/2
Tarragona Almonds, per lb.	0 11 1/2	0 12 1/2
Walnuts, Grenobles, per lb.	0 13	0 15
" " Marbots, per lb.	0 12 1/2	0 12 1/2
" " Cornes, per lb.	0 11 1/2	0 11 1/2
Shelled—		
Almonds, 4-crown selected, per lb.	0 32	0 33
" " 3-crown " "	0 31	0 31
" " 2-crown " "	0 30	0 30
" " (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	0 11	0 12
Virginia, No. 1	0 12	0 14
Pecans, per lb.	0 02	0 05
Pistachios, per lb.	0 02	0 05
Walnuts—		
Bordeaux halves	0 30	0 32
Broken	0 22	0 25

EVAPORATED APPLES—Demand is light just at present for dried apples. Last year at this time it was considerably better, and dealers are somewhat at a loss to account for the difference. It is thought to be partly due to inferior qualities of the product this year.

Evaporated apples, prime	0 09
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RICE AND TAPIOCA—There has been a little increase in the number of inquiries for rice, showing that trade in this line is on the upgrade.

Tapioca is quiet with primary prices ruling somewhat easier.

Rice, grade B, bags, 250 pounds	2 95	
" " " 100 "	2 95	
" " " 50 "	2 95	
" " " pockets 25 pounds	3 05	
" " " 1/2 pockets, 12 1/2 pounds	3 15	
" " grade c.c., 250 pounds	2 85	
" " " 100 "	2 85	
" " " 50 "	2 85	
" " " pockets, 25 pounds	2 95	
" " " 1/2 pockets, 12 1/2 pounds	3 05	
Tapioca, medium pearl	0 04 1/2	0 04 1/2

BEANS AND PEAS—Beans are scarce and higher, selling for \$2.10 on the local market.

It is reported that there may be a shortage of good boiling peas in the next few weeks. If so there will be higher prices asked all around.

Ontario prime pea beans, bushel	2 10
Peas, boiling, bag	2 50

CANNED GOODS

MONTREAL—There is a firmer feeling in the fruit and vegetable prices this week. No effect has been produced by it as yet, but dealers are showing their faith in the prospects by showing a reluctance to sell at present prices.

Peas, standard, dozen	81 05	
Peas, early June, dozen	1 07 1/2	1 10
Peas, sweet wrinkled, dozen	1 10	1 12 1/2
Peas, extra sifted, dozen	1 52 1/2	1 60
Peas, gallons	3 87 1/2	3 92 1/2
Beans, dozen	0 85	0 85
Corn, dozen	0 80	0 82 1/2
Tomatoes, dozen (Ontario and Quebec)	0 82 1/2	0 90
Strawberries, dozen	1 37 1/2	1 40
Raspberries, 2s, dozen	1 75	1 75
Peaches, 2s, dozen	1 65	1 65
Peaches, 3s, dozen	2 65	2 65
Pears, 2s, dozen	1 60	1 60
Pears, 3s, dozen	2 30	2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2s, dozen	1 60	1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb. talls, per dozen	1 87 1/2	1 87 1/2
1-lb. flats, per dozen	1 30	1 30
1-lb. flats, per dozen	2 02 1/2	2 02 1/2

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THE CANADIAN GROCER

seems to be circulating freely everywhere.

Several lines are firm and growing stronger, due to shortages and brisk demands everywhere on the continent.

SUGAR—The N. Y. market has gone up several points and although the Eastern Canada market did not follow, prices have become stiffer, and advances may possibly be quoted soon. The heavy holiday demand for icing and powdered stuff has greatly reduced local stocks.

Montreal and B. C. granulated, in bbls.	5 20
" " in sacks	5 25
" yellow, in bbls.	4 80
" " in sacks	4 75
Icing sugar, in bbls.	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls.	6 05
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—The following quotations on syrup are stated to be too low to last. The market has already shown signs of advance. Raw products are plentiful, but the export demand has become so great that conditions will be similar to that of a short crop.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 "	2 75
" " 10-lb. tins, per 1 "	2 55
" " 20-lb. tins, per 1 "	2 60
" " 1/2 barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03 1/2
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" " 10 " " "	2 75
" " 20 " " "	2 55
" " 10 " " "	2 60
Barbadoes molasses in 1/2-bbls., per gal.	0 50
Gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin	1 95
Challenger, 6 10-lb. tins, per case	2 15

NUTS—Although there is not much demand for these products just now the old firmness is maintained, and the trade during the past month has greatly depleted retailers' stocks. Walnuts are going out comparatively good.

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 28
" Almonds, in boxes, per lb.	0 35
" " small lots, per lb.	0 36
Peanuts, Virginia, per lb.	10 0 13

HONEY—As the season in honey advances there is a possibility of a stronger market. Stocks are being lowered and the demand is still heavy. The following prices hold this week.

Honey, 2 1/2 lb. tins, per tin	0 37 1/2
" " 5 " " "	0 75
" " 12 oz. jars, per dozen	2 10
" " 60-lb. tins, per lb.	0 12 1/2

ROLLED OATS—Last week's reduced prices are maintained, and goods are moving well. It is reported that the market will gradually go up at an early date as there is considerable unrest when the quotations are below the \$2 mark.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 85
" " 40 " " "	0 90
" " 20 " " "	0 42
" " 80 " " "	0 15

CORNMEAL—The winter demand for this commodity has kept up in a remarkable manner and buyers have been forced to advance prices. The demand is heavy everywhere on the continent and buyers are holding stocks at various points.

Cornmeal, per sack	2 05
" " per 1/2 sack	1 05
" " per bale (10, 10's)	2 30

RICE AND TAPIOCA—The old lethargy in the rice market prevails and

tapioca is much the same just now. Tapioca, however, may be stronger later, as the winter demand increases.

Japan rice, per 100 lbs.	3 50
Pearl tapioca, per lb.	0 04 0 04 1/2

BARLEY—There is no change in the barley market this week. There was a tendency upward a few days ago, and some houses claim that this has not subsided. The following prices rule to-day.

Pot barley, per bag, 100 lbs.	2 40
Pearl barley, per bag, 100 lbs.	3 50

BEANS—The bean trade is good. The winter demand is strong and the indications are for a firmer market.

3-lb. picker, per bushel	2 90
Hand picked, per bushel	2 30

FOREIGN DRIED FRUITS—It is expected that business will open up well and already there is a comparatively good demand for all lines. Seeded raisins and peel are firm.

Smyrna Sultanra raisins, uncleaned, per lb.	0 08
" " cleaned, per lb.	0 09 1/2
Valencia raisins, Rowley's, f.o.a. per case, 28's	1 85
" " selects " 28's	1 85
" " layers	2 05
California raisins, choice seeded in 1/2-lb. packages	0 07
" " fancy seeded, in 1/2-lb. packages	0 07 1/2
" " choice seeded in 1-lb. packages	0 08
" " fancy seeded in 1-lb. packages	0 08 1/2
Raisins, 3 crown muscatels, per lb.	0 06 1/2
Prunes, 90-100 per lb.	0 04 1/2
" " 80-90 " "	0 05
" " 70-80 " "	0 05 1/2
" " 60-70 " "	0 06
" " 50-60 " "	0 08 1/2
" " 40-50 " "	0 08
" " 30-40 " "	0 08 1/2
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filiatras, per lb.	0 06 1/2
" " wet, cleaned, per lb.	0 07 1/2
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" " choice	0 09 1/2
Apricots, standard, per lb.	0 15 1/2
" " choice, per lb.	0 16
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 63 0 07 1/2
Figs, per lb.	0 04 0 05 1/2
Peel, per lb.	0 05 0 13 1/2

FRESH FRUITS AND VEGETABLES—The following prices hold to-day, as all lines and stocks are getting lower on vegetables. It is expected that there will be some changes next week.

Carrots, per lb.	0 75
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb.	0 01 1/2
Native o.c.s., per bushel	0 50
Native onions, per doz.	3 25 3 50
Oranges	5 00
Apples, Ontario, per bbl.	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	9 00 10 00

MEATS—

Veal, beef and pork 1-lb. tins	2 25
" " 1/2-lb. tins	1 30
Mutton, boiled, 1-lb.	2 10
" " 2-lb.	3 45
" " royst, 1-lb.	2 10
" " 2-lb.	3 45
Ox tongue, 1 1/2-lb.	7 60
" " 2-lb.	8 61
Pigs feet, 1-lb. boneless	1 60
" " 2-lb.	2 75
Sausage, Cambridge, 1-lb.	2 30
" " 2-lb.	4 25
" " Geneva, 1-lb.	2 30
" " 2-lb.	4 25
Tongue, lunch, 1-lb.	3 10
" " potted, 1-lb.	0 55
" " 1-lb.	1 05
Turkey, boneless, 1-lb.	2 50
Loaf beef, 1-lb. tins	2 25
" " 1/2-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" " 1/2-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" " 1/2-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" " 1/2-lb. tins	1 30

GREEN RIO COFFEE—The market is firm at 10 to 10 1/2 cents just now and no one need look for lower prices.

EVAPORATED APPLES—We quote these up 1/4 of a cent this week, and the advance may continue if the demand continues to increase. Stocks are well equalized and plentiful.

BUTTER—The creamery product is firm at 30 cents to-day, while the second grade creamery stands at 28. The demand is good for the No. 1 dairy, which is steady at 30 cents, the No. 2 being about 24 cents.

EGGS—Ontario fresh storage eggs are 30 cents to-day, while all other storage eggs are at 28 cents per dozen. Despite the firm prices the demand in eggs continues good.

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Sugar, standard granulated	4 90 5 00	Butter, dairy, fresh, per lb.	0 22 0 24
Sugar, yellow	4 40 4 50	Butter, dairy, tubs, per lb.	0 20 0 22
Flour, Manitoba	6 40 6 50	Eggs, per doz.	0 22 0 23
Flour, Ontario	5 50 5 70	Potatoes, per bus	0 22 0 25
Cornmeal, bags	1 75 1 85	Turnips, per bus	0 12 0 15
Raisins, Val.	0 06 0 06 1/2	Beets and carrots, per bus.	0 40 0 50
" " California, seeded	0 07 1/2 0 08	Parsnips, per bus	0 50 0 60
Currants	0 07 0 07 1/2	Cabbage, dozen	0 25 0 50
Rice	0 03 0 03 1/2	Cranberries, lb.	0 04 0 05 1/2
Beans, new, bus	2 00 2 10	Oats, bus.	0 38 0 4 1/2
Cheese	0 12 0 12 1/2	Hay, per ton	9 00 10 00
Lard, pure	0 16 1/2 0 16 1/2	Straw, per ton	5 00 6 00
Molasses, fancy Barbadoes, gal	0 35 0 36	Poultry—	
Oatmeal, 100 lbs	3 00 3 25	Geese, per lb.	0 11 0 12
Rolled oats, per bus	5 15 5 20	Ducks, per lb.	0 11 0 12
Butter, creamery per lb.	0 25 0 26	Chickens, per lb.	0 10 0 11
		Fowl, per lb.	0 09 0 10
		Pork, medium, lb.	0 09
		Pork, heavy, lb.	0 08 1/2 0 08 1/2

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Jan. 13, 1910.

The markets continue quiet, quotations showing little change. Present figures are as follows:—

Sugar—Standard gran.	4 85 4 95	Molasses, fcy.	0 34 0 35
Austrian	4 75 4 8 1/2	Barbadoes, gal	0 34 0 35
Yellows	4 35 4 75	Butter, dairy, lb.	0 25 0 28
Flour, Manitoba	6 45 6 55	Butter, creamery, lb.	0 26 0 29
" Ontario	5 75 6 05	Eggs, doz.	0 28 0 40
Cornmeal, bags	1 47 1 50	Eggs, new laid	0 35 0 40
Rolled oats, bbls	5 15 5 20	Potatoes, bbl.	1 20 1 40
Buck wheat, west, grey, bag	2 90 3 00	Canned goods—	
Val. raisins, lb.	0 05 1/2 0 06 1/2	Pears, doz.	1 10 1 50
Cal. raisins, seeded	0 07 1/2 0 08 1/2	Corn, doz.	0 85 1 00
Currants, lb.	0 07 0 07 1/2	Tomatoes, dz	0 95 1 00
Prunes, lb.	0 05 1/2 0 09	Raspberries, dozen	1 85 1 90
Rice, lb.	0 03 1/2 0 03 1/2	Strawberries, dozen	1 55 1 60
Beans, hand picked, bus	2 10 2 15	Salmon, case	6 50 6 75
Beans, yellow eye, bus	3 40 3 50	R-d spring	6 00 6 25
Cheese, lb.	0 13 0 13 1/2	Cocoa	6 00 6 25
Lard, compound lb.	0 14 0 14 1/2	Peaches, 2's, dozen	1 70 1 80
" pure, lb.	0 17 1/2 0 18	Peaches, 3's, dozen	2 70 2 80
Pork, domestic mess.	28 50 29 00	Baked beans, dozen	1 15 1 25
Pork, American clear	28 00 28 50	Fish—	
Pork, clear backs	28 50 31 50	Cod, dry	2 75 4 00
Beef, American plate	17 00 18 00	Herring, salt, half bbls	2 30 2 60
Beef, Canadian plate	16 75 17 00	Herring, smoked, box	0 08 0 08 1/2

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Jan. 13, 1910.

Forty-five cents per dozen was the price asked by retail dealers this week for fresh laid eggs. The quantity of new laid eggs coming on the market at the present time is small. The demand for case eggs is rather quiet, at 28 cents per dozen. Since the passing of the holidays the fruit trade has slackened off

THE CANADIAN GROCER

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considerably, and locally there is practically nothing doing in apples. The market is well stocked with all varieties with the exception of Spys, which are being held back by the growers until later in the season. Shipments to the British market have been hampered of late by extreme frost, and the danger of the fruit being frozen in the railway cars.

Potatoes are in good demand, and the price is firm. There is a scarcity of both Nova Scotia and New Brunswick stock. Prince Edward Island potatoes are now quoted at \$1.50 per bag, an advance of 25 cents since last report. Canadian onions are firmer and higher. They are quoted at \$1.50 per bag an advance of five cents. There was a considerable quantity of fresh made butter marketed this week, and it is of fine quality. It found a ready sale at 28 cents for the rolls, and 30 cents for the prints. The predictions late in the autumn that there would be a marked scarcity of butter during the winter at the present time do seem as if they will be realized. The market is practically bare of poultry.

