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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>Oh! You Manufacturers I still have time for another "live one." Don't you want your goods pushed Write me to-day. G. WALLACE WEESE Manufacturers' Representative 30-32 Main East 'Face-to-Face Business' HAMILTON</p>	<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>Canadian Manufacturers and Exporters 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>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, N.B. Open for a few more first-class lines.</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>Selected Raisins, Currants, Evaporated Apples. Prices Right.</p>	<p>SPOT GOODS Muscavado Sugar Sultana Raisins Two and Three Crown Shelled Almonds Rolled Oats Flaked Wheat Split Peas Pot, Pearl and Pinhead Barley Prices on Application DOMINION BROKERAGE CO. 73 Front St. E. Toronto</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, MAN. Domestic and Foreign Agencies Solicited.</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>Canadian Agencies Wanted E. SAVILLE WEBB 7 St. Stephens Street BRISTOL, :: ENGLAND</p>
<p>WAREHOUSE ACCOMMODATION IN OTTAWA Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT An inch space in this department costs 77 cents per week or \$40.00 per year.</p>	<p>TO Brokers and Manufacturers' Agents —Your business card on this page will keep your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.</p>
<p>Try a Condensed Ad. in the Grocer.</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>Write for particulars to The Canadian Grocer Montreal Toronto Winnipeg</p>

WE HAVE TWO CAR LOADS NEW ORLEANS MOLASSES

Good strong bakers Fine flavor and body
 Good sound packages

OUR QUOTATIONS ARE RIGHT

Do not overlook our

"ANCHOR" brand MOLASSES

2-lb. tins, cases 3 doz. \$2.85 case
3-lb. tins, cases 2 doz. 2.85 "

You
cannot
equal
it in
quality

EBY-BLAIN, LIMITED

Wholesale Grocers - - TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c.	grade costs you	20c.	for 1 lbs.
25c.	"	"	21c. for ½ lbs.
30c.	"	"	24c.
35c.	"	"	25c.
40c.	"	"	30c.
50c.	"	"	35c.
60c.	"	"	42c.
80c.	"	"	55c.
\$1.00	"	"	70c.

THE BLUE RIBBON TEA CO., Limited
266 St. Paul St., MONTREAL

Winnipeg Office

& CO.

Agents

Toronto

Cheese Co.

MENT

and Wholesale

ROIT, Mich.

DS

Sultana Raisins

elled Almonds

eat Split Peas

ad Barley

ation

RAGE CO.

Toronto

JESDALE

son & Co.)

Brokers and

rents.

MAN.

ties Solicited.

es Wanted

WEBB

Street

ENGLAND

d Man-
Agents

is page will keep

perations before

irs and others

representatives.

as much to you

lies.

ulars to

a Grocer

Winnipeg

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

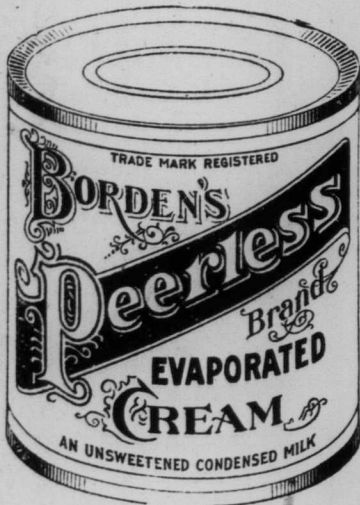
are "quality" goods which will keep your good reputation in absolute security, and add to your profits.

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.

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

Borden's Condensed Milk Co.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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

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**

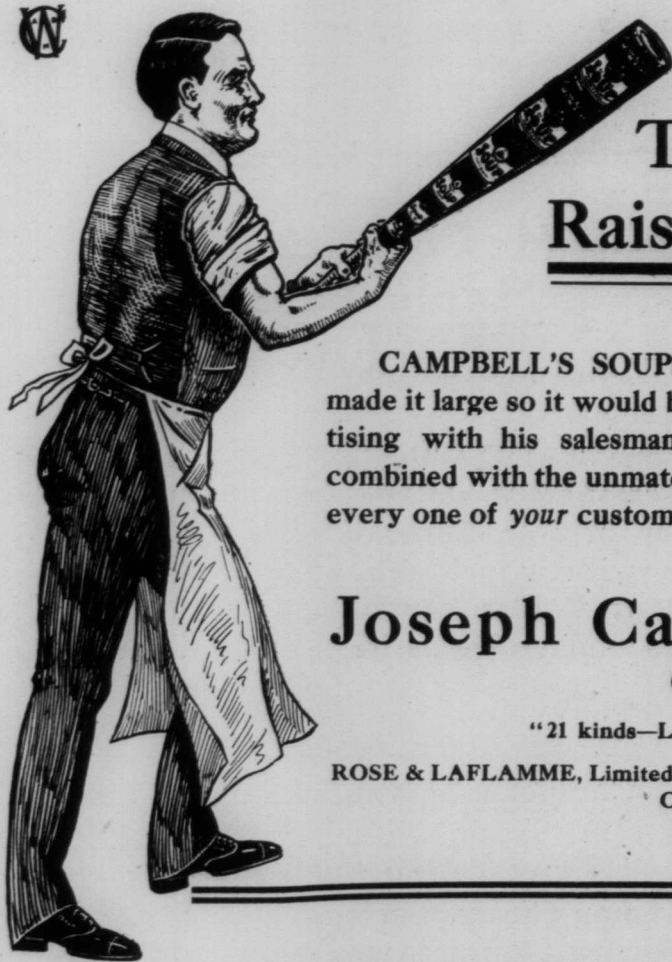
lemon-flavored Biscuits, of most elegant design, is our most popular Biscuit.

