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# 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. Toronto: 18 Front St. East. Winnipeg: 311 Union Bank Building. London, Eng.: 88 Fleet St., E.C.  
Chicago: 533-535 Monadnock Bldg. New York: Rooms 1109-1111, 149 Broadway.

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, JANUARY 7, 1910.

NO. 1.



## Winter Weather

IS THE TIME TO SELL

## Robinson's Patent Barley!

It is an equally efficient food for infants and invalids, and you can recommend it without hesitation. Stock "Patent Barley"—it's right in your line, and there's no reason the drug-store man should have the monopoly of this quick-moving product. Remember the name—Robinson's.

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

Agents for the Dominion.

## How Are Your Stocks

OF

## "Crown Brand" Table Syrup?

The wide-awake grocer gives this reliable quick-selling line every prominence, because he has found it just "hits the public taste."

You'll find it pays to handle "Crown Brand." It's the Syrup that guarantees "repeats."

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1859

55 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER

# UPTON'S

## PURE

## ORANGE

## MARMALADE

Often Imitated

Never Equalled



## UPTON'S

## PURE

## JAMS

## Are

## Delicious

In 16-oz. glass jars and in 5-lb. double top sealed pails.

**The T. Upton Company, Limited**  
HAMILTON, - ONT.

# 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><b>Oh! You Manufacturers</b> I still have time for another "live one." Don't you want your goods pushed Write me to-day. <b>G. WALLACE WEESE</b> Manufacturers' Representative 30-32 Main East 'Face-to-Face Business' HAMILTON</p>	<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. <b>SASKATOON,</b> Western Canada</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p><b>Canadian Manufacturers and Exporters</b> Are you aware of the fact that there are 41 millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to 10, Garfield Chambers, Belfast, Ireland</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, N.B. Open for a few more first-class lines.</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>J. W. GORHAM &amp; CO.</b> 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><b>Selected Raisins, Currants, Evaporated Apples.</b>  Prices Right.</p>	<p><b>SPOT GOODS</b> Muscavado Sugar Sultana Raisins Two and Three Crown Shelled Almonds Rolled Oats Flaked Wheat Split Peas Pot, Pearl and Pinhead Barley Prices on Application <b>DOMINION BROKERAGE CO.</b> 73 Front St. E. Toronto</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen  27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p><b>Canadian Agencies Wanted</b> <b>E. SAVILLE WEBB</b> 7 St. Stephens Street BRISTOL, :: ENGLAND</p>
<p><b>WAREHOUSE ACCOMMODATION IN OTTAWA</b> 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 <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>An inch space in this department costs 77 cents per week or \$40.00 per year.</p>	<p>TO <b>Brokers and Manufacturers' Agents</b>  —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><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>Write for particulars to <b>The Canadian Grocer</b> Montreal Toronto Winnipeg</p>



# Absolute Security

is assured you if you decide to handle only such canned goods as have "made good."

## OLD HOMESTEAD BRAND

### Canned Fruit and Vegetables

are "quality" goods which will keep your good reputation in absolute security, and add to your profits.

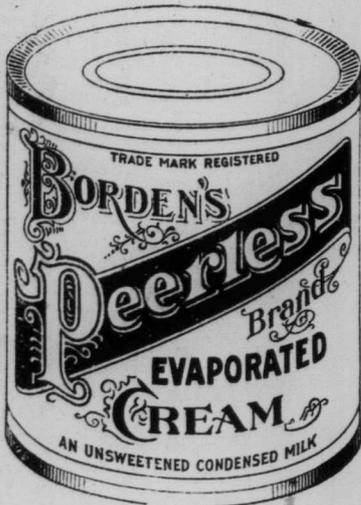
This is the brand in which the care and skill in canning the finest fruit and vegetables has preserved the delicious natural flavor.

Order to-day from your jobber. You'll be more than satisfied.

---

**Old Homestead Canning Co.**  
Picton, - Ontario

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



UNSWEETENED

**Retails at 5c.**

**\$2 per case of 4 doz.**

**I**N 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.

**THERE'S a reason why**

## Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary cans, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.



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

### STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

### TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

### IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

**Storage and Transfer Co., Limited**

Hamilton

Ont.



## Start the Year Right!

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

**The Canadian Cocoanut Co.**

MONTREAL

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

## A LEADER

FOR OVER

## 50 YEARS



**W. D. McLAREN, LIMITED**  
Manufacturers  
583-585 St. Paul Street - MONTREAL

## It's a Pleasure

To sell an article whose worth and superiority are acknowledged — a line that does not take an awful lot of talking, pushing and explanation to move. Such a line is

# SNAP

which differs from other hand-cleaners because it is beneficial to the skin whilst positively removing every vestige of dirt, grease, paint or tar.

Buy from your jobber.

**THE SNAP COMPANY**  
MONTREAL : : CANADA



*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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



**Profit is elusive**

and particular care must be taken in the selection of your sardines if they are going to be a profitable line with you. Stock

**"King Oscar" Brand Sardines**

which for uniform purity, sweetness and good packing are unexcelled.

You can reach and retain the better-class trade with a line like this.

CANADIAN AGENTS:

**J. W. Bickle & Greening**

(J. A. HENDERSON)

Hamilton, - - Ontario

**Start the New Year Right**

BY USING

**SUPERFINE  
LINEN RECORD**

**The Best Paper for Blank Books  
and Office Stationery**

SAMPLES SENT ON REQUEST

**The Rolland Paper  
Co., Limited**

Montreal Quebec



Made  
in  
Canada

**THE OLD  
WAY  
OR  
THE NEW  
WHICH ?**

In the old days your fathers and grandfathers had their merchandise hauled with ox carts. They weighed their goods with the old steelyards. They kept their accounts on a slate.

Later the horse was substituted for the ox, the spring balanced scale for the steelyards, the day book and ledger for a slate.

To-day many merchants are using the automobile. The automatic computing scale has displaced the spring balance.

The McCASKEY ONE WRITING CREDIT REGISTER SYSTEM has displaced over 50,000 day book and ledger systems among the up-to-date, progressive merchants of the United States and Canada.

The McCASKEY is a time saver, money saver and money maker.

Your request on a one cent postal will bring complete information.

**DOMINION REGISTER COMPANY, Limited**

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

TORONTO, CANADA

*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 Grade.  
And It Would Discourage Growing Fine Teas.



**McCormick's  
Maple Leaf  
Biscuits**

The result of tasting one of McCormick's new, delicious, trade-creating Maple Leaf Biscuits, with its layer of soft, enticing Maple Cream, smothered with two palatable, wholesome Maple-flavored Biscuits of Maple design, is an unconquerable desire for more, more, MORE.

**McCormick's  
Lemon Cream  
Biscuits**

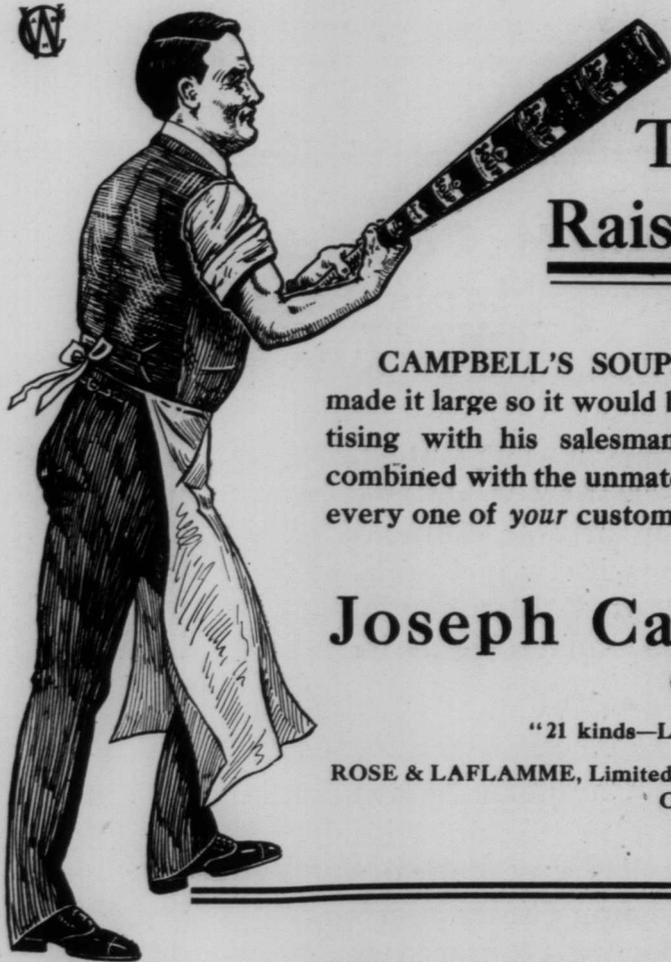
lemon-flavored Biscuits, of most elegant design, is our most popular Biscuit.

McCormick's Lemon Cream Biscuit, with its layer of delicious Lemon Cream, sandwiched between two

When a customer sighs: "Oh, I really don't know what to get"—suggest McCormick's Maple Leaf or Lemon Cream and the satisfaction will be mutual.



**MCCORMICKS  
BISCUITS**



## This is the Bat That Raises the Ball of Profit

CAMPBELL'S SOUPS pay grocers 33 1-3 per cent. profit. We made it large so it would be worth a grocer's while to help our advertising with his salesmanship, because we believe with the two combined with the unmatched quality of the goods, that eventually every one of *your* customers will be one of *our* customers.

### Joseph Campbell Company

CAMDEN, N. J.

"21 kinds—Look for the Red and White Label."

ROSE & LAFLAMME, Limited, 400 St. Paul St., Montreal, and 65 Front St. E., Toronto  
Canadian Selling Agents

"Worth Crowing About."

"A Quick Seller"

## BAIRD'S SAUCE

SOLE IMPORTERS  
JOHNSTON, BAIRD & CO., GLASGOW, S. A.

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

## HOW MANY CUSTOMERS HAVE YOU

who have not asked for H.P. Sauce? Our new extensive advertising is exciting a large demand, and your customers are buying it—SOMEWHERE.

WIDE-AWAKE GROCERS ARE MAKING A LEADING LINE OF

# 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.

This is the CONCORD CANNING COMPANY'S guarantee given with each tin of CONCORD NORWEGIAN SARDINES



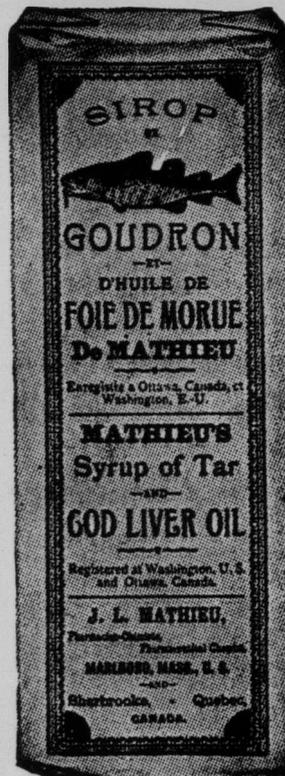
### WE GUARANTEE

1. That all sardines bearing our names as packers are packed from the finest autumn caught fish.
2. That fresh caught fish only are used in our canneries.
3. That the Olive Oil or Tomato Sauce used are of guaranteed purity, and of the finest quality obtainable.
4. That we use the greatest care and cleanliness in the packing.

Such a guarantee is a splendid lever to move trade your way. Are you handling "CONCORD"?

### 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.



## MATHIEU'S SYRUP

of Tar and Cod Liver Oil

has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name.

It has been so successful in effecting cures that every user is a publisher of its excellent qualities.

Its sales have increased wonderfully everywhere. It is a sure seller.

## MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

See that you are well supplied with both, as the season of Colds is now on.

**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

## SUGAR

When next purchasing supplies of Granulated Sugar, ask for

*Redpath*

The Purest and Best. To be had in original packages, barrels of about 300 lbs., and bags of 100, 50 and 20 lbs.

Manufactured by

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



## THERE'S A DIFFERENCE

Between

## SHIRRIFF'S EXTRACTS AND ESSENCES

and many other much advertised Essences. "SHIRRIFF" goods, while being of full strength, possess the correct natural flavor of the fruit! Isn't this a strong selling point and a good reason to push "Shirriff" Essences and Extracts? Stock up to-day. They're always in demand.

The 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**

OURS to the trade of  
Canada and best  
wishes for

**A Prosperous  
New Year**

from the T. A. Lytle Co., Ltd.,  
Sterling Road, Toronto, Can.,  
manufacturers of the famous

**Sterling Brand  
Pickles**



**Fine Old English  
Mincemeat and Plum Pudding**

NOW READY FOR DELIVERY

Send in your orders quickly, please.

**WAGSTAFFE, Ltd.**

Pure Fruit Preservers

**Hamilton, - - Ont.**

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

**BOSTON  
BAKED  
BEANS**

Simply the height of perfection in the  
packing of beans. Send for a trial  
tin that you may convince yourself.

Special Notice re Balaklava Sardines.—Owing to unprecedented demand our stock  
is now nil. We will have no more until Spring.

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

## Soaps That Satisfy

These are the kind you are looking for and you will find satisfaction in handling RICHARDS PURE SOAP. Richards full line will bring trade to your store. Here they are:

**RICHARDS**

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



FROM ALL JOBBERS

## THE MILK

Everywhere Acknowledged to be  
**Richest and Best**



### Reindeer Condensed Milk

The dealer wins customers by selling reliable goods that give satisfaction.

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

In Thousands of Homes

## White Swan Coffee

Has Won Favor

Purely on Its Merits

It is Undoubtedly

The Finest Package Coffee

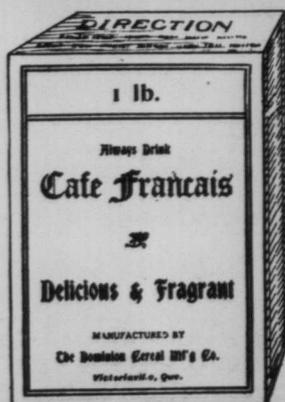
On the Market—Hence the

Enormous Increase in Demand

Packed in Handsome One Pound Tins  
2 or 4 Dozen Per Case

Order Now—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**  
VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

ESTABLISHED OVER 200 YEARS

# CHAMPION'S

LONDON, ENGLAND

Commands a Preference over all others.

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



For Rapid Selling

# ASEPTO

## Soap Powder

(The enemy of Dirt)

is unrivalled. Will not injure the hands or most delicate fabrics. Washes thoroughly, quickly and with least amount of labor. Leaves you a splendid profit. Write us.

**Asepto Mfg. Co.**  
ST. JOHN, N.B.

Mr. Merchant--  
A Prosperous  
New Year  
To You

How much  
did your  
Accounting  
cost during  
1909?



The  
**Huber Account Register  
and System**

(The only one writing and one reference System manufactured)

will do your work during 1910 at a cost of from 3 to 5 cents per customer per month, and in future years practically for nothing, as first cost is the only cost.

Protect yourself against loss, make your business life a pleasure, adopt the HUBER SYSTEM, an AUTOMATIC ACCOUNTANT that Saves your Time, Stationery, Avoids Errors and Disputes with Customers, Collects your Accounts, Fits any Safe.

For full information, address—

**R. B. Belden & Co.,**

Manufacturers

178-180 Victoria Street - - Toronto

## Dust is a General Nuisance

BUT IT CAN BE AVOIDED BY USING

# DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

**Dustbane Manufacturing Co.**  
BOSTON - - - MASS.

Canadian Factories: Winnipeg, Man., St. John, N.B.  
ASK YOUR WHOLESALER FOR THESE GOODS.



## "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

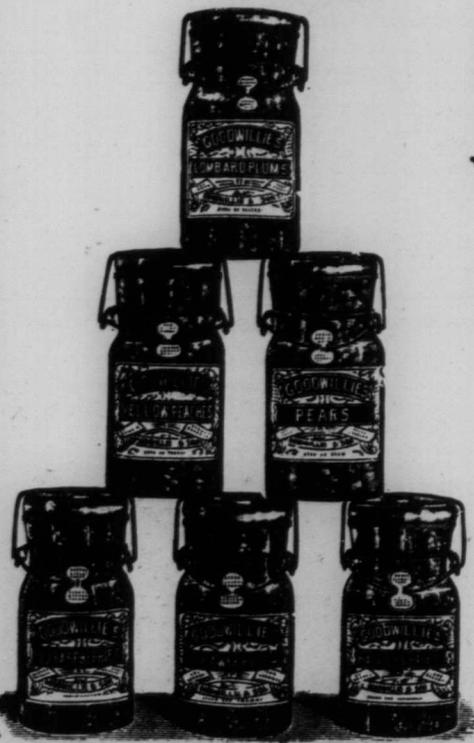
HOLLAND RUSK CO., - HOLLAND, MICH.

If your Jobber can't supply you, write

**McGREGOR SPECIALTY CO.**

672 Yonge Street, TORONTO

## Goodwillie's Fruits IN GLASS



Have  
You  
Tasted  
Them  
Yourself  
?

If not,  
do so

Agents:

Rose  
&  
Laflamme  
Limited

Montreal  
and  
Toronto

## José Segalerva MALAGA, SPAIN

Look for that brand  
when you buy

**Malaga Table Raisins**  
**Malaga Loose Muscatels**  
**Jordan Shelled Almonds**  
**Valencia Shelled Almonds**

You will find that the goods have absolutely no superior in the matter of quality and attractiveness of packing. Your most particular customers will be easily pleased with them.

Agents

**ROSE & LAFLAMME, LIMITED**  
Montreal and Toronto

Earn the housewife's gratitude by recommending and selling

## WONDERFUL SOAP

There's no soap made that is quite so effective for general cleaning and washing purposes as "Wonderful," and its sale leaves you a well worthwhile profit. You'll find "Wonderful" Soap a powerful lever to move all the family trade to your store. We sell the good article and offer no premiums.

**Guelph Soap Co.**  
Guelph, Ont.

## 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 wholesaler mention the above brand.

**The Dominion Molasses  
Co., Limited**

HALIFAX

NOVA SCOTIA

**Let us give you a pointer for 1910.**

Your staple commodities, such as **TEA and COFFEE**, should indicate the quality of your general stock. Any anxiety you may have had on this account will be speedily removed if you handle

## **“MELAGAMA” THE TASTY TEA AND COFFEE**

Ask for our samples and prices of BULK TEAS and COFFEES. We know that we can satisfy you.

**MINTO BROS.** - - - - **TORONTO**

## **O**ur Meadow Cream Sodas

not only sell, but they sell other lines as well. You stock a few cases and see for yourself. Our price is the same as that charged by others for biscuits not quite so good.

**The W. J. Crothers Co., Limited**  
KINGSTON, - ONTARIO

## **JAPAN TEAS**

Jobbers please apply for samples of our remaining lines at different points.

**S. T. NISHIMURA & CO.**  
*Montreal and Japan*

## **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

IF

## 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



## 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.

## 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.

## 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

# IF ANYTHING HAS MERIT—

IT SURELY GAINS. Since 1892, one hundred and forty different firms have been in the tea business. Every few months one of them would decide to put a package tea on the market that would be "as good as **'SALADA'** and sell for less." They would order a couple of hundred thousand labels, a packing machine, some boxes and—the tea. Their travellers called on you and every other grocer in town. They told you of the wonderful quality of their tea—how it was going to be advertised—the demand that was sure to come. You got a "confidential" price. You bought a case. What happened?

Somehow, the tea didn't sell. The advertising stopped—if it ever began. The tea lost what flavor it had and deteriorated in quality. The wrappers faded and got dirty. Every time you looked at it you got mad. And the curious thing about it all was this: While the "just as good" kind remained on your shelves, you sold pound after pound of **"SALADA"** without trouble of any kind.

For eighteen years **"SALADA"** has been unequalled for goodness, freshness and fine flavor.

For eighteen years **"SALADA"** has been Canada's premier package tea—the only tea that can be absolutely relied upon year in and year out.

It is tea at its best.

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15 Wellington St. East  
Toronto, December 31, 1909.

## Dissolution of Partnership

Dear Sirs,—

The partnership heretofore existing between the undersigned and Mr. Crawford W. Powis, under the firm name of *Anderson, Powis & Co.*, Commission Agents, is this day dissolved by mutual consent, the undersigned taking over the Agencies and continuing the business under his own name as Agent for Domestic and Foreign Shippers.

Thanking you for many courtesies extended to our firm, and soliciting a continuance of same on my own behalf,

I am,  
Very faithfully yours,  
WALLACE ANDERSON

## Your Customer's Confidence

is your strongest business asset. But you can only expect to hold it by handling goods of merit.

# HEINZ

## 57 VARIETIES

### Pure Food Products

(The kind that contain no preservatives)

are recognized as the standards of purity and excellence in food quality. They meet the requirements of all pure food laws and are guaranteed to suit. Money back to your customers if they fail to please. That's why the **57 Varieties** are such good business-builders.