Creamery prints per lb. 0 28 0 30	Beef, American plate per bbl. 16 50 17 50
Creamery solids per lb. 0 27 0 28	Beef, Canadian per bbl. 16 00
Dairy, tubs, lb. 0 23 0 24	Hams, smoked 0 16
Fresh eggs, doz. 0 32	Pork, fresh. 0 09 0 10
Case eggs " 0 28	Codfish, quintal 5 50
Sugars—	Herring, pickled per bbl. 5 00
Extra Standard, granulated 4 85	Apples, per bbl. 1 50 3 00
United Empire 4 75	Potatoes, P. E. Island, bag. 1 15
Austrian, bags, granulated 4 75	Onions, Spanish per lb. 0 02 1/2
Bright yellow 4 60	Onions, Ameri- can, per lb. 0 02 1/2
No 1 yellow 4 50	Onions, Canad- ian, per bag 1 50
Flour h. wheat per bbl. 6 40 6 50	Molasses, fancy Barbados, bbl. 0 38
Flour, Ontario blends, bbl. 5 75 5 85	Molasses, fancy Barbados, pun 0 35
Cornmeal, bag. 1 57 1 62	Beans, bushel 2 20
Oats 0 54 0 55	Roll'd Oats, bbl. 5 20 5 70
Pork, American per bbl. 30 00	
Pork, clear bbl. 32 00	

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Sugar, standard granulated. 5 60	Butter, local creamery 0 40
Val. raisins, lb. 0 05 1/2	Butter, Western 0 22 0 25
Cal. " 0 07	Eggs, Eastern 0 33 0 35
Prunes 0 05 1/2 0 07 1/2	Eggs, local. 0 60
Currants 0 06 1/2 0 07 1/2	Cheese, per lb. 0 14 1/2 0 15 1/2
Dried apricots. 0 11 0 13	Bacon, premier. 0 27 1/2
Flour, Standard, bbl. 6 90	Potatoes— Ash-rofts, ton. 25 00
Cornmeal, p. 100 lbs. 2 60	Local, ton. 20 00
Beans, per lb. 0 03 1/2 0 04 1/2	Canned Goods—
Rice, per ton. 68 00 76 00	Pean. 1 30
Tapioca, per lb. 0 03 1/2	Tomatoes. 1 27 1/2
Evaporated apples. 0 08 1/2	Corn. 1 00 1 10
Butter, Eastern 0 29 0 31	Apples. 3 42 1/2
	Strawberries. 2 15
	Raspberries. 1 65

ALBERTA MARKETS.

Corrected by Wire.

Calgary, Jan. 13, 1910.

The New Year's trade was somewhat curtailed, owing to the rather severe weather, which set in on Dec. 31. However, taking it all in all the holiday trade was the greatest on record and merchants all are more than satisfied with results. Holiday lines were well cleaned up. Both wholesale and retail grocers' stocks are in fine shape to start the year 1910; the prospects for big business were never before so good. Farmers are in good

circumstances, having received remunerative prices for all products disposed of.

Fresh local eggs are scarce and high indeed. One Calgary retailer is to-day selling strictly new laid eggs at 75c per dozen. Northern white fish is being received in fine condition and retails at 11c per lb. Meats are not in such active demand, although prices remain high. There is a better supply of Alberta poultry than heretofore, the quality of which is good, and for once at least the western housewife can procure her supplies at prices equal with her eastern sisters.

Take in Table

Sugars—	Dry salt bacon,
B.C. granulated 5 74	smoked. 0 16
Raymond " 5 64	Eggs, fresh, case 39 dozen. 9 50
Lemon 0 12	Butter—
Orange 0 13	Alberta cream- ery bricks. 0 30
Citron 0 20	Alta. creamery solids. 0 29
Dried fruits—	Alta. dairy. 0 26
Apricots, choice 0 16	Alta. tubs. 0 25
stand- ard. 0 15	Cheese—
Peaches, choice. 0 10	Ontario, large. 0 15
stand- ard. 0 09 1/2	" twins. 0 15 1/2
Pears, choice. 0 12	" Stiltons. 0 17
Pitted plums. 0 12	Beans—
Prunes, 40-50 0 08 1/2	Ontario, hand- picked, bushel 2 40
" 50-60 0 07 1/2	California limas, per lb. 0 06 1/2
" 60-70 0 07	Canned fish—
" 70-80 0 06 1/2	B.C. salmon, sockeye, 48-1s. 7 50
" 80-90 0 06	B.C. cohoes, 48-1s. 6 25
" 90-100 0 05 1/2	B.C. pinks, 48-1s 4 00 4 25
Evap. apples, 50s 0 11	Sardines, domes- tic, 100-4. 4 00
Produce—	Lobster, 48-1s. 17 00
Sugar cured ham 10-12 average. 0 18 1/2	" 96-2s. 18 50
Sugar cured ham picnic. 0 16	Fin. haddie, 48-1 5 65
B. bacon bellies. 0 21	
" back 0 20	
Dry salt bacon. 0 15	

NEW COMPANIES.

The Jordan Co-operative Co., Jordan, Ont., has been formed to deal in fruit, farm and dairy products.

An Ontario charter has been granted to The Canadian Carriers for the purpose of manufacturing and dealing in carriers and packages for eggs, etc. Among

those interested in the new company are E. G. Willard and Walter Woods, manufacturers, and P. J. Galvin, grocer, all of Hamilton.

TRADE NOTES.

Lorenzo Ledue, a grocer in Hull, Que., has been arrested charged with issuing bogus cheques on the Bank of Ottawa.

F. J. Lewis, eastern representative of Holbrooks, Limited, Toronto, leaves on Monday for an eastern trip which will include visits to the trade in all the maritime provinces.

S. T. Nishimura, head of S. T. Nishimura & Co., tea importers, arrived in Montreal from Japan last Tuesday. During his stay in this country he will try to visit all his customers before returning at the opening of next season.

Brazil, South America, is paying considerable attention to the growing and exporting of fruit in order to develop the fruit industry of that country, as much as possible. Representatives are in the United States at present with a view to creating a market there. The Brazilian Government is interested in the project and has taken steps to compel steamship companies doing business with Brazil to have refrigerators on board and the best possible ventilation.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Laporte, Martin & Co., Montreal, are announcing special bargain reductions in all lines of staple groceries before stock taking, and especially in French and Norwegian sardines, French assorted pastes and all standard brands of teas.

PRODUCTION OF BEET SUGAR IN EUROPE.

From inquiries made from the International Statistical Bureau of sugar manufacturers regarding the production of beet sugar and sugar beets in Europe and the production of sugar in the season of 1909-10 in all the European sugar producing countries, the following estimate has been compiled:

Country.	Factories in operation	Tons of beets.	Tons of sugar.
Austria-Hungary	202	7,768,000	1,179,000
Germany	356	12,954,000	1,948,500
France	245	6,320,600	799,200
Russia	275	6,959,000	1,008,200
Belgium	79	1,764,000	242,000
Holland	27	1,311,000	181,300
Sweden	21	864,400	121,800
Total	1,205	37,941,000	5,480,000
Unofficial.			
Denmark	7	450,000	58,500
Italy	30	1,000,000	116,000
Spain	30	650,000	83,300
Switzerland	1	26,000	3,100
Total	68	2,126,000	260,900
All of Europe	1,205	37,941,000	5,480,000

Practical Methods Used in Retail Grocery Stores

How a Village Merchant Overcomes Outside Competition—The Giving of Special Favors to Customers—A Sorrel, Que., Merchant Specializes on Goods With Large Profits—Carelessness Sometimes Exhibited by Salesmen When Talking to Customers—A Guelph Store Opening at 6.30 a.m.

Meets Outside Competition.

Brownsville, Ont., January 12.—N. W. Corbett, one of the general merchants of Brownsville, believes in using the weapons of the mail-order houses to meet their competition. He claims that his plan has been successful. He had published a catalogue 8½x6 inches in dimensions just before Christmas. It contained 16 pages exclusive of the covers, the first being introductory in its purpose and the others taken up with different departments such as toys, chinaware, cutlery, lamps and clocks, furniture, dry goods, wall paper, hardware and groceries.

When it is considered that Brownsville has a population of less than 500, Mr. Corbett's progressiveness is to be commended.

In discussing the results obtained by issuing the catalogue, Mr. Corbett says: "I got it out for the Christmas trade and found it to be a very profitable investment. In the grocery line I met or beat prices of the Toronto departmental stores, as they are working the country harder every year. I think if all stores would work along the same line, they could hold at home a lot of trade that goes to Toronto."

No one will question Mr. Corbett in his contention. It takes aggressiveness and a spirit of determination sometimes to overcome outside competition and protect home business. There are many grocers and general merchants throughout the country who would consider the getting out of such a catalogue as a pure bill of expense. They think that if they were to spend five or ten dollars on a catalogue, that so much money had been wasted.

Mr. Corbett's catalogue is nicely illustrated and contains several introductory talks at the tops of the different pages before prices are quoted.

Gives Special Favors to None.

Moncton, N.B., January 12.—A merchant in Moncton is opposed to the stand taken by many in the trade of giving favors to one customer which another does not receive. Often too, favors and privileges are granted one person at the expense of another and this he strenuously objects to in his store.

"It is a simple matter" he says, "to recognize every customer's entrance. Then wait on them in order. Look at it in this way: a customer lost, means perhaps several more lost, as the average grocer knows only too well. Dis-

satisfaction is a disease that spreads only too rapidly. Tact and politeness are needed, but, do not favor anyone."

Selling Goods With Small Profits.

Sorrel, Que., January 11.—There are so many lines in the average grocery business that yield a good margin that it is somewhat surprising to find in many stores that the goods which are pushed the most are the ones which yield the smallest profits. The reason assigned for this by a Sorrel grocer, was that those lines which yielded the least margin, were, for the most part, the easiest to sell, and clerks were very apt to follow the line of the least resistance.

"Staples, such as sugar, will sell themselves," said the merchant. "See that clerks are pushing the lines which do not find such a ready sale, but yield much larger profits. No one is in the grocery, or any other business, for his health only."

The Carelessness of a Clerk.

Brantford, Ont., Jan. 12.—Many customers are undoubtedly lost, or at the very least highly aggrieved, at the easy-going, apparently careless attitude of some retail salesmen while being served. Your correspondent was in a Dalhousie street store on Saturday, and observed a clerk, who apparently knew better, but who, probably through sheer carelessness, stood in front of the customer with his hands in his pockets, in a "devil-may-care" position. Such an attitude is easy to assume, and in time grows to a habit difficult to eradicate. A smart-looking salesman will gain customers for his firm, where a slouch one will lose them.

Open Their Store at 6.30 A.M.

Guelph, Ont., January 12.—Robinson Bros. have bought the grocery business on Suffolk street, formerly conducted by Homer Precious. The two young men are the youngest grocers in the city, but apparently they are not the least enterprising. One noticeable thing about their store is that they are open at 6.30 in the morning. There were noticed some hand bills that this firm had printed announcing in bold black type their intention to be ready for business at this apparently unseasonable hour in the morning. When asked the reason, "Bob," the older member of the firm stated that owing to the fact that they were located in a residential section of the city they intended to make capital

of their conveniences to the homes in their immediate vicinity.

"There are generally some of the housewives in the many homes, around here that forget to order something, and find themselves without the things they need for getting breakfast, and the fact that we can be right on the job, with the very thing they want pleases them and gets us in right." This was the terse explanation that he offered.

Clerks Must Read the Ads.

Montreal, January 11.—"In case I put an advertisement in one of the dailies, said a St. Catherine St., Montreal grocer, "I post a copy of the ad. in a prominent place in the store, and see that my clerks know exactly what is special. These specials are chosen for the express purpose of getting rid of the stock on hand and I see that I get all the possible results from my advertising."

This may look like a very small thing to be careful over, but it is in just such small things that success or mediocrity in business lies.

Convince Yourself First.

Halifax, N.S., January 12.—To be convinced that you are telling what you really know to be the truth, is something absolutely necessary to running a store, thinks one of the leading grocers of Halifax. "We must believe ourselves," he says, "when we tell a customer that our tea is the best at the price in the city. We will not convince a level headed customer unless we ourselves think so. It pays to have goods stocked that one can conscientiously assure a customer they are the best for the money."

If you have wondered why you are not convincing in some of your statements think this over.

Instal Collecting Cabinet.

Bracebridge, Ont., January 12.—Kirk Bros., of Bracebridge, have placed in their store an account collecting cabinet. This is a splendid acquisition added to the many useful fixtures to be found in this model grocery store.

During Xmas week one of the large grocery store had a magnificent display of cut flowers, making the store one of attractiveness. It was commented favorably on by many of the townspeople and farmers, and proved to be a good advertisement. This is a move in the right direction and if handled correctly a good profit can be made.

To Cover the West Indies for the MacLean Papers

David Williams Leaves Canada for the South to go Over That Field Again—Trade Relationship Between Canada and the Islands Becoming More Intimate—Value of an Extensive Circulation There.

When the steamship "Sobo" sailed from Halifax on Wednesday the 5th instant, among her passengers was David Williams, special subscription solicitor for MacLean's Trade Newspapers and Magazines. He will be away several months, for the task to which he has been sent is no small one. He is to cover the Bermudas, the British West Indies, and British Guiana. His instructions are implicit; he must thoroughly cover the field, no matter how long it takes him to do so.

MacLean's Trade Newspapers and Magazines have already a good circulation in the Bermudas, the West Indies and British Guiana. The late John Cameron, for many years a trusted and efficient subscription solicitor of the company, well and truly laid the foundation of our circulation in that part of the British Empire, when he some years ago spent three or four months there.

David Williams, is now to follow in his footsteps; indeed he is to do even more. He is to blaze the way to one or two places which Mr. Cameron had not the opportunity of reaching.

Mr. Williams is a worthy successor to the late Mr. Cameron. He has for some time been on the subscription staff of the MacLean Publishing Co. in Ontario and during the last five or six months has been devoting his time entirely to subscription work in the maritime provinces. The success which has characterized his work in Ontario and the maritime provinces will no doubt follow him to the West Indies, for he believes to a degree of ardent enthusiasm, in the MacLean Trade Newspapers and Magazines. To this quality is added that of untiring industry. He will certainly materially add to the already substantial circulation of the MacLean Trade Newspapers and Magazines in the West Indies.

Canada's relationship with the Bermudas, the West Indies and British Guiana is gradually improving. Not only is sentiment getting warmer but the volume of trade between them and this country is assuming more important proportions. It now aggregates in value between \$12,000,000 and \$13,000,000. But this is only a small part of what it can be made. In blazing the way for this desired end no factors are more potent than the trade newspapers. Their work is specialization, and it tells.

To exporters the circulation which the MacLean Trade Newspapers and Magazines has already attained in the Bermudas, the West Indies and British Guiana, plus that which is to come, is most important, and is worthy of their careful attention. There is certainly no advertising mediums that offer such possibilities to those who wish to reach buyers in that part of the British Empire, besides the wide and general circulation in the home field. Another matter which should not be overlooked is the advantage which accrues from the circulation of the MacLean Trade Newspapers and Magazines in China, Japan, Australia, South Africa, Great Britain, and the United States. It, of

course, does not approximate to the circulation in the home field nor is it relatively as large as that in the West Indies, but it counts and that not insignificantly.

The late Mr. Cameron had only been in the West Indies a few weeks when he sent a hurried call to the head office for a fresh supply of subscription order forms, the new subscriptions which he had taken up to that time having far exceeded his expectations. We hope this will also be Mr. Williams' experience.

In the meantime we wish him bon voyage and good luck.



DAVID WILLIAMS.

Special subscription solicitor for MacLean's trade newspapers and magazines, who is on his way to the West Indies and British Guiana to supplement their already large subscriptions there.

SELLING FORMOSA TEA.

Samuel C. Reat reports as follows from Tamsui on prospective changes in the selling of Formosan tea: A report from Japan that under the promotion of some prominent tea exporters of Yokohama a tea-exporting company, with a capital of \$500,000 gold, is about to be established at Taihoku, Formosa, is not credulously received here. It is believed that if any Japanese company engages in the business of exporting tea on a large scale from Formosa it will be the Mitsui Bussan Kaisha, the company which now controls the camphor output under governmental supervision. Under present conditions the exporting of tea from Formosa is practically confined to British and American companies, and it would be some time before any new firm could secure a large export trade.

If, however, the Formosan government should give to a Japanese or a Formosan company the \$30,000 appropriated annually by the government for advertising Formosa tea, the favored firm would have a very substantial bonus with which to begin its operations, and some advantages over the foreign firms. Without this governmental support the foreign houses do not consider the prospective company a possible competitor. The exports of Oolong tea from Formosa to the United States, which takes 97 per cent. of the crop, amount to over 16,000,000 pounds a year.