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



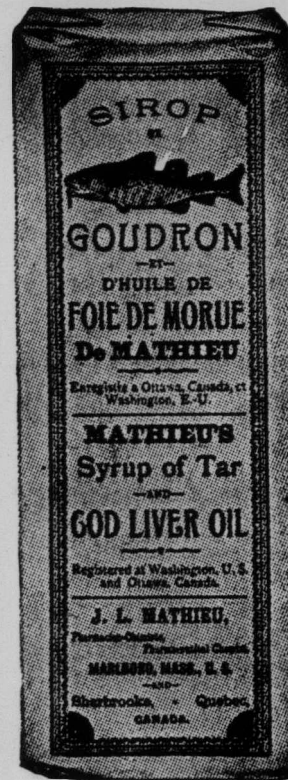
WE GUARANTEE

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

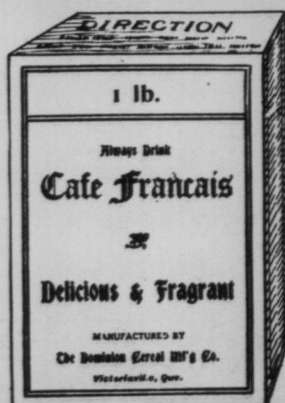
On the Market—Hence the

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.

MALT VINEGAR

IS THE BEST

Made from the finest malted barley.



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

AGENTS

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

J. W. Snowden, 413 St. John St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

For Rapid Selling

ASEPTO

Soap Powder

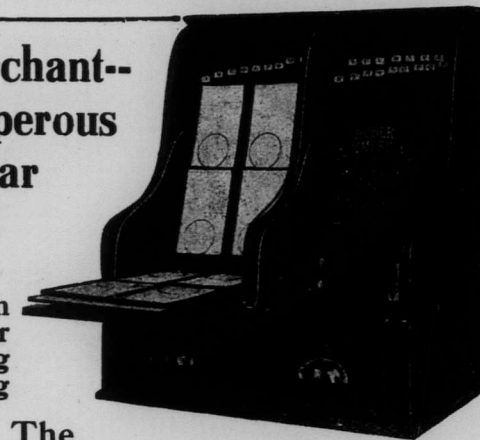
(The enemy of Dirt)

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

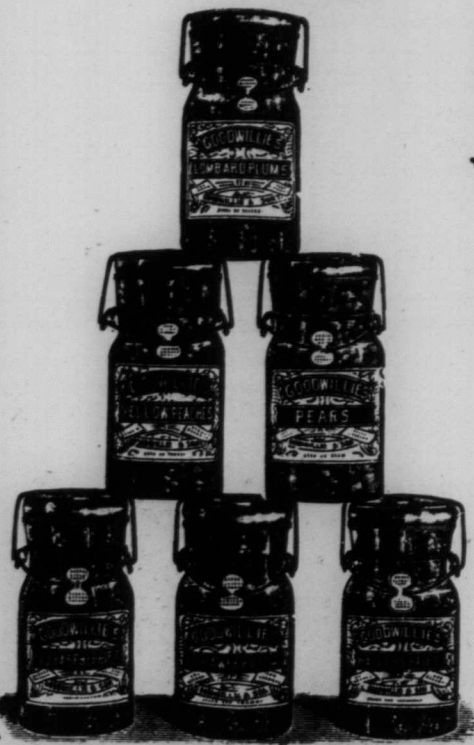
HOLLAND RUSK CO., - HOLLAND, MICH.

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

Our 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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Albert & Cle.
Allan, Robt.
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Andrews & N
Anderson, W
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
Champion & I
Christie, Bro
Clark & Litt
Clark, W.
Clawson & C
Concord Canr
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.

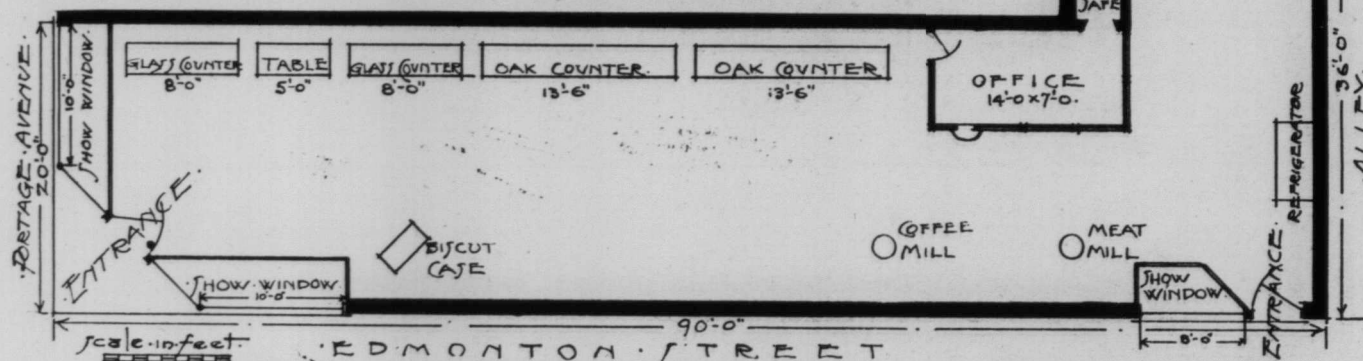
Only a few days ago at a meeting of the Brooklyn association the matter was brought up in the shape of communications from a manufacturing concern. There the old accusation of the retail grocer having been used to introduce a line of goods at a quantity price and later being told that in the future he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