Anything that's **HEINZ** is safe to sell

**H. J. HEINZ COMPANY**

New York      Pittsburg      Chicago      London



THE  
PUREST  
AND  
BEST

## MR. DEALER

Have you stocked the new **5c. tin**  
**St. Charles Brand ?**

Some of your customers will want it and any jobber can supply you. It's a convenient package and only **\$2.00** per case.

Manufactured by



**St. Charles**  
**Condensing Co.**

INGERSOLL, ONTARIO  
CANADA



She wouldn't take as a gift any other salt but

# Windsor Salt

for table or dairy.

She knows that "Windsor" Salt is pure—that no adulteration is added to keep it from caking—and that it gives a delightful savor to the food, the butter and the cheese.

She knows, too, that no other salt is "just as good."

**The Canadian Salt Co., Limited**  
Windsor, Ont.

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Aspetto Mfg. C  
Aymer Condi  
Balfour, Smy  
Benedict, F.  
Bickle, J. W.  
Blue Ribbon  
Borden Condi  
Bovril, Ltd.  
Bowser, S. F.  
Brack & Co.  
Brand & Co.  
Bristol, Geo.  
Campbell Co.  
Canada Mapl  
Canada Sugar  
Canadian Bis  
Canadian Coc  
Canadian Mil  
Canadian Pac  
Canadian Sal  
Capstan Man  
Cargill, H.  
Ceylon Tea A  
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Christie, Bro  
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Clark, W.  
Clawson & C  
Concord Can  
Connors Bros  
Constant, H.  
Cowan Co.  
Cox, J. & G.  
Crothers, W.  
Davies, Wm.  
Dignard, Ltd  
Dominion Br  
Dominion Ce  
Dominion M  
Dominion Re  
Dominion W  
Downey, W.  
Duncan, W.

# A1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.



GENERAL AGENTS:

H. HUBBARD, 27 Common St., Montreal. THOS. O. BAXTER, 27 Front St. E., Toronto. R. T. TINN, 337 Hastings St. W., Vancouver.

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats.

**BRAND & CO., Limited,** Purveyors to H.M. the King **London, England**

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# The New Era in the Grocery Trade

The Vending of Foods will soon be recognized as a Profession, with no room for the Slovenly or the Unskilled.

THE grocery trade is overcrowded with men with a grouch—and why? Fierce competition, small profits, long hours, department stores, bad debts, and—well, that is enough. And yet in no business on earth are there greater opportunities for success, in no calling is there more room at the top, boundless, limitless room on top. You at the bottom are incredulous, pessimistic, and withal, you have a grouch.

Let me tell you this, the day of the doctor is passing. Medicines, drugs and nostrums are fast being discarded for pure foods. The cut-rate drug store, trying to force the sale of "dope" at bargain prices, is evidence of a revolution, slow and subtle, but sure. Now has dawned the day of scientific diet, of health-giving foods, and, above all, of cleanliness.

With the shifting of scenery, exit the doctor, enter the food expert. Health will be sought at the store where clean, wholesome foods are sold, not at the drug store. Some day in the future—the near future—the vending of foods will be recognized as a profession. In the profession there will be no room for the slovenly, the unskilled, the charlatan. Keeness of palate and eye, backed up by the knowledge and practice of a thousand, or more, technical details, will be indispensable qualifications to the man who is to replace the grocer of old. He will be an expert in the art of ventilation, and the natural preservation of perishable food stuffs. As in the other professions, much will depend upon his personality—the foods which we eat must be above any suspicion of contamination from personal un-

cleanliness of those who sell and handle them. The shop, the counter, the scales, will all be kept as clean as the operating room and the instruments in an hospital. Even a pound of lard is a thing of beauty when it is fresh, and sweet, and clean. The day is already past when fish and tea, coal oil and butter, are delivered to the consumer in the same old soap box.

A generation back, all this scrupulous care, this skilled cleanliness, this niceness, would have been regarded as insane fastidiousness. To-day the majority of people demand it, and demanding it, or not, it is a very exceptional person that does not appreciate it, consciously or otherwise. And the reason for it all is that we are getting to realise that the deadly germs of disease lurk in foods which are not fresh, and handled and kept under conditions of absolute cleanliness. We are learning, too, that the chemical preservative is only the choice of two evils, its entry into the human system, working harm second only to the germs of disease themselves.

Room on top? The room is all on top—the bottom is crowded to overflowing. If not ten per cent. of retail grocers succeed there is a reason for it, and the reason is that the profits are at the top, the losses at the bottom.

Yes, Sanitation, Cleanliness, Purity, and Freedom from Contamination will uplift the business to the level of the professions, will defy competition, enhance profits, raise the grocer from an ill-paid life of drudgery to one of congenialty and affluence.

C. L. MARSHALL.

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## Careful Attention Paid to Interior Arrangement

**Crow's Nest Trading Co., of Fernie, B. C., Consider Cleanliness and Attractiveness—Have Modern Fixtures in Quarter-Cut Oak—A Neat Fruit Display—Sell Strictly for Cash.**

Fernie, B.C., January 3.—That especial care should be exercised in the arrangement of the store interior is the contention of the Crow's Nest Trading Co., of Fernie. This may be observed from the cut shown herewith. It illustrates the value placed upon neatness and attractiveness and on the comfort of the customers.

The Crow's Nest Trading Co.'s store is made up of many departments including groceries, crockery and china-

has a staff of 24 salesmen, and has seven horses for delivery purposes. The present building is the outcome of a fire in August, 1908 when the store, warehouse and stables were completely destroyed.

The construction was begun on October 1st, 1908, and the store was opened for business December 4th of the same year. It cost \$25,000 and the rapid erection is considered a building record in the west.

The fixtures are all quarter-cut oak.

### MAIL-ORDER PRICE HIGHER.

A rather amusing story is told on a man who went into a hardware store and wished to purchase an axe. Being shown the article and informed that the price was \$1.15, he said: "Why, I can get that same kind of an axe from a mail-order house for 90 cents." "Very well," said the hardware man, "I will give it to you for the same price provided that you will do the same with me as you would with them." "All right," said the customer, as he handed over a dollar bill, the merchant giving him back ten cents in change. "Now," said the hardware man, "I want 25 cents more to pay express charges," which the purchaser gave him. "How much did your axe cost you?" "One dollar



An Interior View of the Grocery Department of the Crow's Nest Trading Co., Fernie, B.C., With Some Good Ideas on Interior Arrangement.

ware, dry goods, men's furnishings, boots and shoes, and furniture.

The cut shows an attractive fruit layout built on a slant so that every box can be easily seen. The bin and shelf fixtures are of the modern variety displaying the goods to the best advantage. Showcases are used for confectionery and, as well as the counters are kept scrupulously clean. Chairs are provided for customers and this consideration is much appreciated by them.

The company does a large business. It

The store is 60x114 feet in dimensions and is built of stone and brick. The ground floor is utilized by the grocery, dry-goods, men's furnishings, and boot and shoe departments, and the second storey by the furniture, millinery, and dressmaking parlors. The basement, which is the size of the whole building in length and breadth, is used for storage purposes.

The business which was established four and a half years ago is conducted on a strictly cash basis.

and fifteen cents," the man answered. "Very good; now give me the five cents more for money-order fees and postage," which the purchaser had to hand over. "Now, how much did your axe cost you?" "One dollar and twenty cents," said the customer. "Not so cheap after all," said the merchant, whereupon he picked up the axe, tossed it back on the shelf and told the customer to call for it in ten days, as that would be as soon as he could get it if he had ordered it from the mail-order house.

# The Planning of a Modern Retail Grocery Store

Winnipeg Grocer Has His Architect Prepare Plans Before He Begins to Build—  
All Dimensions and Nature of Fixtures Worked Out Beforehand—Has Plenty of  
Floor Space, Shelf Room and Light.

Winnipeg, Jan. 4. — The store plan shown herewith is that of a new store in Winnipeg opened on December 1st by H. E. Weldon.

At first sight it would seem that the store is too long and narrow and that there would be a decided deficiency of light. This, however, is not the case. The manner in which the proprietor has overcome the possibilities of cramped floor space and darkness is deserving of credit. In the first place the store is not as narrow as it may seem. It is twenty feet wide despite the fact that it is ninety feet long. It is the great length that gives it the appearance of narrowness. However in designing the interior every inch of space was utilized to the best advantage.

On each side of the store spacious shelves reach from the floor to the ceiling upon which packages and cases of considerable size can be stored. On the counter side convenient bin fixtures are installed which open from the top. They are large enough to contain the major part of the goods in stock which can be put into the bins. These sensible shelves and bins make it unnecessary to store goods on the floor, which would seriously obstruct the passage. What goods are unavoidably piled on the floor, are arranged systematically which serves a double purpose of leaving space and inviting the attention of the customer.

This feature has been made a dominant one from the moment the store first opened for business. Attractiveness was one of the first requisites in the mind of the man who contemplated opening the store more than a year ago. The inter-

It will be noticed that the rear of the store is spacious and that the delivery yard is large and convenient. The basement is exactly the same size as the store and it has a high ceiling which is almost perfect in cleanliness. Stocks are run into the basement from an opening in the Edmonton Street sidewalk. Mr. Weldon was for some time a book-keeper for his brother, F. E. Weldon, who for seventeen years conducted a grocery business on Portage Avenue, a few blocks from the new store. Formerly the brothers were partners in a grocery store in St. John, N.B.

Herbert B. Rugh, architect, Union Bank Building, Winnipeg, drew up the plans of the Weldon store.

## THE FIXED PRICE QUESTION.

New York Journal of Commerce.

Every time limited prices, free deals and the quantity price have come up before meetings of the Retail Grocers' Association, which, by the way, are the only grocery associations which have wrestled with the questions as organizations, it has called for the most spirited discussion, bordering very close to the acrimonious at times.

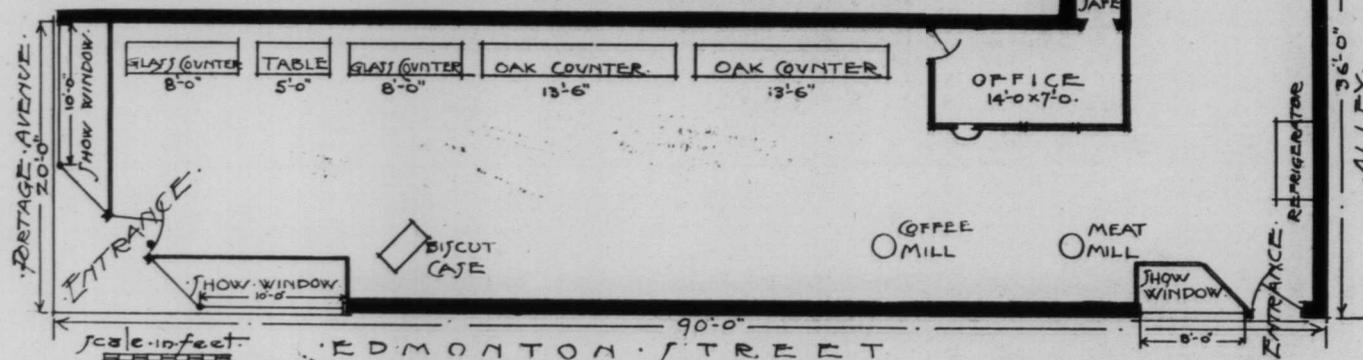
Only a few days ago at a meeting of the Brooklyn association the matter was brought up in the shape of communications from a manufacturing concern. There the old accusation of the retail grocer having been used to introduce a line of goods at a quantity price and later being told that in the future he would be compelled to pay the full

entitled to compete through the medium of large purchases, jointly made through their exchanges.

"The best way to settle all these differences is to leave it to each individual be he manufacturer, jobber or retailer," is how one well posted on conditions put it to the writer. "No one man can tell the other fellow how he should conduct his business, for each knows his own affairs to the inner workings of the business of every merchant, jobber or manufacturer.

"There is no philanthropy in business and it will be hard to convince me that every man with either a buying or a selling policy is not working for his own interests.

"Take the manufacturer who is marketing his product with a free deal at-



A Reproduction of the Architect's Plan of The Grocery Store of H. E. Weldon, Winnipeg.

ior is all trimmed in white. This is always clean looking and is a bright idea for a grocery store. On the street the whole store shows up well through the window. The white shelves, the white ceiling and walls and the white coats of the salesmen certainly invite the customer.

The windows are wide enough to permit displays and the whole front, corner and ten feet of the side is of glass from window rest to ceiling. The entrance is convenient and just about six inches above the pavement.

The store is built on the corner of a block, 100x90 feet, so that the length could not be changed; and it was not necessary to change it as is proven by the interior plan designed by Mr. Weldon.

wholesale price and buy only through the jobber was made. As the result of the discussion the matter was tabled.

Summing up the whole situation, so far as the retailer is concerned, it looks as though the problem is one largely of local and individual conditions. One may argue from early dawn to long after dusk to a big consumer that the quantity price is pernicious, in that it tends to give the big fellow an advantage, but all the talk will not convince the large buyer that he is not entitled to better figures than the smaller one. Take it in New York for instance, where the only salvation of the small grocer to meet the competition of the chain and department stores is through buying exchanges. It is impossible to convince these merchants that they are not

tached; he is not giving away his product just to show his friendship to the purchaser, but because he figures it out that this is the profitable way, according to his notion, to make the most money in the long run. It is about the same with the 'quantity price' man; he gets around the 'free deal' scheme, of which he is often the most decided opponent, by selling much of his goods at a lower figure than he will a small lot. His argument is that his fixed charges on handling a large sale are no greater than on a small one—and outside of being able to collect his bill and making his profit he is not particularly interested in the troubles of the purchaser. The one who favors the limited price plan figures that the greatest distribution is through the small handlers."

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## Wholesale Grocer Blamed for the Huckster Trade

**"Equity" Claims that the Retailer is not Getting Proper Consideration and Suggests Remedy — Thinks Other Wholesalers are Not so Bad as the Wholesale Grocers — The Latter, He Says, Sell Indiscriminately.**

Editor Canadian Grocer,—Ages ago an observant man declared that there was "no evil under the sun." It may be that, had we been his contemporaries, the keenness of sight of the man would have constrained us to admiration, as it had been that of a discoverer; but the number of the evil's progeny has become so prodigious, their choice of an abiding-place has been so persistent, that to-day it is the man able to ward off a few of them to whom admiration is due. Of course, many of these are optional—not all are legitimate possessions. "A choice of evils" is an expression that jumps to the tongue like a proverb.

plan of campaign is as thorough as it is ubiquitous. He supplies the merchant's town customers with butter, eggs, poultry, and what garden produce the grocer may sell; the country customers he supplies with anything to be found in the stock of the wholesale grocer, for the wholesale grocer sells to the huxter.

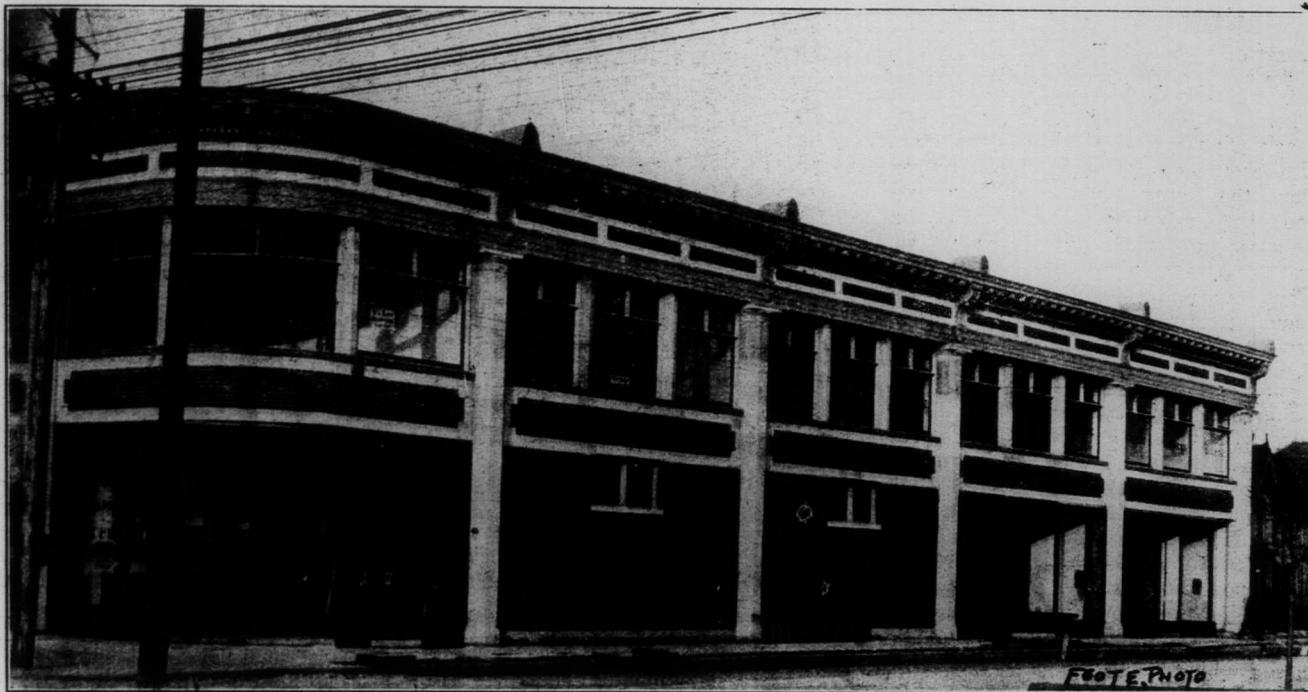
While he is collecting produce from the farmer to peddle amongst the townspeople, this "huckster" solicits orders, supplies the goods at wholesale prices, and charges usually 10c per parcel for delivery—more whenever possible. To the wholesale price of a bag of sugar he adds 10c, to a pail of lard 10c, to a box of

for \$4.65—four dollars and sixty-five cents at my own door!"

The wholesalers asked us \$4.55 per bag; freight and cartage cost, per bag, 18c; total cost, \$4.73. At the price we asked there would actually accrue to us a profit of seven cents. Were we handling sugar in trainloads this would pay—certainly. But retailing an occasional bag, the deal would not pay for a plug of tobacco at the opposition store.

It makes the long-suffering merchant muse upon the possibility of finding an article in the trade that he can sell; it seems to him as if his existing stock were a permanent institution—come to stay, in fact—while the passersby idly wonder if the proprietor has arrogated the office of the tobacco dummy; for many have wedged in this stock also in a wild attempt to stave the inevitable hour.

It is this trucking between the wholesale house and the farmer (or another)



Exterior View of the New Grocery Store of H. E. Weldon, Winnipeg, Man.

Among the possessions of this sort that appertain to the business man is one that has been granted especially to the retail grocer. But he finds no joy in its possession, for it is destructive to his business. This is the evil of the peddling huxter.

The plain, unadorned huckster is not altogether a boon to the retail grocer, but the huckster that peddles accumulations is an enemy. Occasionally, in the capacity of plain huckster he is found in the city marketplace, but his especial delectation is the peddling of his wares from house to house, for in this there is profit. If he is protected by the peddler's license he fights in the open, but in default of this protection he fights secretly in the shadow of his ability to evade the law in regard to the license. His

prunes 10c, and so on. On several such articles he may decrease or increase his commission as circumstances warrant, always taking thought, however, to undersell the retail grocer.

### Not Much Profit on Sugar.

A few weeks ago a farmer came into the store and inquired the price at which we could sell him a bag of Imperial granulated sugar. At the time this sugar was quoted at \$4.55 wholesale. We asked him \$4.80, deluded into the fancy that our generosity would break up the springs of his heart. It did, but generosity was drowned in the flood.

"I can do fifteen cents better than that," said the farmer, "Mr. —, the huckster will fetch it to me from Toronto

that crowns the peddling huckster past-master of offence! and the fault, the injustice of the retail merchant, lies with the wholesale grocer. Moreover, the wholesaler sells not only to peddling hucksters, but to hotels, restaurants, and private individuals. It is a fact that some have sent travelers amongst the farmers.

We have had a long experience in another line of trade, we have consulted those in still others, and in all these we find the wholesaler abiding by the ethics of his business, to sell to the legitimate retailer in the business only. But the wholesale grocer would appear to have framed a motto that reads, "First come, first served: all look alike to me."

Naturally, in such a case, we look wistfully for a remedy. A man has his

choice of businesses—whether of evils or no—and having decided upon one he feels that it should make his existence in this fair world a possibility, providing he himself is competent. If the retail grocers of this province would combine to form a stock company, subscribing to shares of, say \$100 per share, they could control their own wholesale trade, and the chief part of this particular evil would disappear, making existence for the merchant partake less of the nature of a continuous problem in the higher mathematics.

Many merchants have ideas about this matter—let me add 'feelings'—and many would be pleased to hear what the Retail Merchants' Association may say on the subject. If you should feel, Mr. Editor, that the discussion of this question and its remedy be desirable you find a place in your journal for this letter.

"EQUITY."

Pickering, Ont., Jan. 3, 1910.

**COMMITTEES ARE READY.**

**Drummers' Snack Club Prepare Early for the Big 1910 Event at Oakville.**

Toronto, January 4.—The Drummers' Snack Club got away to a good start with their annual mid-summer outing when they appointed committees and made the preliminary arrangements on the occasion of their dinner a short time ago.

