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# CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

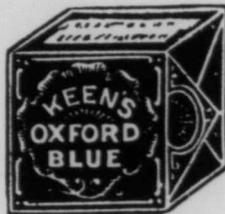
WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, DECEMBER 4, 1908.

NO. 49.



It's sold and used the year 'round—

## Keen's Oxford Blue

is a family staple wherever the best results in laundry work are desired. This fact makes Keen's Oxford Blue a paying line to stock.

Your jobber sells it.

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

Agents for the Dominion of Canada

## From Halifax to Vancouver

grocers, both wholesale and retail, are pushing

## “Crown Brand” Table Syrup

There must be reasons for this special attention. There are reasons, good strong arguments for this preference—Purity, Quality, Richness, Healthfulness and Profit in selling.

Do these arguments appeal to you?

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

**Something New**

**For the Candy Counter**

**Imperial Peanut Butter**

**“BOBS”**

**The Perfect Confectionery**

Not only a luxury but a food. Packed in cartons only—two sizes to sell at ten and twenty cents.

Bobs will sell; sell quickly and sell again.

Ask your jobber to ship you a case in time for your Xmas trade.

**MacLaren Imperial Cheese Co.,**  
Limited

Head Office,

Toronto

N.B. Imperial Peanut Butter is one of the principal ingredients of Bobs and gives it a distinctive flavor and character.



THE CANADIAN GROCER

“OLD MISSION”  
BRAND CALIFORNIA  
OLIVES

NEARLY a century and a half ago, a little band of Spanish soldiers and priests, under the leadership of Father Junipero Serra, sailed into the bay of San Diego, California, and landing, took possession in the name of King Carlos III. They established a “Mission” and planted out orchards of olive trees and fields of grain, and in a short time had a thriving colony.

RIPE OLIVES

are a delicious novelty which the Mission Fathers bequeathed to those who succeeded them. The olives are allowed to ripen, so that when picked they are of a brown to purplish color, and rich with the natural oil. They are “cured” and packed in cans in such manner that they retain the natural color of the ripe olive, and, like all ripe fruit, are rich and mellow. They are packed without the use of any coloring matter or preservative. These olives received the Highest Award at the great Expositions at St. Louis and Portland.

During recent years improved methods of packing have made it possible to ship the delicious, matured, ripe olives. No more healthful food can be conceived, no more delicious delicacy can be placed on your table than the

“OLD MISSION”  
BRAND RIPE  
CALIFORNIA OLIVES

Not to be nibbled, as are the green olives, at banquets, etc., one or two at a time, but to be eaten freely, alike by young and old, as a delicious, health-giving, wholesome food, delightful alike to the “gourmet” or the child. They are generally served covered with cracked ice, just as they come from the can, and are eaten as a relish with fish, flesh and fowl alike.

MAY BE OBTAINED FROM

CHAPUT, FILS & CIE.

MATHEWSON'S SONS

FORBES BROS.

*Arthur P. Tippet & Co., Sole Agents*



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**HAMILTON**

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

**HALIFAX, N.S.**

**J. W. GORHAM & CO.**  
 JERUSALEM WAREHOUSE  
 HALIFAX, N.S.  
 Manufacturers' Agents and Grocery Brokers.  
 WAREHOUSEMEN  
 can give close attention to few more first-class agencies. Highest references.

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**FOR SALE**  
 Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.  
**J. T. ADAMSON & CO.**  
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**ROBERT ALLAN & CO.**  
 General Commission Merchants  
 MONTREAL  
 Fish, Oils, Beans, Peas and Produce.  
 Agents: "Royal Crown" Skinless Codfish.  
 Representing Morris & Co. Chicago, Pork and Lard.

**J. WALTER SNOWDON**  
 MANUFACTURERS' AGENT AND BROKER  
 Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.  
 Address  
 23 Burton Ave., Westmount, Montreal

**D. Mc L. BROPHY**  
 414 St. Paul St. Montreal  
 Broker and Manufacturers' Agent  
 Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.  
 Correspondence will receive prompt attention

**MOOSE JAW**

**D. STAMPER**  
 GROCERY AND FRUIT BROKER  
 AND MANUFACTURERS' AGENT  
 Goods Stored and Distributed  
 Warehouse, City Spur Track  
 P.O. Box 793 MOOSE JAW, SASK.

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**T. A. MACNAB & CO.**  
 MANUFACTURERS' AGENTS  
 and COMMISSION MERCHANTS  
 Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.  
 Codes: A, B, C, 5th edition, and private.

**REGINA.**

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

**ST. JOHN**

**W. S. CLAWSON & CO.**  
 Manufacturers' Agents  
 and Grocery Brokers  
 WAREHOUSEMEN  
**ST. JOHN, - N.B.**  
 Open for a few more first-class lines

**TORONTO.**

**DRIED APPLES**  
 SHIP ALL YOU HAVE TO US.  
 QUICK RETURNS.  
**W. H. MILLMAN & SONS**  
 GROCERY BROKERS  
 TORONTO

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

**TORONTO.**

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 Agents  
 Acadia Sugar Refg. Co., Ltd.  
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 Swift & Co.  
 Chicago, - Illinois  
 Beek Cereal Co.  
 Detroit, - Michigan  
 Etc., Etc., Etc.  
 15 Wellington Street East, Toronto

**DOMINION STORAGE & FORWARDING CO., LTD.,**  
 43 Colborne Street. TORONTO  
 Consignments stored at lowest rates in city. All facilities for handling and shipping goods.  
 TELEPHONE MAIN 5661

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 and Importers  
 29 Melinda St., Toronto

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

**Don Storage & Cartage Co.**  
 Limited  
 81 Front Street East  
 PHONE M. 2823  
 Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

**WINNIPEG**

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

(Continued on page 4).