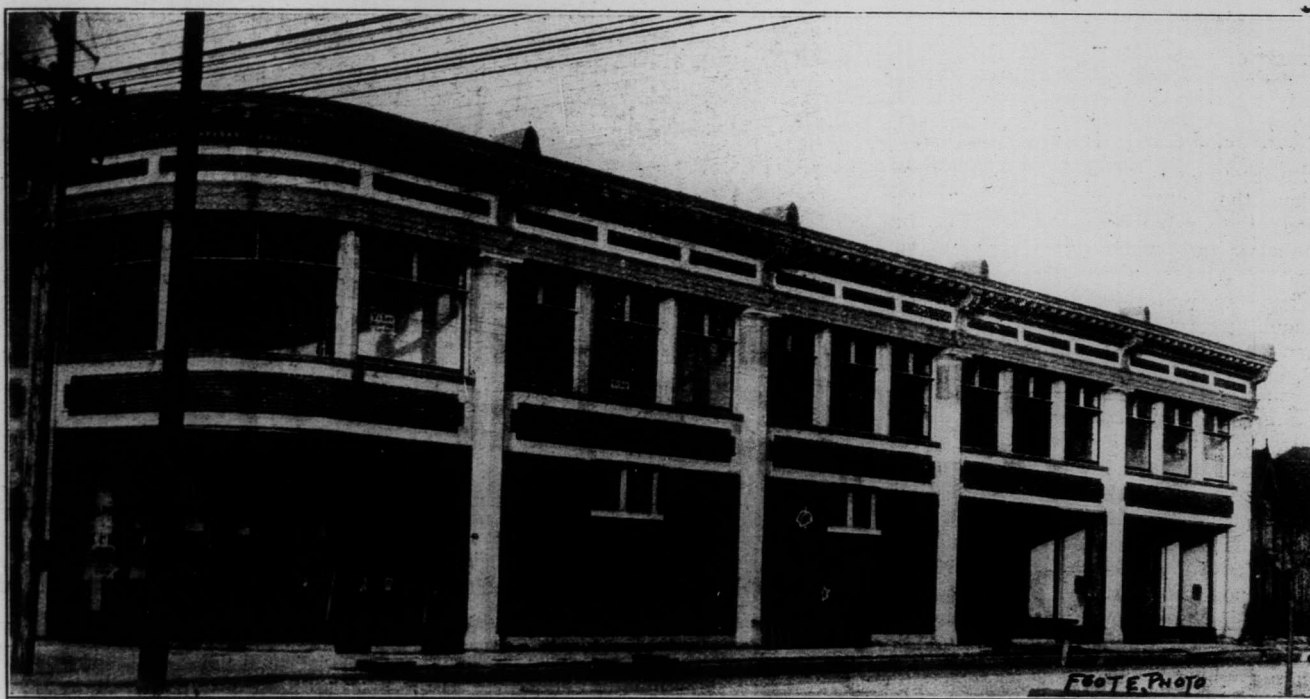
While he is collecting produce from the farmer to peddle amongst the townspeople, this "huckster" solicits orders, supplies the goods at wholesale prices, and charges usually 10c per parcel for delivery—more whenever possible. To the wholesale price of a bag of sugar he adds 10c, to a pail of lard 10c,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

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.

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

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.

Table listing various sugar products and their prices, including Montreal and B.C. granulated, icing sugar, powdered sugar, and lump sugar.

SYRUP AND MOLASSES—The following prices are firm to-day and an advance may be made soon.

Table listing various syrup and molasses products and their prices, including Syrup 'Crown Brand', Beehive Brand, and Barbadoes molasses.

FOREIGN DRIED FRUITS—The competition on this market is keen, yet prices everywhere are firm.

Table listing various dried fruits and their prices, including Smyrna Sultana raisins, Valencia raisins, California raisins, and prunes.

NUTS—Stocks which should have come in last month have recently arrived and plenty of the best quality are now to be had.

Table listing various nuts and their prices, including Shelled Walnuts, Almonds, and Peanuts.

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.

Table listing Honey products and their prices, including 2 1/2 lb. tins, 12 oz. jars, and 60-lb. tins.

Table listing BEANS products and their prices, including 3-lb. picker and Hand picked.

ROLLED OATS—Prices have gone down 10 cents. This is due to competition and energetic attempts to land trade.

Table listing Rolled oats products and their prices, including 80 lb. sacks, 40 lb. tins, and 20 lb. tins.

CORNMEAL—These quotations are firm and although no immediate change upward is expected yet it may come.