CALENDARS FOR 1910.

The Ontario Lantern and Lamp Co., Hamilton, Ont., have issued a richly colored calendar showing the interior of a hallway, the foot of the stairway and a woman ascending. It is a large calendar, 3 feet long by a foot and a half wide.

Freeman & Cobb Co., Boston, Mass., have issued a Fast day calendar which is very handsomely gotten up. The chief advantage of the calendar lies in the size of the numbers, which can be readily seen across an office.

D. Hatton Co.'s calendar is a reproduction of a painting. It shows a beautiful girl by the name of Alice, and is certainly a work of art.

An artistic and useful calendar is that of the Lake of the Woods Milling Co., who every year send around one of the best calendars circulated. The 1910 design is an unusual one, the feature of which is the bust of an Indian on a red background. He is holding a cream colored cutout giving the panoramic view of the company's mills at Keewatin and Portage La Prairie. On either side of the cutout are colored reproductions of Five Roses and Harvest Queen flour in bags and barrels. In the two lower corners are given the capacity of the firm's mills and elevators and a list of their various offices.

KEEPING FROST FROM WINDOWS.

At the present time many stores have trouble with moisture obscuring their bulk windows. The warm air in the store is condensed by the cold glass and deposits the water it contains. Many schemes for getting around this by means of ventilation, etc., have been suggested at different times, but there's a little trick that seldom fails to solve the problem. This is to rub the glass with glycerine. Only a small quantity is required and it can be rubbed on with a cloth.

"They say jealousy is a terrible thing," said an old grocer the other day. "But it is easy to handle—in business. Jealousy is a dare. That's all. One fellow does something better than you and you're jealous. Go him one better and it's all off. Great thing to work beside a man of this kind. For the love of goodness, don't be 'jealous.' That's taking back water. That's falling down. Best thing can happen you is to get beside a better man than yourself."

THE CANADIAN GROCER
 DIRECTORY OF
**Manufacturers, Manufacturers' Agents,
 Brokers, Etc.**
BRITISH COLUMBIA

**W. A. JAMESON
 COFFEE CO.**
 Importers and Roasters of High Grade
 Coffees.
 Manufacturers and Proprietors of
 "Feather-Light" Brand Baking Powder
 We also carry a full line of TEAS,
 SPICES, etc.
 Mail orders promptly attended to.
 Cor. Langley and Broughton Sts.
 VICTORIA, B.C.

F. G. EVANS & CO.
 139 Water St. VANCOUVER, B.C.,
 Wholesale Grocery Brokers and
 Manufacturers' Agents
Correspondence Solicited.

**VICTORIA
 FRUIT GROWERS' ASSOCIATION**
 The largest packers and shippers of first-
 class Fruits of all kinds in British Columbia.
 OFFICE AND WAREHOUSES
 COR. WHARF AND YATES STS. - VICTORIA
 Branch at 140 Water Street, Vancouver.

The Condensed Ads. in The
 Canadian Grocer bring results

We have Competent Salesmen
 Best facilities for Distributing and Storing
W. HARRY WILSON & CO.
 330-332 Cordova St. W. VANCOUVER, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
 25 Alexander St.
 VANCOUVER, B.C.
 Wholesale Brokers
 GROCERIES, PRODUCE, FRUITS, GRAINS
 Importers and Exporters
 Reference—Bank of Montreal.
 Write us for information about B.C. trade.
 Cable Address—"Robin," Vancouver.
 Codes—A B C, 5th Edition; Revised Economy; Modern
 Economy; Utility and Dowling's.

WILLIAM W. DUNCAN
 Broker and Manufacturers' Agent
DISTRIBUTING
 Free and Bonded Warehouses
VANCOUVER - VICTORIA

HERMAN ERB
 Manufacturers' and Wholesale Com-
 mission Agent
 P. O. BOX 405
 522 Bastion Street, Victoria, B.C.
 Open for a few more agencies

THE CANADIAN GROCER
 British Columbia Office at Room 11, Hartney Chambers,
 Cor. Pender and Homer Sts., Vancouver.
 H. HODGSON Manager

MCLEOD & CLARKSON
 Manufacturers' Agents and Wholesale Commission
 Agents
 144 WATER ST., VANCOUVER, B.C.
 Can give strict attention to a few first-class Gro-
 cery Agencies. Highest References.

Wholesale Manufacturers' Agents
 Correspondence Solicited.
F. R. McINTOSH & CO.
 Vancouver, B.C.

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
 Manufacturers' Agents
 SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
 We have an established connection and can handle a
 few more good agencies to advantage.
 Highest References.

Do you want live representation?
 We are in touch with the trade.
Andrews & Nunn
 Manufacturers' Agents and
 Wholesale Commission Merchants
 Codes—A B C 5th Edition, Western Union
 140 Water St., Vancouver, B.C.
 Correspondence Solicited Highest References

WANTED
 One **Wholesale Grocer**
 in each city of the Dominion to handle
ST. VINCENT ARROWROOT
 WRITE FOR PARTICULARS, PRICES, ETC.
WEST INDIA CO., Limited 305 St. Nicholas Buildings, MONTREAL

SELLING GOOD TEA SELLS MORE TEA

Since the first package of Red Rose was put up I have aimed to make every package fully worth the price. You have watched Red Rose business grow, have seen it increase by leaps and bounds.

Why Not Get Your Share?

You can use Red Rose to splendid advantage in your own business. You can recommend it with absolute confidence of pleasing your customers. A pleased customer is always a better customer. That means more business and better business every time.

Try recommending

RED ROSE TEA

Wellington St. E.
Toronto, Ont. } Branches
315 William Ave.
Winnipeg, Man.

T. H. ESTABROOKS
ST. JOHN, N.B.

THE LARGEST SAUCE FACTORY IN THE WORLD

HOLBROOK'S

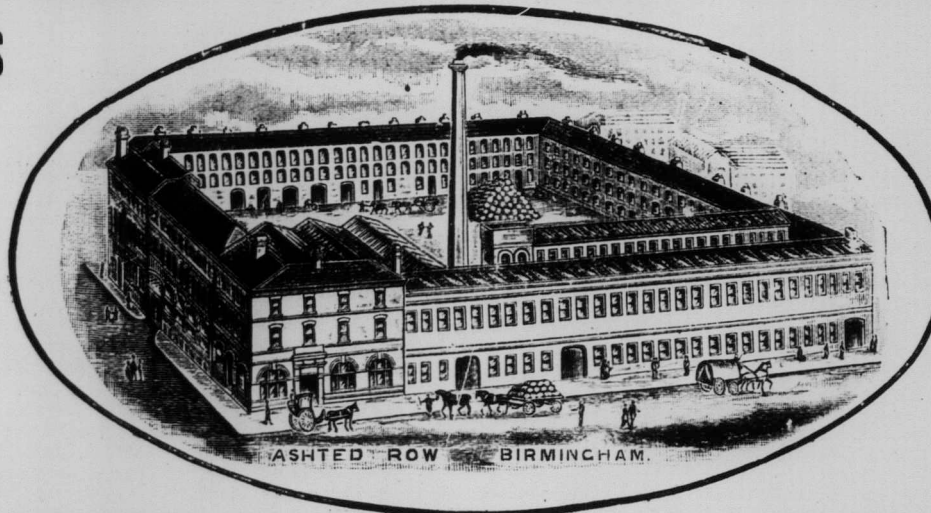
Worcestershire

SAUCE

Punch Sauce

Pure Malt
Vinegar

Pure Pickles



Local Agents

Quebec: J. R. Renzud & Co.
Montreal: F. L. Benedict & Co.
Winnipeg: J. D. Brack & Co.
Calgary: Campbell, Wilson & Horne
Edmonton: A. McDonald Co.
Vancouver: Kelly, Douglas & Co.
Victoria: Wilson Bros.

HOLBROOKS LIMITED

Canadian-American Branch
40 Scott Street, Toronto, Canada

To the Manufacturer or Wholesaler—

If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth \$200, \$300 or \$500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in the Canadian Grocer with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7,000 calls a week for you at a salary of \$4 to \$8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

Intimate Knowledge of the Stock Needed in Buying

Arguments Collected from Western Canadian Merchants on Why Buying in Small Quantities is the Better Method—More Money Left in the Business—When to Buy on Speculation.

By L. C. Harkness.

The present trend in the retail grocery business seems to be that of greater concentration upon the buying end of the business. The influences which have brought about this condition may not be difficult to discern. As years go on business efficiency in every line is becoming more and more pronounced.

The science of specialization has been taking deep root everywhere. The merchant of fifty years ago is not the merchant of to-day; not necessarily because there was a laxity in concentration on everyday business principles in the older days, but because the merchant of to-day is compelled, by the very nature of the business world in which he lives, to make an acute specialized study of his business.

Every dollar he invests must bring such returns as will justify that investment in the light of modern business opportunities. And every merchant who buys goods and stock them for sale is investment his money.

Another influence which may have contributed toward better buying tendencies is the fact that in recent years, more than ever before, merchants have been buying in smaller lots and more frequently. In this way he has purchased goods for immediate use and the money which he had paid out formerly for future goods is retained in the business.

Within the past year this condition has become prominent in western Canada more particularly. Wholesale houses are opening up branches everywhere making it more convenient for the merchant to purchase his stocks. He may order stocks for a period of two or three months where formerly he ordered stocks for a year. Everywhere in Canada the wholesale competition has become keener and better opportunities for short orders prevail. The result is that merchants have become aware of the value of retained capital.

Why Buyers are More Careful.

It is not necessary to enumerate the conditions which have brought about a more careful consideration of buying problems, only in so far as they throw light upon solutions.

As an outcome of the condition referred to above the tendency would naturally be toward smaller stocks in the retailers hands. This, however, involves other problems, one is, how is the merchant to secure the best buying price if he adheres to the principle of restricted surplus stock? And is it not best to make a special effort to take advantage of a large discount as possible in the cash payment for a large quantity of goods?

And another problem may be, if an effort is made to keep stocks limited and under control, would it not incur more work in management, and would there not be risks in running out of goods which for the time being have either advanced or gone off the market?

All these questions are on the surface favorable to the idea of heavy buying; and it would seem that it is just such arguments as these that have lead many merchants into the error of keeping surplus stocks which become a bugbear and a hindrance to the general health of the business.

Perfect Control of Stock Needed.

In the first place, there are few who would wisely conduct their business on the principle of small stocks or stock restriction, but rather upon the principle of stock control. The argument is in favor of better and more careful manipulation of salable goods. Just what might be called a small or a large stock varies according to the custom which the business supports. But there are grocers everywhere in the country who carry as large stocks as their competitors who do double or one-half more retail business.

The object of the merchant in the smaller business, of course, is to buy at the best possible figures. That merchant needs to be reminded, however, that his turnover is not gained so quickly as that of his competitor, and his goods are eating away profit as they decorate the shelves.

Regarding taking advantage of discounts or cash payments, this is always wise, but it is obvious that money is worth too much to have it tied up in superfluous stocks even if a considerable discount is granted off cash payments. So in an effort to buy in quantities and obtain a liberal discount the business might be seriously strained if the money is not returned by a rapid turnover.

That is system of careful buying would mean more work for the management does not necessarily follow. But it does follow that there would be more expert management. It would mean a keen scrutiny of business details, and this is necessary in every business.

An expert stock keeper is as essential in a grocery store as an expert salesman, and it seems reasonable that the man who keeps his stock well under control to such an extent that no capital is lost in overstocking, and at the same time to have every article on hand when it is asked for, is the most valuable man in the business.

It is true there are times when it is well to buy and "lay in" stocks when a

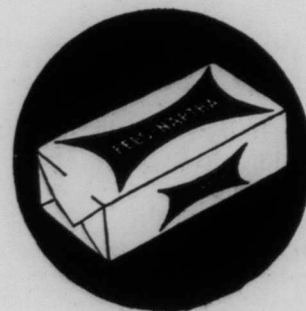
"short crop" or a "corner" condition prevails. This is a matter of business foresight; and speculation is a wholesome pursuit providing your capital and past experiences warrant its continuation.



There is no
"wear-out"

to the confidence with which housekeeping women everywhere welcome Fels-Naptha.

The honest quality of Fels-Naptha soap is earnestly and steadily advertised and it's always easier for the grocer to quickly sell such goods as Fels-Naptha.



To the Retail Grocers of the
Dominion of Canada

Gentlemen:—

We wish to congratulate you upon the result of the business of the year just closed, and thank you for the liberal support given us, which has largely assisted us in making "KELLOGG'S TOASTED CORN FLAKES" a household word from one end of the Dominion to the other.

Our policy has been to keep the grade of our excellent product up to the highest possible standard—to insist that our Flakes are sold at a uniform price of ten cents per package, giving the dealers a reasonable profit, and by the use of our unique coupon plan, obviate the necessity of unnecessarily stocking up.

THIS POLICY will be continued through the present year, and we respectfully ask from you a continuance of your support.

KELLOGG'S TOASTED CORN FLAKES is undoubtedly the leading Cereal Food of the world to-day. By persistent and aggressive advertising, such as elegant bill-board posting, newspaper copy and extensive sampling, the demand will be largely increased.

KELLOGG'S is the only Corn Flake required in your business.

We want you to participate in the boom which it will enjoy in the immediate future. PUSH KELLOGG'S. SAVE YOUR COUPONS and you will have reason to congratulate yourself at the end of the present term.

Yours truly,

The Battle Creek Toasted Corn Flake Co.

SURPRISED AT LLOYD HARRIS.

Hamilton, Jan. 13.—The Retail Grocers' Association met last Thursday for election of officers and they evidently made some good choices. The officers and executive are efficient and progressive. The new president, J. A. McIntosh, is a very desirable man for the office, and good things are looked for this year in the association. Important questions such as the Co-operative Bill, cash discount, good roads, a Provincial Association, etc.—measures that will give the president ample opportunity to show what a pushing, progressive man can do, will come up. Hamilton dealers were surprised to learn that Lloyd Harris, M.P. of Brantford was stated to have brought in a bill regarding Co-operative stores. Numerous opinions were ventured, as to why, but so far it is only an echo that we hear. The following officers were elected:—J. A. McIntosh, president; E. Hazell, first vice-president; J. M. Semmens, second vice-president; James Main, treasurer; M. R. Hill, secretary; A. G. Bain, W. Smye, J. O. Carpenter, Arthur Lavis and J. L. Brown, executive committee; A. G. Bain and J. Kirkpatrick, auditors.

THE MERGER PROBABLE.

“In a week or ten days,” remarked a jobber closely in touch with the independent canners. “you will find that the amalgamation of the independent can-

ners will be put through. You will find that practically every canner will be in the merger. The promoters have so conducted this affair that they have been able to meet the demands of those who at first were somewhat opposed to the scheme.”

The contentions of the American Can Co., which were at first strong against the merger on account of having such an interest in the sale of cans among the independents, have been dropped apparently.

The jobber further intimated that there would eventually be an amalgamation with the Canadian Cannery, Ltd.

STAND AGAINST THE BILL.

Editor Canadian Grocer.—The letter in your last issue signed “Time to Act,” should be read by every wholesale and retail merchant in Canada. As it was written from the wholesalers standpoint, it shows how keen they feel on the subject. How much keener should the retail merchant in any line of business feel the position he will be placed in if any bill, the counterpart of Mr. Monk's, should become law. I think every member of the House of Commons should be seen by the merchants in each county, and have the matter thoroughly gone into. Let every clerk who reads your paper, take a personal interest in this matter and use his influence to help along the work of defeating a bill which

would mean disaster to thousands of Canadian merchants.