## Getting down to Xmas trade—

We have a large and complete stock of all kinds of seasonable lines—we do not want to carry over a dollar's worth of these goods, so have figured our prices down to rock-bottom. Send us your orders for

**DATES, FIGS, PRUNES  
NUTS, MALAGA RAISINS**

**EBY-BLAIN, LIMITED**  
Wholesale Grocers, TORONTO

# HESITATION

Has been the Downfall of Many a Good Business Man. The One who can grasp a Situation immediately, usually comes out on top

What About Your Grasping a Chance of This Kind ?

25c BLUE RIBBON TEA	1s	-	-	-	-	at 20c
	$\frac{1}{2}$ s	-	-	-	-	at 21c
30c " " "	1s and $\frac{1}{2}$ s	-	-	-	-	at 24c
35c " " "	1s and $\frac{3}{4}$ s	-	-	-	-	at 25c
40c " " "	1s, $\frac{1}{2}$ s, $\frac{1}{4}$ s and $\frac{1}{8}$ s	-	-	-	-	at 30c
50c " " "	1s and $\frac{3}{4}$ s	-	-	-	-	at 35c
60c " " "	1s and $\frac{1}{2}$ s	-	-	-	-	at 42c
80c " " "	$\frac{3}{4}$ s and $\frac{1}{2}$ s	-	-	-	-	at 55c
\$1.00 " " "	$\frac{1}{2}$ s and $\frac{1}{4}$ s	-	-	-	-	at 70c

Packed in black, mixed and green. We will ship you ANY grade you wish at the above prices, NET 30 DAYS, delivered your railway station. Compare our prices with other package teas.

**The Blue Ribbon Tea Co., Limited**

266 ST. PAUL STREET

MONTREAL

Manufacturers' Agents—Continued.

**RICHARDS & BROWN**

Wholesale Commission Merchants  
and Brokers  
314 Ross Avenue WINNIPEG, Man.  
Correspondence Solicited

**W. H. Escott**

Wholesale Grocery Broker  
and Commission Merchant  
Manufacturers' lines handled on  
commission to the wholesale  
trade. Track warehouse ac-  
commodation. Best  
references.

141 Bannatyne Avenue East, Winnipeg, Can.  
and West to the Rockies

ESTABLISHED 1887

**Carman Brokerage Co.**

Wholesale Grocery Brokers  
WINNIPEG, CALGARY and EDMONTON  
GOODS STORED AND DISTRIBUTED  
141 Bannatyne Ave. WINNIPEG, MAN.

**GEO. ADAM & CO.**

Wholesale Grocery Brokers  
and Manufacturers' Agents.  
430 1/2 Main St. - - Winnipeg  
Established 14 years. Correspondence solicited

SPRAGUE

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

VANCOUVER

**F. G. EVANS & CO.**

Grocery Brokers and  
Commission Merchants  
139 Water St., - Vancouver, B.C.  
Correspondence Solicited.

**TEA;**  
Its History and Mystery

BY  
**JOSEPH M. WALSH**  
A Great Tea Expert

This is a practical, exhaustive  
work containing valuable information  
about Tea. It should be in the hands  
of every enterprising Grocer and Tea  
Dealer in the country.

CONTENTS

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of  
Price \$2.00 Postpaid  
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**The Maclean Publishing Co.,**  
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**EXPORT TRADE DEPARTMENT.**

Firms Abroad Open for Canadian Business.

**DAVID SCOTT & CO.**

Established 1878. LIVERPOOL, ENGLAND. 10 North John St.  
Splendid connections and references. Try us with a ship-  
ment of CANNED GOODS.  
T. A.—Scottish, Liverpool.

**JAMES MARSHALL**

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

**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.

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

ESTABLISHED 1849

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

Subscriptions are based on the service furnished, and are available only by reputable wholesaler,  
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Correspondence Invited.

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

MONTREAL, QUE.  
TORONTO, ONT.

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



**Are Your  
Credit  
Custom-  
ers Safe?**

No! They'll run  
you into bank-  
ruptcy in a jiffy  
if you'll let them.  
And still you  
can't get too in-

dependent with this class of trade—it is good  
money when it does come.

**ALLISON  
COUPON BOOKS**

point the way to safety. They guard against  
loss, they hold the credit customer in check,  
save time, money and trouble.

**How They Work**

A man wants credit. You think he is good. Give  
him a \$10.00 Allison Coupon Book. Have him sign  
the receipt or note form in front of the book,  
which you tear out and keep. Charge him with  
\$10.00—no trouble. When he buys a dime's worth,  
tear off a ten-cent coupon, and so on until the  
book is used up. Then he pays the \$10.00 and gets  
another book. No pass books, no charging, no  
lost time, no errors, no disputes. Allison Coupon  
Books are recognized everywhere as the best.

For sale by the jobbing trade everywhere. Manu-  
factured by

**Allison Coupon Co.**  
INDIANAPOLIS, IND.

# CORN-ON-COB

## A Novelty for the Christmas Dinner

The Simcoe Canning Company are the originators of Gals. **CORN-ON-COB**. It is only after years of experimenting that it is possible to offer Corn-on-Cob in cans, which when placed on the table cannot be detected from fresh Corn. The ears are carefully selected from the earliest and choicest Corn, and are processed by special methods known only to the packers.