Table listing Cornmeal products and their prices, including per sack and per bale.

RICE AND TAPIOCA—The rice market is quite featureless and no one is active in an attempt to land trade.

Table listing Rice and Tapioca products and their prices, including Japan rice and Pearl tapioca.

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

Table listing Barley products and their prices, including Pot barley and Pearl barley.

EVAPORATED APPLES—Supplies are going out at 9 cents to-day. It is expected that the market has about reached the minimum point.

Table listing various meat products and their prices, including Boneless pigs' feet, Beef, Corned beef, Cambridge sausage, English brawn, Geneva sausage, Jellied hocks, Paragon lunch tongue, Ready lunch veal loaf, Ham loaf, Beef loaf, and Roast beef.

FRESH FRUIT & VEGETABLES

Table listing various fresh fruits and vegetables and their prices, including Carrots, Potatoes, Cal. cauliflower, Native cabbage, Native oees, Native onions, Oranges, Lemons, Apples, Grape fruit, Grapes, Bananas, and Cranberries.

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.

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.

General market prices continue steady and firm. Early June peas in can have increased in price from \$1.20 to \$1.30.

Table listing various grocery items and their prices under the heading 'BRITISH COLUMBIA MARKETS'.

CALGARY MARKETS.

Corrected by Wire.

Table listing various grocery items and their prices under the heading 'CALGARY MARKETS'.

NEW BRUNSWICK MARKETS.

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

There has been scarcely any change in market quotations since last report.

heavily. Fota-

tations:—

Table listing various grocery items and their prices on the far right edge of the page.

HAL

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Table listing various grocery items and their prices in the middle right section of the page.

CHARLO

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Table listing various grocery items and their prices in the lower right section of the page.

THE DEAT

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Halifax, M... ing of the... Charles M. commercial... faxes, passed... have though... ally though... some years... of Newfoundland... constitution... ancestors ha

THE CANADIAN GROCER

heavily. Following are the present quotations:—

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

HALIFAX MARKETS.

Corrected by Wire.

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

CHARLOTTETOWN MARKETS.

Corrected by Wire.

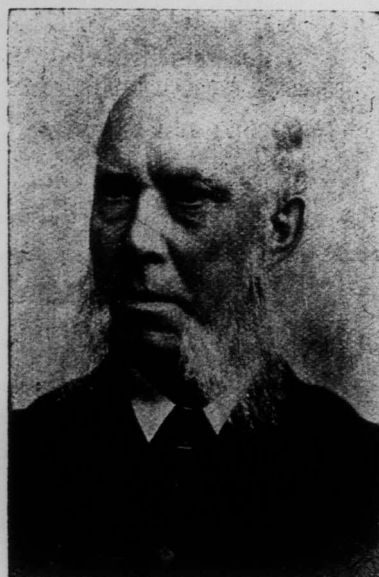
Sugar, standard	granulated.	4 90	5 00	Butter, dairy,	fresh, per lb.	0 22	0 24
Sugar, yellow.	4 40	4 50	Butter, dairy,	tubs, per lb.	0 20	0 22	
Flour, Manitoba	6 40	6 50	Eggs, per doz.	0 22	0 23		
Flour, Ontario.	5 50	5 70	Potatoes, per bus	0 22	0 25		
Cornmeal, bags.	1 75	1 85	Turnips, per bus	0 12	0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

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

EVERY COPY STUDIED

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.

SITUATION WANTED.

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

BUSINESS OPPORTUNITY.

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

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**Manufacturers, Manufacturers' Agents,
 Brokers, Etc.**
 BRITISH COLUMBIA

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 COFFEE CO.**

Importers and Roasters of High Grade Coffees.

Manufacturers and Proprietors of
 "Feather-Light" Brand Baking Powder
 We also carry a full line of TEAS,
 SPICES, etc.

Mail orders promptly attended to.
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The largest packers and shippers of first-class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES
 COR. WHARF AND YATES STS. VICTORIA
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The Condensed Ads. in The
 Canadian Grocer bring results

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 Best facilities for Distributing and Storing
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 Free and Bonded Warehouses
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One **Wholesale Grocer**
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ST. VINCENT ARROWROOT
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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.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

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Are You Carrying the Empress Brand?

Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

WE WANT YOU to do so.

IT WILL PAY YOU to do so.

YOU WILL do so if you try them once.

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The Largest and Most Progressive
Wholesale Commission Mer-
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Have Opened Out Branch No.
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Manufacturers Open for Live Re-
presentation in Saskatchewan. Write
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NICHOLSON & BAIN

Edmonton, Calgary, Winnipeg, Regina

You Can Positively Recom-
mend to Your Customers

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.

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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,
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Dressed Poultry

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

Turkeys, Geese, Ducks, Chickens and Hens

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

THE DAVIES CO.,
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Established 1854 James St., TORONTO Phone Main 119

BUTTER EGGS POULTRY GAME

☞ We require large quantities of each of
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quote prices f.o.b. your station. Write us.

The WM. RYAN CO.

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

Pure Lard—	
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
Compound Lard—	
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

Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	22 00
Heavy flank pork, bbl.	28 00
Plate beef, 100 lb bbls.	7 75
" " 200 "	15 00
" " 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 14
Long clear bacon, heavy, lb.	0 14
Long clear bacon, light, lb.	0 15
Hams—	
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 17
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.