The receipts from the last outing amounted to \$704.97 and the disbursements \$471.98 leaving a balance of \$232.99.

This year's big event will be held at Oakville, although there were some warm discussions before it was decided upon. Erin, Georgetown and Acton were competitors but Oakville won out in the end. The dates will be July 29 and 30.

The following were the committees decided upon to attend to arrangements: Refreshment Committee—Michael Matthews, Chairman; Geo. Campbell, M. P. Malone, W. H. Cross, R. E. Smith, Chas. Smith.

Collection of Prizes—Walter Madill, Chairman; Bert Groskurth, Chas. Silver, J. H. Wildfong, R. Smith, M. P. Malone, C. Wilson, Bay Hill.

Games—Thos. Gloster, chairman; J. H. Wildfong, John Charles, C. C. Smye, W. J. Dore.

Advertising—Robt. Algie, Robt. Asher, Dr. Algie.

Transportation—W. Reilly, W. Meen, "Pop" Somerville.

Music: Hamilton—H. Eckstein, Col. Stoneman, Geo. Smye, Chas. Smye, W. Pringle. Toronto—Will J. White, E. Bowles, W. Reilly, Sol Walters, John Charles.

Robt. Asher was again given charge of the issuing of the programmes.

C. H. Lee, manager of the Canada Spice & Grocery Co., London, Ont., entertained the travelers and office staff to a luncheon before the close of the year.

**THE SALESMEN BANQUETED.**

Toronto, January 3.—Following the annual conference of the Canadian and United States heads of Holbrooks Limited with their salesmen on the American continent, an enjoyable banquet—the third annual—was held on Thursday evening, December 30th, at McConkey's restaurant. Some thirty were in attendance from various parts of the continent, the total distance traveled in getting to Toronto being estimated at 10,000 miles. The banquet tables were attractively decorated and the menu one that would have graced any banquet hall.

H. Gilbert Nobbs, manager in Canada and in the United States, introduced the various toasts and speakers and in the course of his remarks during the evening gave some splendid advice to the salesmen on the co-operation with and loyalty to the firm with which they were

persed and needless to say all greatly enjoyed the few pleasant hours.

**BELIEVERS IN CALENDARS.**

**Cornwall Merchants Consider that their Advertising Value Warrants Their Circulation.**

Editor Canadian Grocer.—In the issue of The Canadian Grocer of the 17th inst., we noticed an article on calendar giving, in which was stated that most of the Chatham grocers had dispensed with calendar giving. As we believe that attractive calendars hanging in the homes of our customers is one of the best methods of advertising, we feel that we will always give calendars.

In regard to distributing them to our customers, we deliver one to each customer, about one week before Christmas and make it our business to see that each



Canadian and United States Officials, Agents and Traveling Salesmen, of Holbrooks, Limited, who Held Their Annual Conference Last Week in Toronto.

connected. "The King" was as usual on such occasions loyally honored. "The Firm" was proposed by N. C. McLean and J. V. Serivener and responded to by Mr. Nobbs. W. N. Bowman, assistant manager in Canada and in the United States, proposed "The Trade Press" which was replied to by the editor of The Canadian Grocer. "Our Agents and Distributors" was heartily toasted on being proposed by the manager. H. H. Simpson, of New York State, replied with some well thought out points on the qualifications of a good salesman.

The entertainers were not a few. Among the vocalists present were J. V. Serivener, Fred Lewis and C. E. Norris, while in the ranks of elocution, S. T. Morgan and J. G. Nobbs stand among the first. Wm. Middleman, New York city, told some funny stories and short addresses were given by a number of others present. The midnight hour had struck before the merry company dis-

customer gets one. Not one is given to any child in the store. This has been our practice every year and we have no trouble whatever with children clamoring for them. If children do ask for them, they are told, that if their mother is a customer she has or will get one.

FAWTHROP BROS.

Cornwall, Ont., Jan. 3, 1910.

**CALENDARS for 1910.**

Connors Bros., Black's Harbor, N.B., are sending to the trade an attractive and useful calendar this year, as usual. The illustration is entitled, "Here he Comes," and represents a family eagerly watching from the window for the home-coming of the husband and father.

"Always in the Lead," is the catch line on the artistic 1910 calendar issued by the Royal Polishes Co., Montreal.

A clock has more sense than a man. When it's all run down it stops working.

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## Many Grocers in the Municipal Ranks for 1910

Results of Elections Show That Several Business Men are Chosen to Assist in Public Affairs in Their Respective Municipalities — Additional Prestige as a Merchant is Secured.

The municipal elections are over once again in a great many places, and it is gratifying to note that grocers and general merchants, as well as many other business men, have been selected to guide the destinies of villages, towns and cities in Canada during 1910. The men who pay the bulk of the taxes are usually the merchants, and it is up to merchants to see that they are represented by careful business councillors.

In the past a great many used to think that only professional men had the ability to conduct the affairs of a town or city, but this impression has died away. It is the men who have the business experience who know how to conduct business for a municipality, and this is the class required.

### Some Grocers Elected.

In London, Ont., R. C. Eckert, of the Gorman, Eckert Co., spice manufacturers, and A. J. Morgan, seed merchant, have been elected as aldermen.

Walter Fairbairn, egg merchant, is one of the councillors in Orangeville, Ont.

The reeve of Deseronto, Ont., for the coming year is James Dryden, grocer and flour dealer. Two grocers were elected to the council, viz., Thos. J. Naylor and Jos. R. Stainton, while Jas. Sexsmith, grocer, is one of the school trustees.

Ald. John Forth, Hamilton, president of the Retail Grocers' Association, was again elected to sit in the council for 1910. Mayor John I. McLaren, grocery broker, who was elected last year, had no opposition.

In Chatham, Jno. McCorvie and Wm. Anderson, two grocers, were reelected as aldermen, and in Kingston, Mayor Dan. Couper, grocer, elected last year receives another term by acclamation.

In Lindsay, Ont., the mayor for 1910 is J. B. Begg, soda water manufacturer. A. C. Babcock, grocer, Amos Hawkins, grocer, and M. J. Lewis, butter manufacturer, have been elected to the council.

A. S. Kimmerly, grocer, has been elected to the council of 1910, in Napanee, Ont.

W. A. Sherwood, grocer and George E. Jones, merchant, have been chosen as aldermen in St. Catherines, Ont.

In addition to the assistance business men can give to carrying on the business of a municipality, there is a certain amount of advertising value attached to the office, especially when no faults can be found with the merchant who offers himself as a candidate.

### THE OLDEST OF THEM ALL.

The accompanying illustration shows a store now occupied by Dyer & Son, general merchants, Sutton, Que. The his-

tory of this family as grocers dates back to 1834, when a store was opened by the late George C. Dyer, about one half mile south of the present town of Sutton.

In this was opened, in 1848, the Sutton post office. Mr. Dyer held the office of postmaster up to the date of his death in 1890. During this period he was very prominent in all town matters, and acquired the familiar nickname of "Colonel" Dyer among his associates.

His only son, Eugene, in 1858, and his grandson, Leon E. Dyer in 1878 became connected with the business. The latter is now sole owner. The business, therefore, has been owned and managed by one family for three generations, covering a period of 75 years.

In 1834 the store shown in the illustration was built by Elijah Kemp, who carried on business in it for 40 years, when he sold to the present owners.



Store of Dyer & Son, Sutton, Que., Which Was Built 75 Years Ago.

Dyer & Son lengthened the store, moved their stock and the Post Office into it. The old store is now in disuse, and stands on Eugene Dyer's farm. For besides being storekeepers, the Dyer family have kept up the farm as an adjunct, and a home.

### INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

White & Co., cor. Front and Church Sts., Toronto, since their fire, Dec. 11, have lost no time in getting their building into shape again. A large staff of workmen have been rushing the work along so that they expect to be back at the old stand in two weeks time. The ground floor has been remodeled and fitted up conveniently for the different departments. They also intend to raise the building another storey. This latter improvement, however, will not be made

till warmer weather arrives. Business is being conducted at their other warehouse, 18, 20 and 22 Church Street, without interruption.

### TRADE NOTES.

F. L. Wagner, Aylmer, Ont., has sold his grocery business to Mr. Filby, of Woodstock, Ont.

F. R. Pursell, general merchant, Simcoe, Ont., has assigned and the stock will be sold by auction.

J. A. McCrea & Son, Guelph, Ont., have purchased the retail meat business of J. & A. McHardy, of that city.

F. G. Evans, grocery broker, Vancouver, B.C., is in the east on a business trip extending over some two or three weeks.

W. Roberts, the Maritime province representative of the N. K. Fairbanks Co., Chicago, is being transferred to Vancouver, B.C.

Aylmer, Ont., is to have a general delivery system somewhat similar to the one in Simcoe. It is due to take effect on Monday, Jan. 10th.

F. F. Adams, a bright Cardinal grocer, who is always on the lookout for new ideas, paid a visit to the Montreal office of The Grocer this week.

N. S. Hannah, Winnipeg, representative of the N. K. Fairbanks Co., was in Toronto during the week, and called at the Toronto office of The Canadian Grocer.

Mr. Ashworth, Toronto representative of the N. K. Fairbanks Co., was in Montreal last week, attending a meeting of the Canadian representatives of that company.

J. Howard Simpson, of the Simpson Co., wholesale grocers, Guelph, Ont., was presented with a gold headed cane by the traveling, office and warehouse staffs on Christmas eve.

Henry Taylor, manager of the Belleville Fruit & Vinegar Co., Belleville, Ont., was in Toronto on Monday, on a business trip. Mr. Taylor is a retail grocer in that town.

Fred. J. Whitlow, late with Tetley's Tea, starts out on the road next Monday for the Belleville Fruit & Vinegar Co. His territory lies in Western Ontario and along the North Shore.

Gilbert Bros., of Rothesay, King's County, New Brunswick, have sold their wholesale and retail grocery business to J. Renwick Robertson, postmaster at Rothesay, and he has taken possession.

J. C. Horner, a representative of the "Salada" Tea Co. has returned to Toronto from a business trip in British Columbia. He is enthusiastic over conditions existing in the west and predicts a great future for that section of the Dominion.

There is a great deal more likelihood of the amalgamation of independent Canadian canners than there was a month ago. One jobber states that he is almost sure that an amalgamation will be effected but could not say anything about the nature of it.

# Practical Methods Used in Retail Grocery Stores

Loss by Shrinkage in Dried Fruits—Window Sells Barrels of Candy—Bracebridge Merchant Replaces Counter With Silent Salesmen—New Advertising Scheme Originated by Chilliwack Grocer—Early Delivery Endorsed.

## Adds Cent For Shrinkage.

Victoria, B.C., January 3.—Evaporated fruits shrink a good deal, and if a grocer expects to be able to sell as many pounds as he buys he is apt to find himself mistaken. The manager of a large grocery store, in discussing this matter the other day, said:

"I always figure that my evaporated fruits cost me one and one-half cents a pound more than they really do. This is a liberal estimate, and probably one cent would be safe. If every grocer added one cent a pound to the cost, calling the increased figure the actual cost he would be safe. There is a shrinkage and there is also overweight, the giving of which can hardly be avoided. If grocers were all in the habit of adding a cent a pound to the cost to provide for shrinkage they would not be so willing to sell prunes costing seven cents for ten cents, for it is practically selling them for what they cost."

## Barrels of Candy Sold.

Peterboro, January 4.—The power of window dressing as a medium of reaching the people has undoubtedly been proved to the satisfaction of every grocer who has given proper attention to it, and a little example was evidenced during Christmas week by a local grocer. The window dresser essayed to devote it entirely to candy and three barrels of that kind was sold during the week ending with Christmas eve; a box of the same kind was secured to meet the extra demand and finally part of the window display was disposed of. The window design was a good one and could scarcely fail to bring the desired results.

## Are Judged by their Faults.

Halifax N.S., January 4.—"The returns in the long run are the returns that count," remarked a local grocer recently. "This fact should inspire the merchant to be diligent and faithful in the multitude of little things which make a store attractive to the buyer.

"Cleanliness is one of these things. It is easy for dirt to accumulate, for flies to die in the show windows and upon the shelves, for packing boxes to be left in the business part of the store after they are emptied, for green goods to wilt. Eternal vigilance is required to ensure uniform cleanliness—but it is uniform cleanliness which counts in the long run.

"There is the matter of deliveries. A haphazard system of delivering goods may work well four days out of the

week. It is not, however, by the good days but by the bad days that customers judge the merchant's delivery wagon. They forget the times when the goods are promptly at the door for the simple reason that that is the only manner in which the merchant should deliver them. It is the mistakes the delivery man makes, the failure to land those goods in time for dinner, which the customer cherishes in his memory. That is why the merchant, profiting by each day's experience, should seek to figure out a delivery system which will be as nearly as possible flawless."

## A New Advertising Scheme.

Chilliwack, B.C., January 3.—Fred Joudry, of Chilliwack, had a fine big pumpkin in his window during Christmas week, and with every dollar's worth of goods purchased, the buyer was entitled to a guess at the number of seeds in the pumpkin. Those coming nearest were awarded prizes. The scheme attracted considerable attention. The principal feature of this proposition was that any one who brought in a copy of the store's advertisement in the local newspaper were given a guess, without having to purchase any goods. This was a good idea, as it directed attention to the method of advertising, and once a purchaser's mind is diverted toward a given point it often means a new customer. Many settlers are going into the Chilliwack Valley and something to bring them towards one's store is worth troubling about.

## Installs Four Silent Salesmen.

Bracebridge, Ont., January 4.—Hutchinson Bros. have improved the interior of their large store by doing away with the one long counter and installing four silent salesmen. This makes more room and adds considerably to the attractiveness of the interior. Another aid is the splendid displaying advantages provided by the silent salesmen.

## Endorse the Early Deliveries.

Bracebridge, Ont., January 4.—The agreement entered into among the grocers of this town, stopping the late Saturday night delivery has ran two months successfully. Not once, only on Christmas eve, has the agreement been broken and all merchants agree that never again will they go back to the old system. They, their salesmen and delivery men are highly pleased with the working out of the innovation and would advise other towns to follow suit.

## Policy Among Merchants.

Peterboro, January 4.—In his address following his nomination as a mayoralty candidate, E. F. Mason, grocer, made a statement in regard to the stand a merchant should take on the local option question. He says that it is generally conceded by business men that the safe policy is to steer clear of these questions on account of the effect their actions may have on business. Many appreciate the difficulty in which the grocer is placed when he is asked his stand on a question which divides the public and Mr. Mason does not think that a merchant should take a stand on such a question.

## Business Increase in 1909.

St. John, N.B., Jan. 4.—The retail grocers have not yet taken stock, but the general opinion seems to be that the past year will show an increase over 1908. During the year the grocers seem to have gone into the confectionery business more extensively; many have taken up the handling of oysters in bulk and by the instalation of slicing machines have materially increased their sales in smoked and cooked meats.

## BOARD OF TRADE NOMINATIONS.

Montreal, Jan. 5.—George L. Cains has been nominated for president of the Montreal Board of Trade for the coming year. Lt.-Col. Jeffrey Burland was nominated for vice-president; R. Wilson Reford for 2nd vice-president, and Norman Wright for treasurer. It is expected that all of these gentlemen will be elected by acclamation. The results will not be announced until Jan 25th, when the annual meeting will take place.

## EXTENDING THEIR BUSINESS.

Nicholson & Bain, wholesale commission merchants and brokers, Winnipeg, are establishing a branch in Regina, Sask., which they consider an important business centre.

## WHEN FIXED PRICES ARE LEGAL.

According to the Sherman Anti-Trust Law of the United States, it is illegal for manufacturers to establish minimum prices if they are induced to do so by any dealer or trade organization. The manufacturer has the right to fix the retail price when he does it on his own accord and for his own protection. The government calls the other method "conspiracy in restraint of trade."

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The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN PRESIDENT

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TORONTO 10 Front Street East Telephone Main 7324 W. H. Seyler, Manager  
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AN UNPARALLELED OUTLOOK.

Towards the close of 1908, the grocery trade was not in a healthy condition in view of the general depression during the preceeding year or more. Thanks to the optimism of the Canadian people, however, and to the splendid crops which prevailed last year, nineteen hundred and ten is looked forward to with more confidence than ever before. Our total wheat production in 1909 was never excelled; government statistics tell of great progress in fruit and vegetable production; they state that from field crops alone there are some \$101,000,000 more money to be circulated than from those of the previous year; manufacturers everywhere are extending their factories or building new ones; the wholesale trade tell of advances in business, and general merchants throughout the Dominion are meeting their accounts with much greater precision than they used a year ago. Railway extension policies, the exploration of new mining fields, and the opening up of untilled soil in New Ontario and in the Canadian northwest have occasioned an influx of people from other countries and this, taken into consideration with the bountiful harvest of 1909 and the freer circulation of money, has brought about what could not well be prevented in the face of such conditions—a marked revival in trade in the grocery field.

The consumption of practically every variety of food-stuff has increased. Particularly was this the case in fresh fruits, canned goods of all kinds, sugar, breakfast foods, condensed milk, dairy and hog products. The tendency during

the past year has been one to stronger prices, indicating healthy trade conditions.

Probably the most noticeable advances during the year were in bacon, pork and other hog products. Bacon has advanced four or five cents per pound during the year. Lard has also gone up some four or five cents. The causes for this have been the raising of less hogs in Canada on account of high grain prices and the increase in consumption, both at home and abroad. Top prices are now being paid for raw material and these are allowing but little profit to the packer.

The opening of mining camps, and construction work in recently explored sections have been responsible for the advances made in the consumption of canned goods, condensed milk, breakfast foods, etc. Sugar is some thirty cents per hundred dearer than at the beginning of last year, due to increased consumption.

The outlook for trade in 1910 never was brighter. The coming year will be the one in which manufacturers that are aggressive in their manufacturing, selling and advertising policies, will become outstanding figures in their particular fields. On the contrary those which neglect to snatch the opportunities which are bound to come will lose prestige that will take months and years of hard work to regain. At any rate, that is the impression of men who are closely in touch with the trend of conditions. They believe 1910 to be a year of possibilities that have never before been presented.

AN ESSENTIAL TO SALESMANSHIP.

One of the essentials to successful salesmanship is knowledge of the goods the salesman is selling. If he does not know them, he cannot talk intelligently about them.

Those possessed of "the gift of the gab" and little knowledge may be able to sell some goods, just because there are some people who can be fooled all the time, but it must be remembered that "all the people cannot be fooled all the time," and the successful salesman builds for to-morrow as well as for to-day.

He who goes on the assumption that, because he can talk well or has a pleasant manner, he can make a successful salesman without being acquainted with the goods he is selling, is building his house on sand.

Knowledge that is worth while is not easily obtained. He who seeks it must dig deep and hard for it. Dig into the trade papers and other forms of literature from which information

can be obtained. Study methods of manufacture or character of growth.

The more valuable the knowledge, the more difficult is it of attainment. But the reward is worth the effort.

BENEFITS OF ANNUAL CONFERENCES.

The principle of holding annual conferences and banquets in order to discuss the successes and shortcomings of the previous year, and to make plans for the future, is rapidly meeting with more and more favor among the trade. During the past couple of weeks the J. R. Heinz Co., the F. F. Dalley Co., and Holbrooks, Limited, have been among the manufacturers who have held year-end conventions and banquets.

These serve a dual purpose. The salesmen and heads of the firm become better acquainted with one another and all are given a stimulus to do better work than in the preceeding year. They are, therefore, to be commended.

Why cannot retail grocery firms pursue similar methods to advantage? We find that when a manufacturing firm once begins these events, they are made annual affairs. It sees that they are profitable. The fact that they are always sure to create a better feeling between salesmen and the heads of the firm, is probably the best justification of their propriety.

The more the retailer shows his salesmen that he is interested in their success and wants their co-operation, the better will their work be in the future. Have them make and discuss suggestions for improvements in the buying, selling, displaying and advertising and watch their interest in the business grow.

GET THE CORRECT MEASURE.

The Interstate Grocer, of St. Louis, Mo., is continually urging retail merchants to weigh, count, measure and gauge everything they buy, and often quoted instances where goods have been shy.

A grocer, for instance, recently bought a barrel of syrup, which was marked 56 gallons, but contained, on being measured, only 52½ gallons. He paid 31c a gallon, which shows that he would have lost \$1.08½ if he had not measured the syrup.

Whether this precaution is taken by Canadian grocers or not, it is certainly good advice to follow in the purchasing of all goods. With the small profits on many of them, accuracy in business is necessary.

# The Markets—Evaporated Apple Market Declining

Present Demand is Not Good—Sugar Advances in New York, But There is no Change in Canada—Dried Fruits Showing Firmness—Good Value in Canned Goods—A Splendid Christmas Trade.

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

## QUEBEC MARKETS

### POINTERS—

Sugar—Firm.  
Evaporated Apples— $\frac{1}{4}$  to  $\frac{1}{2}$  cent lower.  
Beans—Weak.  
Canned Fruits and Vegetables—Firm.