“RETAILER.”

Hamilton, January 13, 1910.

TRADE NOTES.

Wm. Lesson, Sr., grocer in Merritton, Ont., died on Monday.

W. C. Christmas, broker, Montreal, and W. H. Escott, of Winnipeg, are in New York on business connected with Hills Bros., whom they have agencies for in their respective cities.

A. Grills, a grocer on Broadview Ave., Toronto, has assigned to N. L. Martin & Company. A meeting of the creditors was held on Wednesday afternoon in the assignee's office.

Robert Simpson, formerly of the Simpson Co., wholesale grocers, Guelph, Ont., who recently moved to Hamilton, is going into the wholesale tea and coffee business in the latter city. He will also act as manufacturers' agent for other lines of goods.

T. H. Estabrooks, St. John, N.B., was in Toronto during the week. In referring to business conditions of 1910, Mr. Estabrooks predicted a banner year for trade and commerce. Speaking on the tea market, he said there was no possibility for lower prices. This was due in a large measure to the decrease in the tea growing industry in China and Japan where the inhabitants find it more profitable to cultivate other plants and develop other industries.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

**Are You Carrying the
Empress Brand?**

**Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies**

WE WANT YOU to do so.

IT WILL PAY YOU to do so.

YOU WILL do so if you try them once.

WRITE US.

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

NICHOLSON & BAIN

The Largest and Most Progressive
Wholesale Commission Merchants
and Brokers in Canada

**Have Opened Out
Branch No. 4
at Regina, Saskatchewan**

Manufacturers Open for Live Re-
presentation in Saskatchewan,
write Nicholson & Bain, Regina.

NICHOLSON & BAIN

Edmonton, Calgary, Winnipeg, Regina

**GUNN'S
"EASIFIRST"**



LARD COMPOUND

Will enable YOU to win first place for
QUALITY GOODS

Figure your saving compared with pure lard and
ORDER TO-DAY

GUNNS Pork and Beef Packers
LIMITED WEST TORONTO

**Never had a can of
milk returned to us yet**

Banner and Princess Brands of Condensed
Milks—and two brands of Powdered Milk—
manufactured by J. Malcolm & Son, St.
George, Ont., are the best brands that skill
and science can produce. No dead stock
on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Dressed Poultry

is our specialty

We are the largest dealers in Dressed Poultry in Canada. A life-
time has been spent by us specializing along this line. This
valuable experience is at your service. We want large quantities
of

Turkeys, Geese, Ducks, Chickens and Hens

Personal attention given to each shipment. A square deal for all.
Payments daily.

THE DAVIES CO.,
WM. DAVIES LTD.

Established 1854 James St., TORONTO Phone Main 119

**NOTHING
BETTER
IN 1909**

Fearman's English

Breakfast

Bacon

**NOTHING
BETTER
IN 1910**

**BUTTER
EGGS
POULTRY
GAME**

☞ We require large quantities of each of
the above lines and shall be pleased to
quote prices f.o.b. your station. Write us.

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

Hog Situation Yet Discouraging to the Packer

Their Margin of Profit Cut Down—If Prices of Hog Products are Raised Consumption Will Decrease—Butter Fairly Plentiful With Tendency to an Easier Market—Stored Eggs Firmer in Prices.

There is nothing in the hog situation in sight that looks encouraging to the packers. In order to get the hogs, to hold their trade, they are forced to pay more for them than the prices of cured meats warrant, and to raise the prices would almost be certain to check the consumption. People will only pay to a certain limit for an article, and when it goes beyond that they switch to something else. It is believed that cured meats have reached that point, and therefore the danger of raising the price. One of the packers has stated that he remembered when dressed hogs were selling as low as 4c a lb. and when the farmers got 6c they felt rich.

Rather than strain the consuming end it would perhaps be in the interests of all concerned should the packers decide to pay a lower price for hogs. The farmer is not entitled to receive more than an article is worth, at the expense of the consuming public. Hogs would be a good paying price if they were 2c a lb. cheaper.

MONTREAL.

The general trend of the provision market seems to be toward higher prices. Live and dressed hogs remain steady at last week's high quotations. Pure lards in wooden packages are up $\frac{1}{2}$ cent. Other lines remain firm. Sales are brisk and rapidly increasing.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 16 $\frac{1}{2}$
Cases, tins, each 10 lbs., per lb.	0 16 $\frac{1}{2}$
" " " 5 " " "	0 17
" " " 3 " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 17
Pails, tin, 20 lbs. gross, per lb.	0 16 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 16 $\frac{1}{2}$
Tierces, 375 lbs., per lb.	0 16 $\frac{1}{2}$
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 12 $\frac{1}{2}$
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12 $\frac{1}{2}$
" " " 5 " " "	0 12 $\frac{1}{2}$
" " " 3 " " "	0 12 $\frac{1}{2}$
Pails, wood, 20 lbs. net, per lb.	0 12 $\frac{1}{2}$
Pails, tin, 20 lbs. gross, per lb.	0 11 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 12 $\frac{1}{2}$
Tierces, 375 lbs., per lb.	0 12

Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl.	28 00
Plate beef, 100 lb bbls.	7 75
" " 200 "	15 00
" " 300 "	22 00

Dry Salt Meats—	
Green bacon, flanks, lb.	0 14 $\frac{1}{2}$
Long clear bacon, heavy, lb.	0 14 $\frac{1}{2}$
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 14 $\frac{1}{2}$
Large sizes, 18 to 25 lbs., per lb.	0 15 $\frac{1}{2}$
Medium sizes, 13 to 18 lbs., per lb.	0 16
Extra small sizes, 10 to 13 lbs., per lb.	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17
" " " small, 9 to 12 lbs., per lb.	0 17 $\frac{1}{2}$
Breakfast bacon, English, boneless, per lb.	0 16 $\frac{1}{2}$
Windsor bacon, skinned, backs, per lb.	0 17 $\frac{1}{2}$
Sliced roll bacon, boneless, short, per lb.	0 14 $\frac{1}{2}$
Hogs, live, per cwt.	9 25
" " dressed, per cwt.	13 25

BUTTER—Finest qualities are firm and no changes are reported in the other lines. Dealers are well satisfied with the present situation. Receipts for the week are 1,632 packages, as against 1,901 same week last year. For the season

they are 390,734 packages, as against 411,933 packages same season last year.

Creamery solids, lb.	0 26 $\frac{1}{2}$
Creamery prints	0 27
Dairy tubs, lb.	0 21 0 22
Fresh dairy rolls	0 22 0 23

CHEESE—There has been a considerable increase in the export demand particularly for white cheese. The market shows strength throughout. Orders that a week ago were eagerly sought, now are held off for higher prices. Conditions in England are responsible for the welcome change. Receipts for the week are 28 boxes, as against 337 same week last year. For the season they are 1,966,380 boxes, as against 1,955,950 boxes same season last year.

Quebec, large	0 11 $\frac{1}{2}$ 0 11 $\frac{1}{2}$
Western, large	0 11 $\frac{1}{2}$ 0 12
" " twins	0 12 $\frac{1}{2}$ 0 13
" " small, 20 lbs.	0 12 0 12 $\frac{1}{2}$
Old cheese, large	0 15 0 16

EGGS—Prices are away up on new laid and other lines are higher. There are no cheap eggs to be had, and some dealers prophesy a shortage in two weeks. Stocks of all lines are low. Receipts for the week are 426 cases, as against 1,042 cases same week last year. For the season they are 191,516 cases, as against 196,208 last year.

New laid	0 40 0 50
Selects, dozen	0 32
No. 1, dozen	0 28
No. 2, dozen nominal	0 26

POULTRY—Poultry is still very high though no higher than last week. Sales continue brisk and supplies are coming in none too freely.

Chickens, per lb.	0 15 0 16
Hens, per lb.	0 10 0 11
Young ducks, per lb.	0 15 0 16
Turkeys, per lb.	0 19 0 20
Geese, per lb.	0 11 0 12

HONEY—Honey sales are steady and prices show no fluctuation. There seems to be a fair demand for all lines.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11 $\frac{1}{2}$

TORONTO.

PROVISIONS—Twelve to twelve and a half dollars per cwt. for hogs necessitates a corresponding raise in cured meats. With the keen competition between packers, it is claimed that the prices of cured meats are too low, and will leave them no margin. In speaking with one of them, he said, "I am simply disgusted." Prices, no doubt, are so high now, that packers are afraid another raise will check consumption, and yet to work without a margin is discouraging and even ruinous.

Long clear bacon, per lb.	0 13 $\frac{1}{2}$ 0 14
Smoked breakfast bacon, per lb.	0 13 0 18 $\frac{1}{2}$
Roll bacon, per lb.	0 14 0 14 $\frac{1}{2}$

Light hams, per lb.	0 15
Medium hams, per lb.	0 15
Large hams, per lb.	0 14 0 14 $\frac{1}{2}$
Shoulder hams, per lb.	0 13 0 13 $\frac{1}{2}$
Backs, plain, per lb.	0 18 0 18 $\frac{1}{2}$
pea meal	0 18 $\frac{1}{2}$ 0 19
Heavy mess pork, per bbl.	27 00 27 50
Short cut, per bbl.	28 00 29 00
Lard, tierces, per lb.	0 16 0 18 $\frac{1}{2}$
" tubs	0 16 0 16 $\frac{1}{2}$
" pails	0 16 $\frac{1}{2}$ 0 16 $\frac{1}{2}$
" compounds, per lb.	0 12 $\frac{1}{2}$
Live hogs, at country points	8 25
Dressed hogs	12 00

BUTTER—Without any outlet for our butter, and the liberal supplies of fresh made butter, it is nearly safe to predict that it will get cheaper. The exports of our butter to England this year are 53,911 packages less than last year, and as the yield was a fair comparison with last year it is reasonable to suppose, even with the understanding that home consumption has remarkably increased, that a large quantity is still in the hands of our dealers. It is the general impression that the quality of fresh butter this winter is better than last year. If this is the case there is not so much danger of a break, and prices are likely to be steady.

Fresh creamery print	Per lb.	0 28 0 29
Stored creamery solids	0 26 0 26 $\frac{1}{2}$	
Farmers' separator butter	0 24 0 25	
Dairy prints, choice	0 21 0 23	
Tub butter	0 21 0 22	
Baking butter	0 19 0 20	

CHEESE—There is nothing new in the cheese market. There is a better export demand, but that does not affect the local trade, and prices, therefore, remain at the old quotations.

Cheese, new, large	0 12 $\frac{1}{2}$ 0 12 $\frac{1}{2}$
" " twins	0 12 $\frac{1}{2}$ 0 13

EGGS—New laid eggs are a little more plentiful here and do not now bring any price a farmer may ask. They, however, have no effect on the price of stored eggs, which are firm, and even in some cases a cent higher. It will be at least five or six weeks before there will be sufficient new laid eggs to affect the market, and the price will depend on the weather and in the way the stocks diminish. Rather a better demand than was expected caused a firmer feeling with an upward tendency. On the whole the egg situation is in good shape.

Cold storage eggs	0 27 0 28
Select eggs	0 28 0 29
Strictly new laid	0 35 0 40

POULTRY—The poultry which was left over for the holiday trade is pretty well cleaned up, and the market is assuming its normal condition again. Fresh stock, especially chickens, are in god demand and sell as high as 18c wholesale, and turkeys at 21c.

Spring chicken, dressed	0 16 0 18
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 20 0 21
Spring ducks	0 14 0 15
dressed	0 13 0 14

HONEY—There is a steady movement in honey, and prices keep firm. Apparently the stock will all be required.

Honey, extracted, 60 lb. cans	0 10 $\frac{1}{2}$ 0 11
" " 10 lb. pails	0 11 0 12
" " 5 lb. pails	0 12 0 12 $\frac{1}{2}$
" comb, per dozen	2 50 2 75

Some few people are so constituted that even when they have nothing to do they can do it gracefully.

Wants Tariff Lowered on Canada's Dairy Products

New York Provision Merchant Sees no Other Way of Reducing Cost of Butter, Cheese and Eggs to New England Consumers—Market There Suffering With Ample Supply Close at Hand in Canada.

Julius D. Mahr, provision merchant of New York city and president of the New York Mercantile Exchange, is advocating the lowering of the duty on Canadian dairy products and eggs in order to reduce the high cost of these to the consumers of the eastern United States. This he advocates in the strongest terms and declares that under the rates on these dairy products at present the commission merchants handling the New York and Eastern trade are unable to lower the prices on domestic food articles, despite the crying demand of thousands of consumers that something radical be done to their advantage.

In his first report to the Mercantile Exchange, and in the statements, Mr. Mahr commends the agitation in regard to the existing tariff rates, which, he says, place out of the reach of the consumer the most necessary and needed products of the Canadian market. He recommends in his report to the Exchange that the Committee on Legislation made up among its members, be directed to investigate and report on the possibilities of obtaining legislative relief from Congress on these points.

Endangers Produce Trade.

Unless some remedial action is taken in the near future, Mr. Mahr declares, the growing tendency and inclination of the consuming public to use questionable manufactured products for butter will be in itself a problem. And, he says, if this proves to be true the dairy produce trade in New York and throughout the east will suffer proportionately. The report says:—

"It is regrettable that the dairy produce trade offers its services for such a low remuneration, particularly since operating expenses and all other necessary expense items connected with the business are larger now than they ever have been. On the other hand, prevailing market prices are decidedly higher. No line of business, allowing for capital invested, risk and other conditions, offers its labor and facilities for such a low percentage of gain. Ought not the trade, under all the circumstances, adopt more liberal income charges for the handling of dairy products?"

"The Executive Committee passed a resolution several months ago addressed to the Tariff Committee of Congress advocating the lowering of the duties on butter, eggs and cheese. This recommendation was not acted upon favorably by Congress, and yet it is one of the greatest questions affecting the consuming public of the United States, and more

so at the present time than at any other in many years.

"It is beyond question a fact that if the present virtually prohibitive duties on dairy products were not in force butter, eggs and cheese would sell at more reasonable prices. If Congress really requires a revenue to pay the expenses of government. I would suggest that this Exchange co-operate actively with other mercantile bodies in the country and exert every influence possible to have the duties reduced to reasonable figures, and at the same time enable them to yield a revenue to the government."

ORIGINALITY IN DISPLAY.

By G. Hunter.

Many claim, indeed emphatically state, that their windows form their best means of advertising. Next to the newspaper the window undoubtedly is a powerful means of inducing purchases, but when one takes a look at the various windows and observes their dress, the lack of attention to individuality is quite apparent. While it may be true that the goods are not thrown in haphazardly, at the same time there is too much of a sameness—everything straight up and down.

Of course, it must be conceded that a good window dresser is often hard to secure, but a little study, by the salesmen, if they be at all interested in their work and their own future, will enable them to intelligently arrange the various articles in an attractive manner. And practice will eventually effect a degree of originality, for this characteristic can only be developed by consistent and constant study.

An hour or half an hour each evening spent in perusing some good trade paper, magazine or publication referring to window dressing will assist in producing good effective work. Watch the "other fellow's" doings; critically examine his productions; see if you cannot discover some vulnerable point where you might strengthen the effectiveness. By closely watching your competitor you will not only keep aware of his methods but any latent talent within you will be awakened and before you really realize it you will be making progress which will have the approval not only of your employer and fellow-employees, but of the observant outsider, and it is to him that you primarily appeal.

Yes, make the window effective. Make your wares known through the press; state in your advertisements the contents of your windows, and if you have what you consider a unique window de-

sign "proclaim it from the housetops," and the result will surely be to your reward.