Per lb.	
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

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



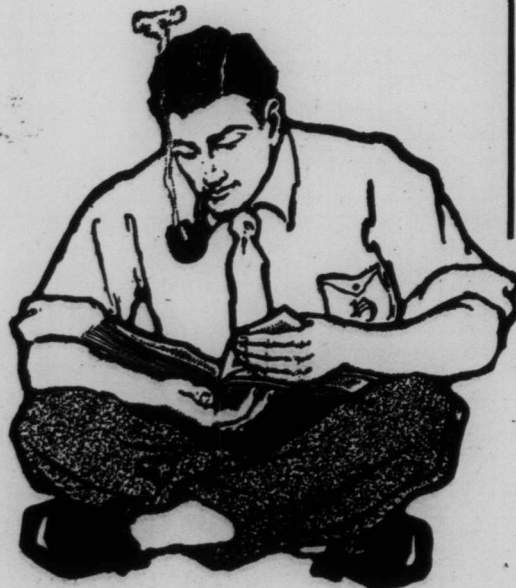
Interested

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.



GILLETT'S PERFUMED LYE

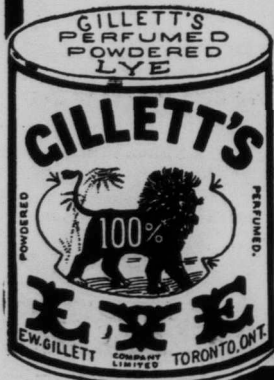
CAUTION.

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. Bedlington
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.

Manitoba Wheat.	
1st Patent.....	5 20 5 30
2nd Patent.....	5 00 5 10
Strong bakers.....	4 90 5 00
Winter Wheat.	
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

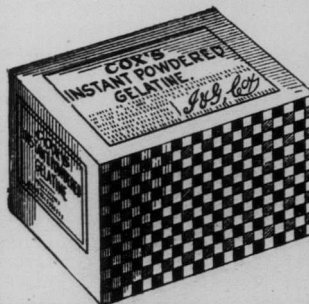
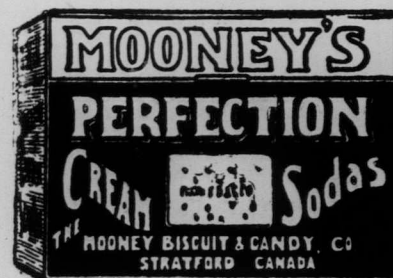
which distinguishes them from common Soda Crackers.

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

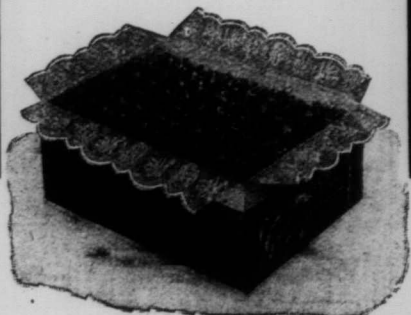
"BORDO" CHOCOLATE

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 O. 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'lers 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,