Montreal, Jan. 6, 1910.

The first few days of January 1910 have certainly made an impressive showing. Trade in all lines seems to be beyond that of last year during the same period. Of course it is early to prophesy as to whether it will be continuous, but from all present indications 1910 should be a banner year for grocers. Everyone seems to have plenty of money, and what is more, spends it on high priced and profitable goods. Seldom has there been such a rush for Christmas luxuries as during the past three weeks. Articles which in 1908 were too expensive to be stocked were sold in large quantities during the holiday season of 1909. It hardly seems likely that such demands can be continued for long, but so far there has been a remarkable vitality to such trade.

Sugar refiners are now predicting that the large crops reported in most sections will be absorbed by present demands without materially weakening quotations.

There is a firm feeling through most of the markets, the few exceptions to this being some of the food staples, such as rice. Taken all through, there has seldom been such a promising start for a grocer's New Year.

**SUGAR**—It is thought by the refiners that demand for granulated is now so large that the immense Cuban crop reported this year, 1,800,000 tons, will be absorbed without weakening the market. In support of this they point out that last year's crop, also a large one, was taken up at an actually increasing price. Raw prices are slightly firmer and higher.

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 50
" 50 lb.	5 60
" 25 lb.	5 80
" 5 lb. cartons, each	0 37 $\frac{1}{2}$
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**—Demand for molasses continues good, in fact it is considerably better than last year at this time. Syrups are not so popular, but conditions are pointing toward a

future brightening of the situation. Prices are steady for all lines.

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 $\frac{1}{2}$
New Orleans	0 27	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 $\frac{1}{2}$	
" 1-bbls.	0 03 $\frac{1}{2}$	
" 2-bbls.	0 03 $\frac{1}{2}$	
32-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**—Japans, Ceylons and gunpowders are in extra demand, and dealers report brisk trade in other lines. Altogether the tea situation is good, and when the new crop comes in there will probably be a fairly bare market to receive it.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 30
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**—Trade has been good for coffee, and supplies have been coming forward in sufficient quantities to fill all demands. Prices remain firm, particularly in Rio and Santos.

Mocha	0 18 $\frac{1}{2}$	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

**SPICES**—Retailers have done an extensive trade in Christmas spices and are now feeling the reaction. Trade continues better than was expected, though, and the only worry now facing spice men is when the new pure food act is to be put in force.

Allspice	Per lb.	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 15	0 20
Nutmegs		0 30	0 60
Peppers, black		0 16	0 22
" white		0 22	0 29

**DRIED FRUITS**—There is a scarcity of good raisins on the market and from present indications, local stocks will be low in the near future. Dates are in good demand and none too plentiful.

Other lines are still having a brisk sale, particularly citron peel. Prices are unchanged.

Currents, fine filatras, per lb., not cleaned	0 05 $\frac{1}{2}$	
" cleaned	0 06 $\frac{1}{2}$	
" Patras, per lb.	0 07 $\frac{1}{2}$	0 08
" Vostizas, per lb.	0 08	0 09
Raisins—		
Australian, per lb., (to arrive)	0 08 $\frac{1}{2}$	0 09
Old seeded raisins	0 06	
California, choice seed-d. 1-lb. pkgs.	0 07	
" fancy seeded, 1-lb. pkgs.	0 09	
" loose muscels, 3-crown, per lb.	0 07 $\frac{1}{2}$	0 08
" 4-crown, per lb.	0 08 $\frac{1}{2}$	0 09
" sultana, per lb.	0 07 $\frac{1}{2}$	0 10

Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06 $\frac{1}{2}$
" 4-crown layers, per lb.	0 06 $\frac{1}{2}$

**NUTS**—Almonds and shelled walnuts are none too plentiful, particularly the better grades. Filberts also show a scarcity. Prices remain as before, but in the primary market the general tendency is for higher quotations.

In shell—		
Filberts, Sicily, per lb.	0 12	
" Barcelona, per lb.	0 10 $\frac{1}{2}$	0 10 $\frac{1}{2}$
Tarragona Almonds, per lb.	0 11 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Walnuts, Grenoble, per lb.	0 13	0 15
" Marbots, per lb.	0 12 $\frac{1}{2}$	
" Cornes, per lb.	0 11 $\frac{1}{2}$	

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 05	
Pistachios, per lb.	0 05	0 07

Walnuts—		
Bordeaux halves	0 30	0 32
Brokens	0 22	0 25

**EVAPORATED APPLES**—Demand for this commodity has been poor of late, and as a result prices are from  $\frac{1}{4}$  to  $\frac{1}{2}$  cent weaker. An adequate reason for this has not yet been advanced. Lack of export inquiry has, however, had something to do with it.

Evaporated apples, prime	0 09
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**RICE AND TAPIOCA**—People are buying only sufficient rice to fill immediate requirements, and as a result there is a weak condition in the market. Tapioca is firm, with a reviving sale, now that we are past the New Year's season.

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

**BEANS AND PEAS**—Beans are quiet, owing to a pork scarcity and also to the fact that at this time of year luxuries are more in order. Peas are inactive, but prices on both remain firm.

Ontario prime pea beans, bushel	2 00
Peas, boiling, bag	2 50

## CANNED GOODS

**MONTREAL**—Present demands are much larger than at this time last year for all lines of fruits and vegetables. There has been, of course, the usual falling off during the Christmas season, but not to any such extent as in 1908. Prices as a result remain firm, with a tendency toward higher levels.

Peas, standard, dozen	\$1 05
Peas, early June, dozen	1 07 $\frac{1}{2}$ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12 $\frac{1}{2}$
Peas, extra sifted, dozen	1 52 $\frac{1}{2}$ 1 60
Peas, gallons	3 87 $\frac{1}{2}$ 3 92 $\frac{1}{2}$
Beans, dozen	0 85
Corn, dozen	0 80 0 82
Tomatoes, dozen (Ontario and Quebec)	0 82 $\frac{1}{2}$ 0 84

Strawberries, dozen.  
Raspberries, 2's, dozen.  
Peaches, 2's, dozen.  
Peaches, 3's, dozen.  
Pears, 2's, dozen.  
Pears, 3's, dozen.  
Plums, Greengage, dozen.  
Plums, Lombard, dozen.  
Lawtonberries, 2's, dozen.  
Clover Leaf and H.  
1-lb. talls, per dozen.  
1-lb. flats, per dozen.  
1-lb. flats, per dozen.  
Other salmon—  
Humpbacks, dozen.  
Cohoos, dozen.  
Red Spring, dozen.  
Red Sockeye, dozen.

## TORONTO.

good demand speculative in canners amalg the remark th would invest ust now, espe the amalgam the chances a not be lower, and higher.

Beans.....  
Corn.....  
Peas.....  
Pumpkins, per doz.....  
Tomatoes, 3's.....  
Strawberries, 2's.....  
Raspberries, 2's.....  
Peaches, 2's.....  
" 3's.....  
Lawtonberries.....  
Red pitted cherries,  
Gallon apples.....  
Bartlett pears, heav  
" " light  
" " light

Lombard plums, 2's.....  
Clover Leaf and H.  
1-lb. talls per dozen.....  
1-lb. flats per dozen.....  
1-lb. flats per dozen.....  
Other salmon price  
Humpbacks, per doz.....  
Cohoos, per dozen.....  
Red Spring, per doz.....  
Red Sockeye, per doz.....  
Lobsters, halves, per  
Lobsters, quarters, per

## ONTARIO.

### POINTERS—

Sugar—Firm.  
Evaporated  
Dried Fruit  
Canned Veg

The fact t immediately that the retail day trade, an out, and requ sale men are the smile th they say. T taking, and t putting thing

“Let them but let me tel sale man, “th actors in th One man, w run past due, asked to hav ed, for whic cheque in fu are finding o necessary to

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# SIMCOE

## Strawberry Preserves

JARS				per dozen—f.o.b. Simcoe
3-4's Pure Strawberry	-	-	-	\$1.35
1's Pure Strawberry	-	-	-	1.70

Cases contain 2 dozen each.

Gross weights, 3-4's, 38 lbs.; 1's, 48 lbs.

Simcoe Strawberry Preserves are guaranteed

to be absolutely pure, made from **FRESH**

quality granulated sugar

to be absolutely pure, made from FRESH

quality granulated sugar

## Nothing but Strawberries and Sugar

Encourage Home Industry by buying  
HOME-MADE goods instead of  
IMPORTED

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# CANADIAN CANNERS

LIMITED

Hamilton

Canada

# THE CANADIAN GROCER

no easiness is expected in this market until stocks are materially increased.

Local retailers have had a busy holiday season and they are all buying heavily.

**SUGAR**—The output was large during the month of December and although there is no change, it is thought that the tendency is for a little firmer market. The icing and powdered products are particularly strong.

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 75
" " in boxes	5 55
" " in small quantities	5 35
Powdered sugar, in bbls.	5 55
" " in boxes	6 20
" " in small quantities	6 05
Lump, hard, in bbls.	6 15
" " in 100-lb. cases	6 15

**SYRUP AND MOLASSES**—The following prices are firm to-day and an advance may be made soon. The demand for syrup is heavy, and although Canada can supply the market, stocks will be greatly lowered in doing so.

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 35
" " 20-lb. tins, per 1 " "	2 60
" " 1 barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03 1/2
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" " 5 " " " "	2 75
" " 10 " " " "	2 55
" " 20 " " " "	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 35
Challenger, 6 10-lb. tins, per case	2 15

**FOREIGN DRIED FRUITS**—The competition on this market is keen, yet prices everywhere are firm. Raisins and peel are the scarce lines and as a result these are firm. There is a scarcity in No. 1 prunes, the 30-40 quality being firm at 8 1/2 cents.

Smyna Sultana raisins, uncleaned, per lb.	0 08
" " cleaned, per lb.	0 09 1/2
Valencia raisins, Rowley's, f.o.s. per case, 28's	1 85
" " selects " 28's	1 95
" " layers " 28's	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
" " 70-90 " " "	0 05 1/2
" " 50-70 " " "	0 06
" " 50-60 " " "	0 06 1/2
" " 40-50 " " "	0 08
" " 30-40 " " "	0 08 1/2
Silver prunes	0 09
Currents, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filatras, per lb.	0 06 1/2
" " wct, cleaned, per lb.	0 07 1/2
" " Filatras, 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 62
Figs, per lb.	0 04 1/2
Peel, per lb.	0 09

**NUTS**—Stocks which should have come in last month have recently arrived and plenty of the best quality are now to be had. Quotations have not changed and the following rule to-day. An immediate change is not expected.

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**—Supplies are going out in large quantities. The market is grow-

ing stronger as stocks are becoming lower. The Ontario product is popular and the trade is destined to be good, Manitoba beekeepers will endeavor to land some of the trade next year.

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

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

**ROLLED OATS**—Prices have gone down 10 cents. This is due to competition and energetic attempts to land trade. It is expected that prices will go up again soon.

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

**CORNMEAL**—These quotations are firm and although no immediate change upward is expected yet it may come. Buyers holding the product both in Ontario and in the United States is the cause of the stronger condition.

Cornmeal, per sack	2 00
" " per 1/2 sack	1 00
" " per bale (10, 10's)	2 25

**RICE AND TAPIOCA**—The rice market is quite featureless and no one is active in an attempt to land trade. Tapioca is stronger as the winter demand has increased.

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

**BARLEY**—Prices are up slightly and the market is strong generally.

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

**EVAPORATED APPLES**—Supplies are going out at 9 cents to-day. It is expected that the market has about reached the minimum point, as it has receded from 11 1/2 cents to the present price in a few weeks.

**MEATS**—There is a good demand for canned meats and pork and beans. The following prices are rather strong and some lines may go up soon.

Boneless pigs' feet, round, 1's, 3 dozen	1 95
" " square, 2's, 1 dozen	3 15
Beef, round, 1's, 2 dozen	1 60
" " 2's, 1 dozen	2 85
Corned beef, square, 1's, 2 dozen	1 55
" " 2's, 1 dozen	2 80
Cambridge sausage, round, 1's, 4 dozen	2 30
" " 2's, 2 dozen	4 25
English brawn, round, 1's, 2 dozen	1 95
" " square, 2's, 1 dozen	3 15
" " 1's, 2 dozen	1 95
" " plum pudding, round, 1's, 2 dozen	1 65
" " 2's, 1 dozen	3 25
Geneva sausage, oblong, 1's, 2 dozen	2 35
" " 2's, 1 dozen	4 25
Jellied hocks, round, 2's, 1 dozen	3 75
" " 6's, 1 dozen	10 66
Paragon lunch tongue, round, 1's, 2 dozen	3 90
" " ox tongue, round, 1's, 2 dozen	7 75
Ready lunch veal loaf, square, 1's, 2 dozen	8 60
" " 1's, 4 dozen	1 30
Ham loaf, oblong, 1's, 4 dozen	1 30
Beef loaf, assorted, oblong, 1's, 2 dozen	1 50
Roast beef, round, 1's, 2 dozen	1 60
" " 2's, 1 dozen	2 85

## FRESH FRUIT & VEGETABLES

Carrots, per lb.	0 75
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb.	0 61 1/2
Native oees, per bushel	0 50
Native onions, per doz.	0 40
Oranges	3 25
Lemons	3 50
Apples, Ontario, per bbl.	5 00
Grape Fruit, per crate	3 75
Grapes, per keg	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	9 00

## BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Jan. 6.—The year has closed with every grocer speaking of a bigger business than ever, and of the surprise that attended the Christmas buying. "It seemed as if many had money that they did not know what to do with," one grocer remarked, "and the buying was not confined to any particular line. There was a fine call for goods of the Christmas variety, and besides specials, the staples for cooking, confectionery, etc., were ordered largely.

Last week there was hardly a fig to be obtained in the city, and the odd part of it is the price has not gone up. Smyrnas were all used up early in the week, and while one or two dealers were fortunate to find a few boxes in Victoria, many had to go without, local dealers having none, and wholesalers in the capital city also being run out. There was a large demand for figs, which is the only way of accounting for the present shortage, for shipments were as usual.

General market prices continue steady and firm. Early June peas in can have increased in price from \$1.20 to \$1.30 and some dealers go so far as to quote \$1.35, though the standard figs is \$1.30.

Sugar, standard	5 60	Butter, local	0 40
granulated	5 60	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
Currents	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,		Potatoes—	
bbl.	6 90	Ashcroft's, ton	25 00
Cornmeal, p. 100	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	Peas	1 30
Tapioca, per lb.	0 06 1/2 0 07 1/2	Tomatoes	1 27 1/2
Evaporated		Corn	1 00 1 10
apples	0 08 1/2	Apples	3 42 1/2
Butter, Eastern	0 29 0 31	Strawberries	2 15
		Raspberries	1 65

## CALGARY MARKETS.

Corrected by Wire.

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

## NEW BRUNSWICK MARKETS.

St. John, N.B., Jan. 6, 1910.

There has been scarcely any change in market quotations since last report. Pure lard and pork are expected to be a little easier and jobbers are not buying

heavily. Fo  
tations:—

Sugar—	
Standard gran.	4
Austrian	4
Yellows	4
Flour, Manitoba	5
" Ontario	5
Cornmeal, bags	1
Rolled oats, bbls	5
Buckwheat,	
west, grey, bag	2
Val. raisins, lb.	0
Cal. raisins, seed-	
ed	0
Currents, lb	0
Prunes, lb	0
Rice, lb	0
Beans, hand	0
picked, bus	0
Beans, yellow	0
eye, bus	0
Cheese, lb	0
Lard, compound	0
lb	0
Lard, pure, lb	0
Pork, domestic	0
mess	28
Pork, Ameri-	
can clear	28
Pork, clear	28
backs	28
Beef, Ameri-	
an plate	17
Beef, Canadi-	
an plate	16

HAL

Creamery prints	per lb.	0
Creamery solids	per lb.	0
Dairy, tubs, lb.		0
Fresh eggs, doz.		0
Case eggs		0
Sugars—		0
Extra Standard,		0
granulated		0
United Empire		0
Austrian, bags,		0
granulated		0
Bright yellow		0
No. 1 yellow		0
Flour h. wheat		0
per bbl.		0
Flour, Ontario		0
blends, bbl.		0
Cornmeal, bag		0
Oats		0
Pork, American		0
per bbl.		0
Pork, clear bbl		0

CHARLO

Sugar, standard	granulated	4
Sugar, yellow	4	
Flour, Manitoba	4	
Flour, Ontario	4	
Cornmeal, bags	1	
Raisins, Val.	0	
Raisins, Califor-		
nia, seeded	0	
Currents	0	
Rice	0	
Beans, new	0	
Cheese	0	
Lard, pure	0	
Molasses, fancy	0	
Barbadoes, gal	0	
Oatmeal, 100 lbs	0	
Rolled oats, per		
bag 90 lbs.	0	
Butter, creamery		
per lb.	0	

THE DEAT

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THE CANADIAN GROCER

heavily. Following are the present quotations:—

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

HALIFAX MARKETS.

Corrected by Wire.

Creamery prints		Beef, American	
per lb.	0 27 0 29	plate per bbl.	16 50 17 50
Creamery solids		Beef, Canadian	
per lb.	0 27 0 28	per bbl.	16 00
Dairy, tubs, lb.	0 23 0 24	Hams, smoked	0 16 1/2
Fresh eggs, doz.	0 32	Pork, fresh.	0 09 0 10
Case eggs	0 28	Codfish, quintal	5 50
Sugars—		Herring, pickled	
Extra Standard,		per bbl.	5 00
granulated	4 85	Apples, per bbl.	1 50 3 00
United Empire	4 75	Potatoes, P. E.	
Austrian, bags,		Island, bag.	1 15
granulated	4 75	Onions, Spanish	
Bright yellow	4 60	per lb.	0 02 1/2
No. 1 yellow	4 50	Onions, American,	
Flour h. wheat		per lb.	0 02 1/2
per bbl.	6 40 6 50	Onions, Canadian,	
Flour, Ontario		per bag	1 35
blends, bbl.	5 75 5 85	Molasses, fancy	
Cornmeal, bag	1 57 1 62	Barbados, bbl.	0 38
Oats	0 54 0 55	Molasses, fancy	
Pork, American		Barbados, pun	0 35
per bbl.	30 00	Beans, bushel	2 20
Pork, clear bbl	32 00	Rolled Oats, bbl.	5 20 5 70

CHARLOTTETOWN MARKETS.

Corrected by Wire.

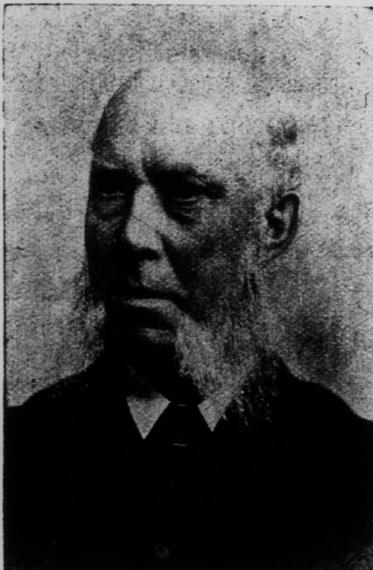
Sugar, standard		Butter, dairy,	
granulated.	4 90 5 00	fresh, per lb.	0 22 0 24
Sugar, yellow.	4 40 4 50	Butter, dairy,	
Flour, Manitoba	6 40 6 50	tubs, per lb.	0 20 0 22
Flour, Ontario.	5 50 5 70	Eggs, per doz.	0 22 0 23
Cornmeal, bags.	1 75 1 85	Potatoes, per bus	0 22 0 25
Raisins, Val.	0 06 0 06 1/2	Turnips, per bus	0 12 0 15
Raisins, California,		Beets and car-	
seeded.	0 07 0 08	rots, per bus.	0 40 0 50
Currants.	0 07 0 07 1/2	Parsnips, per bus	0 50 0 60
Rice.	0 03 0 03 1/2	Cabbage, dozen.	0 25 0 50
Beans, new, bus	2 00 2 10	Cranberries, lb.	0 04 0 05 1/2
Cheese.	0 12 0 12 1/2	Oats, bus.	0 38 0 4 1/2
Lard, pure.	0 16 0 16 1/2	Hay, per ton.	9 00 10 00
Molasses, fancy		Straw, per ton.	5 00 6 00
Barbados, gal	0 35 0 36	Poultry—	
Oatmeal, 100 lbs	3 00 3 25	Geese, per lb.	0 11 0 12
Rolled oats, per		Ducks, per lb.	0 11 0 12
bag 90 lbs.	2 70 2 80	Chickens, per lb.	0 10 0 11
Butter, creamery		Fowl, per lb.	0 09 0 10
per lb.	0 25 0 26	Pork, medium, lb.	0 69
		Pork, heavy, lb.	0 08 1/2 0 08 3/4

THE DEATH OF CHARLES CREED.

Familiar Figure at Maritime Board of Trade Meetings Passes Beyond the Great Divide.