Do not fail to secure a few cases **SIMCOE CORN-ON-COB** for your Xmas Trade.

*For Sale by all Leading Wholesalers.*



CANADIAN CANNERS' Limited

## Giving Away Money

is a pretty sure way of drawing a crowd. And the next best thing to giving away money, when it comes to drawing and keeping a crowd, is to give really good value for your customers' money. Consequently, it behoves the live grocer to exercise great discretion in the selection of his canned goods stock. Don't let a single can of poor quality goods creep in anywhere. Make sure of uniformly high quality by ordering **OLD HOMESTEAD BRAND**—the brand with the quality reputation. We know that our best friends are the particular grocers; and we never let the quality of Old Homestead Brand deteriorate one iota.

Your Jobber can supply you

**The Old Homestead  
Canning Co.**

Picton, - - Ontario

# The Peddler Is Abroad

The peddler, hawker, and the transient trader can be found to-day in increasing numbers in almost any community. They sell tea, coffee, curtains, clothing, caps, carpets—in fact, most all lines carried in the average general store. Retail merchants should, therefore, make every effort to see that a portion of that profit finds its way back.

—From the "Canadian Grocer," Nov. 27th, '08.

He is destroying your Tea Trade. Put him out of business by selling

# "SALADA"

the only tea that will do it, because we never sell to peddlers. The only way to successfully combat the peddler evil is to push the sale of goods the peddler cannot buy. Push "SALADA" and you will secure the tea trade the peddler is getting. You will have the absolute assurance of knowing that you are serving your customers with the purest and most delicious of all teas. Its delightful flavor has captivated the tastes of millions of particular tea-drinkers, thus enabling thousands of grocers to build up a large and profitable tea trade.



## THE A 1 SAUCE

*A Fine Tonic and Digestive.  
An Excellent Relish For  
"FISH, FLESH or FOWL."*

*Simply A 1.  
Pleases everyone.  
The Public WILL have it.  
Sold all over the world.*

For full particulars and prices write our Agents:

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

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

## Ask For Wine

and  
specify

### Marsala Wine

It is the finest after dinner beverage in the land. If you don't believe us send for a free sample and convince yourself.

Your customers will appreciate your calling their attention to this famous brand.

**\$7 a case and up**

**Museo Commerciale Italiano**  
43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

## MOLASSES AND SYRUPS

### GINGERBREAD BRAND MOLASSES (IN TINS)

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

### GOLDEN SLING SYRUP (IN TINS)

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

**"THE BEST THERE IS"**

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C. E. Paradis, - -	Quebec.	W. H. Escott, - -	Winnipeg.
C. DeCartrol, - -	Kingston.	R. G. Bedington & Co., -	Calgary
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### Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

## Canned Fruits from the Model Factory

The Niagara Falls Canning Co., with the finest, most modern and most sanitary Factory in Canada have placed on the market

THE

### "Pride of Niagara Falls" brand

of Canned Goods. These are of the finest quality and are sure to bring customers for every grocer who stocks them. ALL FRUITS are packed in SANITARY ENAMEL LINED TINS which preserves the natural flavor and color of the fruit, also safe-guarding the consumer against ptomaine poisoning.

REFUGEE WAX BEANS, SELECT HAND PICKED TOMATOES,  
CHERRIES, PEACHES, PEARS, RASPBERRIES, STRAWBERRIES

Selling Agents—Eby-Blain, Limited, Toronto  
Frank L. Benedict & Co., Montreal

Our travellers will show  
you samples of the above.

# WOULD YOU GO TO A QUACK DOCTOR?

If you or any member of your family have a delicate operation to be performed on your eyes, throat, limb, etc., do you consult a Quack? **No, you would consult a specialist**, or the best Doctor you know, a man who knows his business and has spent years studying that particular organ. Why not let the same methods apply in your business, and **when you want Tea buy from a Tea Specialist**, from a firm that have spent years buying, blending and selling teas, and nothing but teas. Every day in the year is spent studying the tea market and weather conditions in the different tea districts and perfecting certain blends. Is it any wonder that

## RED ROSE TEA IN PACKAGE and ESTABROOKS' BLENDED TEAS IN BULK

have met with such favor with the merchant and consumer. They represent the highest skill in buying and blending. Try a case of Red Rose or a chest of Estabrooks' Blends, Black, Green and Mixed.

BRANCHES,  
TORONTO OFFICE, 3 Wellington St. E.  
WINNIPEG OFFICE, 315 William Ave.

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

*If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.*

### MOLASSINE MEAL

the Ideal Food for Horses,  
Cattle, Pigs and Poultry.

Prices and Free Booklets on application, to

**ANDREW WATSON**  
SOLE IMPORTER

91 Youville Square - - MONTREAL



### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat  
Put up in ¼ gross cases

Bulk in 7-lb. Pails,  
½ 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.

THE CANADIAN GROCER

EVAPORATED

# APRICOTS

Choice and Fancy, 25 lb. Boxes.

## The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

### QUAKER SALMON



*The Brand and  
the Prices Talk*

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL



**Imperial  
Evaporated  
Cream**

### A Perfect Product

Because our factory is situated in the finest dairying district in Canada, and because our plant is modern, and we employ only skilled help, we feel justified in describing our product as Perfect.

It pays the grocer to handle Imperial Brand Evaporated Cream.