Try it next week; take one evening; pull down the blinds and set to work conscientiously and banish modesty as regards your own ability. Set to it with a purposeful spirit and you'll win; your employer will win, everybody will be the better.

PEANUT CROP SMALLER.

According to Robt. Frazer in a report from Valencia, Spain, the area under peanuts in that district is calculated at 8 per cent. less than the previous season. The crop promised an abundant harvest up to the beginning of October, when, owing to some unexplained cause, its growth was arrested, with partial failure in several sections and a shrinkage in the total yield estimated at 25 per cent. below the average. Average production in normal years is about 98 arrobas of 28 pounds (2,744 pounds of peanuts in shell to the acre). Although prices are subject to considerable fluctuations, oscillating between \$65 and \$83 a ton in shell, the crop is considered a fairly remunerative one for the farmer, and also possesses the advantage of being admirably adapted as a second crop to follow early onions and wheat, both of which are harvested at the end of June. The total production of the district is calculated at 14,000 tons, of which 5,000 to 6,000 tons are exported annually. There is an increasing demand recently for the fine whitish peanut which contains three and four grains in each pod, but the characteristic Valencia peanut of dark reddish color and two grains to the shell yields a heavier crop and considerably more oil.

Canada as a market for the highly nutritious cotton-seed products has apparently been overlooked. Both articles enter free of duty. For several years about \$500,000 worth of the oil has been imported annually, practically all from the United States, but only 7 cents per capita for the Dominion's population. The Canadian imports of American cotton-seed meal has never reached \$20,000 worth in a year—a negligible quantity—yet the dairy and animal-breeding interests of the Dominion are enormous. Canada produces annually \$36,000,000 worth of butter and cheese (factory); \$22,000,000 of dairy butter; \$1,000,000 of condensed milk, and \$35,000,000 of milk for home consumption. It is evident that the dairymen and stock breeders there are not acquainted with the economic feeding value of cotton-seed meal. Canada has extensive stock farms, which, in addition to furnishing the main meat supply for the 7,000,000 people at home, yearly produce for export over \$10,000,000 worth of cattle, about the same amount of bacon and hams, and many other meat foods.—American Hay, Flour and Feed Journal.



Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.



With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry
Hop Yeast.



Highest Honors
at all Expositions.

ESTABLISHED 1852.

CLARK'S OX-TONGUE



Special
Notice
to
Dealers

For the next few weeks we intend giving special attention in our advertising to CLARK'S OX-TONGUE.

It would be wise to see that you have a good supply on hand.

Wm. Clark Montreal

Manufacturers of high-grade
—Food Specialties—

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured
by
NATIONAL LICORICE CO.
Montreal.

Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send
To-day

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES, W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Perce, Calgary and Edmonton

COTTON-SEED OIL SHORT.

In 1908 the estimated output of cotton-seed oil was 3,500,000 barrels. During 1909, it was only 2,000,000 barrels due to the shortage in the cotton crop. The demand for cotton-seed oil has been heavy, although prices have been higher than usual, owing to the high price of pure lard. The latter is of course due to the shortage in the hog supply.

SALESMEN'S RESPONSIBILITY.

The store salesman who is always afraid to assume responsibility of any kind is pretty likely to remain one. A clerk who is not afraid of responsibility, even if he makes a bad mistake once in a while, is worth a good deal more to his employer than the other kind. The more responsibility there is placed on the clerks the greater will be their interest in the welfare of the business. Some grocers, when in doubt as to the selling quality of an article, ask their clerks, and if the latter say yes, they order it. This may or may not be a good plan, depending on the judgment and ability of the men. No long ago the foreman of a very large store declared against buying a certain article. The proprietor took some home and tried it. The article was a food. Convinced that it was all right he ordered some, against the wishes of his foreman. The second

order was for thirty cases. In this instance the proprietor's judgment was the better. Getting clerks to try foods on their own tables is a good way of getting them enthusiastic over something one wishes to push.—Grocers' Magazine.

FATHER OF BEAN INDUSTRY DIES.

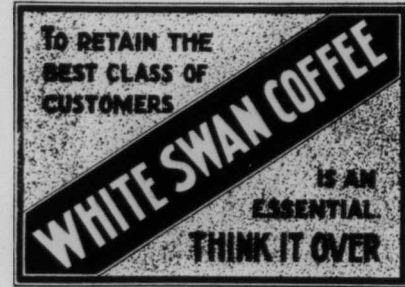
The father of the great bean industry which is one of the features of farming life in Southwestern Ontario died on Friday, January 7, in his 99th year. His name was Collins Handy. Born at Wellingport, Connecticut, on April 7, 1811, he came to Kent County in 1831 as a carpenter, built the first frame house in Orford township, and afterward engaged with his father-in-law, Capt. Baldwin, in buying and shipping grain, also filling the contract for the first mail route west from St. Thomas to Malden. It was not till some years after his arrival in Kent that he first experimented with bean growing. The industry has since then grown till it now approximated 900,000 bushels annually.

LATE CANADIAN PATENTS.

The following is a list of Canadian Patents granted by the Canadian Patent Office on Dec. 21, 1909, of interest to general merchants and grocers, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada, Russel S. Smart, resident, from whom all information regarding the same may be obtained.—

J. W. Cooper, Buffalo, N.Y.; windows. F. Davidson, Caulfield, Australia; fly proof and other like screen for windows. H. R. Langslow, Rochester, N.Y.; coin controlled closure releasing mechanisms. L. T. Reichel, Wellington, N.Z.; fire alarms and the like. A. Verhoevan, Marianna, Ark.; burglar alarms.

A. J. Corner, of Birks, Corner & Co., wholesale grocers, Montreal, lost his wife as the result of a sad accident on the park slide, Montreal.



<p>J. H. VAVASSEUR & CO. LIMITED</p> <p>Ceylon House, 15-16 America Square</p> <p>LONDON, E.C., ENG.</p> <p>FACTORIES . . . CEYLON</p>	<p>MANUFACTURERS OF FINEST QUALITY</p> <p>DESICCATED</p> <p>COCONUT</p> <p>AND</p> <p>COCONUT FAT</p> <p>TELEGRAMS---CITRONELLA, LONDON</p>
---	--

Remembering the Retail Grocer----

We are not one of those firms so keen on our own profits as to forget our very good friends, the retailers. No, all our biscuits, besides being of the highest quality, yield the man behind the counter an excellent profit.

THESE TWO FACTS EXPLAIN THEIR POPULARITY WITH CONSUMER AND DEALER.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

There is no stable profit where there is no lasting reputation.

That's a self-evident proposition—just as plain as "two and two make four."

Profits may flow in for a while, even when a merchant handles second-rate goods.

But, shrewd grocers do not bother much about *transient* success.

They're out for the trade that stays—the trade worth while—the *trade that pays*.

And that trade can only be clinched by handling *first-quality, high-grade* goods.

That's why a vast majority of grocers prefer to handle

CHRISTIE BISCUITS

They realize the significance of Christie reputation—a reputation based on high-grade, honest-quality goods.

Besides, there's a Christie biscuit for every taste—we manufacture 600 varieties.

N.B.—Christie Biscuits sell more than biscuits.

CHRISTIE, BROWN & CO., Ltd.

GOOD BISCUIT CONDITION

is as indispensable to your trade as good biscuit quality.

Carr & Co's Carlisle Biscuits

enjoy a world-wide reputation not only for quality, but also for the fresh condition in which they invariably reach you. Aren't these the kind to handle?



Order from nearest agent

Carr & Co.
CARLISLE,
ENG.

Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brerston, Winnipeg; L. T. Mewburn & Co., Ltd., Winnipeg; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's Newfoundland.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crato.

25-lb. Pails and 75-lb. T. lbs.

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

Maple Buds Cream Bars and Chocolate Confections

Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks and the rest, and note the improvement.

Pure — wholesome — "Cowan's" please almost everybody.

The Cowan Co., Ltd.

Toronto, Canada

M^cVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

H.M. THE KING AND H.R.H. THE PRINCE OF WALES

The following kinds are specially recommended :

- | | |
|-------------------|---|
| Digestive | The Premier Biscuit of the World. |
| Rich Tea | An Ideal Tea Biscuit. |
| Abernethy | The Scottish Favorite. |
| Breakfast | Finely Flavored, Exceptionally Light. |
| Rich Mixed | An assortment of Fine, Old-fashioned Biscuits. |
| Osborne | A Homely, Substantial Biscuit of the Highest Class. |

AGENTS for Manitoba, Saskatchewan and Alberta :
RICHARDS & BROWN, 314 Ross Avenue, WINNIPEG

By Royal



Letters Patent

NELSON'S
POWDERED GELATINE

is a perfectly pure Gelatine in powder form, ready for immediate use, without soaking.

NELSON'S
Gelatine and Liquorice
LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.B.
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.
J. L. Watt & Scott, 27 Wellington St. East, Toronto.
W. E. Ashley, Winnipeg.
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

CANADA :

No better Country



MOTT'S :

No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

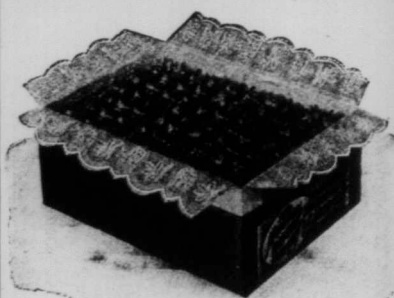
EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS :

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
Arthur M. Loucks Ottawa R. G. Bedlington Calgary



WHEN THEY SAY IT IS "GOOD BUSINESS" TO STOCK A CERTAIN LINE, YOU UNDERSTAND THAT REFERENCE IS MADE TO A PROFITABLE SELLER—AN ARTICLE OF QUALITY, POPULAR WITH THE CONSUMER AND A REPEATER.

Isn't That Right?

Well, when we say that it is "Good Business" to feature our

"CHOCOLATE BORDO"

You know that we are telling you in two words that your best interests will be served by selling the most saleable chocolate on the market—the confection with the 24-year reputation for originality and quality.

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

FREE—To all who inquire we will mail a neat 1910 Pocket Calendar.

TRUMILK MILKSTOCK

A full-creamed Milk in soluble powder form.

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO.

Plant: BROWNSVILLE, ONT.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

The W. A. Jenkins Mfg. Co.,
LONDON : : : ONT.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed

Manufactured at

82 Beaudry Street

MONTREAL

FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal

WE SELL FEATHERS TOO

SALT

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

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

SUOHARD'S COCOA

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

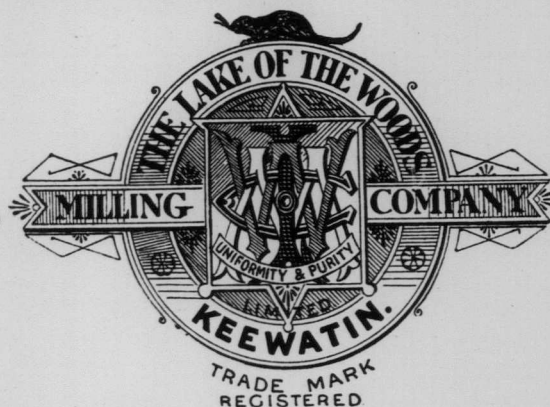
FRANK L. BENEDIOT & CO., Montreal Agents.



ABSORBINE

Cures Strained Pully Ankles, Lymphangitis, Pail Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle at dealers or delivered. Horse Book \$ D free.

ABSORBINE, JR., (marking \$1.00 bottle.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, kills pain.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.



What the Grocer Said to Mrs. Brown

One day, Brother Grocer, last November Mrs. Brown while out on a shopping tour found herself out in the cold, facing a 10 by 20 blizzard of sleet and rain. Did she run into Jones' store? She did. Was Jones glad to see her? Tickled sick. And they had quite a confab. Maybe, Brother Grocer, you'd like to hear what Jones said.

• • • • •

Well, the FIVE ROSES Advertising Department has in preparation a little 16-page booklet in the form of a monologue, or grocer's selling talk. Just the right size to enclose in an envelope, you know. Tells what Jones said to Mrs B. You see, Brother Grocer, it rained so hard outdoors Mrs. Brown *couldn't* get away—so she listened

• • • • •

Printed in *three* colours with a cover in *four*—we did ourselves proud this time. Cover represents the inside of Jones' store, with picture almost big as life of Brother Jones gushing to interested Mrs. B. Inside the booklet there's a dinkey little bunch of illustrations in colours to explain just what Jones is chirping about. That artist certainly deserves a bigger salary.

• • • • •

To finish up this wonderful booklet of ours we've added a series of FIVE ROSES flour recipes and household hints in order to prolong its life a little longer than usual. You know, Brother Grocer, the soft spot the women have for *good* recipes. Well, these are the *genuine* article. Your customers will all sit up and beg for them—you watch. Then on the back cover there's a neat little panel (blank) to put in *your* name and address, so that the booklet is really *YOURS*. Don't believe we have mentioned ourselves more than *twice all told*.

About Getting Flour wise— a Booklet

What, Brother Grocer, you'd like to see this little offspring of ours? Just write *at once*—the edition is really *limited*. If you like it, tell us how many you'd like to have and we will do our best to let you have them IMMEDIATELY we get them from the printer. Costs you nothing, you know. DO IT NOW, while you think of it—*first come first served*. Ask for booklet "G".

LAKE OF THE WOODS MILLING COMPANY, Limited
MONTREAL

Concerning the Retail Salesman and His Work

Importance of Punctuality, Courtesy, Accuracy, Co-operation and Doing Things Right at the Right Time—Loyalty to the Management and Thrift are Necessary to a Good Salesman.

By W. J. Irvine.

The salesman who has no ambition is surely in the wrong store. If he is not in a receptive mood he had better not come to business.

The people who have achieved the highest success are those who are able to grasp an opportunity when it presents itself.

If there is one weak link in your chain the whole structure will fall when the strain comes.

Punctuality is one of the great essentials of system. If your time to arrive is 7 o'clock, it is unbusinesslike to arrive a little later and it is wrong.

Every day each one of you, at some time or other, is being weighed in the mental balance by the management. They know who is fit to fill the important position when it becomes vacant. Remember if you sow corn, corn will grow, not wheat.

The men and women who have no ambition are a handicap to the institution. In this age of competition no business can afford to carry a handicap.

A lot of business is lost through lack of courtesy, and the clerk who overlooks its importance, not only does damage to his employer, but to himself.

Be courteous, because you feel that way, not because it is a part of the program of the store. If you do not get eight hours' sleep, you will not feel like it—you may have a grouch. What do the public want to know about that? When you have trouble, keep it to yourself, don't impart it to everyone.

Remember, the clerk who never does anything to foster the progress of the store in which he is employed, never does anything for his own advancement.

Do what should be done, right, whether you are recognized immediately or not.

A man is as he thinketh. There is nothing so plain as character written in your faces. If a man has a high line of thought, his life will show it.

If you do things 99 per cent. right and one per cent. wrong, you are straining the weak link in your chain.

The customer may not mark upon your courteous treatment, but if you slight her she will publish it.

A friend of mine went into a furnishing house for a tie. He picked up one and holding it up to his neck, asked the salesman, How do you think that would look? "Well, I'm not going to wear it, you know," he replied. Such fellows will be behind the retail counter at \$10 a week all their lives. If you earn \$10 a week you are \$10 a week smart, not \$10.05.

We measure system by results. We measure the salesman's ability by the amount of money he makes, because in commercial life, that is how it is regulated.

What One Dollar Means.

Let us see what happens to an incoming dollar. Eighty cents of it is stock, fifteen cents expenses, and there

are five cents left. When you miss an opportunity to sell more goods it comes out of that little profit of five cents.