Halifax, N.S., Jan. 5.—On the evening of the first day of the New Year, Charles M. Creed, a notable figure in commercial life of the Maritime Provinces, passed away at his home in Halifax. At the advanced age of 78 years, no one who knew Mr. Creed, would have thought of death. He was rosy and happy and active, and was generally thought to be likely to live for some years. He came from the Island of Newfoundland and inherited an iron constitution. He frequently told of his ancestors having lived to be very old.

It was on the Island that he received his sound commercial training in the ship brokerage line. Few men could surpass him in neatness and accuracy of figuring, writing and bookkeeping, in his early days, and even up to the last his work was a marvel of correctness. For several years his chief occupation was secretary of the Maritime Board of Trade, in short he was the Maritime Board—it was generally conceded. He was for many years secretary of the Halifax Board of Trade and was gifted with the ability to organize thoroughly and well as has been proven by the success of that body. Charles Creed was well liked by all who had anything to do with him. He supplied no end of amusement frequently at the Maritime Board meetings by his assertions of youthfulness and his declaration that he would run a hundred yards with any man and so on. He always tabooed the typewriter, and would sit far into the night to write in his immaculate tiny handwriting, as plain as print, his voluminous correspondence at times for his secretaryships. He was a familiar



THE LATE CHAS. M. CREED, Whose Death Occurred in Halifax on New Year's Day.

figure on the streets of Halifax and was known about the rotunda of the Halifax hotel by most men about town and in fact by large numbers from all over the provinces.

Personally he was a warm friend, and possessed sterling qualities which won for him respect socially and otherwise. He had a large family, some of whom are living in the provinces, one daughter residing in New York City.

The Maritime Board lost one of its staunchest members last year in the person of the late M. G. deWolfe, and the late Mr. Creed in reading his resolution of condolence at the board meeting last August, wept copiously, feeling that as he said the board would never be quite the same. It is curious that he should so soon require the same sad resolution to be made for himself. They had always been close friends of one another and naturally the separation caused Mr. Creed many regrets.

This paper offers sincerest sympathy and condolence to the family in their bereavement.

TO BUILD LARGE PLANT.

Coldyke Baking Powder Co. Looking for Another Site—Industry of the Japanese.

Vancouver, B.C., Jan. 4.—The plant of the New England Fish Co., at Ketchikan, southeastern Alaska, has started operations, and the first frozen fish to arrive from there passed through Vancouver last week. This company has operated from Vancouver, the halibut boats bringing their catches here, but a large cold storage plant has been established in Ketchikan. When the G.T.P. is completed, it is probable that the fish will be run to eastern markets over that route.

Up to the present, it is the Chinese who have been in the majority in the market gardening both on the lower mainland and on Vancouver Island, but now the Japanese are getting into the business. If there is a chance at all in any line, at which a profit may be made or is being made by someone else, the Japs are always sure to be in it sooner or later. They are not remarkable for initiative, but are great on emulation. A Japanese syndicate has purchased the

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MacLean Publishing Co., Toronto

Dear Sirs.—We would thank you to send us a copy of last week's Canadian Grocer, as we do not wish to miss a single copy. It is the best journal to keep us up-to-date.

Your attention will oblige yours,

TEMPLIN & McDONALD,  
Kincardine, Ont.

McHouse ranch of 160 acres, not far from Nanaimo, and intend to grow fruit and vegetables, particularly for the markets in their own country, with which they will have business connections.

The Coldyke Baking Powder Co., of Portland, Ore., and Winnipeg, plan the erection of a plant in New Westminster, B.C., to cost \$60,000. Mr. Nordyke, president of the company, and C. H. Hubble, secretary, were here a few days ago in connection with the matter.

Creston, in the Kootenay district is becoming noted for its apples, a weight of 33 ounces in many instances being recorded. A second crop of Bartlett pears is not regarded as a rarity there. W. K. Brown has grown strawberries weighing a quarter of a pound, being three inches in circumference.

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SITUATION WANTED IN TORONTO WAREHOUSE OR STORE by reliable man, 30. Formerly years in trade. Wage, \$8. Box 329. CANADIAN GROCER, Toronto.

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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.

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 FRUIT GROWERS' ASSOCIATION**

The largest packers and shippers of first-class Fruits of all kinds in British Columbia.

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 Best facilities for Distributing and Storing

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 Cable Address—"Robin," Vancouver.  
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 Economy; Utility and Dowling's.

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Broker and Manufacturers' Agent

**D I S T R I B U T I N G**

Free and Bonded Warehouses

**VANCOUVER - VICTORIA**

**HERMAN ERB**

Manufacturers' and Wholesale Com-  
 mission Agent

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 522 Bastion Street, Victoria, B.C.  
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**WEST INDIA CO., Limited 305 St. Nicholas Buildings, MONTREAL**

## How Quality Won the Market

When my travellers first came into Ontario to sell Red Rose Tea the greeting they most often got was: "What; another package tea!" It was natural in a way, too. The field was strongly held by a number of package teas of established reputation. It seemed to be full up. But tea, more almost than any other article, should be sold for quality because of the consumers' lack of expert knowledge. My travellers knew they had the quality and they started in with confidence, enthusiasm and pluck, and with only one selling argument, the quality of the tea.

That was only ten years ago, and there were just three travellers. To-day I have eleven travellers in Ontario and Red Rose is acknowledged to be a leader in the package tea business, not alone in Ontario but in the Dominion. Year by year the sales of Red Rose have increased enormously. The year just closed was the largest in the history of the business, and it wound up with a month that beat all records.

The one main reason for this progress is the quality of the tea. Advertising has helped; able travellers, deserving of the confidence of the trade, have helped; but I have never doubted that in building up a business and making it permanent, quality is more than advertising and more than salesmanship. It is this quality that has created faith in Red Rose. It is this quality that enables you to have the same confidence in Red Rose I have. Because of this quality **it will pay you to recommend**

# Red Rose Tea

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

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

## The Grocer's Encyclopaedia From Week to Week

**The Manufacture of Scrapple, a Dish Known to Few in This Country—Made From Some of the Internal Organs of the Hog Mixed with Cornmeal and Wheat Flour, Etc.—Originated in Pennsylvania.**

SCRAPPLE.—Some persons eat and pretend to enjoy that edible contrivance known as scrapple. New York is said to have acquired a taste for it, and because of its increasing popularity away from the chief source of supply, its price has advanced. It was only a year or two ago that extra fine scrapple was quoted in Philadelphia markets at 6 cents a pound, with common to ordinary at 4 cents. This year the price of select scrapple is 9 cents, and the run of the pan at 6 cents. There is a world of difference in scrapple. The variety which carries the largest proportion of rich, delicate meat is worth more than the scrapple that is mostly cornmeal and deception. Scrapple was invented in Pennsylvania in the Dutch belt. It is one of the by-products of the pig, just the same as sausage and pudding.

In the winter when the pigs are so heavy with white fat that they no longer become agitated when feeding time come, "hog killing" starts.

Now, hams, shoulders, spare-ribs and a few other sections have their own particular uses, and they are treated as they deserve; some with sugar and

smoke and some fried or roasted. There remains the head, heart, liver, kidneys and odds and ends of much merit. These are carefully assembled.

Much of the fresh meat is placed in a machine and ground up finer than the finest hamburger steak foundation that ever was. Moderately salted and somewhat peppered, it is then forced into skins, kindly provided by a generous nature, and it becomes sausage.

A roll of seasoned, appetizing meat sizzles in its own fat, the sausage link goes onward, making happy homes and higher civilization.

### First Cousin to Pudding.

As for pudding and scrapple, they are first cousins. The heart, liver, kidneys, most tender flesh, are boiled in an iron kettle until they are so soft that they are ready to fall apart of their own weight, and the liquid in which they have been stewing is concentrated nutriment, covered with oil.

A proportion of the boiled things are chopped up in the same manner that the sausage meat was handled, and this, after being seasoned, is pressed into large skins and this becomes pudding.

The rest of the boiled meats and interior decorations of the pig are chopped up, but not quite so fine, and heaved into the pot where the liquor is still stewing. Then comes the addition of cornmeal, of a small percentage of wheat flour, of some buckwheat flour. Salt to taste, pepper in generosity, and finally when the whole thing boils down thick and firm it is turned out into pans and you have scrapple—Country scrapple.

### CHRISTMAS GIFT ON BIRTHDAY.

At the Toronto branch office of T. H. Estabrooks, St. John, N.B., the traveling and office staffs this Christmas united in sending "The Chief," T. H. Estabrooks, a reminder of their cordial regard for him and an expression of their good wishes in the form of a choice piece of ceramic art, "The Fisher Maiden," by Vanstein from the studio of Goldscheider of Vienna and Paris. It represents a girl exquisitely posed fishing in a crystal pool from an overhanging rock. The pool is contained in a shallow glass bowl and a beautiful lighted effect is obtained by an electric bulb beneath the glass. Three gold fish in the water add a touch of realism, but nothing can excel the naturalness and eagerness of the maid's face and pose. On account of the rush of express business the present arrived in St. John a day or two late for Christmas, but came to hand on Mr. Estabrook's birthday.

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TONKA BEANS  
GUM TRAGACANTH  
GUM ARABIC

Winnipeg Representative,

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Extracts, Pure Jams  
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WE WANT YOU to do so.

IT WILL PAY YOU to do so.

YOU WILL do so if you try them once.

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**Empress Manufacturing Co.**

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You Can Positively Recom-  
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# GUNNS "PI-CRUS" MINCEMEAT

IN BULK - ALL SIZED PACKAGES  
CONDENSED - IN CARTONS,  
3 DOZ. TO CASE

We Guarantee it **FINEST**  
QUALITY that can be  
Produced

**GUNNS** Pork and Beef Packers  
**LIMITED** TORONTO

# For 1910

Every indication in the  
produce market points to  
continued high prices for  
this year, if you are in the  
market ask us for quota-  
tions. We have a good  
stock of finest Hams, Ba-  
con and Lard.

**F.W.FEARMAN CO.**

LIMITED

HAMILTON, :: :: ONT.

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.

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**WM. DAVIES LTD.**

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# 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:

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Pure Lard—  
Boxes, 50 lbs.  
Cases, tins, e  
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" "  
Pails, wood, 2  
Pails, tin, 20  
Tubs, 50 lbs.  
Tierces, 375 lb  
Compound Lard—  
Boxes, 50 lbs.  
Cases, 10-lb.  
" 5  
" 3  
Pails, wood, 2  
Pails, tin, 20  
Tubs, 50 lbs.  
Tierces, 375 lb

# The Scarcity of Hogs Advance the Prices Again

**More Difficulty for the Packers in Making Profits From Export Trade—Unsalted Butter Being Shipped to New York From Montreal—Storage Eggs Going Out Rapidly — Poultry Prices Lower.**

A recent interview with one of the large hog buyers, who calls regularly on the farmers, and who understands their ideas of hog raising advanced some of the reasons why hogs are so scarce and also he gave it as his opinion that the high prices are here to stay for a time. Farmers, who as a rule, he remarked, were well to do, were making money, and were not only looking at matters from the standpoint of which pays the best, but also which is the least work and trouble.

At the present prices of hogs it can be figured out that it pays farmers well to raise hogs, but they claim that they do very well by selling the grain, instead of feeding it to hogs, without having the labor to attend to them. They are also afraid that as soon as more hogs are produced prices will drop. With all the excellent and extensive packing houses and with the enormous increase in the consumption of hog products which has largely been created through the enterprise of the packers, there is no possible danger that hogs will not always pay the farmer a fair profit. These institutions are provided at great expense and are decidedly in the interests of the farmers and they should do their best to supply them. It took years and years of experimenting at great cost to attain the high standard of our cured meats, and it would be disastrous if through lack of interest on the part of the hog producers, this industry would be crippled or entirely lost. Farmers, especially in Ontario, must depend on mixed farming, and dairying must be a leading feature, and which would never be complete without hog raising. Under these conditions, farmers should take into consideration the institutions which must depend on them for their supply, and without which the farmer's interests would be injured. Farmers have been assisted at the public expense to better their own conditions, but the relation they hold with other industries has been overlooked.

## MONTREAL.

**PROVISIONS**—Several lines of provisions are higher in spite of the somewhat slack demand. This is due to the scarcity of hogs, both live and dressed, prices on which have gone up to \$9.25 and \$13.25 respectively. Compound lards are up  $\frac{1}{4}$  cent, bacon  $\frac{1}{2}$  cent, and porks are firmer, and in some cases higher. A large increase in demand is looked for in the near future.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 14
Cases, tins, each 10 lbs., per lb.	0 12
" " " 5 " " "	0 12
" " " 3 " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 12
Pails, tin, 20 lbs. gross, per lb.	0 12
Tubs, 50 lbs. net, per lb.	0 16
Tierces, 375 lbs., per lb.	0 12
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12
" " " 5 " " "	0 12
" " " 3 " " "	0 12
Pails, wood, 20 lbs. net, per lb.	0 12
Pails, tin, 20 lbs. gross, per lb.	0 12
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 375 lbs., per lb.	0 12

<b>Pork—</b>	
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	22 00
Heavy flank pork, bbl.	28 00
Plate beef, 100 lb bbls.	7 75
" " 200 "	15 00
" " 300 "	22 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 14
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 14
Large sizes, 15 to 25 lbs., per lb.	0 15
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
Breakfast bacon, English, boneless, per lb.	0 17
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 14
Hogs, live, per cwt.	9 25
dressed, per cwt.	13 25

**BUTTER**—Montreal is again furnishing New York with considerable quantities of unsalted butter, in spite of the 6c per lb. duty. Over 1,000 packages have recently gone that way. Vancouver, Winnipeg, and other western points, are also drawing quite heavily. This has resulted in a higher price for creamery. Other lines are firmer, but no changes are as yet reported.

Receipts for the week are 2,037 packages as against 1,374 packages same week last year. For the season they are 388,393 packages as against 410,032 packages same season 1908.

Creamery, solids, lb.	0 26
Creamery prints	0 27
Dairy, tubs, lb.	0 21
Fresh dairy rolls	0 22

**CHEESE**—There has been an increase in cable inquiries during the past few days, and dealers report the general situation as improving. Several fairly large sales have been made and more are under way.

Receipts for the week are 354 boxes as against 214 same week last year. For the season they are 1,966,291 boxes as against 1,955,613 boxes same season 1908.

Quebec, large	0 11	0 12
Western, large	0 11	0 12
" " twins	0 12	0 13
" " small, 20 lbs.	0 12	0 12
Old cheese, large	0 15	0 16

**EGGS**—Storage supplies are running low and it would not be at all surprising if this resulted in a pinch some three or four weeks hence. Few houses here seem to be overstocked. Receipts for the week were almost nothing, 147 cases as against 1,020 same week last year. For the season they were 190,635 cases as against 195,166 cases same season 1908.

New laid	0 40
Selects, dozen	0 30
No. 1, dozen	0 27
No. 2, dozen nominal	0 24

**POULTRY**—Prices during the holidays were above normal and dealers who held on to their supplies, looking for still higher prices, are sure to be disappointed. Prices are already off from one to two cents. Supplies are plentiful and the grade of present stock is good. The Christmas and New Year's turnover was good.

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 is steady at last

week's quotations, and conditions are slightly better for all grades. Supplies are not coming in so freely, and the general tone seems firmer.

## TORONTO.

**PROVISIONS**—Hogs are again higher. Last year at this time, live hogs at country points were \$5.75 per cwt., which was then regarded as rather high. This week they are \$8.25 and even \$8.40 at some points, and yet at these prices packers have difficulty in getting their necessary supplies. Prices of cured meats although showing no change this week, will necessarily advance in consequence of the sharp raise in hogs.

Long clear bacon, per lb.	0 13	0 14
Smoked breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 14	0 14
Light hams, per lb.	0 15	0 15
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 14	0 14
Shoulder hams, per lb.	0 13	0 13
Backs, plain, per lb.	0 17	0 18
" " pea meal	0 18	0 18
Heavy mess pork, per bbl.	27 00	27 50
Short cut, per bbl.	28 00	29 00
Lard, tierces, per lb.	0 15	0 16
" " tubs	0 15	0 16
" " pails	0 16	0 16
" " compounds, per lb.	0 12	0 12
Live hogs, at country points	8 25	
Dressed hogs	12 00	

**BUTTER**—The receipts of fresh butter are quite sufficient to supply the local market. The poorer qualities which are too plentiful are accumulating, and stored butter is used instead. The old custom of taking in good and bad butter by merchants at the same price is still too prevalent, and this has its bad effect. It is not fair, and offers no inducements to make good butter and should in some way be stopped. Canada will never take a front stand in butter making, until this practice is discontinued.

<b>Per lb.</b>	
Fresh creamery print	0 28
Stored creamery solids	0 26
Farmers' separator butter	0 24
Dairy prints, choice	0 21
Tub butter	0 21
Baking butter	0 19

**CHEESE**—The local cheese market is still at the old mark. The demand is fair, and as cheese is below its value compared with many other lines of food, consumption should increase.

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

**EGGS**—The egg market is quiet, but at the same time the stocks are diminishing at a fair rate to come out right in the spring. New laid eggs are not quite as scarce as they have been, but the recent severe weather may check the receipts for the present.

Cold storage eggs	0 26	0 27
Select eggs	0 28	0 28
Strictly new laid	0 35	0 40

**POULTRY**—There is little fresh poultry coming in, which affords the dealers an opportunity to get rid of the stocks which are left over from the holidays. The sky-high prices are not in evidence, but good stock still sells at fair figures. A good deal of the poorest qualities have to be sold at a loss. As the retailers, as a rule, lost money on poultry this year, they should not forget the lesson and make the same mistake another year.

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

**HONEY**—From now on till maple syrup time, honey should be in good demand. The sales depend entirely on the grocer in keeping his stock in good condition.

# 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.**



**GEORGE KEMP, Limited**  
Biscuit Specialists  
LONDON, ENGLAND

# BUTTER PUFFS

THE  
latest wheeze in Biscuits.

TRY THEM, —

Then we execute the repeat orders.

**OTHER REAL GOOD LINES**  
that mean

**MONEY** for the retailer.

**MONEY** for the wholesaler.

**COMPLETE AND BLISSFUL  
SATISFACTION** to the CONSUMER

FOR QUALITY

Sole Export Agents: H. COLLINGS & CO.,  
16, Philpot Lane, LONDON, E.C., ENGLAND



## CHINESE STARCH

Always Leads  
Quick Seller  
Big Profits  
No Dead Stock

Get Prices

**OCEAN MILLS**  
MONTREAL



# Interested

We wish to get you

interested in **ANCHOR BRAND FLOUR**; it is the secret of success in bread making. The use of it gives that pleased feeling resultant from "time well spent".

Free samples  
for those  
interested.

Manfd. by  
Leitch Brothers  
Flour Mills,  
Oak Lake, Manitoba.



## 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. C. STEWART, Halifax**

CIE FRANCAISE des PATES ALIMENTAIRES  
**Macaroni, Vermicelli, etc.**  
Strictly French Manufacture Guaranteed  
Manufactured at  
92 Beaudry Street MONTREAL

# GILLETT'S PERFUMED LYE

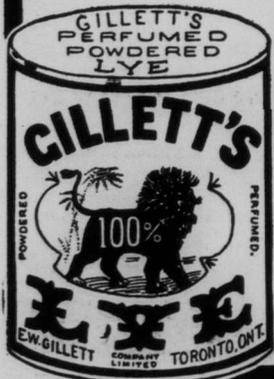
## CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name "Gillett's."

Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

### Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.



**E. W. GILLETT COMPANY LIMITED**

WINNIPEG. TORONTO, ONT. MONTREAL.



## Every Grocer in the country can make money out of Wm. Clark's advertising

Any article of such merit as Clark's Meats, and advertised as extensively as Clark's Meats, is bound to be in great demand.

As Clark's meats are advertised all over Canada, there is not a grocer who would not benefit by the sales resulting from such advertising,

It is only after putting in a supply that he realizes what sales have passed his door.

Clark quality, Clark reputation and Clark publicity combine to aid the grocer in his sales.

Clark's Pork and Beans

Clark's Mince Meat

Clark's Ham, Tongue or Veal

Clark's Ox Tongue

Clark's Sliced Smoked Beef

Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

INGLASS BRAND includes a full assortment of Clark's Meats packed in air-tight glass containers.

**WM. CLARK, - MONTREAL**

Manufacturer of High-Grade Food Specialties



CAREFULLY DISTINGUISH BETWEEN

# BOVRIL

And Foreign Imitations Now on the Market

There's no "just as good." BOVRIL is essentially a British Canadian Institution built on sheer merit.

Persistent and attractive consumer advertising is creating a steady demand, and there is an ample margin of profit for you. We shall not leave you, what we are doing we shall maintain.

Bovril Ltd. have the farms, much over 9,000,000 acres, and they have the goods, too.