**The Canadian Condensing Co.**

CHESTERVILLE, ONT.

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



**"Canada First" Brand Evaporated Cream  
and Condensed Milk** RECEIVED HIGHEST AWARD AND  
GOLD MEDAL, Halifax Exhibition, 1908

NO DEAD STOCK

EVERY CAN GUARANTEED

**Aylmer Condensed Milk Co., Limited** : Aylmer, Ontario





GUARANTEED  
ABSOLUTELY  
PURE

# E. D. S. Brand Jams and Jellies

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

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

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER

## Canned Goods

THE BLOOMFIELD PACKING CO.  
BLOOMFIELD, ONT.

# Prunes

## Oregons

All sizes  
25-lb. Boxes

# Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

## Brooke Bond's Packet Teas.

Have you considered what you will gain by dealing with us?

We buy our tea direct, in the countries of production, for cash.

All the money goes for tea and for absolutely necessary service.

Our own profit is a fixed fractional percentage on the cost.

The rule of our business is to give our customers every advantage we can and yet remain safe ourselves.

May we send you samples?

Agents for Western Canada:

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

## Fruit Jars

## Jar Rings

## Butter Tubs

## Butter Paper

## Brooms, Brushes

## Baskets

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

## "To Err is Human"

True enough! But the main function of our new

## "Duplex" Counter Check Book

is to eliminate all possibility of error on the part of the retail merchant. The most "human" grocer on this planet can keep accurate track of his business by using the Duplex. White paper for originals, colored paper for duplicates.



**THE CARTER-CRUME COMPANY, LIMITED**  
TORONTO and MONTREAL

## Business is Booming in the West

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

Correspondence invited

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

Manufacturers' Agents and Brokers

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

ESTABLISHED A.D. 1840



## Knowing Housekeepers Prefer

a broom that will grip the floor right and remove the dust properly without being too heavy. A heavy broom will soon tire any woman. The

# Pansy Broom

is just the thing. It weighs less than many brooms, but is full size for all that. It is made from the finest broom corn obtainable in its bright, natural color. It has light, but very strong maple handle and comes in an attractive individual wrapper. We can give you better value in brooms than you can get anywhere else; and the best value of all is the Pansy.

## H. W. Nelson & Co., Ltd.

T O R O N T O

**BANISH  
"BLUE MONDAY"**

**SELL**

# SUNNY MONDAY

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

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

# SUNNY MONDAY

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

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

**SUNNY MONDAY**

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

THERE IS PROFIT IN IT FOR YOU

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**

THE CANADIAN GROCER

# Ewing's Superior Herbs

Have a reputation gained through their unfailing excellence, which insures their continued popularity.

Give our traveller your order for

**Sage, Savory, Mint, Thyme, Marjoram, Etc.**

*They will please you and your customers.*

## S. H. EWING & SONS

98 King St., Montreal  
Also at Toronto

**"Salad, Edible and Cooking Oils"**

WINTER PRESSED



**"Sun Burst"** Reg'd.

**"Non-Pareil"** Reg'd.

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

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

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

WRITE US TO-DAY

**J. M. BRAYLEY,**

MANAGER KENTUCKY REFINING CO., Incorporated  
Cotton Seed Oils

55 ST. PAUL ST., MONTREAL

**FRUIT CANS**

All sizes—All kinds.

**SYRUP CANS**

For products of Maple, Corn and Cane.

**MILK CANS**

For Sweetened Milk and Evaporated Cream.

**MEAT CANS**

Bevelled, Round and Square.

**BISCUIT TINS**

of any description.

**BAKING POWDER**

**AND SPICE CANS**

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

**Norton Manufacturing Co.**

HAMILTON



## THE CHRISTMAS DEMAND

for all kinds of fancy dessert dishes is going to lead to big sales of

# Shirriff's Jelly Powders

Their use makes pure, sparkling, full flavored Jelly.

**IMPERIAL EXTRACT COMPANY**

18-22 CHURCH STREET, - TORONTO, CANADA

## Walter Baker & Co.'s

### Cocoas and Chocolates

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

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

---

**W. H. GILLARD & CO.**  
*Wholesale Grocers*  
**HAMILTON**  
 Branch House—Sault Ste. Marie

## British Columbia Buyers

PLEASE NOTE THAT

**TODHUNTER, MITCHELL & CO.**  
 TORONTO

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

FROM VANCOUVER

Write Our Agents

**W. HARRY WILSON & CO.**  
 VANCOUVER



### IT IS IMPORTANT

to have Brooms with **smooth handles**. Many a Broom, otherwise first-class is condemned because of a rough handle. For this reason we have just installed machinery for **sandpapering all our Broom Handles** and our customers may rely upon getting first class Brooms with perfectly smooth handles.