What are counter check books for? To keep an account of purchases—a receipt to the purchaser and a sales statement to the office. But clerks make mistakes. They do not add up correctly, nor do they always enclose the receipt in the parcel. Sometimes one will see them strewn upon the floor.

Why should a salesman make mistakes? If their positions depended upon their accuracy, I fancy many would be idle.

We must have things done correctly. We are living in a progressive age.

Three parties are concerned in a transaction, the customer, the salesperson, the management. The only clean-cut method of handling a transaction is by placing the receipt in the parcel. The salesperson has his own reputation to protect, and at the same time he is protecting the management, is giving the customer satisfactory service, and satisfactory service is good advertising. Nothing can come of poor method.

A good system is fair to all; a poor system, is unfair to an honest clerk.

No salesman should hamper the institution with which he is connected if he is not loyal. There is nothing more contemptible than a scandalmonger or a traitor.

Successful Men Wanted.

Be thrifty; save a little every week. Develop the spirit of sacrifice and self denial, the very highest ideal in a man's life.

If your work all the day long is done with the idea of getting away at 6 o'clock, your interest is not there.

The reason these things are so important to the retail clerk is because there are so few successful men. The

world is waiting for successful men—men who know an opportunity and grasp it.

The Canadian Grocer acknowledges with much pleasure a handsome New Year's greeting card from W. Hanna & Co., general merchants, Port Carling, Muskoka, Ont.

**ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY**

**McDOUGALL'S
CLAY PIPES**
THE BEST IN THE WORLD.
D. McDOUGALL & CO., Glasgow, Scotland.

Let us quote you on your
APPLE BARREL
requirements for the coming season.
Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

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

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



ADVOCATE A TRADE TRIBUNAL.

London Wholesale Grocers in Board of Trade Refer to Combines Act and Co-operative Societies.

London, Ont., Jan. 12.—A number of men interested in the grocery business, as members of the local Board of Trade, are out in favor of a trade tribunal, dealing with trade questions and with duties and scope somewhat like the Railway Commission. At the last meeting of the board, T. B. Escott, wholesale grocer, introduced the subject. He pointed out that a bill was to come before the House of Commons shortly dealing with trade combinations and co-operative societies. The former bill was not considered in the best interests of trade. The Hamilton Board of Trade had taken a stand against it, and Mr. Escott considered that the local board should also take such a stand.

"I think a permanent trade tribunal, something after the style of the Dominion Railway Commission, would be of inestimable benefit to the businessmen of the country," he stated. "Complaints of unjust combinations could be investigated, and the difficulty adjusted. As the law stands now two men are liable to be arrested if they meet and agree to raise the price of butter. All the wholesalers and retailers in the country are interested in this matter, and I think we should do something."

W. Turnbull, of Edward Adams & Co., wholesale grocers, also favored the suggestion. He referred to the prosecution of the Grocers' Guild, a suit that had cost them \$10,000, when it could easily have been adjusted without so much expense. The bill would come up shortly, and the London board should take a decided stand on it.

Mr. Escott also spoke against co-operative societies, and declared that they were unsuccessful, and had been in the past. The board intends getting a copy of the proposed Combines Act and to discuss the matter further.

TRADE NOTES.

D. H. Lusted is opening a general store business in Erskine, Alta.

Jas. McGeough, a Toronto grocer, was injured last week by a street car.

W. M. Burch has opened a grocery and confectionery business at 381 Woolwich, Guelph Ont.

R. S. Herron has taken over the management of sales of W. D. McLaren, Ltd., Montreal, manufacturers of Cook's Friend Baking Powder.

The Northern Produce Co., have decided to erect a \$50,000 abattoir in Winnipeg. The members of the company are: D. J. A. Morgan, F. W. Halliday, G. Russell, O. Callaghan, J. McKenzie and J. Norin.

A despatch from Vancouver states that J. H. Todd & Sons, cannerymen and wholesale grocers, will shortly retire from business, their fortune being estimated in round figures at \$4,000,000.

Norman P. Schaffer, for eleven years connected with McLarens, Ltd., Hamilton, Ont., and for three years western manager for the company, has gone with Brooke, Bond & Co., London, Eng., as their Chicago representative.

W. F. Athawes, proprietor of the Dominion Grocery, Calgary, Alta., has removed from the corner of 17th Ave., and 5th St. W., to the new brick store, corner of 17th Ave., and 7th St. W., where he is putting in a new stock of staple and fancy groceries, fruits, confections, etc.

Delemere D. Butler, for some time on the traveling staff of T. H. Estabrooks in western Ontario, has resigned to accept an important position offered him in Winnipeg, Manitoba. He leaves in a few days for the west and his friends hope to see him progress there in the same degree as did in the east.

A. J. Stephenson, of Glenoak, Caradon township, Ont., has pleaded guilty to two charges in connection with the packing of some 82 barrels of apples on October 19 last, in contravention of the fruit marks act, and was fined \$23, including costs, on both charges. The apples were consigned to Winnipeg. Fruit Inspector Carey, of Toronto, laid the information.

**Are You Keeping Your Tobacco Stock
Up-to-Date ?**

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from **Imported Leaf Exclusively**

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

Scarcity in Some Lines of Fish Advances Market

Shortage in Halibut—Frost Damaged Haddies on the Market—
Fruit and Vegetable Markets Quiet After the Holidays—
Florida Strawberries Up.

California Celery

Is now arriving in fine shape. Send in your order also for Cuban Tomatoes, Brussels Sprouts, Egg Plant, Green Peppers, Cucumbers, etc.

First Car Volunteer Brand Oranges to arrive 17th, stock is reported to be fine.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

1909

In years to come, as in years past, ST. NICHOLAS and HOME GUARD Lemons will be the

Bright Spot

in the business of every fruit dealer who handles them—why not you? Start the new year right.

J. J. McCABE, Toronto
AGENT

1910

MONTREAL.

GREEN FRUITS—Kumquats and strawberries are 5c higher this week, due to a limited supply. In general the fruit market is quiet, and is not expected to revive greatly until next week.

Apples—	Grapes, Almeria, per keg	5 50
Baldwins, bbl.	Kumquats, qt.	0 25
Greenings, bbl.	Lemons—	
Russets	Verdillia, box	3 25
Kings, No. 1	Maoris, box	3 25
Spies, per bbl.	Limes, per box	1 00
Fameuse, bbl.	Oranges—	
Mackintosh reds.	Late Valencias	5 20
" No. 2	Floridas	4 50
Tallman Sweets	California navels	3 00
Wealthys, 1, bbl.	Porto Ricos	2 50
" 2, bbl.	Mexicans	2 40
Bananas crated, bunch	Jamaica, crate	4 10
Cranberries, bbl.	Pineapples—	
Cocoanuts, bags	Floridas, box	3 00
Grape fruit—	Strawberries	
Florida	Florida, qt.	0 80
Jamaica	Tangerines, strap	6 00

VEGETABLES—Cauliflowers are in good demand of late and are appearing on the market in many grades. Prices ranging all the way from \$1.50 to \$4.50 are quoted according to quality. Demand for vegetables is slowly coming back to normal after the New Year's reaction.

Beets, bag	0 50	0 60	Onions—	
Carrots, bag	0 50	0 60	Spanish, 1/2 cases	1 65
Cabbage, bbl	0 75		crates	
Celery—			50 lbs.	0 90
Canadian, doz	0 75	0 90	Potatoes	
California, crate	5 50		Montreal, bag	0 65
Cauliflowers, doz	1 50	4 50	Sweet, per bbl.	2 50
Cucumbers			" basket	2 00
Boston, doz	1 75	2 00	Parsley, dozen	0 40
Green Peppers			Parsnips, bag	0 90
basket	0 75		Spinach—	
Lettuce—			Canadian, box	0 50
Curly, box	1 60		Tomatoes—	
Boston	0 75	1 00	Hot-house, lb.	0 35
Onions—			Turnips, bag	0 40
Red, per bag	1 00		Quebec,	
Spanish, cases			per ton	7 50
150 lbs.	2 75			9 00

FISH—Trade is comparatively active due to a shortage in many lines of frozen and pickled fish. Haddock will certainly be scarce as will halibut and green cod; the trade is looking for a good advance in those lines. Tom cods and smelts, on account of bad weather, are scarce and are selling at nearly prohibitive prices. In general the outlook is for higher prices with stocks limited.

FRESH

Market cod, lb.	0 05	Haddock, lb.	0 06
Steak cod, per lb.	0 06		

FROZEN

Dore, winter caught, per lb.	0 08	Pike, headless and dressed	0 06
Flounders	0 06	Steak cod, per lb.	0 05
Haddock	0 04	Salmon, B.C., red, lb	0 10
Halibut, per lb.	0 09	Salmon, Gaspe	0 18
Herring, per 100	1 75	Salmon, Qualla, lb.	0 08
Lake trout	0 08	Smelts, 10 lb. boxes	0 12
Mackerel	0 10	Tom cods, per bbl.	2 50
Market cod	0 04	Whitefish, large, lb.	0 10
		Whitefish, small, lb.	0 06

SALTED AND PICKLED

Green cod, No. 1 medium, per bbl	7 00	No. 1 mackerel, bris.	20 00
Green cod, small, bbl	5 50	Salmon, B.C., 1/2 bbls.	8 00
Green cod, large, bbl	7 50	" " bbls, red	15 50
Labrador herring, bbl	5 25	" " pink	14 00
" " bbl	3 00	" Labrador, bbl	18 00
Labrador sea trout, bbls	12 00	" " bbls	9 50
Labrador sea trout, half bbls.	6 50	300 lb.	26 00
No. 1 mackerel, pail.	2 25	Salt eels, per lb.	0 08
" " bbls.	10 00	Salt sardines, 20 lb. pl	1 00
		Sardines, Quebec, bbl	5 50

SMOKED

Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb.	0 07
Herring, new smoked, per box	0 13

Kipperd herring, per box	1 20	1 25
Kipperd herring, imported	1 25	
Smoked salmon, sugar cured, per lb.	0 25	

SHELL FISH

Lobsters, live, per lb.	0 18
Lobsters, cooked	0 20
Oysters, choice, bulk, Imp. gal.	1 40
" " Sealship, standards, Imp. gal.	1 75
" " select	2 00
" " shell, per bbl	7 00
	10 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c. per lb.	
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 50
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—The usual quietness which always follows the holiday trade is not yet over. Stocktaking, laying new plans, making alterations in the premises and arranging for the new year's business are absorbing the attention of dealers. Oranges, lemons, grapes, etc., seem to be accumulating, and stocks on hand are heavy, and are waiting for the retailers when they get through with their holiday goods. Prices, however, are unchanged.

Apples—		Lemons—		
Snows	3 50	4 00	Messina	2 50
Spies	3 00	3 50	Oranges—	
Greenings	2 25	2 50	California navels	2 75
Bananas	2 00	2 25	Floridas	2 50
Cranberries, bbl	8 00	8 50	Mexican	2 00
Grapes, Almeria	6 00	6 50	Pears, Canadian	0 75
per keg	3 25	3 50	basket	1 00
Grape Fruit			Pineapples, case	3 75
				4 00

VEGETABLES—New lines of vegetables are being added from week to week. California celery takes the lead in quantity. Spinach is also in abundance. Tomatoes are common and egg plants are also in good supply. Lettuce, cabbage, radishes, beets, etc., all to be had when wanted.

Beets, bag	0 70	Spanish	2 50	2 75
Cabbage, Canadian, dozen	0 35	0 40	Green, per doz.	0 15
Cabbage, Can., per barrel	1 50		Spanish, 1/2 cases	1 50
Carrots, bag	0 65	0 75	Parsnips, bag	0 85
Celery, Canadian, dozen	0 30	0 35	Potatoes—	
Celery, Cal., per case	5 00	5 50	Bermuda, new, per barrel	9 00
Cucumbers, doz	2 00		Sweet, hamper	1 25
Lettuce, hamper	2 50		" barrel	3 50
Onions—			Radishes, doz.	0 35
Canadian, bag	1 00	1 25	Spinach, hamper	1 10
Valencias, new, crate	2 75	3 00	Tomatoes, hot house, lb.	0 25
			Turnips, bag	0 40

FISH—The fish market is steady, with a fair trade. Halibut are scarce and one cent higher. A lot of smoked haddies are on the market which have been damaged by frost. A few fresh caught trout are coming in.

LAKE FISH (FROZEN)

Goldeyes	0 05	Pickeral yellow	0 09
Herring, Lake Erie	0 06	Pike	0 06
" Lake Superior	0 05	Perch	0 06
" Lake Ontario	0 04	Trout	0 10
Pickeral, blue	0 05	Whitefish	0 10

OCEAN FISH (FROZEN)

Cod steak	0 07	Salmon, pink, per lb.	0 09
Halibut	0 10	" red	0 10
Haddock	0 06	sea dressed	0 13
Herring, per 100	3 00	Smelts, per lb.	0 12
Mackerel, each	0 20	Shrimps, per gal.	1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate.... 2 40	Herrings, Labrador, half barrels..... 2 90
" tablets, box.. 1 60	Herrings, Digby, bundle 0 60
Bloaters, per basket.. 1 00	Herrings, Imported
Codfish, shredded, box 1 80	Loch Fyne, per kit.. 1 10
" Bluenose, " 1 40	Kippers, per box..... 1 25
Cod steak, per lb..... 0 07	Quail on toast, per lb. 0 05 1/2
Cod, Imperial, per lb. 0 05	Trout, pickled, 100 lb. barrels..... 6 00
Ciscoes, per basket.... 1 00	
Haddie, Finnan..... 0 08	

SHELL FISH.

Oysters, standards, per gal..... 1 65	Oysters, selects, per gal 1 85
	Oysters, extra selects... 2 00

OPTIMISTIC REGARDING OUTLOOK.

F. G. Evans, of F. G. Evans & Co., merchandise brokers, Vancouver, B.C., who is east on a business trip, was a visitor at the Toronto office of The Canadian Grocer on Monday. Referring to the business outlook in the west, Mr. Evans was very optimistic. He states that 1910 will be the best year in the history of the west from a business standpoint and business men in British Columbia are looking forward to a greatly increased trade. Vancouver, with a population of close upon 140,000, is steadily growing, as well as other cities and towns in the Pacific province, and trade is bound to increase.

Mr. Evans is a believer in the future of the fruit industry in the Okanagan. "It is a beautiful country," he says, "and produces splendid fruit."

Fruit inspectors are on the look-out for the importation from the east of any fruit which does not measure to the proper standard, and already several carloads have been sent back. It has to be of good quality or it can't get into British Columbia.

The Florida Fruit and Produce News in a recent editorial on the market situation in Florida stated that the market for grapefruits has shown some weakness, as there have been many shipments of inferior stock of undesirable sizes which has held the market low. Any fruit of good quality and desirable sizes has been selling fairly well. As soon as the present stock is cleaned up we expect a fair market, and any fruit of good quality that is not moved will undoubtedly pay handsomely for the holding.

Seville Bitter Oranges

FOR MARMALADE

PACKED IN LARGE CHESTS BRIGHT CLEAN FRUIT
HAVE ARRIVED

ORANGES

BRONCO BRAND NAVELS
CALIFORNIA'S FINEST FRUIT
We are Sole Agents for this Celebrated Brand

EVERYTHING IN FRUIT, PRODUCE AND FISH

WHITE & CO., Limited
Toronto and Hamilton

BUY THE BEST

We commence 1910 by offering

Golden Orange Brand

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,
Riverside, California.