**BOVRIL LTD.**

27 St. Peter Street - - - Montreal

**SHORT OF A MILLION.**

**Salmon Pack in British Columbia Does Not Measure up to the Other Years of Big Runs.**

A despatch from Victoria, B.C., states that the total pack of all kinds of salmon in British Columbia fell below the million mark this season for the first time in many years, during the period of a big run of fish. W. D. Burdis, secretary of the British Columbia Salmon Cannery Association, has completed the compilation of returns for the season of 1909, and the total of all kinds of salmon packed is shown to be 967,920. In 1905, the year of the last previous big run, the total pack amount to 1,167,464 cases; in 1901, another big year, the pack totalled 1,236,156 cases, while in 1897, also a big year, it was 1,015,477 cases. The pack of sockeyes totalled 840,411 cases in the various districts as follows: — Fraser river, 542,248 cases Skeena river, 87,901; Rivers Inlet, 89,027; Naas river, 28,246; outlying districts 93,019. The total pack of the various districts, which includes sockeyes, red and white springs, chums and pinks and cohoes, was as follows: — Fraser river, 567,203; Skeena river, 104,739; Rivers Inlet, 91,014; Naas river, 40,990; outlying districts, 127,974. Cannery declare that but for the partial failure of the run on the Fraser river, and the restrictions of the area in which fishing was permitted on the Skeena river, the sea-

son's pack would have been as large as that of 1905, the last big year. In 1908 the total salmon pack in British Columbia was 546,689 cases.

**WANT STREET FAIR EARLIER.**

**Majority of Lindsay Merchants Think It to be Too Close to Christmas.**

Lindsay, Ont., Jan. 3. — There are varying opinions among the merchants here as to the propriety of holding the annual Christmas Street Fair during the week before Christmas. The merchants all did a good trade, but the question is does it affect the regular Christmas trade.

Your correspondent interviewed several of the leading merchants in their particular lines as to the advisability of holding the Fair earlier—two weeks before Christmas—and the majority of them were in favor of this idea. It is claimed that the people will buy during Christmas week, Fair or no Fair. Some of the interviews are as follows:—

"We had a good day, a splendid day," said Wm. Flavelle, of the drygoods firm of Dundas & Flavelle. "I think the Fair a decided success."

J. E. Adams, of Adams Bros. (grocers) said: "We had an exceptionally good day and I think the Fair a splendid event, but would hold it a week earlier."

F. W. Sutcliffe, of Sutcliffe & Sons, (drygoods), expresses the opinion that the Fair would serve the purpose better

if it were held a week previous to Christmas week or the week after.

Felix Forbert, (boots and shoes), considered the Fair to be advantageous to the town and the merchants. He preferred the date to be earlier.

D. Cinnamon, (hardware), "It's a mistake to have the Fair the same week as Christmas. It should be held two or three weeks before."

L. A. Campbell, (grocer), expressed the opinion that the Fair should be held earlier, a week before Christmas, at least. He thought that there was little in the argument that those who brought fowl could not keep them in good condition until Christmas.

A. Higginbotham, (druggist), "I thought the Fair was fine, and I do not see any reason to change the date."

**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**

**MAPLE SYRUP**

"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London  
It is STANDARD. Get Prices.  
CANADA MAPLE EXCHANGE  
Montreal



Canadian made Licorice  
**Yes 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 & Perse, Calgary and Edmonton

Are you selling

**"White Lily" Brand  
CREAM SODAS?**

The acme of

**PURITY—CRISPNESS—DELICIOUSNESS**

These biscuits are made by modern machinery, from the choicest materials in a large sanitary factory, and we offer them to you at a price that means profitable business. They reach the dealer as fresh as they left our ovens.

In 20 lb. tins, 30 lb. boxes and in 1/2 lb. or 1 lb. packages.

Other kinds specially recommended:

**"WHITE LILY" BRAND**

Havelock Lunch  
Cottage Mixed and  
People's Fancy.

Write for prices.

**J. A. MARVEN Limited**  
MONCTON, - - N.B.

## Why Christie biscuits make for success in the grocery business

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts a *pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—a reputation that no amount of money can buy.

Since Christie biscuits are the purest of *all pure foods*, it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity, quality* and *lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer? Remember there's a Christie biscuit for every taste, and—

*Christie Biscuits sell  
more than biscuits.*

**CHRISTIE, BROWN & CO., Ltd.**

All the Year Round

## Cowan's COCOA AND CHOCOLATE

are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.



**The Cowan Co., Ltd.**

Toronto, Canada

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 crate.

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

Capacity one ton per hour.  
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

# DESICCATED COCONUT and COCONUT FAT

FINEST QUALITY MANUFACTURED

J. H. VAVASSEUR & CO., Ltd., 4 Lloyds Ave., London, Eng.

Factories—Ceylon

Telegrams—Citronella, London

## 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.

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 Innes 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 R. S. McIndoe Jos. E. Huxley Arthur Neisen  
Montreal Toronto Winnipeg Vancouver  
Arthur M. Loucks R. G. Bedington  
Ottawa Calgary

## Wheat

De  
Ste

Those who would decline their views at the present even showing extreme and will, before The recent r the crop th what it was the world's ing.

FLOUR—E light, but sa tinuous and tal. Wheat market is fir

Winter wheat pate straight rollers, bb Extra, bbl. .... Royal Household, b Glenora, bbl. .... Manitoba spring w strong b Five Roses, bbl. .... Harvest Queen, bbl.

FEED—Bra sale and ot well. Prices figures.

Fine oatmeal, bags Standard oatmeal, Granulated " Golddust cornmeal, Bolted cornmeal, Rolled oats, bags, barrel

ROLLED ( in rolled oat time of year,

Ontario bran, per t Manitoba shorts, p bran, per Moullie, milled, p straight g Feed flour, 98-lb. b

FLOUR—T same old st wheat and fl movements o are still ge getting awa ruled for so wheat is steady, looki With good w ing and the have settled and the te trouble remov ities, it is come out mo case immedia local demand

1st Patent..... 2nd Patent..... Strong bakers. ....

Straight roller..... Patents..... Blended.....

CEREALS the demand maintained. and oats is little attentiv ly on the N

## Wheat Prices Show Tendency to Advance Again

Depressing Reports From the Argentine — Flour Remains Steady—Better Demand for Cereals.

Those who held the idea that wheat would decline, are beginning to change their views and have more confidence in the present value of wheat. Some are even showing a tendency to go the other extreme and are predicting that wheat will, before long, reach \$1.25 a bushel. The recent report from Argentine that the crop there is considerably below what it was estimated, has its effect on the world's market, causing a firm feeling.

### MONTREAL.

**FLOUR**—Export inquiry has been light, but sales, though small, are continuous and form quite an imposing total. Wheat is up and as a result the market is firm.

Winter wheat patents, bbl.....	5 45
Straight rollers, bb.....	5 20
Extra, bbl.....	4 80
Royal Household, bbl.....	5 70
Glenora, bbl.....	5 20
Manitoba spring wheat patents, bbl.....	5 70
strong bakers, bbl.....	5 20
Five Roses, bbl.....	5 70
Harvest Queen, bbl.....	5 20

**FEED**—Bran is having quite a brisk sale and other lines are doing fairly well. Prices are steady at last week's figures.

Fine oatmeal, bags.....	2 52½
Standard oatmeal, bags.....	2 52½
Granulated.....	2 52½
Gold dust cornmeal, 98-lb. bags.....	2 10
Bolton cornmeal, 100-bags.....	1 85
Rolled oats, bags.....	2 30
barrels.....	4 85

**ROLLED OATS**—There is no change in rolled oats. Trade is fair for this time of year, prices are firm.

Ontario bran, per ton.....	21 00
Manitoba shorts, per ton.....	22 00
bran, per ton.....	21 00
Mouillie, milled, per ton.....	26 00
straight grained, per ton.....	31 00
Feed flour, 98-lb. bag.....	1 55 1 75

### TORONTO.

**FLOUR**—There is nothing, but the same old story to report, about the wheat and flour situation. The regular movements of a trifle either up or down, are still going on without materially getting away from the price that has ruled for some time. While, however, wheat is fluctuating, flour remains steady, looking for a little more money. With good winter weather, good sleighing and the elections over, the farmers have settled down to every day affairs, and the temptations of getting into trouble removed from about 60 municipalities, it is expected that wheat will come out more freely. As is usually the case immediately after the holidays, the local demand is light.

<b>Manitoba Wheat.</b>	
1st Patent.....	5 20 5 30
2nd Patent.....	5 00 5 10
Strong bakers.....	4 90 5 00
<b>Winter Wheat.</b>	
Straight roller.....	5 20 5 40
Patents.....	5 40 5 50
Blended.....	5 40 5 50

**CEREALS**—The cereal market is firm, the demand regular, and prices well maintained. The local supply of wheat and oats is so small that millers pay little attention to it, and depend entirely on the Northwest for their supplies.

Wheat from farmers at the mills is worth \$1.08 to \$1.10 per bushel.

Rolled wheat, car load.....	2 95
oats.....	2 20
Oatmeal, car load.....	2 50
Rolled wheat in barrels, 100 lbs.....	3 05 3 15
oats in bags, per bag 90 lbs.....	2 30
Oatmeal, standard and granulated, in bags 98 lbs.....	2 60

### POTATO PRICES DIFFERENT.

Despite Large Quantities in the Okanagan, Prices are High on the Coast.

Vancouver, B.C., Jan. 3.—An arrival from the Okanagan declares that potatoes are lying there unable to get a purchaser, while in Vancouver the commission men are sending up the price on the ground that potatoes are scarce. It is a peculiar condition of things, and requires an explanation. As soon as the first tinge of frost came here, the price of potatoes went up \$3 a ton, since it was believed that the frost would continue, and there would be a good excuse to maintain the price, although large stocks were in. The frost lasted but a few days, but the higher price is still in force. This Okanagan man, and others, complain that they cannot get good prices or good treatment from coast commission men. They allege that the dealers here always have some fault to find, with the result that shipments net little or nothing to the grower. Anyway, the Okanagan potatoes are stated to be as good as Asherofts, being grown in a dry country, and growers think there should be no reason why they could not be profitably marketed.

### FLOUR FOR SOUTH AFRICA.

St. John, N.B., Jan. 5.—An illustration of the fact that Canada's trade with South Africa is increasing, is shown by the cargo now on its way from St. John, N.B., port to South African points, on the steamer Benin. The steamer took away 54,591 sacks of Canadian flour, as against 2,750 of the United States product. She also has 5,455 bushels of wheat. A St. John business man expresses the opinion that as the qualities of the product of Canadian millers becomes more widely known in the Cape, Canada would gradually increase her trade until eventually she will control the market.

Exports from the port of St. John, via the winter steamers, up to Jan. 1, show an increase in valuation over the same period last year, of \$379,718. In twenty-two steamers there were forwarded among other goods 1,500,066 bushels of grain, 179,705 bags of flour and 3,102 boxes of cheese.

The annual meeting of the National Cannery Association of the United States will be held at Atlantic City, N.J., from Feb. 7th to 11th.

## More Than Soda Crackers

There is something delightfully different in the taste of

## MOONEY'S Perfection Soda Crackers

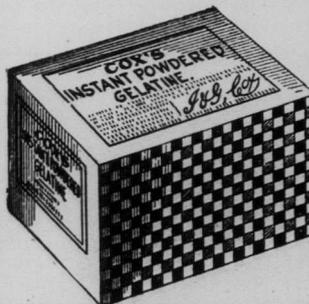
which distinguishes them from common Soda Crackers.

The difference begins with better baking of best material in a large, up-to-date oven, built expressly to bake this biscuit.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness, and excludes all dust and moisture.

Need we say more?

THE MOONEY BISCUIT & CANDY COMPANY  
STRATFORD, ONT.



### COX'S INSTANT POWDERED GELATINE

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

Canadian Agents: **J. & G. Cox, Ltd.**  
C. E. Colson & Son, Montreal  
D. Masson & Co., " Gorgie Mills  
A. P. Tippett & Co., " EDINBURGH

## Resolved:

- ☐ That in 1910 I will make more money.
- ☐ That I will do so by handling more of profitable lines, which have not always had from me the attention they deserve.
- ☐ That I will feature confectionery, because it yields me more profit, at less cost in display and effort, than anything else I handle.
- ☐ That I will begin right, stocking, and making my leader always the best, longest known, and highest quality chocolate on the market.
- ☐ That I will immediately write to The Montreal Biscuit Company, Montreal, for prices on their

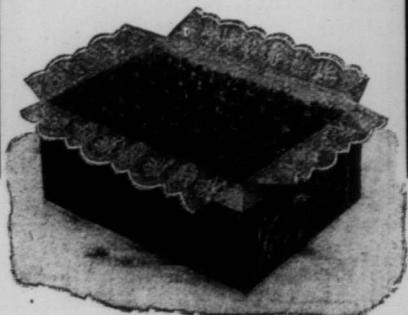
## "BORDO" CHOCOLATE

for it is all of this and more, as has been proved.

U. R. Wise  
Grocer

Busyville, Can.

Special—We will mail on request a neat little 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.

GRATEFUL

COMFORTING

# EPPS' COCOA

The Choicest of all  
Cocoas

The Most Delicious  
The Most Nutritive

A cup of this delightful beverage is a cup of real enjoyment, giving true exhilaration and invigorating the whole system.

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal

Nova Scotia, E. B. ADAMS, Halifax.

Manitoba, BUCHANAN & GORDON, Winnipeg.

## HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

### GARLAND BRAND

They are the best

Packed by

Palvast and Van der Vliiss, Holland

WRITE

**W. H. ESCOTT**

BROKER, - WINNIPEG

Direct Importer, for a Car

# SALT

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

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto  
G. J. OLIFF, 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, - Uzbridge, Ont.

## SUCHARD'S COCOA

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

FRANK L. BENEDIOT & CO., Montreal Agents.

## You Can't Cut Out

A BOG SPAIN, PUFF or THOROUGHPIN, but

# ABSORBINE

will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle as d'iers or dolly'd. Book 4D free.

ABSORBINE, JR., for mankind. \$1 bottle. Reduces Varicose Veins, Varicocle, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.  
W. F. YOUNG, P.D.F., 204 Temple St., Springfield Mass  
LYMANS, LIMITED, Montreal, Canadian Agents

## 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

When writing to advertisers, kindly mention having seen the advertisement in this paper.



*When You Build,  
Brother Grocer, Build Strong*

**J**UST at present, you know, we're putting up in Montreal a *new* office building—for our own convenience and that of our patrons.

But, suppose the architect *erred* in the construction of his *foundation*, over-estimating its carrying strength! What then, Brother Grocer, what then? Well, as the building grew apace, the foundation would begin to *crumble*, and—what happened to the Quebec Bridge?

\* \* \* \*

Just so with *your* flourishing flour business, Brother Grocer. Do make *sure* of your foundation. Otherwise, 'twill soon be in *ruins*, together with your ambitions, your dream profits, the confidence of the housewife in your buying judgment.

When *you* build, Brother Grocer, BUILD STRONG.

\* \* \* \*

Twenty-one years ago, we began business building in a flour way on the foundation of FIVE ROSES quality.

'Twas a very modest beginning, you know—800 barrels capacity.

But it was on a *solid base*. Brother Grocer.

And to-day, *due entirely to the success of our retailers*, we both handle together a daily capacity of 10,500 barrels.

It's OUR record, yours and ours.

\* \* \* \*

So, when you are laying out your plans for 1910, be the architect of your own future—*test your foundation*.

See that your flour brand *will* stand your selling plans, your recommendations, your guarantee.

See that it be FIVE ROSES.

Then you will have an *embargo on success*, a quality trade that nothing can take from you.

Build solid, Brother Grocer.

*Build STRONG.*

**FIVE ROSES FLOUR**

LAKE OF THE WOODS  
MILLING COMPANY

LIMITED

MONTREAL  
TORONTO  
OTTAWA  
LONDON  
ST. JOHN  
WINNIPEG  
KEEWATIN  
VANCOUVER

MAKERS OF FIVE R

## Concerning the Retail Salesman and His Work

Some Duties of Clerks to Their Employers — Advisability of Following the Store Policy—Treatment to Customers in and Out of the Store—Need of Studying the Origin and Manufacture of Goods Sold.

By Tom Farmer.

Probably our first duty as salesmen to our employer is to use to best advantage in our employer's interest, the time for which we are paid.

This part of the day is no longer ours to use as we will—we have sold it to our employer and if we use it to reach our own ends we are doing nothing more or less than robbing him of what is his.

We owe it to our employer to represent him before the public as he wishes to be represented.

The firm for which we work will be judged by the way we represent it. Our method of doing business is the store's method in the eyes of the public whom we serve. A clerk may rightly be expected to give just as careful and polite attention to one customer as to another. We are not doing the square thing when a special friend receives overweight or gets special reductions on a price; neither are we right when we give a cold welcome and do the least possible to please someone against whom, perhaps, we have a personal grudge. It is always wrong to give favors or balance old quarrels at our employer's expense.

The cultivation of good habits might also be mentioned. When we spend our spare time in such a way that we have a 'sore' head or cannot attend to business next day, we are doing wrong. Poor service never helped a store yet, and certainly will not help ours.

Let us be punctual. If the store is supposed to open at 7.30, let us be there at 7.30, not at 7.45 or 8 o'clock. We would miss the 7.30 train if we reached the station after it had left and we certainly do not sell goods to the 7.30 customer at 7.45 or 8 o'clock.

Be one upon whom your employer may depend. When one of us is asked to do a certain work and he does it as he is expected to, that one has taken one step in the right direction. A salesman who always carefully carries out orders will be continually relied upon, and it is very likely when higher positions become vacant, that that salesman will have his chance of advancement.

Our firm cannot afford to slight customers. We are the servants of the customers upon whom we are waiting until those customers leave. If you are waiting on Mrs. Brown and Mrs. Smith comes in and wishes to be waited upon at once, ask Mrs. Brown to excuse you before leaving her. Don't give her any excuse to feel slighted. Show her that the first to come is always first served.

### Learn to Take Advice.

Accept corrections from your employer. We clerks do not know all about the business and we should profit all we can by our employer's experience. It is to our interest as well as his own. On the other hand, too, we should feel free to discuss with our employer any matter which we think, if carried out,

would promote the interests of the business. Two heads are better than one and the planning of half a dozen heads for the good of a store, when considered together, can not help but be better than the plans of one man—pull together.

You or I should not expect an increase in wages until we are worth it. I must earn perhaps \$15 a week for my employer before I earn \$10 for myself. If I am receiving \$10 and earning only that amount for him I am being overpaid, but if I increase my earnings for him to \$20 or \$25 a week, then perhaps I would really be underpaid. Our employers though, as a rule, are not slow to notice these increased earnings and in most cases we will have our salaries raised when we earn the increase. Service is the test of value.

The best interests of our employer's business are not being served when we talk about store troubles outside of the shop. In any business things go crooked once in a while, but it does not help straighten them in the least, when we tell these troubles outside the store circle. The fewer people who know about them the better. When we run down our store—knock it, make little of its goods and ways of doing business, even outside business hours—we are not doing the fair thing by our employer. Keep the bright side out. If you have anything to say about the store or the people in it let it be something good.

Our employer is right when he expects us to learn all we can about the goods we are selling. The Grocer's Encyclopaedia may seem rather dry reading sometimes, but if we put our hearts into the grocery business and cultivate the desire to learn all we can about it, we will find that weekly column very instructive. If the grocery clerk knows how a food is prepared he will find it

easier to interest the housewife in it. In fact the ideal 20th century salesman would be a cook as well.

Tell your customers the truth. It is ours to win new customers and to hold old ones. We can do neither by misrepresentation. Customers may want a cheap price, but they do not want cheap goods. They want quality goods as cheap as they can get them—talk qual-

**Tell Your Customers That:**

**SHAMROCK**  
BIG PLUG  
**SMOKING TOBACCO**

*When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist*

**CLAY PIPES**

Those made by **McDOUGALL** are peerless. Insist upon having them.

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

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



## THE CANADIAN GROCER

ity. We owe it to our employer, our customers and ourselves.

### What Salesmanship Is.

Speak to customers when they enter the store whether you can wait on them at once or not—show them that they are noticed and will be waited upon in their turn. We owe it to our employer to sell all the goods we can. This does not mean that we should overload a customer, but that we should suggest things which perhaps they really want but have forgotten. As long as a person remains in the store he is a possible purchaser; when he leaves he is still a possible purchaser, but our store's chance of selling him the goods is only on a level with the chance of a score of other groceries.

It is our duty to keep our temper

with a customer. It is often very hard when a customer is very unreasonable to remain pleasant, but we should try to do so. Your employer needs that customer's business; the store loses everything, the customer but little when we lose control of our temper.

Our employer expects us to introduce new goods. When he buys a new line of biscuits or bottled goods he wishes them to be sold. Sales can often be made because the line is a new one. Customers like to try new things and your arousing interest in new lines may lead to extra business. Show a customer that your store considers his business worth something.

Do your best to remember faces. The most important person to a human being is himself and he likes to be no-

ticed and greeted by name in the store and out of it.

Quite a number of the duties of a clerk are not those in direct relation to customers. We as clerks are not doing our full duty by our employers, if we are not making good use of the time between the arrival of customers. We should be work-finders. There is always something to do if we but look for it. A store quickly loses its tidy appearance if the dusting is neglected, the shelves not kept full, or if the windows are not retrimmed regularly. These things are only kept up when clerks make full use of their spare moments.