**STEVENS-HEPNER CO.**  
*Limited*  
 Port Elgin, Ontario, Canada

## WAGSTAFFE'S

Fine Old English

### Plum Puddings

and

### Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

**WAGSTAFFE, LTD.**  
 Pure Fruit Preservers  
**HAMILTON**

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.  
A.B.C. 4TH & 5TH EDITION  
WESTERN UNION  
ARMSBYS 1901 & 1907

CABLE ADDRESS  
NICHOLSON. WINNIPEG.  
CALGARY.  
EDMONTON



EDMONTON BRANCH  
NICHOLSON & BAIN

CALGARY BRANCH  
NICHOLSON & BAIN

BANNATYNE AVE EAST  
TRANSFER TRACK

*Winnipeg, Man.*

# A BUMPER CROP

TO THE TRADE:—

Herewith please find Acreage and estimated yield in the Provinces of **Manitoba, Saskatchewan and Alberta:—**

WHEAT.	Acreage.	Estimated Yield per Acre	Total
Manitoba.....	2,710,000	15 bushels	40,650,000 bushels
Saskatchewan.....	3,170,000	18½ " "	58,645,000 " "
Alberta.....	410,000	21 " "	8,610,000 " "
Total.....			107,905,000 " "
	Total acreage in the three provinces.	Estimated Yield per acre	
Oats.....	2,660,000 acres	34 bushels	90,440,000 bushels
Barley.....	860,000 " "	21 " "	18,060,000 " "
Or a total in the three Cereals of.....			216,405,000 bushels

September wheat is quoted at Fort William at 98c. per bushel, October 95½c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

We are brokers and Commission Merchants exclusively. Can we not handle your goods in the Great West? Yours truly,

**NICHOLSON & BAIN**  
CALGARY                      WINNIPEG                      EDMONTON

Storage for all classes of Merchandise, also cars distributed at Winnipeg, Calgary and Edmonton.

# TO THE TRADE:

Do You Know that the

American Consumption  
of

# CEYLON TEA

is

## Increasing Steadily,

Even in this Year of Universal Trade Depression?

(That's no marvel, however, for Tea Drinkers are generally learning that it's really the cheapest, as well as the best, Tea.)

### DIRECT SHIPMENTS

to

## AMERICA, SEPT. 30th, 1908

show

### INCREASE OF ABOUT A MILLION POUNDS.

D H BAIN

WEG.  
BARY  
ONTON

BARY BRANCH

NICHOLSON & BAIN

chewan

umber 92 $\frac{1}{2}$ c.  
rs. No. 2  
dollars and  
f the three

oods in the

# IN

lmonton.



## These Your Customers?

Painters, printers, machinists, housewives, who wish to clean woodwork, who desire to remove ink stains from hands, etc., etc., one and all praise

### Gilmour's 10c Hand Cleaner

for its undoubted excellence. It is the most efficacious dirt-frightener on the market, and the price explains its popularity.

Order from us if your wholesaler has no stock.

**The Gilmour Company,** 604-6-8 Papineau Avenue **Montreal**

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

**CANADIAN OFFICE,  
VANCOUVER, B.C.**

Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.



## ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up. \$2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR., (mankind \$1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free.  
W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.  
LYMAN, BONS & CO., Montreal, Canadian Agents.

## Save Your Elbow Grease



### The Kaiser Wax Pad AND IRON CLEANER

The Cleaner that Cleans Well.  
The Wax Pad that Waxes Well.

PATENT APPLIED FOR

REQUIRES BUT HALF THE TIME TO DO AN IRONING.

Every Housekeeper dreads ironing day, especially so, when she has a lot of Shirt-Waists, Mens Shirts, Collars Cuffs, etc. to Iron; She always wants to obtain a high gloss finish equal to First Class Laundries, and after hard work by the use of Common Wax, a lot of rubbing and Polishing utterly fails.

The Kaiser Iron Cleaner & Wax Pad will clean and smooth the rough and rusty places that have accumulated since the last time they were used. By rubbing the hot Iron quickly over the corrugated surface you remove immediately starch or rust. You will be delighted when you try the Iron to see how smoothly it slips over the linen and the result will be no difference from first class laundry work. When the wax is entirely exhausted in the outer 2 Layers on both sides, remove it—and you still will have 2 Layers left.

#### WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.  
The Iron does not adhere to the fabric.  
It imparts a splendid perfume to the clothes.  
It saves a great deal of hard work in Ironing.  
It gives an excellent lustre to the Linen or Muslin.  
The Clothes will remain clean and neat much longer.  
It gives the Clothes a much better finish than by any other method.  
It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

Every Housekeeper that cares to do Good Work should have one. We claim there is nothing on the market is its equal to the KAISER IRON CLEANER & WAX PAD, for quickness, convenience, satisfactory work or economy.

FOR SALE TO THE TRADE BY

G. C. WARREN, Regina, Sask.  
RICHARDS & BROWN,  
314 Ross Ave., Winnipeg, Man.  
WHITLOCK & MARLATT, Moose Jaw, Sask.

Brokers wanted in Eastern Canada and British Columbia

DEPT. 16

ADDRESS:

**The Ancker-Thiem Company**  
CHICAGO, - ILLINOIS

# Tartan

## BRAND

### COMPLETE STOCK FALL GOODS

**Raisins**—Valencias, Sultanas, Seeded Muscatels, Malagas.

**Currants**—Vostizza, Patras, Amalia, and finest Filiatra.

**Figs**—All sizes, Pulled and Flat, also Natural and Taps Comadra.

**Dates**—Bright Halowees, Fancy Halowees, Fards and packages.

**Evaporated**—Peaches, Apricots, Prunes, Apples. Nuts, Peels, Shelled Almonds, Walnuts, etc.

*Long Distance Phone 596, kept specially for outside customers or see our travellers for quotations.*

## BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

1



Three times the quantity of Soap

It is a fact that one tin of "Snap" does the work of three times the quantity of soap in hand cleaning. The dirtiest, greasiest, paintiest hands become clean instantly when "Snap" is used. Leaves the skin soft and white and never hurts even the most delicate skin.

You ought to handle

# "SNAP"

The price is reasonable the profit good. Ask your jobber.