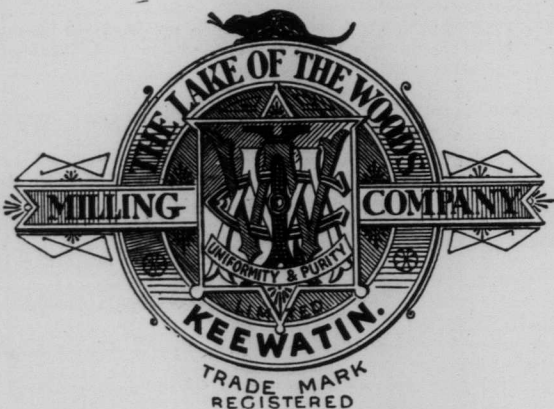
Are you handling

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*

JUST 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— Baldwins, bbl. 4 00 Greenings, bbl. 4 00 Russets 4 50 Kings, No. 1 5 00 Spies, per bbl. 5 00 Fameuse, bbl. 4 00 Mackintosh reds. 5 00 " No. 2 4 50 Tallman Sweets. 2 50 Wealthys, 1, bbl. 4 50 " 2, bbl. 4 00 Bananas crated, bunch 1 75 Cranberries, bbl. 9 00 Coconuts, bags. 4 25 Grape fruit— Florida 4 50 Jamaica 3 50	Grapes, Almeria, per keg 5 50 Kumquats, qt. 0 20 Lemons 5 00 Verdillia, box. 3 25 Maoris, box. 3 25 Limes, per box. 1 00 Oranges— Late Valencias. 5 20 Floridas 4 50 California navels 3 00 Porto Ricos 2 50 Mexicans 2 40 Jamaica, crate 4 10 Pineapples— Florida, box. 3 00 Strawberries— Florida, qt. 0 75 Tangerines, strap 6 00
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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 Carrots, bag. 0 50 Cabbage, doz. 0 25 Celery— Canadian, doz. 0 75 California, crate. 5 50 Cauliflowers, doz. 2 00 Cucumbers— Boston, doz. 1 75 Green Peppers, basket 0 75 Lettuce— Curly, doz. 0 25 Boston 0 80 Onions— Red, per bag 1 00 Spanish, cases 150 lbs. 2 75	Onions— Spanish, ½ cases 1 65 " crates 0 90 50 lbs. 1 00 Potatoes— Montreal, bag. 0 65 Sweet, per bbl. 2 50 " basket. 2 00 Parley, dozen. 0 40 Parsnips, bag. 0 90 Spinach— Canadian, box. 0 50 Tomatoes— Hot-house, lb. 0 40 Turnips, bag. 0 40 " Quebec, per ton 7 50
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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 Perch, dressed, lb. 0 08 Pike, headless and dressed. 0 07 Salmon, B.C. 0 12½ Steak cod, per lb. 0 06 Barbotte 0 08	Dore, per lb. 0 08 Eels, fresh, per lb. 0 07 Halibut, per lb. 0 09 Haddock, lb. 0 05 Herring, per 100 fish 1 75 Mackerel 0 10
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Dore, winter caught, per lb. 0 08 Flounders 0 06 Halibut, per lb. 0 09 Herring, per 100. 1 75 Lake trout. 0 08½ Mackerel 0 10 Pike, headless and dressed. 0 06	Steak cod, per lb. 0 05 Salmon, B.C., red, lb 0 10 Salmon, Gaspe. 0 13 Salmon, Qualla, lb. 0 08 Smelts, 10 lb. boxes. 0 12 Tom cods, per bbl. 2 25 Whitefish, large, lb. 0 10 Whitefish, small, lb. 0 06
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Green cod, No. 1 med- lum, per bbl. 7 00 Green cod, small, bbl. 5 50 Green cod, large, bbl. 7 50 Labrador herring, bbl 5 25 " " bbl 3 00 Labrador sea trout, bbls 12 00 Labrador sea trout, half bbls. 6 50 No. 1 mackerel, pack. ½ bbls. 10 00	No. 1 mackerel, bris. 20 00 Salmon, B.C. ½ bbls. 8 00 " " bbls, red 15 50 " " pink. 14 00 " Labrador, bbl 18 00 " " " trcs., 300 lb. 26 00 Salt eels, per lb. 0 08 Salt sardines, 20 lb. pl 1 00 Sardines, Quebec, bbl 5 50
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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 Kipperd herring, imported. 1 25 Smoked salmon, sugar cured, per lb. 0 25	
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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
--

PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb. 5 50 Dry cod in bundles, per bundle 5 50 Skinless cod, 100 lb. case. 5 50 Shredded cod, per box. 1 80
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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— Snows 3 50 Spies 3 00 Greenings 2 25 Bananas 2 00 Cranberries, bbl 8 00 Grapes, Almeria per keg 6 00 Grape Fruit. 3 25	Lemons— Messina 2 50 Oranges— California navels 2 75 Floridas 2 50 Mexican 2 00 Pears, Canadian basket 0 75 Pineapples, case 3 75
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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 Cabbage, Cana- dian, dozen. 0 35 Cabbage, Can., per barrel. 1 50 Carrots, bag. 0 65 Celery, Cana- dian, dozen. 0 30 Celery, Cal. per case 5 50 Cucumbers, doz. 2 00 Lettuce, hamper. 2 50 Onions— Canadian, bag. 1 00 Valencias, new, crate 2 75	Spanish 2 50 Green, per doz. 0 15 Spanish, ½ cases. 1 50 Parsnips, bag. 0 85 Potatoes— Canadian, bag. 0 60 Bermuda, new, per barrel. 9 00 Sweet, hamper. 1 50 " barrel. 3 50 Radishes, doz. 0 35 Tomatoes, hot house, lb. 0 25 Turnips, bag. 0 40
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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 05½ Herring, Lake Erie. 0 06 " Lake Superior 0 05½ " Lake Ontario. 0 04 Pickerel, blue 0 05½	Pickerel yellow. 0 09 Pike 0 06 Perch 0 06 Trout 0 10 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, Fini...

Oysters, stand...
gal.....

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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.

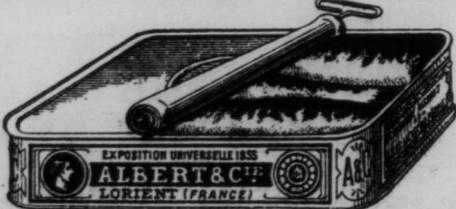
Old established Commission Agent for the sale of Evaporated Apples, Millfeed, Bran, Tallow, Hides and all other Canadian Export Products.

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

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

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:
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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,
SOUTH NORWALK, Conn., Inc.



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

- 1/4 Oil Sardines
- 3/4 Mustard Sardines
- Kipperd Herring
- Herring in Tomato Sauce
- Finnan Haddies
- Scallops
- Clams



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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.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.
Wellington St. West, TORONTO

"VOL-PEEK" GRANITE CEMENT

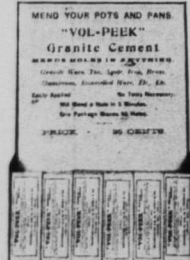
Mends all the holes in ANY Pot or Pan.