W. D. Ritchie, Little Current, Ont., was a visitor at the Toronto office of The Canadian Grocer on Tuesday.

## AFTER THE HOLIDAYS

you may find trade a little slack in comparison. Why not retain your business and build up a new connection by featuring the

### 7-20-4 CIGAR

in a tobacco department? It's a line that costs little to run, and yields excellent profits. Write for details.

*The* **SHERBROOKE CIGAR CO.**, Sherbrooke, Que.

## 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.

# Cold Weather May Advance the Prices of Potatoes

Fresh Tomatoes and Cucumbers Arrive From the South—Not Much Trade in Fruits During the Week—Better Qualities of California Navel Oranges Arriving.

## MONTREAL.

GREEN FRUITS—After Christmas as usual, the market is somewhat dull, but trade shows a marked improvement over the same week last year, and is proving encouraging to dealers. Luxuries are still the order of the day.

Apples—	Grapes, Almeria,	5 50
Baldwins, bbl. ....	per keg .....	5 50
Greenings, bbl. ....	Kumquats, qt. ....	0 20
Russets .....	Lemons .....	4 50
Kings, No. 1 .....	Verdillia, box .....	3 25
Spies, per bbl. ....	Maoris, box .....	3 25
Fameuse, bbl. ....	Limes, per box .....	1 00
Mackintosh reds. ....	Oranges—	
" No. 2 .....	Late Valencias. ....	5 20
Tallman Sweets. ....	Floridas .....	4 50
Wealthys, 1, bbl. ....	California navels 3 00	3 50
" 2, bbl. ....	Porto Ricos .....	2 50
Bananas crated,	Mexicans .....	2 40
bunch .....	Jamaica, crate .....	4 10
Cranberries, bbl. 9 00	Pineapples—	
9 50	Floridas, box .....	3 00 3 50
Cocoanuts, bags. ....	Florida, qt. ....	0 75
Grape fruit—	Strawberries—	
Florida .....	Florida, qt. ....	0 75
Jamaica .....	Tangerines, strap .....	6 00

VEGETABLES—A steady but decreasing demand for fancy vegetables is the feature of the market. Christmas trade this year was brisk in these lines, and that it continues as it has, goes to prove that this is a prosperous year for nearly all lines of business.

Beets, bag. ....	0 50 0 60	Onions—	
Carrots, bag. ....	0 50 0 60	Spanish, 1/2 cases ....	1 65
Cabbage, doz. ....	0 25 0 40	" crates .....	1 00
Celery—		50 lbs. ....	0 90 1 00
Canadian, doz. ....	0 75 0 90	Potatoes—	
California, crate. ....	5 50	Montreal, bag. ....	0 65 0 75
Cauliflowers, doz. 2 00	4 00	Sweet, per bbl. ....	2 50 3 50
Cucumbers—		" basket .....	2 00
Boston, doz. ....	1 75 2 00	Parley, dozen. ....	0 40 0 75
Green Peppers,		Parsnips, bag. ....	0 90 1 00
basket .....	0 75	Spinach—	
Lettuce—		Canadian, box .....	0 50 0 60
Curly, doz. ....	0 25 0 50	Tomatoes—	
Boston .....	0 80 1 00	Hot-house, lb. ....	0 40
Onions—		Turnips, bag. ....	0 40 0 75
Red, per bag .....	1 00	" Quebec,	
Spanish, cases		per ton .....	7 50 9 00
150 lbs. ....	2 75		

FISH—Trade is somewhat slack just at present, and no price changes have been noted. Dealers are already beginning to prepare for Lent. Stormy weather on the coasts has materially lessened supplies, but sufficient are on hand to fill all present demands.

Market cod, lb. ....	0 05	Dore, per lb. ....	0 08 0 06
Perch, dressed, lb. ....	0 08	Eels, fresh, per lb. ....	0 07
Pike, headless and		Halibut, per lb. ....	0 09 0 10
dressed .....	0 07	Haddock, lb. ....	0 05
Salmon, B.C. ....	0 12 1/2	Herring, per 100	
Steak cod, per lb. ....	0 06	fish .....	1 75
Barbotte .....	0 08	Mackerel .....	0 10

Dore, winter caught,		Steak cod, per lb. ....	0 05
per lb. ....	0 08	Salmon, B.C., red, lb	0 10
Flounders .....	0 06	Salmon, Gaspe. ....	0 13
Halibut, per lb. 0 09	0 10	Salmon, Qualla, lb. ....	0 08
Herring, per 100. ....	1 75	Smelts, 10 lb. boxes. ....	0 12
Lake trout. ....	0 08 1/2	Tom cods, per bbl. ....	2 25
Mackerel .....	0 10	Whitefish, large, lb. ....	0 10
Pike, headless and		Whitefish, small, lb. ....	0 06
dressed .....	0 06		

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

Blosters, large, per box. ....	1 10
Haddies, 15 lb. box, 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 20
Lobsters, cooked .....	0 22
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—All the fruit houses have an exceptionally quiet appearance this week. It is evident that the retailers have still some stock left which was expected to be sold before the holidays, and which they are selling before they call on the wholesale men for more. This accounts for the dullness of the market, and gives them time to discuss the results of the elections, and as one put it "to keep the draft from the stove."

California navels are coming in freely and are improving in quality. A car of Extra Fancy has just arrived, which will be sold at \$3.25.

Whether the election of one of the wholesale fruit men as alderman will affect the local market in any way has not yet been found out, but so far it has not caused much uneasiness among the dealers.

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

VEGETABLES—Fresh vegetables are coming in from where they do not wear fur coats, and are taking a prominent stand on our market. Fresh tomatoes at \$6 per case or about 20c a pound, cucumbers at \$2 per dozen are among the new comers. Potatoes are steady and are still selling in small lots to stores at 60 to 65c. Cold weather may push them up.

Beets, bag. ....	0 70	Spanish .....	2 50 2 75
Cabbage, Cana-		Green, per doz. ....	0 15 0 20
dian, dozen. ....	0 35 0 40	Spanish, 1/2 cases. ....	1 50
Cabbage, Can.,		Parsnips, bag. ....	0 85 0 90
per barrel .....	1 50	Potatoes—	
Carrots, bag. ....	0 65 0 75	Canadian, bag. ....	0 60 0 65
Celery, Cana-		Bermuda, new,	
dian, dozen. ....	0 30 0 35	per barrel .....	9 00
Celery, Cal. per		Sweet, hamper. ....	1 50 1 65
case .....	5 50	" barrel .....	3 50
Cucumbers, doz. ....	2 00	Radishes, doz. ....	0 35 0 40
Lettuce, hamper. ....	2 50	Tomatoes, hot	
Onions—		house, lb. ....	0 25
Canadian, bag. ....	1 00 1 25	Turnips, bag. ....	0 40
Valencias, new,			
crate .....	2 75 3 00		

FISH—This cold weather suits the fish men who are fairly busy. The market is steady and without any changes. Halibuts are getting scarce and will likely be higher.

Goldeyes .....	0 05 1/2	Pickarel yellow .....	0 09
Herring, Lake Erie. ....	0 06	Pike .....	0 06
" Lake Superior 0 05 1/2		Perch .....	0 06
" Lake Ontario. ....	0 04	Trout .....	0 10
Pickarel, blue .....	0 05 1/2	Whitefish .....	0 10

# Fruits, etc.

## All New Arrivals

Navel Oranges, Florida Oranges, Mexican Oranges, Pine Apples, California Celery, Tomatoes, Bananas, Lemons, etc.

Prices Right  
Stock First-Class

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

Cod steak ...  
Halibut ...  
Haddock ...  
Herring, per ...  
Mackerel, ea

SMOKE

Acadia, per ...  
Bloaters, per ...  
Codfish, shre ...  
" Blue ...  
Cod steak, per ...  
Cod, Imperia ...  
Ciacoes, per b ...  
Haddie, Fin

Oysters, stand ...  
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FRAT

W. B.

OCEAN FISH (FROZEN)

Cod steak.....	0 07	Salmon, pink, per lb. .	0 09
Halibut.....	0 09	"    red.....	0 10
Haddock.....	0 06½	"    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,	
tablets, box..	1 60	half barrels.....	2 90
Bloaters, per basket..	1 00	Herrings, Digby, bundle	0 60
Codfish, shredded, box	1 80	Herrings, Imported	
"    Bluenose, "	1 40	Loch Fyne, per kit..	1 10
Cod steak, per lb.....	0 07	Kippers, per box.....	1 25
Cod, Imperial, per lb..	0 05	Quail on toast, per lb.	0 05½
Ciscoes, per basket....	1 00	Trout, pickled, 100 lb.	
Haddie, Finnan.....	0 08	barrels.....	6 00

SHELL FISH.

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

EASTERN FRUIT SHIPPED BACK.

Western Inspector States That Much of it Was of a Poor Quality.

Vancouver, B.C., Jan. 3.—Fruit growing in British Columbia is attracting more attention than ever, and there is a steady demand for suitable acreage. An upcountry rancher, who was in Vancouver the other day, had just returned from a trip to Oregon and while there had ordered 17,000 young trees, and also 30,000 more in Victoria on his way home. This is a single instance and indicates the rapid extension of the industry.

Thomas Cunningham, provincial fruit pests inspector, states that the fine quality of Japanese oranges, which were received this season, is the result of the pronouncement of his department that if any of the kind generally shipped to Canada arrived they would be destroyed. It has been discovered that an inferior quality has been sent here in previous years, and that since it is necessary to send better, the grade of those now arriving is much higher. The price, though, is higher, going from 45c and 55c in former years to 75c and 85c this year. Mr. Cunningham also states that the Ontario fruit, which was shipped to the coast this fall gave his department much trouble. Five carloads that were received in the Kootenay were shipped back again. Apples were scarce here this season, and the first shipment of Nova Scotia fruit reached here as a result, but this was of poor quality.

# BUY THE BEST

## Golden Orange Brand

We commence 1910 by offering

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,  
Riverside, California.

# HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

100,000 LBS.

## British Columbia Qualla Salmon

HEADLESS AND DRESSED

Price, Case Lots, 8c. lb.

The very best value being offered in a high class fish.

ABSOLUTELY NO WASTE

Almost every dealer can handle a case this cold winter weather. TRY IT.  
Every known variety of Winter Fish is handled by us.

Oysters, Haddie, Whitefish, Halibut, Herrings

WHITE & CO., Limited

Toronto and Hamilton



W. B. asked me to give him this space this week, but I refused, as I want to tell you all the time about the lemons I pack. I have, however, consented to let him advertise

Oranges

# FLORIDA

CITRUS EXCHANGE

Grapefruit

When ordering Oranges and Grapefruit mention F. C. E. pack, and include in your order my Lemons—the popular pack and brand.

FRATELLI FOLLINA, Italy.  
W. B. STRINGER, Toronto.

—BUSTER BROWN.

## 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

The Consumers' Grocery Co., Toronto, is in the possession of a bailiff.

R. A. Gould, grocer, Pembroke, Ont., has been succeeded by J. Johnson.

Marshal & Co., wholesale commission merchants, Toronto, are discontinuing business.

Jas. Herbert, grocer and butcher, Ottawa, is offering to compromise at 20 cents on the dollar.

### Quebec.

L. T. Demers, grocer, Quebec, has registered.

Lavergne & Frere, grocers, Three Rivers, have compromised.

H. J. Sirois, general merchant, Capoua, Que., is dead.

Jos. Warren, general merchant, Pointe a Pic, Que., has assigned.

Mercure & Frere, general merchants, Meschins, Que., has assigned.

C. Marceau, general merchant, Petit Meschins, Que., have assigned.

Assets of Nap. Allard, general merchant, Cheneville, Que., are sold.

Roberge & Poirier, general merchants, Thetford Mines, Que., are offering a compromise.

Assets of Albert Gauthier, general merchant, St. Cyrille de Windover, Que., are to be sold.

Geo. Chateauvert & Cie., general merchants, St. Marc Des Carrieres, Que., have registered.

MacFarlane Bros., general merchants, Campbell's Bay, Que., are offering their business for sale.

### Western Canada.

Paul Jones, general merchant, Clavet, Sask., has assigned.

Key & Armitage, general merchants, Minnedosa, Man., have dissolved.

Meeting of creditors of Chmelnitsky Bros., Poplar Point, Man., has been held.

Ellis & Mackenzie, general merchants, Macdowell, Sask., are succeeded by Paul & Traill.

Bieberdorf & Brummond, general merchants, Jansen, Sask., are succeeded by A. F. Climie & Sons, Lanigan.

J. A. Ellert & Sons, Milk River, Alta., have bought Mr. Fitzmaurice's stock of groceries, and boots and shoes.

### KEEPING FROST FROM FRUITS.

It has long been the custom in California, southern Texas and Florida to preserve the orange orchards against the blight of sudden frost by employing heating pots or open stoves. In this way the temperature has been raised from two to

three degrees or enough to insure the safety of the threatened fruit.

Another, but less effective way to prevent fruit getting frost-bitten is to place straw around apple, pear and peach trees at the ground on the approach of a frost, this idea being employed largely in Oregon and Washington. The plan of having fires in the orchards on frosty nights is now being resorted to in a wholesale way in Colorado, and it is said that the entire crop of fruit this year in the Grand Valley of Colorado, valued at over \$3,000,000, was saved from killing by frost by the use of blazing oil in the orchards. These fruit orchards are extensive and of great value, the crops including peaches, apples, pears, plums, cherries and soft-shell almonds. Hitherto the harvest has been uncertain; Jack Frost a terrifying menace. The crop of 1909 was saved by means of some 300,000 smudge-pots of different types, which actually raised the temperature in the valley from eight to nine degrees over twenty-seven miles of territory. While the temperature outside the heated area dropped as low as twenty degrees, within the protected district it did not go below 29.5 degrees. It is said that the cost of the fuel is about \$50 per acre the first year and \$15 per acre in succeeding years. High as these figures seem they are small items compared with the value of the crops.

Not only is the plan successful, but it shows that it may be possible to grow some of the more delicate fruits further north.

## 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. Glibb 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

Cable Address: "Trestler." ESTABLISHED 1865. A. B. C. Code, 4th Ed.

**M. TRESTER, Hamburg, Germany.**

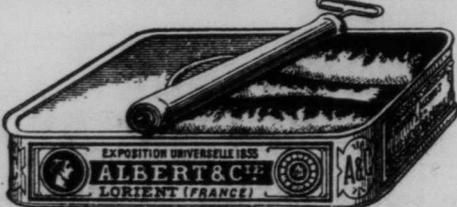
Old established Commission Agent for the sale of Evaporated Apples, Millfeed, Bran, Tallow, Hides and all other Canadian Export Products.

CORRESPONDENCE WITH OFFERS F.O.B. SOLICITED.

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.

# FROZEN FISH

Now for a quick turnover of profitable lines! During this piping cold weather you run no risk in stocking frozen fish, for which there will be a brisk demand during the next two months. Here are a few suggestions—lines that are good sellers:

## FRESH FROZEN SEA HERRING

<b>HADDIES</b>	<b>COD</b>	<b>HALIBUT</b>	<b>PIKE</b>
<b>BLOATERS</b>	<b>HADDOCK</b>	<b>SALMON</b>	<b>PICKEREL</b>
<b>KIPPERS</b>	<b>TOMCODS</b>	<b>SMELTS</b>	<b>WHITEFISH</b>

all other kinds in season

ALSO OYSTERS IN BULK AND SHELL

We can meet your requirements, too, in Salted Pickerel, Prepared and Smoked Fish.

*Get Our New Price List.*

*A Trial Order Solicited.*

P.O. BOX 639

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

THE LARGEST FISH AND OYSTER WAREHOUSE IN CANADA

# LEONARD BROS.

YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four  
Long  
Distance  
Telephones

## Fish and Oysters

are a necessary element in a healthy, palatable diet, but Canadian people have as yet not realized this.

### As a People

we eat less fish than any other country, but the consumption is gradually but surely increasing.

### Are You Preparing

to reap your share of this increased trade by keeping an up-to-date stock of first-class goods?

THINK OF IT—NOW IS THE TIME

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

Fish and Oyster Distributors

TORONTO

## Strong Objections to the New Co-operative Bill

**"Time-to-Act" Gives Some Reasons Why the Merchants Should Hasten to Take Steps Against It—Alleges that Promoters Organize Societies For Purely Monetary Reasons.**

Editor Canadian Grocer,—What is the matter with the retail merchants? Only a year ago through great effort and expense the Co-operative Bill was defeated in Ottawa and during the last session of the local legislature an attempt was made to force it through the House in Toronto, and now it will again be brought up in Ottawa during the present session. Can there be a single retail merchant in the country who will sit down and allow schemers to influence his member in the House whom he has elected, to pass a bill that will give special privileges to put him out of business?

This bill is first-cousin to the trading stamp nuisance, only even more unfair and vicious, and if all the promoters would act on the surface, some trading stamp faces would likely show up. Can the merchants not understand what is being done, when members of parliament support a bill which not a man in their constituencies asks for? Will you, as merchants, allow your member to vote for a bill which is so extremely unfair to you and in the interests of no one except a greedy syndicate, without making a determined protest?

Will you rest with your arms folded when a gigantic monopoly is asking your members of parliament to open for them a way, so that they can send promoters to every town without the expense of a charter, and stir up the people against you, through false representations and secure subscriptions in order to tie them up, and make a good commission for themselves? Will you close your eyes to the fact that these people, who have nothing in view but unfair gain, are leading the members to believe that the poor people whom they say you are keeping poor by overcharging them are asking for this bill? There is not one argument in its favor, and it can lead to nothing but trouble and confusion; it is unnatural.

If your member is in favor of it, ask him his reasons, and do not allow him to "pull the wool over your eyes," but at once call a meeting and invite him and others who understand the nature of the whole scheme to discuss and bring out the facts as they exist.

Bear in mind, like the trading stamps, the scheme is to make money at the cost of others. They know that they cannot give the people better value through co-

operative stores, which was demonstrated in Toronto where a number of them have failed, but the scheme is to open a grand field for promoters to operate. It is scarcely conceivable that members of parliament could be induced to support such a bill, but when it had passed the House of Commons once, and was defeated only by one vote in the Senate, then we can see the importance of standing up for our rights, and looking after our interests.

The retail trade is a necessity, and the only system that will give the people the service they demand and need, is the regular wholesale and retail store, and therefore we must see that our rights and the people's rights are not bartered away. The retail merchants have altogether too long been laboring under unfair conditions without demanding fair play, and it is about time that they do not submit to any further encroachments, especially not to the giving of special privileges to unfair competitors, by acts of parliament.

Let every merchant in the land stand to his guns and fight this Co-operative Bill to a finish.

**"TIME-TO-ACT."**

Hamilton, Ont., Jan. 3, 1910.

It is easy to buy more goods than you have an outlet for. Keep the possibilities of your locality in mind, when you are tempted to stock up heavily with something that looks good.

### TO THE Merchants of Canada

We are sole Canadian Agents for and are now offering the FINEST grade of

**FINNAN HADDIES**  
ever produced, the famous

## WACHUSETT FINNAN HADDIES

packed by

**FREEMAN & COBB CO.**

(Incorporated)

## FISH

BOSTON - - MASS.

and sold by progressive dealers everywhere. Each haddie is branded with the Freeman & Cobb Co. (Inc.) NAME and TRADE MARK and each one is guaranteed. All are smoked, strictly fresh-caught, shore haddock.

JUST WHAT YOU WANT FOR ADVENT

Packed in 15, 30 and 50-lb. boxes.

Prices on application.

**D. HATTON & CO.**

18 Bonsecours St. MONTREAL

## 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, Inc.**  
SOUTH NORWALK, Connecticut.



# Suggestions

for the

## New Year, 1910

Your business resolves cover many intentions, which, if carried out in 1910, will make you a richer grocer.

Permit us to make a practical suggestion, one which has in it for you a money value. It is this:

**During the coming twelve months give extra attention, effort and prominence to sea foods, and to**

# Connors' Brunswick Brand Sea Foods

in particular, **that you may materially increase the profits** on your business generally.

We feel warranted in bringing our sea foods to your especial notice, and requesting you to feature them not alone from selfish motives, but also because **Brunswick Brand Sea Foods are admittedly first** in quality, style of packing, and those two extremely important, absolutely necessary points—**price and popularity.**

Your conscientious pushing of these specialties will bring corresponding profitable returns.

Request us to tell you **How Much** you should put into a fair-sized stock to make sea foods **Pay Well**

# Connors Bros., Ltd.

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.



### CONNORS' CHIEF SELLERS

- ¼ Oil Sardines
- ¾ Mustard Sardines
- Kipperd Herring
- Herring in Tomato Sauce
- Finnan Haddies
- Scallops
- Clams



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

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

## STENCILS

When you require a Brass Stencil, our Stencils represent the very best value, because they are cut by expert Stencil Cutters.

We use the best tough brass and we give prompt service.