### The Snap Company Limited

Montreal, - Canada

# Grocers!

Make Your Wants Known  
BY ADVERTISING IN

==== The ====  
**Canadian Grocer**

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

==== SEE PAGE 67 ====



# BORDEN'S BRANDS

The two best known and acknowledged leaders in Condensed Milk and Evaporated Cream, are

**"EAGLE BRAND"  
CONDENSED MILK**

and

**"PEERLESS BRAND"  
EVAPORATED CREAM**



It is good business policy to sell what is known as good and right—

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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

Unsweetened

## SUGAR

When next purchasing supplies of Granulated Sugar ask for

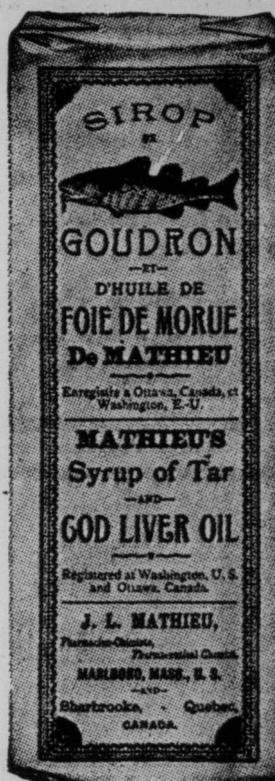
*Redpath*

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

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

The  
**Canada Sugar Refining Co.,  
Limited**

**MONTREAL**



### WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil  
**Reason No. 3**

It is not a secret fake medicine

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

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

Mathieu's Nervine Powders—another simple family medication—that is very good for headaches.

Just look over your stock and send us your order.

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

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

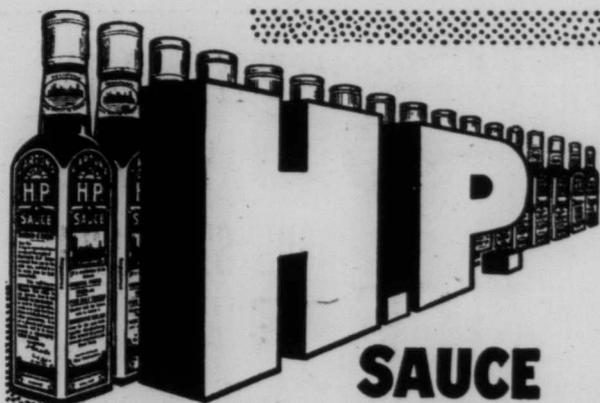
## If You Want To Sell In Ottawa

You must arrange to supply your trade on short notice. That is, if you want to get the big slice of business. We can take care of your stock to your best advantage.

**Railway connections. A 1 Warehouse Insurance. Every convenience to facilitate transaction of your business.**

ASK US FOR MORE INFORMATION.

**The Dominion Warehousing Co., Limited**  
J. R. Routh, Manager **52 Nicholas St., OTTAWA**



ENGLAND'S MOST POPULAR SAUCE

H.P.'s popularity as an ideal kitchen Sauce has reached Canada. The "live" H.P. Canadian Advertising is creating a demand for YOU to supply.

The name H.P. signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal  
R. B. Seeton & Co., Halifax, N.S.  
Georgeson Co., Limited, Calgary, Alberta  
Kelly, Douglas & Co., Ltd., Vancouver, B.C.  
Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Birmingham and London, England

# LYTLE'S MINCE MEAT

is better than Home-Made Mince Meat. Every grocer should order a supply at once of this delicious Christmas necessity and be ready for the demand.

*Order direct or from your jobber.*

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

Sterling Road, Toronto, Canada

Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



Manufactured by  
**NATIONAL LICORICE CO.**  
Montreal.

**SOFT MINTS—5c. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS—5c. bags.**

and a complete line of

**LOZENCES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

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

**Publioty plus Merit equals Great Sales**

# 2 in 1



Here is a fact you can't sidestep, Mr. Grocer. One application to your own boots will conclusively prove to you that

# Shoe Polish

has real merit. And one glance in your leading local paper or on your most prominent local billboard will prove that we give it real publicity. The moral is obvious—stock up.

**The F. F. DALLEY CO., Limited**

HAMILTON, CANADA.  
BUFFALO, N.Y. U.S.A.

Agents for Ontario:  
Messrs. W. B. Bayley & Co., Toronto.  
Agents for Quebec:  
Messrs. F. L. Benedict & Co., Montreal

# SYMINGTON'S

## COFFEE ESSENCE

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

UNQUESTIONABLY THE VERY BEST  
TO BE HAD OF ALL WHOLESALERS THOS. SYMINGTON & CO. EDINBURGH

## "Balmoral" Scotch Marmalade

Is made under the supervision of experts from the finest, specially selected Seville bitter oranges—the best marmalade oranges in the world. Its unvarying excellence recommends it to the most critical.

Undoubtedly  
Canada's  
Leader

J. W. WINDSOR  
MONTREAL  
makes it.

## Olives

are soaring skyward. Those Canadian grocers who were fortunate enough to stock

## Rowat's Olives

last season have reasons for congratulation, both on account of buying the best brands and pack, but also that their present stock is worth fully fifty per cent. more.

ONTARIO and QUEBEC—Snowdon & Ebbitt, Montreal  
HALIFAX—Warren & Co. ST. JOHN—F. H. Tippet  
VANCOUVER—Jarvis & Co.

## E. T. Grocers! How about Xmas Supplies?

Write, wire or phone us about anything you require in Dried Fruits, Nuts, Confectionery, in fact, any Xmas Supplies.