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

Send for a trial lot

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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
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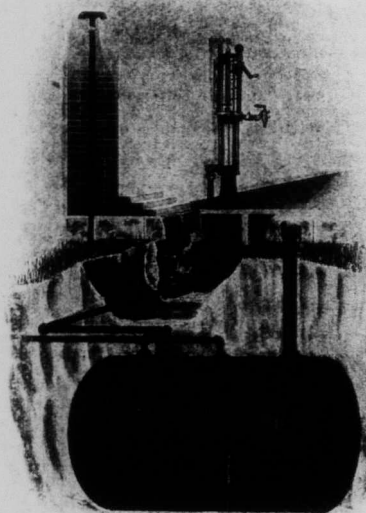
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SALT MANUFACTURERS

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,
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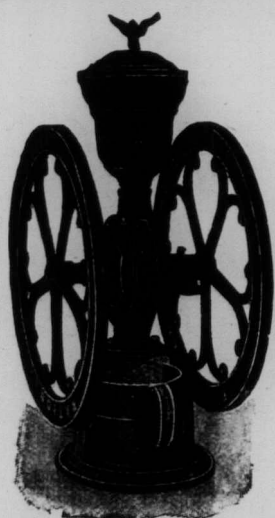
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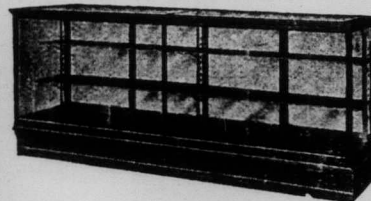
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Show Cases



The best show case
made in America for
the money.

Price, \$4.50 per foot
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W. H. ESCOTT

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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

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COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

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AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., Stewart Street, Glasgow, Scotland. (51p)

AGENTS WANTED.

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

ADDING MACHINE.

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

BUSINESSES FOR SALE.

GROCERY BUSINESS FOR SALE on Main Street, Vancouver. Price at valuation, about \$3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

COUNTER CHECK BOOKS.

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

FOR SALE.

HONEY—Choice white clover extracted honey, well ripened and of fine flavor. Speak quickly as my stock is limited. CHAS. T. RUSS, 15 Liverpool Street, Sherbrooke, Que. (1p)

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

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

WANTED—A thoroughly competent specialty man to work with the retail grocery trade in the Provinces of Quebec and Ontario. Must be energetic, persistent, conscientious and reliable. State experience, age and connection. All communications treated strictly confidential. Apply to Staple Line, care of CANADIAN GROCER, Montreal.

SITUATIONS WANTED.

MALE Invoice Stenographer (grocery) wants change position. Desires better opportunity learn business. Salary secondary. "Steno," c/o H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (1p)

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

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

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (1f)

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

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DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (1f)

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

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

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INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. Fresh air introduced under window sash is gradually diffused throughout room. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (1f)

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

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

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YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

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

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (1f)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write Press Company, Limited, 33 John St., Hamilton, Ont. (1f)

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YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (1f)

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

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (1f)

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

Diamond—
1-lb. tins, \$ 40
1-lb. tins, \$ 30
1-lb. tins, \$ 20

Cases.
4-doz.
3-doz.
1-doz.
1-doz.
1-doz.
1-doz.



CANADIAN
Aylmer J.

Strawberry...
Raspberry...
Black currant...
Red currant...
Raspberry & r...
currant...
Raspberry and...
gooseberry...
Damson plun...
stoneless...
Greengage plu...
stoneless...
Gooseberry...
Pur...
5s 3d

Strawberry...
Black currant...
Raspberry...
Other varieties...
Freight allow...
WHITE SWAN
White Swan B
1-lb. tins, 3-d
1-lb. "
1-lb. "



Cook's I
Cartoons—E
No. 1, 1-lb., 4 d
No. 1, 1-lb., 2 d
No. 2, 5-oz., 6 d
No. 2, 5-oz., 4 d
No. 3, 2-oz., 4 c
No. 10, 12-oz., 4 c
No. 10, 12-oz., 2 c



White Swan W
White Swan F
White Swan F

Keen's Oxford,
in 10-box lots
Gillett's Manm

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.
Diamond--
1-lb. tins, 3 doz. in case \$2 00
1-lb. tins, 6 " " " 1 25
1-lb. tins, 12 " " " 0 75

MAGIC BAKING POWDER
Cases. Sizes. Per doz.
6 doz. 50... \$0 40
4 " 4-oz. " 0 60
4 " 6 " " 0 75
4 " 8 " " 0 95
4 " 12 " " 1 40
2 " 12 " " 1 45

ROYAL BAKING POWDER
Siz-s. Per Doz.
Royal--Dime... \$ 0 95
1 lb. 1 40
3 oz. 1 95
1 lb. 2 55
15 oz. 3 55
1 lb. 4 90
15 lb. 25 35

White Swan Baking Powder
1-lb. tins, 3-do. 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 dz 0 70
No. 1, 1-lb., 4 doz 2 40 No. 12, 4-oz., 3 dz. 0 75

Cereals
WHITE SWAN SPICES AND CEREALS LTD.
White Swan Breakfast Food, 3-do. in case, per case, \$3.00

White Swan Wheat Kernels, per doz. \$1 40
White Swan Flaked Rice, per doz. 1 00
White Swan Flaked Peas, per doz. 1 00

Chocolates and Coconuts
THE COWAN CO., LIMITED
Cocoa--
Perfection, 1-lb. tins, per doz. \$1 50
Perfection, 1/2-lb. per doz. 2 40

London Peary, per lb. 0 22
special quotations for Cocoa in bbls. kegs, etc.
Unsweetened Chocolate--
Plain House, 2 & 4, cakes, 12-lb. bxs 0 35

Truero 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.