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



EVERY ARTICLE you offer for sale is easier sold if presented in an attractive way. So with my Lemons—do not remove the wrappers and expose them, as the action of the air soon discolors them. You have doubtless noticed how dark and old looking they become. Have your basket of Lemons handy, but unwrap only a few on the top. Be sure the basket is filled with

"BUSTER BROWN."

SICILY'S EXTRA FANCY PACK.
FRATELLI FOLLINA, Italy.

W. B. STRINGER, Toronto.

Heavy Losses to Nova Scotia Apple Speculators

Thousands of Dollars Dropped—Much Fruit Packed Too Early in Season—Prices Went Down and Market Was Overcrowded.

Halifax, N.S., Jan. 11.—Apple speculators in the Annapolis Valley lost heavily so far this season. One dealer is reported to have dropped \$28,000 already and will probably be much more behind the game before the season closes. Practically no prices are offered at present for winter fruit, and a large proportion of the apples now being forwarded are handled on commission, as the speculators refuse to buy. Much of the fall fruit, being packed too early, was immature, and poorly colored when shipped and arrived at the market slack and mushy. This pulled down the prices, and they are still down.

In consequence of this the market here was glutted with apples at one time. Most of this fruit is of poor quality and therefore the sales are not very heavy. Good fruit is in demand, but the quantity offered for sale is limited to some extent as the growers are holding back the best stock for higher prices. The majority of the apples on the market are Nos. 2 and 3, and the prices asked of these range from \$1.25 to \$2.

The quantity of apples handled here so far this season for local consumption has been unusually heavy. All the steamers sailing from here for Liverpool and London have taken large shipments, some as high as 28,000 barrels. The total shipments of apples from Halifax, so far this season, is estimated at 350,000 barrels to Great Britain, and about 50,000 barrels to Newfoundland and elsewhere. Before the season closes it is expected that the total exports from Nova Scotia will reach 750,000 barrels.

MANY GROCERS ELECTED.

Great Interest Being Taken by the Trade in Municipal Affairs.

The Grocer again calls the attention of retail grocers and general merchants to the advisability of being represented in municipal circles. Business men are needed in the councils to look after the interests of the municipalities in which they are the heaviest tax-payers and they should therefore stand together to secure adequate representation.

Since last week the following extra names have come to hand of those elected to principal councils:

In Dresden, Ont., Wm. Bear, grocer, and J. W. Greece, of J. W. Greece & Sons, apple evaporators have been elected councillors. Robt. Rankin, grocer, North Bay, has been elected mayor; among the councillors in Parkhill, Ont., is F. V. W. Laughton, grocer; Jos. A. Brown, grocer, was elected deputy reeve

of Collingwood and Robt. Gilpin, of the Dominion Fish Co., and Basil Patton, flour and feed merchant, as councillors; Geo. R. Fox, grocer, is one of the Leamington, Ont., council; in Dunnville, Ont., W. E. Werner, grocer, is on the council for 1910; Patrick Radigan, a Galt grocer was elected an alderman in Galt as well as Herbert Goldie, flour manufacturer; Donald J. Gillies, grocer, is a member of the Cornwall council; in Southampton, Ont., D. MacLeod, manager Dominion Fish Co., and Jas. Wells, general merchant, were elected councillors; R. N. Price, manager Campbell Milling Co., St. Thomas, Ont., is an alderman for 1910; and in Ottawa Walter Cunningham, grocer, was elected to fill a similar position; J. W. Vanatter, grocer, Goderich, Ont., was elected councillor; in Alexandria, Jos. A. C. Huot, general merchant, was elected reeve and Geo. Campeau, Jas. O. Simpson and Geo. Simon, all general merchants, as councillors.

In Owen Sound Jno. McQuaker, grocer, is the deputy reeve for the coming year, and Elias Lemon, of Lemon Bros., wholesale grocers and fruiterers, was elected a councillor; H. W. Knight, of the Aylmer Condensing Co. and R. G. Moore are councillors in Aylmer for 1910, and in Hamilton the grocers elected to the council are Jno. H. Plunkett and Jno. Forth; T. J. Cherry, manager of the Lake of the Woods Milling Co., Keewatin, Ont., was elected mayor of that town, and H. J. Cummer, general merchant, a councillor. Wm. Bone, grocer, is on the Wingham, Ont., council.

The above list contains names of only those who are connected with the grocery trade and does not include a large number of other business men in municipal life. It all goes to show the increased interest being taken by business men in the affairs of their respective municipalities.

APPLE GROWERS SHIPPERS

Do you want a reliable address for making consignments of fresh apples? Please note:

G. C. Koopman
AMSTERDAM
ROTTERDAM

REFERENCES:

The California Fruit Cannery Association, San Francisco, Cal.

The W. A. Gibb Company, Hamilton, Ont.

and further where you like to inquire.

After new year our domestic stock will be cleaned up.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

W. A. GIBB COMPANY
HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for

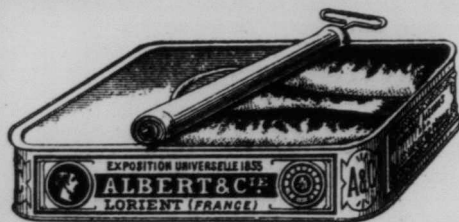
DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular



Ask for

"ALBERT & CIE" French Sardines

This popular and world renowned brand is packed in FRANCE from specially selected fish only.

AGENTS: The SMITH BROKERAGE CO., LTD., St. John, New Brunswick. J. L. WATT & SCOTT, Toronto, Ontario. WATT, SCOTT & GOODACRE, Montreal. O. F. LIGHTCAP, 214 Princess St. Winnipeg, Man., Can., G. A. STONE, Vancouver, British Columbia.



PERFECTION IN
PACKING

POPULAR AND
PALATABLE

BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES
KIPPERED HERRING
FINNAN HADDIES

¾ MUSTARD SARDINES
HERRING IN TOMATO SAUCE
CLAMS
SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney; C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

JANUARY LINES

are not complete without an assortment of Fish.

Haddie	Kippers	Bloaters
Salt Trout	Labrador Herrings	
Halibut	Sea Salmons	Cod
Haddock		Smelts
Trout	Whitefish	Pike
Pickrel	Lake Herrings	
Sea Herrings	Mackerel	Dry Cod
Beacon Brand Oysters		

The F. T. JAMES CO., Limited

Church and Colborne Sts.

TORONTO

Canadian Trade Changes of Recent Occurrence

Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.

Ontario.

R. R. Smith, grocer, London, has sold to E. East.

A. H. Devlin, grocer, Toronto, has sold to A. E. Bailey.

The Jordan Co-operative Co., Jordan, Ont., has obtained a charter.

Jas. Herbert, grocer and butcher, Ottawa, has assigned to W. A. Cole.

D. C. Russell, general merchant, Erin, Ont., advertises his business for sale.

S. A. Sine, general merchant, Parry Sound, Ont., was recently burned out.

Henry Canfield, of Henry Canfield & Son, greener, Woodstock, Ont., is dead.

Wm. Lott, grocer and millowner, Belleville, Ont., sustained loss by fire recently.

J. E. Schmidt, hardware and grocer, Lucan, Ont., has sold to J. R. McComb & Son.

Jno. S. Baker, general merchant, Tupperville, Ont., advertises his business for sale.

Quebec.

Premises of D. Vian, grocer, Montreal, are closed.

The premises of Pierre Legault, grocer, Montreal, have been closed.

P. L. Champagne, grocer, Montreal, is being succeeded by Fortier & Freres.

Roberge, Garant & Lapointe, general merchants, Garthby, Que., have registered.

C. Achille Forget, grocer, Ste. Agathe des Monts, Que., is offering 50c cash on the dollar.

The Gilmour Co., soap manufacturers, Montreal, have dissolved, Jno. M. Gilmour registered.

R. Henderson & Co., commission merchants, Montreal, have dissolved, Robt. Henderson & Walter Watson Walker registering.

Maritime Provinces.

Beazley & McPherson, grocers, Halifax, N.S., have assigned.

David Stock, general merchant, Sheet Harbor, N.S., has assigned.

Fire damaged the grocery of Jos. A. Galbraith, St. John, N.B., recently; insurance \$300.

A. T. Ettinger, general merchant and lumber dealer, Kennetcook, N. S., has suffered loss by fire.

A declaration has been made for Thos.

J. Bonner, grocer, Antigonish, N.S., to do business as the T. J. Bonner Co.

Western Canada.

Samuel Weinstein, grocer, Winnipeg, has assigned.

Mrs. Thos. Stiles, grocer, Edmonton, is out of business.

Stock of estate of Jno. Walker, grocer, Banff, Alta., is sold to Jno. White.

The Minitonas Trading Co., grocer and shoe merchant, Minitonas, Man., have sustained loss by fire.

CONVENTION AND BANQUET.

Following the usual custom of E. W. Gillett Co., Ltd., the whole traveling force assembled at the office here the first of last week, and have since been the guests of the company. During the week they attended several theatre parties and also a banquet at which many of the office staff and officers of the company were present. Advantage was taken of the meeting to present President Dobie and Assistant General Manager Macfarlane with two fine electric lamps. T. T. Cartwright, Newfoundland representative, in a few well chosen remarks made the presentation. Replying, Mr. Dobie and Mr. Macfarlane thanked the boys and hoped that all would meet a year hence. Capt. Holmes, one of the oldest representatives, was absent on account of illness. A box of roses was sent him with regrets that his genial face was missing from the gathering.

FREEMAN & COBB CO.

INCORPORATED

Wholesale Commission Dealers and
Distributors of

**Fresh, Frozen
and Smoked
FISH**

ALL VARIETIES OF THE SEASON

Wachusett Brand Finnan Haddie

3 T Wharf - BOSTON

Lent begins February 9th. - Send for our quotations.

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.

The answer is: become a SEALSHIPT AGENT.

Write us to-day and we will tell you how it's done.



**The Sealshipt
Oyster System,**
SOUTH NORWALK, Inc.
Connecticut.

FROZEN FISH

Mr. Live Grocer!—This is the season for fish. Lent is only three weeks off—just consider! Prices will undoubtedly advance. Protect yourself by ordering at once from

THE LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

HALIBUT	COD	PIKE	HADDIES
SALMON	HADDOCK	PICKEREL	BLOATERS
SMELTS	TOMCODS	WHITEFISH	KIPPERS

FRESH FROZEN SEA HERRING

and all other lines in season

OYSTERS IN BULK AND SHELL

THE CHOICEST AT RIGHT PRICES

Have us quote you on Prepared, Smoked, Salted and Pickled Fish.

P.O. BOX 639

NEW PRICE LIST ON REQUEST.

BRANCHES:
Montreal,
St. John, N.B.,
Grand River,
Gaspé.

LEONARD BROS.

YOUVILLE SQUARE

(Near Customs House.)

MONTREAL

Four
Long
Distance
Telephones

We
Absolutely
GUARANTEE
Every Can of

Loggie's Lobsters

to be safe, healthy and very palatable. We only can the freshest and finest fish and our product is one which will draw trade to your store and retain it there. Send for Prices.

W. S. Loggie Co.

LIMITED

Our Brands
GOLDEN KEY and
GOLDEN CROWN

Sole Packers
CHATHAM
N. B.



"Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardine which has an extra cover for use after the tin has been opened. Each tin is guaranteed by the CONCORD CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer

LIST OF AGENTS:

R. S. McIndoe, Toronto. Watson & Truesdale, Winnipeg.
A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.
Radiger & Janion, Vancouver and Victoria, B.C.



If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.
Berlin, - - Ontario

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new **LAUNDRY SOAP**

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES,
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

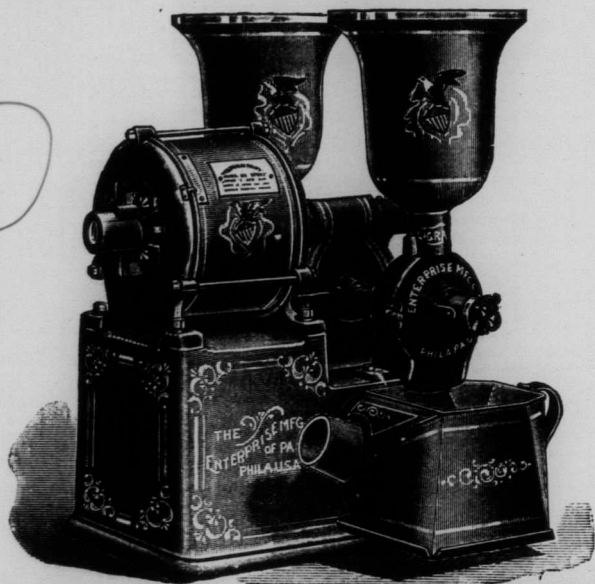
Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in **THE GROCER** every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find **THE GROCER** the most powerful agent at your disposal in the cultivation of new accounts.

**"Enterprise"
Economy**



An Enterprising grocer, who does things *right*, uses an "Enterprise" Electrically-Driven Coffee Mill.

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

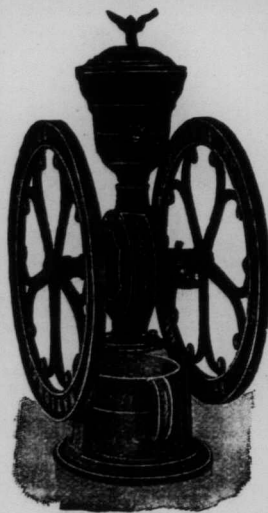
Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

**The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.**

21 Murray Street, New York

438 Market Street, San Francisco



Exclusive
SPECIAL
Adjuster
**Elgin National
Coffee Mills**

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

::: Bakers' :::

**Wood Pie Plates
Paprus Pie Plates
Wood Butter Dishes**

CAR LOTS OR SMALLS

F. O. B. Factory or Warehouse

A post card will do the rest

Address

Walter Woods & Co.

Hamilton and Winnipeg

Classified Advertising

AGENCIES WANTED.

A WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, R. C. (tf)

AGENTS WANTED.

A GENTS WANTED by British manufacturer of sauces, pickles, etc. These goods are of excellent quality and can be sold at competitive prices. A good line for an active man. Apply "Pickler," care THE CANADIAN GROCER, 88 Fleet St., London, E.C., England. (2p)

ADDING MACHINE.

ELLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

BUSINESS OPPORTUNITY.

GROCERY, FRUIT AND FISH BUSINESS IN City of Hamilton. Good chance for smart man with small capital. Stock, horse, wagon, etc., \$1,000. Apply Box 330, CANADIAN GROCER, Toronto. (2)

COUNTER CHECK BOOKS.

OUR NEW MODEL is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

SITUATIONS VACANT.

GENTLEMAN, long experience in tea trade, London, England, particularly in blending and as salesman, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blends," THE CANADIAN GROCER, Montreal. (3p)

GREAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest \$300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

SITUATIONS WANTED.

ACCOUNTANT desires change, age 30, qualified to take charge of store or office. Correspondence solicited. West of Port Arthur. Box 328, CANADIAN GROCER, Toronto.

SITUATION WANTED—Competent male grocery stenographer (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (6p)

MISCELLANEOUS.

BUSINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

MISCELLANEOUS.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

CCOUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DDOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

DOES ANYONE OWE YOU MONEY? Let us collect it. No collection—no pay. National Collecting Co., 619 Hastings Street, Vancouver, B.C. (2p)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

FIREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

GET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

GET THE BUSINESS. Increase your Sales. Use Multigraph Typewritten Letters. Typewritten Letters Three Thousand per hour on the Multigraph. The Multigraph does absolutely every form of Printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letterheads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto.