All our prices are as low as Montreal or Quebec, and they **Save You the Freight** besides.

T. A. Bourque & Co., Reg., Sherbrooke, Que.  
Wholesale Grocers

## For *Quality* in Cocoanut You Can't Beat "White Dove"



Our 15 or 20 lb. pail.

### When We Say

that we have reached the acme of perfection in the scientific preparation of pure cocoanut, we make a statement that we've got to back up.

We can do it with "White Dove"

Agents:

Geo. A. Stone, Vancouver, B.C.  
 Scott, Bathgate & Co., Winnipeg, Man.  
 Frank M. Hannum, Ottawa, Ont.  
 C. E. Macmichael, St. John, N.B.  
 J. W. Gorham & Co., Halifax, N.S.

MANUFACTURED BY



A Practical Package.

Packed in 5-lb. Tins, 12 to case  
 " 10-lb. " 6 "

# W. P. DOWNEY

24 and 26 St. Peter Street,

MONTREAL

## An Appropriate Christmas Gift

Have you selected your Xmas gifts yet? Why postpone it from day to day? Possibly you haven't decided what these gifts will be. If you wish a present which will not pass away with the season you cannot make a better selection than A YEAR'S SUBSCRIPTION TO THE

# Busy Man's Magazine

Its monthly arrival will be a constant reminder. Each succeeding issue will mean a greater appreciation on the part of the recipient because each number will be read with increasing interest.

No more appropriate gift from employer to employee.

A beautiful Xmas Card, stating it is at your request the magazine is being sent, will be mailed along with a copy of the Xmas number, to any address so as to reach it on Christmas day. Fill out the enclosed form and mail it to us.

*The Busy Man's Magazine,* \_\_\_\_\_ 1908  
 10 Front Street East, Toronto.

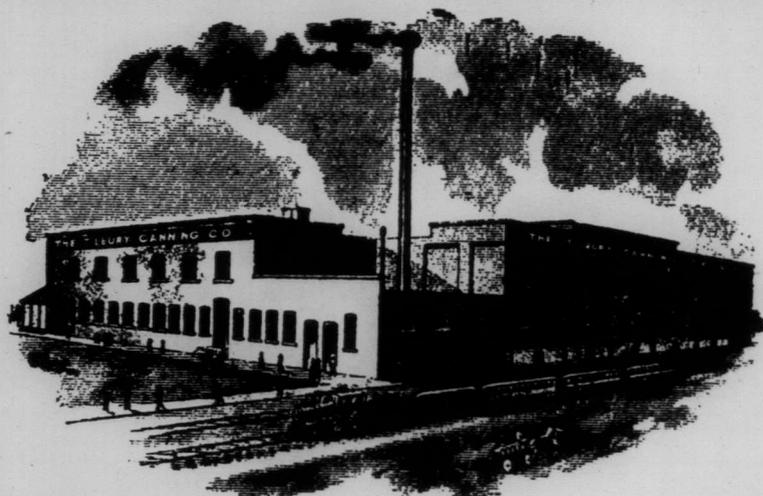
Kindly forward the *Busy Man's Magazine* regularly, commencing with Xmas number, for one year to \_\_\_\_\_

Address \_\_\_\_\_

Enclosed is Two Dollars to pay for same.

Name \_\_\_\_\_

Address \_\_\_\_\_



# "Tilbury Brand" Canned Goods

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

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

**RYAN BROS., Winnipeg**  
WESTERN SALES AGENTS

Sales Agents for Manitoba, Saskatchewan and Alberta.  
A large stock carried in Winnipeg warehouse.

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

## The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



# “WHITE SWAN GOODS ARE GOOD GOODS”

## — ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

### WHITE SWAN SPICE AND CEREALS LIMITED

SUCCESSORS TO THE ROBERT GREIG CO. LIMITED

#### TORONTO

HOW TO FREE  
HIGH HALLS  
OF DUST-WEBS



### THE Ideal Duster

Solves the Polished-Floor Proposition

The dust problem is constant—like dish-washing—the drudgery of it is split in two with the IDEAL. It appeals to more people as a mechanically correct and necessary device than our Mop, the SELF WRINGEE, ever did and we venture the statement that you have for nearly 20 years found our products free from complaints, owing to perfect construction. You can therefore sell as you buy—in perfect confidence. We solicit trial orders through the jobbers.

If you have not received advertising matter with your goods drop a card to us.

Tarbox Bros., Mfrs. Toronto, Ont.  
BRITISH DEPOT: 2 Hope Chambers, Liverpool



THE MCGREGGOR PAPER BAG HOLDER.

HAVE YOU ONE OF THE  
MCGREGGOR PATENT  
PAPER BAG HOLDERS

IF NOT—WHY NOT.

175 Borden St., - Toronto

# Allredie Plum Pudding

makes a

## DAINTY DELICIOUS DESSERT

This is not only a Christmas Plum Pudding but being light and digestible will appeal to everyone at all seasons of the year.

**Allredie Plum Pudding** is put up in powdered form, a radical departure from old style, containing all the necessary ingredients naturally used in the homes of your customers.

**Allredie Plum Pudding** saves the housewife all the trouble of cleaning fruit and getting her pudding ready—a good talking point, use it—It will make sales for you.