We want your Stencil orders because we know we can please you—both in price and quality. Send us your orders, or better still, buy a

### Bradley Stencil Machine

We are sole agents for Canada

### Hamilton Stamp and Stencil Works, Ltd.

HAMILTON - and - TORONTO

## BROOMS

We Make

### Brooms of Quality

When next in need of this line ask us for prices We have the goods for household, mill, factory, warehouse and others . . . . .

Capacity enlarged to  
**20,000**  
dozen per annum

**Walter Woods & Co.**  
Hamilton and Winnipeg

Saves time,  
Saves money.  
Saves you bags.

Should be in every grocer's store.

**McGregor's Patent Bag Holder**

**KILGOUR BROS.**  
Wellington St. West, TORONTO

## "VOL-PEEK" GRANITE CEMENT

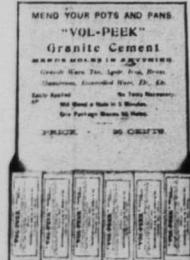
Mends all the holes in ANY Pot or Pan.

Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

Send for a trial lot

**H. NAGLE & CO., Montreal** Sole Manufacturers

Agents:  
N. A. Bedard & Co., Montreal, Agents for Province Quebec.  
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted)  
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary  
H. P. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.



## The Financial Post of Canada

TORONTO MONTREAL WINNIPEG  
VANCOUVER LONDON, ENG.

the authoritative financial journal of the Dominion

### Annual Review and Statistical Number

will be issued on Saturday, Jan. 8th

Special articles by eminent  
authorities.

Opinions by financial and  
business leaders.

Tables of all important  
statistics.

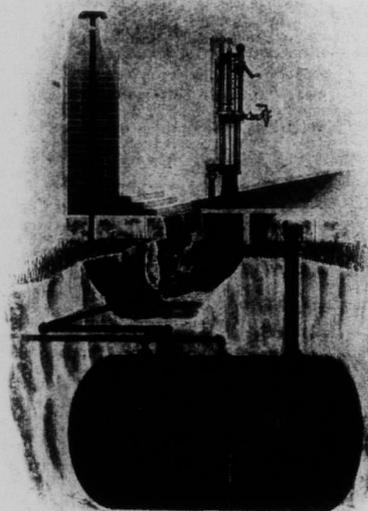
10c. per copy \$3.00 per annum

The GRAY, YOUNG & SPARLING CO., Limited

#### SALT MANUFACTURERS

Granted the highest awards in competi-  
tion with other makes.

WINGHAM ESTABLISHED 1871



# BOWSER

Self-Measuring Systems

For Handling

Kerosene or Gasolene

Emphasize one feature that is important  
above all others in the general store—

#### CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply become soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil the least odor from hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes in-

fectured with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only drop a card, asking for Bulletin 5, and you will then receive full information.

S. F. Bowser & Co., Ltd., Toronto, Ontario

## ELGIN NATIONAL COFFEE MILLS

are made in no less than  
40 DIFFERENT STYLES

This favorite mill, in addition to  
its being the easiest running and  
fastest grinding on the market,  
is an ornament to any Grocery,  
owing to its attractive symmetry  
and finish.

The ELGIN has steel grinders,  
can be adjusted while running,  
and sells at a

#### LOW COST

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.

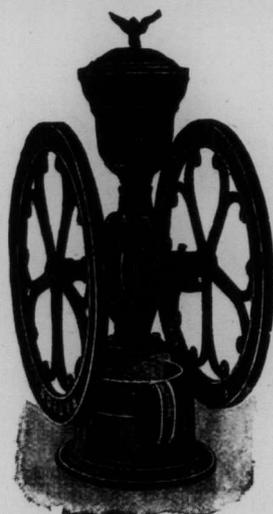
REGINA, SASK.—Campbell Bros. & Wilson

MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.



*Wolverine*

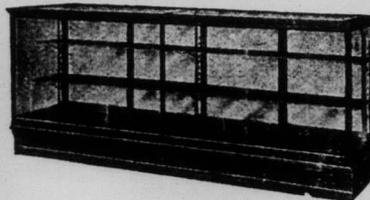
## Show Cases

The best show case  
made in America for  
the money.

Price, \$4.50 per foot  
f.o.b. Detroit

W. H. ESCOTT

141 Bannatyne Avenue  
Winnipeg, Selling Agent



No. 100.

This case is finished in golden oak—Beveled plate top.  
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.

—BUY—

# Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



QUOTATIONS FOR PROPRIETARY ARTICLES

**Baking Powder**  
W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 1 doz. in case	.....	\$2 00
1-lb. tins, 2 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75
<b>IMPERIAL BAKING POWDER.</b>		
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.	5lb.	10 50
1-doz.	5lb.	19 75

**MAGIC BAKING POWDER**

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

**ROYAL BAKING POWDER**

Cases.	Sizes.	Per Doz.
Royal—		
1-lb.	.....	1 40
6-oz.	.....	1 95
1-lb.	.....	2 55
15-oz.	.....	3 85
1-lb.	.....	4 90
5-lb.	.....	15 80
5-lb.	.....	25 35

**ROYAL BAKING POWDER**

Strawberry.....	1 90	Red currant.....	2 40
Raspberry.....	1 90	Black currant.....	2 40
Black currant.....	1 80	Crabapple.....	1 70
Red currant.....	1 80	Plum.....	1 70
Raspberry & red currant.....	1 80	Grape.....	1 70
Raspberry and gooseberry.....	1 80	Scotch.....	1 40
Damson plum, stoneless.....	1 70	Orange Jelly.....	1 75
Greengage plum, stoneless.....	1 70	Lemon.....	1 80
Gooseberry.....	1 80	Pineapple.....	2 25
		Ginger.....	2 25

**White Swan Baking Powder**

1-lb. tins, 3-doz. in case, per doz.	.....	2 00
1-lb. " " " " " "	.....	0
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	2 40	No. 12, 4-oz., 3 doz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 doz	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 6-oz., 3 doz	1 75
No. 3, 2 1/2-oz., 4 doz	0 45	No. 15, 4-oz., 4 doz	1 10
No. 10, 12-oz., 4 doz	2 10	No. 16, 2 1/2-lb.	7 25
No. 10, 12-oz., 2 doz	2 20	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, 2-doz. in case, per case, \$4.50		
White Swan Barley Crisps, per doz., \$1.		
White Swan Self-rising Biscuits, 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.	.....	3 00

**Chocolates and Cocoas**  
THE COWAN CO., LIMITED

Cocoa—		
Perfection, 1-lb. tins, per doz.	.....	\$1 50
Perfection, 1/2-lb. per doz.	.....	2 40
Perfection, 1/4-lb. per doz.	.....	1 30
Perfection, 10c size 5-lb. tins per lb.	.....	0 37
Solu le, bulk, No. 1, per lb.	.....	0 20
Soluble, bulk, No. 2, per lb.	.....	0 18

**London Pearl, per lb.**

special quotations or Cocoas in bbls. kegs, etc.		
Unsweetened Chocolate—	Per lb.	
Plain Houc. 1/2 & 1/4 cakes, 12-lb. boxes	.....	0 36
Perfection chocolate, 20c size, 4 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 & 1/4, 12-lb. boxes, per lb.	.....	\$0 40
Queen's Dessert, 5/8, 12-lb. boxes, per lb.	.....	0 35
Parade, 5/8, 12-lb. boxes, per lb.	.....	0 30
Royal Navy, 1/2 & 1/4, boxes, per lb.	.....	0 30
Diamond, 7/8, 12-lb. boxes, per lb.	.....	0 24
" " " " " "	.....	0 25
" " " " " "	.....	0 28

**Ingredients for cake—**

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in box, per dozen	.....	0 90
Confections—	Per lb.	
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 30
Milk chocolate, 6c cakes, per box.	.....	1 35

**Agents, C. E. Colson & Son, Montreal.**

In 1/2, 3 and 1-lb. tins, 14-lb. boxes, per lb.	.....	0 15
smaller quantities	.....	0 3

**Mott's Diamond Chocolate**

Mott's breakfast cocoa, 10c. size	.....	90 per dz.
" breakfast cocoa, 2 1/2-lb. boxes	.....	0 38
" No. 1 chocolate, 1/2 & 1/4	.....	0 32
" Navy " " "	.....	0 29
" Vanilla sticks, per gross	.....	1 00
" Diamond chocolate, 1/2 & 1/4	.....	0 24
" Plain choice chocolate liquors	.....	0 32
" Sweet Chocolate Coatings	.....	0 20

**WALTER BAKER & CO., LIMITED.**

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	.....	\$0 35
Breakfast cocoa, 1-5 & 1 & 1/2-lb. tins	.....	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	.....	0 32
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	.....	0 36
Auto Sweet chocolate, 1-5-lb. cakes, 3 and 5-lb. boxes	.....	0 32
Vanilla Sweet chocolate, 1-5-lb. cakes 5-lb. tins	.....	0 44
Soluble cocoa (hot or cold soda) 1-lb. tins	.....	0 38
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	.....	0 32
Caracas tablets, 100 bundles, tied 5c, per box	.....	3 00

**THE ABOVE QUOTATIONS ARE F.O.B. MONTREAL**

**Cocoanut.**

GANADIAN 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-lb. " "	.....	0 27
1-lb. packages assorted in 5 lb. boxes	.....	0 28
1-lb. " "	.....	0 29
1-lb. " "	.....	0 30

**White Swan Spices and Cereals Ltd.**

White Swan Cocoanut—		
Featherstrip, pails.	.....	0 16
Shredded.	.....	0 15
In packages 5-c., 6-c., 8-c., 10-c., 12-c.	.....	0 20

**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
Nectar	.....	0 30
Empress	.....	0 28
Duchess	.....	0 27
Ambrosia	.....	0 25
Plantation	.....	0 22
Fancy Bourbon	.....	0 20
Bourbon	.....	0 18
Crushed Java and Mocha, whole	.....	0 17
" " ground	.....	0 14

**Golden Rio.**

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 Jar, ground	.....	0 30
German Dandelion, 1 and 1 lb. tins, ground	.....	0 22
English Breakfast, 1 lb. tins, ground	.....	0 18



**Cafe des Epiceures—1-lb. fancy glass jars, per doz., \$3.50.**

Cafe Aromatic—1-lb. amber glass jars, per doz., \$4.		
Presentation with 2 tumbler, \$1.00 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.	.....	4 50
Medium 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.	.....	3 40
Small size, " "	.....	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, 1b.	.....	0 33
" " No. 2, " "	.....	0 25
Maple Buds, 5-lb. boxes, 1b.	.....	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, 1b.	.....	0 30

**MACLAREN'S IMPERIAL CHEESE CO. LTD.**

Imperial Peanut Butter "Bobs," the Perfect Confectionery.		
Large size, cases, 25 cartons	.....	\$3.50 each
Small " " " "	.....	3 60
Assorted, cases, 25 small, 12 large	.....	3 55

**Extract of Beef.**  
LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef, Per doz.		
Bottles 1-oz., case of 2 doz.	.....	\$3 20
" " 2 " " " "	.....	3 00
" " 4 " " " "	.....	4 50
" " 20 " " " "	.....	4 75
" " 20 " " " "	.....	9 50

**Infants' Food.**

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

**"Mephisto" and "Furry" Canned Lobsters.**

"Mephisto" and "Furry" Canned Lobsters		
--	--	--

**Flavoring Extracts**  
SHIRRIFF'S

1 oz. (all flavors) doz.	.....	1 00
2 " " " "	.....	1 75
4 " " " "	.....	2 00
8 " " " "	.....	3 00
16 " " " "	.....	3 75
32 " " " "	.....	5 00
64 " " " "	.....	10 00
128 " " " "	.....	18 00

**Milk Powder**  
CANADIAN MILK PRODUCTS, LTD., TORONTO

Trunk, full cream, per case (4 doz.) 1 lb tins	.....	4 80
Milkstock (cooking milk), per case (4 doz) 1 lb tins	.....	4 80

**BATGER'S WHOLE FRUIT STRAWBERRY JAM**

Agents, Rose & Latham, Montreal and Toronto.		
1-lb. glass jar, screw top, 4 doz., per doz	.....	2 20
Compound Fruit Jams—		
12-oz. glass jars, 2 doz. in case, per doz.	.....	\$1 00
2-lb. tins, 2 doz. in case	.....	0 07
5 and 7-lb. tin pails, 8 and 2 pails in crate	.....	0 07
7 wood pails, 6 pails in crate, per lb.	.....	0 07
30-lb. wood pails	.....	0 02

**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
Talisco-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, do. \$1.40.		

**OCEAN MILLS**  
Montreal

Chinese starch, 48 1-lb., per case	.....	\$4.00
Ocean Baking Powder, 48 3-oz., \$1.00; 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 blanching, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$6.00; 36 8-ounce, \$7.00;		
Ocean corn starch, 48 1-lb.	.....	\$3.60.

**RISING SUN**  
**STOVE POLISH**

**SUN PASTE**  
**STOVE POLISH**

**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.**

**SOMETHING NEW**

And what is more important "Something Good"

**DOMELINE**

Simply the genuine old reliable James Dome Black Lead in **PASTE FORM**. Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

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

**BLACK JACK**  
"THE WONDERFUL PASTE FOR FAMILY USE."

TRY IT.

BLACK JACK  
STOVE POLISH

1/4-lb. tin—3 doz. in case.

SOLD BY  
ALL  
JOBBERs

**FOR PROFIT**

you cannot handle a line which will pay you more handsomely than

**Royal Polishes**

which are made in Canada, and on which you do not have to reimburse the maker for the duty his goods pay if not made here.

**ROYAL POLISHES COMPANY**  
MONTREAL

**Tea Lead,**  
*Best Incorrodible*

**"Pride of the Island"**

Manufactured by **ISLAND LEAD MILLS LIMITED,** BRAND

Tel. Address: "Laminated," London. **LIMEHOUSE, LONDON, E., ENG.**  
A.B.C. Codes used 4th and 5th Editions.

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO**  
**J. HUNTER WHITE, ST. JOHN, N.B.**  
**CECIL T. GORDON, MONTREAL**

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

**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.

**Reference—Bank of Ottawa, Winnipeg**

**CU**

"AFRO cur  
"NARC cur  
"NAUS cur

highest

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We you

CANADIAN

**GRI**  
95 Bro  
THE I

30-lb. wood pails...  
Pure assorted jam, 1  
dozen in case...

Jelly  
MacLaren Imperi  
IMPERIAL

TRUE  
CARTONS E

Assorted fl

Assorted Case,  
Assorted Case,  
Lemon (Strai  
Orange (Strai  
Raspberry (Strai  
Strawberry (Strai  
Chocolate (Strai  
Cherry (Strai  
Peach (Strai  
Weight, 8 lbs. to ca

The GENUINE.

Prices—On  
less than 5 cases...  
Five cases or more

# CURRANTS

We are proprietors of

"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.

CANADIAN REPRESENTATIVES:

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

## Mr. Grocer :

When buying canned goods always remember that

## "CANADA'S PRIDE"

can be relied on as being the best packed and can be recommended to your customer for fine natural flavor. Every line is packed fresh from the grower and in a factory without an equal for machinery equipment, sanitary arrangement and cleanliness, by thoroughly trained help, thus assuring the best quality possible to pack.

Give "Canada's Pride" a trial and be convinced.

To be had of the following wholesale grocers:

Messrs. W. Galbraith & Sons, Montreal  
Messrs. Fenwick, Hendry & Co., Kingston  
Messrs. Medland Bros., Toronto

PACKED BY

THE NAPANEE CANNING CO., Ltd.

W. A. Carson, Manager

NAPANEE, ONTARIO

Per lb. 0 06 1/2  
30-lb. wood pails.....  
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

### Jelly Powders

MacLaren Imperial Cheese Co., Limited.  
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75



Assorted Case, Contains 4 doz. \$6.60  
Assorted Case, Contains 9 doz. \$1.60  
Lemon (Straight) Contains 9 doz. \$1.60  
Orange (Straight) Contains 9 doz. \$1.60  
Raspberry (Straight) Contains 9 doz. \$1.60  
Strawberry (Straight) Contains 9 doz. \$1.60  
Chocolate (Straight) Contains 9 doz. \$1.60  
Cherry (Straight) Contains 9 doz. \$1.60  
Peach (Straight) Contains 9 doz. \$1.60  
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 25



WHITE SWAN SPICES 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 1/2  
Tubs, 50 lbs. 0 13 1/2  
20-lb. Pails. 2 70  
20-lb. tins.. 2 60  
Cases 3-lb. 0 14  
" 5-lb. 0 13 1/2  
" 10-lb. 0 13 1/2



F.O.B. Montreal.



GUNNS "EASI-FIRST" LARD COMPOUND.

Tierces.... 0 12 1/2  
Tubs .... 0 12 1/2  
20-lb. pails. 0 18  
20-lb. tins.. 0 12 1/2  
10-lb. " 0 13 1/2  
5-lb. " 0 13 1/2  
3-lb. " 0 13 1/2  
1-lb. cartons 13 1/2

### Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. .... \$0 40  
Fancy boxes (36 or 50 sticks), per box... 1 25  
"Ringed" 5-lb. boxes, per lb. .... 0 40  
"Acme" pellets, 5-lb. cans, per can... 2 00  
"Acme" pellets (fancy box, 40), per box 1 50  
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00

Licorice lozenges, 1/2-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)

GILLET'S PERFUMED Per case  
1 case of 4 dozen..... \$3 60  
3 cases of 4 dozen..... 3 50  
5 cases or more..... 3 40

### Marmalade.

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 (2 1/2 oz.), 1 doz in case, per dozen..... 2 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., 1/2-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. 1/2-lb. tins..... per doz. 0 85  
" 1-lb. tins..... 1 45

### Olive Oil

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's ..... \$ 5 75  
" pks. 24's ..... 6 50  
" 1-pk. 24's ..... 4 25

### Sauces

PATERSON'S WORCESTER SAUCE  
1/2-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 1/2-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3.00  
Case of 50 pkgs. containing 96 pkgs. per box, \$3.00  
MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages..... \$ 2 75  
No. 2, " 120 1/2-lb. " ..... 2 75  
No. 3, " 30 1-lb. " ..... 2 75  
No. 4, " 60 1/2-lb. " ..... 2 75  
No. 5 Magic soda—cases 100—10-cs. pkgs.  
1 case..... 2 25  
5 cases ..... 2 75



### SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz..... \$0 95  
Parrot Food, 1/2-lb. pkts., 1 doz cartons 0 45  
Parrot Food, 1/2-lb. pkts..... 1 35  
Bird Cage Sand, about 1 1/2-lb. bags, 1-gross cases, per doz..... 0 30  
Bird Cage Grit, about 1 1/2-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



Tell your Doggy Customers that you Stock  
**Spratt's** MEAT **Dog Cakes**  
"FIBRINE"

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch: 13 St. Therese Street, St. Gabriel's, Montreal.

## 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, Black-  
 berries, 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

## A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE-LIKE

## Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

## BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

Is the PUREST, contains LEAST MOISTURE and  
 therefore GOES FURTHEST of any  
 Washing Soda sold.

## WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

### FREQUENCY OF SAILINGS

Every twelfth day a Pick-  
 ford and Black steamer  
 leaves Halifax for Ber-  
 muda, The British West  
 Indies and Demerara, and  
 is away thirty-eight days.  
 A delightful trip for  
 moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

## OAKEY'S 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**

Manufacturers of  
 Emery, Black Lead, Emery, Glass  
 and Flint Cloths and Papers, etc.

Wellington Mills London, England

## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever  
 sold in Canada.

FOR SALE EVERYWHERE

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S.

ED

Montreal

0 80  
 0 85  
 0 42



90 cents  
 per doz.  
 on.

THOMAS  
 WOOD & CO.  
 LTD  
 Montreal and  
 Boston

wholesale reta  
 0 40 0 60  
 0 35 0 50  
 0 30 0 40  
 All grades—either

AM TARTAR  
 Per doz  
 in case... 0 90  
 in case... 1 80  
 Per case  
 assorted... 7 20

Per doz  
 4 doz. in 1 96  
 3 doz. in 3 75  
 Per lb  
 in case... 0 28  
 0 26  
 0 26  
 0 25  
 0 24

COMPANY OF CANADA,  
 BRANCH.

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Remedies.  
 72c  
 \$18 00  
 \$ 00

1 30  
 1 30  
 1 30

great office,

## We Have Made

Excellent and

**Special Arrangements for Prompt Shipment of Salt**

this winter. Assorted cars if so required.

**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

## **WETHEY'S CONDENSED MINCE MEAT**

(in Cartons)

Just as staple as sugar

**No Grocer's Stock is Complete Without It**

If your jobber cannot supply you  
—write us direct.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.



## Started Out

Our travelers started out Monday, 3rd January. We have been busy getting some "specials." **We have them.** Quality has not been forgotten. Look out for them.

**GEO. E. BRISTOL & CO.**

WHOLESALE GROCERS

HAMILTON

ONTARIO

P.S.—The "free" phones, 4 of them, are still and always at your service.