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price \$3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co. Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Company, 285 Yonge St., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerepress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd., General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

\$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quins, one key, one oil can and one set of reglets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," fifth edition, Riverside and Adams.

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.

1-lb. tins, 2 doz. in case	\$2 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
1-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	16 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 30
2 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	16 " "	

ROYAL BAKING POWDER

Cases.	Sizes.	Per Doz.
Royal-Dime		\$0 95
" "	1 lb.	1 40
" "	6 oz.	1 95
" "	4 oz.	2 55
" "	12 oz.	3 85
" "	1 lb.	4 90
" "	5 lb.	15 60
" "	5 lb.	22 35

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

CANADIAN CANNERS, LIMITED

Aymer Jams	Peach	1 80
Per doz	Pear	1 70
Strawberry	Jellies	
Raspberry	1 90	2 40
Black currant	1 80	2 40
Red currant	1 80	1 70
Raspberry & red currant	1 80	1 70
Raspberry and gooseberry	1 80	1 70
Damson plum, stoneless	1 70	2 25
Greengage plum, stoneless	1 70	1 80
Gooseberry	1 80	2 25

Pure Preserves—Bulk

5's & 7's per lb.	14's & 30's per lb.	
Strawberry	0 11	0 10 1/2
Black currant	0 11	0 10 1/2
Raspberry	0 11	0 10 1/2
Other varieties	0 09	0 08 1/2

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " " "	0



Cook's Friend Baking Powder

Cartoons—Per doz.	No. 12, 4-oz., 6 doz	0 70
No. 1, 1-lb., 4 doz	No. 12, 4-oz., 3 doz	0 75
No. 1, 1-lb., 2 doz	In Tin Boxes—	
No. 2, 5-oz., 6 doz	No. 13, 1-lb., 2 doz	3 60
No. 2, 5-oz., 3 doz	No. 14, 8-oz., 3 doz	1 75
No. 3, 2 1/2-oz., 4 doz	No. 15, 4-oz., 4 doz	1 10
No. 10, 12-oz., 4 doz	No. 16, 2 1/2 lb.	7 25
No. 10, 12-oz., 2 doz	No. 17, 5-lb.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, 3-doz. in case, per case, \$4.00

White Swan Barley Crisps, per doz., \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.00.

White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernels, per doz. \$1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

Keen's Oxford, per lb.	0 17
In 10-box lots or case.	0 16
Gillett's Mammoth, 1/2 gross box.	2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED

Cocoas—

Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1-lb. per doz.	2 40
Perfection, 10c size, per doz.	1 30
Perfection, 10c size, 5-lb. tins	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18

London Pearl, per lb. 0 22

Special quotations or Cocoa in bbls. kegs, etc.

Unsweetened Chocolate—

Plain Book, 1/2 & 1/4 cakes, 12-lb. boxes	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb.	0 40
Queen's Dessert, 6's, 12-lb. boxes	0 35
Vanilla, 1-lb., 12-lb. boxes, per lb.	0 30
Parisian, 8's, " "	0 30
Royal Navy, 1/2's, 1/4's, boxes, per lb.	0 24
Diamond, 1/2's, 12-lb. boxes, per lb.	0 25
" " " " " "	0 28

Isings for cake—

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

Confections—

Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, " "	0 25
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

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

In 1/2 & 1-lb. tins, 14-lb. boxes, per lb. 0 25

Smaller quantities 0 25

JOHN P. MOTT & CO.'S.

R. S. McIndoo, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.



Mott's breakfast cocoa, 10c. size 90 per dz.

breakfast cocoa, 1/2's	0 38
" " " "	0 38
No. 1 chocolate, 1/2's	0 32
Navy " " "	0 29
Vanilla sticks, per gross	1 00
Diamond chocolate, 1/2's	0 24
Plain choice chocolate liquors	0 34
Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 35
Breakfast cocoa, 1/2, 1/4 & 1-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6 lb. boxes	0 26
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-lb. cakes, 3 and 6 lb. boxes	0 32
Vanilla Sweet chocolate, 1-lb. cakes 6-lb. tins	0 44
Soluble cocoas (hot or cold soda) 1-lb. tins	0 28
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 22
Caracas tablets, 100 bundles, tied 5c, per box	3 00

The above quotations are f.o.b. Montreal

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 26 1/2
1/2 and 1 lb. " "	0 27 1/2
1 lb. packages assorted in 5 lb. boxes	0 28 1/2
1 lb. " " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, fine strip	0 19	0 21	0 17
Best Shredded	0 18		0 1
Special Shred	0 17		0 16
Ribbon	0 19		0 15
Macaroon	0 17		0 17
Decolcated	0 16		0
White Moss in 5 and 10 lb. square tins, 1 lb.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 3-oz., 4 oz., 5-oz., lb.	0 28

Condensed Milk
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk	\$6 00	1 50
Gold Seal Condensed Milk	4 25	1 10
Challenge Condensed Milk	4 00	1 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	2 00	0 50
Peerless Brand Evaporated Cream family size	3 50	0 90
Peerless Brand Evaporated Cream pint size (4 dozen)	4 80	1 20
Peerless Brand Evaporated Cream hotel size	3 70	1 85



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 00

Reindeer brand per case (4 doz.) 5 00



Coffees.
EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole	0 17		
" " " " " "	0 17 1/2		
Golden Rio	0 14		

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60.

Cafe l'Aromatic—1-lb. amber glass jars, per doz., \$4.

Presentation, with 3 tumblers, \$10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins \$0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese—Imperial

Large size jars, per doz.	8 25
Medium size jars, per doz.	4 50
Small size jars, per doz.	2 40
Individual size jars, per doz.	1 00

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00

Roquefort—

Large size, doz.	2 40
Small size, " "	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40

Confections
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " " " 10c cakes, 36 in box	2 35
Chocolate Wafers No. 1, 5-lb. boxes, lb. No. 2	0 33
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 95	dozen
Medium, cases 2 dozen	1 80	"
Large, cases 1 dozen	2 75	"
Tumblers, cases 2 dozen	1 35	"
25-lb. pails	0 15	lb.

COUPON BOOKS—ALLISON'S.
For sale in Canada by The Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each	04
100 books and over	each	03 1/2
500 books to 1000 books		03

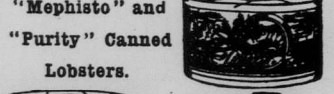
For numbering cover and each coupon, extra per book 1/2 cent.

Extract of Beef.
LAPORTE, MARTIN & CO., LTD.

"Vita" Pasteurized Extract of Beef, Per case. Bottles 1-oz., case of 2 doz.	\$3 20
" " " " " " " " " " " "	3 00
" " " " " " " " " " " "	4 50
" " " " " " " " " " " "	4 75
" " " " " " " " " " " "	5 00

Infants' Food.

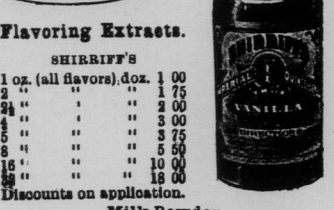
Robinson's patent barley 1-lb. tins	\$1 25
" " " " 1-lb. tins	2 25
" " " " 1-lb. tins	1 25
" " " " 1-lb. tins	2 25



Flavoring Extracts.
SHIRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
4 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
15 " " " "	10 00
25 " " " "	18 00

Discounts on application.



Milk Powder
CANADIAN MILK PRODUCTS, LTD., TORONTO

Truimilk, full cream, per case (4 doz.), 1/2 lb. tins	4 80
Milkstock (cooking milk), per case (4 doz.) 1/2 lb. tins	4 80

BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
3-lb. tins, 2 doz. in case	per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06 1/2

Compound Fruit Jelly—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
3-lb. tins, 2 doz. in case per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 07

Soups
JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz.	\$1.20
Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz.	\$1.40
Tomato Ketchup—Bottles (10c. size only) doz.	\$1.40
Tabasco-Ketchup—Bottles (10c. size only) doz.	\$1.40
Chili Sauce—Bottles (10c. size only) doz.	\$1.40
Mustard (prepared)—With spoon (new) doz.	\$1.40
No. 80 jars, doz.	\$1.40

OCEAN MILLS
Montreal

Chinese starch, 48 1-lb., per case	\$4.00
Ocean Baking Powder, 48 3-oz., \$1.40; 48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;	
Ocean blancmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 86 6-oz., \$6.00; 36 8-ounce, \$7.20.	
Ocean corn starch, 48 1-lb.	\$3.60.





ALWAYS RIGHT. SUN PASTE Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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

WESTERN Incorporated 1851
ASSURANCE COMPANY.

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HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000
Income for 1906, over 3,609,000

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W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

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HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

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British America Assurance Company

A. D. 1833

FIRE & MARINE

Head Office, Toronto

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LOSSES PAID SINCE ORGANIZATION	29,833,820.96

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CECIL T. GORDON, MONTREAL

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Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

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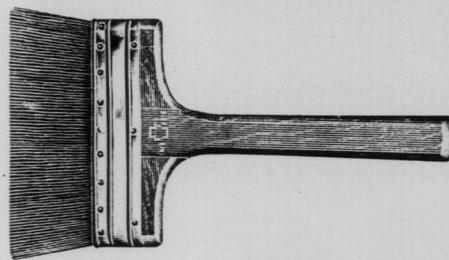
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"AFRODITE" brand, the best AMALIAS
 currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned
 currants
 and importers and distributors of
 highest grade PATRAS and VOSTIZZA
 currants.

We aim to give the trade the best grades
 of currants obtainable from season to season.
 We solicit the opportunity to quote on
 your CURRANT needs at all times.

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- LAMBE & MacDOUGAL, London
- H. & A. B. LAMBE, Hamilton
- W. G. A. LAMBE & CO., Toronto
- H. D. MARSHALL, Ottawa
- ARTHUR P. TIPPET & CO., Montreal
- J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
 95 Broad Street - NEW YORK
 THE LARGEST CURRANT HOUSE IN GREECE



The day of the leather-bound Whitewash
 Brush is past. When you can get

Metal-Bound Brushes

to retail at 15c. and 20c. there is no ex-
 cuse for offering your customer old
 fashioned leather-bound Brushes. We
 have four lines which every dealer should
 handle :

- "POLAR"
- "ARCTIC"
- "KRACKER"
- "KLINKER"

Stevens-Hepner Company

Port Elgin - Limited - - - Ont., Can.

30-lb. wood pails..... Per lb. 0 06
 Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Jelly Powders

IMPERIAL DESERT JELLY



Assorted flavor—gross 10.75.



Assorted Case, Contains 4 doz. \$3.60
 Assorted Case, Contains 2 doz. \$1.80
 Lemon (Straight) Contains 2 doz. \$1.80
 Orange (Straight) Contains 2 doz. \$1.80
 Raspberry (Straight) Contains 2 doz. \$1.80
 Strawberry (Straight) Contains 2 doz. \$1.80
 Chocolate (Straight) Contains 2 doz. \$1.80
 Cherry (Straight) Contains 2 doz. \$1.80
 Peach (Straight) Contains 2 doz. \$1.80
 Weight, 8 lbs., to case. Freight, rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
 Less than 5 cases..... \$5 00
 Five cases or more..... 4 95



WHITE SWAN SPICE AND CEREALS, LTD.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price.

"Shirriff's" (all flavors), per doz. Discounts on application.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$0 13
 4-bbls. 0 13
 Tubs, 60 lbs. 0 13
 20-lb. Pails. 2 70
 20-lb. tins.. 2 60
 Cases 5-lb.. 0 14
 " 5-lb.. 0 13
 " 10-lb.. 0 13

F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces... 0 12
 Tubs... 0 12
 20-lb. pails. 0 13
 20-lb. tins.. 0 12
 10-lb. " 0 13
 5-lb. " 0 13
 3-lb. " 0 13
 1-lb. cartons 13

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 box, 40), per box 1 50
 Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00

Licorice lozenges, 1-lb. glass jars..... 1 75
 " 20 5-lb. cans..... 1 50
 "Purity" licorice, 10 sticks..... 1 45
 " 100 sticks..... 0 73
 Dulc, large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'S PERFUMED Per case
 1 case of 4 dozen..... \$3 60
 3 cases of 4 dozen..... 3 50
 5 cases or more..... 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
 16-oz. glass jars, 2 doz in case " 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz... 1 55
 2-lb. " " 2 80
 4-lb. tins, " 4 65
 7-lb. " " 7 35
 "Sbredde"—
 1-lb. glass, doz.... 1 90
 2-lb. " " 3 10
 7-lb. tins, " 8 25



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz. \$0 95
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 2-lb. pkts 1 35
 Bird Cage Sand, about 1-lb. bags, 1 gross cases, per doz. 0 30
 Bird Cage Grit, about 1-lb. bags, 1 gross cases, per doz. 0 30

Mince Meat

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



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$3.50
 Baby size, per case..... 2.00
 Ditto, hotel, 3.70
 Silver Cow Milk 4.55
 Purity Milk.... 4.25
 Good Luck.... 4.00

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

IMPERIAL PREPARED MUSTARD
 Small, cases 4 dozen 0 45 dozen
 Medium, cases 2 dozen 0 30
 Large, cases 1 dozen 1 35 "

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
 Minerva Brand—
 Minerva, qts. 12's \$ 5 75
 " pts. 24's 6 50
 " 1-pt. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
 1-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases, doz. 1 75

Soda

COW BRAND
 Case of 1-lb. containing 60 packages, per box, \$3.00
 Case of 1-lb. containing 120 pkgs. per box, \$3.00
 Case of 1-lb and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00



Case of 50. 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, " 60 1-lb. " 2 75

No. 5 Magic soda—cases 100—10-oz. pkgs
 1 case 2 85
 5 cases 2 75



SELL SEEDS THAT FEED—
SPRATT'S
 MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.
 Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, Ontario



Be Wise in Time

and get your share of the family trade that goes to the grocer who is handling

**"Cow Brand"
 Baking Soda**

In point of quality, purity and strength it is unequalled.

ORDER TODAY

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

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 HALIFAX

Oakey's
 'WELLINGTON'
KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

JOHN Oakey & Sons, Limited

Manufacturers of

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Wellington Mills London, England

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from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

The Beardwood Agency

313 New York Life Building - MONTREAL

Coffee

ase

es.

colouring.

D

Montreal

..... 0 30
 0 35
 0 42
 55



..... } 90 cents
 powder } per doz.

THOMAS
 WOOD & CO.
 LTD

Montreal and
 Boston

Wholesale rate
 0 40 0 60
 0 35 0 50
 0 30 0 40
 grades—either

TARTAR

Per doz

ase..... 0 90

ase..... 1 80

Per case

orted..... 7 20

Per doz

s, 4 doz. in 1 95

s, 3 doz. in 3 75

Per lb

case..... 0 28 1/2

..... 0 26 1/2

..... 0 26 1/2

..... 0 25

..... 0 24 1/2

NY OF CANADA,

BRANCH

..... 44

..... 45

..... 46

..... 44

..... 46

..... 44

..... 56

..... 56

..... 42

..... 45

..... 44

..... 50

..... 50

..... 59

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..... \$12 00

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..... 1 1/2

st office.

With good winter roads, why not order your **SALT** now?

VERRET, STEWART & CO.
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MONTREAL

**WETHEY'S
CONDENSED
MINCE MEAT**

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Complete Without It

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And phone your rush orders at our expense. We are ready with the goods you want as you want them.

Our facilities are equal to your immediate requirements, and we make it our business to ensure you absolute satisfaction.

COFFEE—Our Empire Brand. Sales steadily increasing. Try it. We guarantee it to please.

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