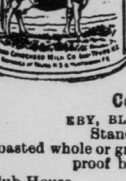
Mott's breakfast cocoa, 10c size 90 per dz.
" breakfast cocoa, 2 & 4... 0 38
" No. 1 chocolate, 1/2 & 1... 0 32

WALTER BAKER & CO., LIMITED. Per lb.
Premium No. 1 chocolate, 1/2 and 1-lb. cakes 0 35
Breakfast cocoa, 1-5, 1 & 1/2 & 5-lb. tins 0 41

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. 2 75
Medium size jars, per doz. 4 50
Small size jars, per doz. 2 41

Borden's Condensed Milk Co.
Wm. H. Dunn, Agent, Montreal & Toronto.
Cases. Doz.
Eagle Brand Condensed Milk... \$6 00 1 50
Gold Seal Condensed Milk.... 4 25 1 10
Challenge Condensed Milk.... 4 00 1 00



Club House... \$0 32
Nectar... 0 30
Empress... 0 28
Duchess... 0 27
Ambrosia... 0 25

1-lb. decorated tins, 32c. lb
Mo-Ja, 1-lb. tins 30c. lb.
Mo-Ja, 1-lb. tins 28c. lb.
Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epiceures--1-lb. fancy glass jars, per doz. \$3.50
Cafe Aromatic--1-lb. amber glass jars, per doz. \$4.

Imperial holder--
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

Large size, doz. \$4 00
Small size, " 1 40
Ocean corn starch, 48 1-lb. \$3.50.

Confections
THE COWAN CO., LTD.
Cream Bars, 60's, assorted flavors, box 1 80
Milk Chocolate sticks, 36 in box 1 35

Under 100 books... each 04
100 books and over... each 03
500 books to 1000 books... each 03

LAPORTE, MARTIN & CO, LTD.
"Vita" Pasteurized Extract of Beef, Per doz.
Bottles 1-oz., case of 2 doz. \$4 20
" 2 " " " 1 " 3 00

Robinson's Patent Bayley 1-lb. tins \$1 25
" " " " 1-lb. tins 2 25
" " " " 2-lb. tins 1 25

SHIRRIFF'S
1 oz. (all flavors) doz. 1 00
2 " " " 1 75
2 1/2 " " " 2 00

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

JOS. CAMPBELL CO., CAMDEN, N. J.
Soups (condensed)--No. 1 cans, all kinds, doz. \$1.20.

Chinese Starch
1-lb. per case \$4.00;
Ocean Baking Powder 48 3-oz. \$1.00;
48 4-oz. \$1.80; 50 8-oz. \$4.50; 36 1-lb. \$3.75; 48 1-lb. pkg. \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;

White Swan Baking Powder
White Swan Breakfast Food, 3-do. in case, per case, \$3.00

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. ins—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

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"NARC cur
"NAUS cur

highest

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CANADIAN

GR
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 (Straig
Orange (Straig
Raspberry (Straig
Strawberry (Straig
Chocolate (Straig
Cherry (Straig
Peach (Straig
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 cleanli-
 ness, by thoroughly trained help,
 thus assuring the best quality poss-
 ible 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

30-lb. wood pails..... Per lb. 0 06 1/2
 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 \$8.60
 Assorted Case, Contains 2 doz \$1.60
 Lemon (Straight) Contains 2 doz \$1.60
 Orange (Straight) Contains 2 doz \$1.60
 Raspberry (Straight) Contains 2 doz \$1.60
 Strawberry (Straight) Contains 2 doz \$1.60
 Chocolate (Straight) Contains 2 doz \$1.60
 Cherry (Straight) Contains 2 doz \$1.60
 Peach (Straight) Contains 2 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 50



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 applica-
 tion.

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
 "EASIFIRST"
 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, 8-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 CON
 DENSING 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 & OIE., 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. contain-
 ing 60 packages, per
 box, \$3 00
 Case of 1/2-lb. con-
 taining 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. " 3 75
 No. 3, " 30 1-lb. " 2 75
 No. 4, " 60 1-lb. " 2 75
 No. 5 Magic soda—cases 100—10-cs. pkgs.
 1 case..... 2 85
 5 cases 2 75



SPRATT'S PACKET
BIRD SEEDS

SPRATT'S PRICE LIST
 Mixed Bird Seeds, 1-lb. pkts., 3 dozen
 cases per doz..... \$0 85
 Parrot Food, 1/2-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 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
 Wethy'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

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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.

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 HALIFAX

OAKEY'S 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of
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 and Flint Cloths and Papers, etc.

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GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

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Montreal

0 80
 0 85
 0 42



90 cents
 per doz.

THOMAS
 WOOD & CO.
 LTD
 Montreal and
 Boston

wholesale
 0 40
 0 35
 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 25
 0 26
 0 26
 0 25
 0 24

COMPANY OF CANADA,
 BRANCH.

36
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Remedies.
 \$18 00
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1 30
 1 30

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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.



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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

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