**Let your jobber send you a sample case. If he does not carry send to us and we will advise you where you can buy it.**

## ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER - - NOVA SCOTIA

Agents:—A. H. BRITTAIN & CO., Montreal. THE LIND BROKERAGE CO., Toronto. W. H. ESCOTT, Winnipeg.  
W. A. SIMONDS, St. John, N.B. B. R. HOLEMAN, Charlottetown, P.E.I.

### General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

### Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG



### Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

## Any Boy who has *One Cent* can Turn it Into *Ten Dollars*

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto



# SPECIAL and SEASONABLE

Canned Clams, - - - - - at .90  
 Canned Mackerel, - - - - - at .90  
 Oyster Cocktails, Pints, cases 24, at \$6.00  
 " " Quarts, " 12, at 8.00  
 Tomato " " " 12, at 8.00  
 Prize Oats (every package contains a child's toy) 36 pkgs. per case, at 2.75

## James Turner & Co., Limited

Hamilton, Ontario

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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# The Peddler and the Law in Ontario

Sections From the Statutes Which Control the Itinerant Vendor and Transient Trader and How These Are Sometimes Evaded—What is being Done to Remedy the Nuisance.

The grievances, which merchants are laboring under by reason of the loopholes in the acts regulating hawkers and transient traders, are receiving much attention from business interests all over the country, but particularly in the Province of Ontario. Not only is the law loosely administered in many places, but the license fees in certain cases are regarded as altogether too low. Legitimately, hawkers and transient traders have as much right to ply their calling as any other tradesmen and no objection is taken to them by local merchants on that score, but it is contended, and apparently not without reason, that the tax upon them is too light, and that they are not bearing their just share of the expense for the privilege of doing business. This is the burden of complaint, and at the next session of the Ontario Legislature some amendments will be sought to the present act governing peddlers and transient traders, particularly in respect to the latter. An effort will be made to have the license raised, and the legal machinery more effectively administered.

Complaints are being received from all over the Province, not only at the growing number of peddlers, but from the fact that many escape taxation owing to the remissness of those whose duty it is to see that the provisions of the law are carried out, more especially in rural sections and villages. As a large number of peddlers avoid the payment of all fees, owing to the reason mentioned, this state of affairs is regarded as a fruitful source for the abnormal increase in their ranks.

## What is Being Done.

In Toronto the Grocers' Section of the Retail Merchants' Association have taken the matter up and are asking the City Council to prohibit the peddling of fruit and farm produce until after one o'clock in the afternoon. As matters stand at present there is nothing to prevent any gardener or produce dealer from selling, not only to the retailer, but also to the consumer at any time of the day, and, accordingly, many never go near the market and grocers have to suffer from the fact that no dues are being imposed. All the grocers ask is that this privilege be restricted until one o'clock in the day, which request seems a reasonable one, especially in view of the small amount of produce offered and the meagre attendance on the market.

## The Nuisance in Ottawa.

In Ottawa the grocers have a grievance against those who evade the license fee, and they are taking steps to prevent the trouble which has assumed acute

proportions. In fact, so glaring have become some of the violations, that not only will redress be sought from the City Council, but certain amendments will be asked of the Ontario Legislature with respect to the Transient Traders' Act. A general meeting of all the retail trade has been called when the entire question of transient traders and peddlers will be gone into. Further reference to this matter is made by a correspondent from Ottawa on another page.

## What the Act Provides.

At the request of a number of retailers throughout the Province the clauses in the Revised Statutes of Ontario, regulating and licensing hawkers and transient traders, are herewith appended.

R. S. O., Cap. 139, sub-sections 14 and 15, respecting hawkers and peddlers, reads:

By the Councils of counties and towns and of cities having 100,000 inhabitants, and by the Board of Commissioners of Police in cities having 100,000 inhabitants, or over:

14.—For licensing, regulating and governing hawkers, peddlers or petty chapmen, and other persons carrying on petty trades, or who go from place to place, or to other men's houses on foot or with any animal, bearing or drawing any goods, wares, or merchandise for sale, or on or with any boat, vessel or other craft, or otherwise carrying goods, wares or merchandise for sale, and for determining the time during which the license shall be in force.

Provided always that no such license shall be required for hawking, peddling or selling from any vehicle or other conveyance any goods, wares or merchandise to any retail dealer; or for hawking or peddling any goods, wares or merchandise, the growth, produce or manufacture of this Province, not being liquors within the meaning of the law relating to taverns or tavern licenses, if the same are being hawked or peddled by the manufacturers or producer of the goods, wares or merchandise, or by his bona fide servants or employes having written authority in that behalf; and such servant or employe shall produce and exhibit his written authority when required to do so by any municipal or peace officer.

The word "hawkers" in this clause shall include all persons who, being agents for persons not resident within the county, shall sell or offer for sale, tea, dry goods, watches, plated ware, silver ware, furniture, carpets, upholstering, millinery or jewelry or carry and expose samples of or patterns of any such goods to be afterwards de-

livered within the county to any person not being a wholesale or retail dealer in such goods, wares or merchandise.

The provisions of any by-law passed or enacted by any municipal council prior to the first day of October, 1885, shall not be held as extending to any such persons who by this change are to be held as included within the meaning of the word "hawkers."

The council of any town not separated from a county for municipal purposes may pass by-laws to carry into effect the purposes or objects of this clause, and may therein declare that the county by-laws, passed under the clause shall not apply to or be in force in said town, while the said by-law of the town remains in force; and thereafter no such county by-laws shall have effect in the said town during such time.

By the councils of counties:

15.—For providing at the discretion of the council, either the treasurer or clerk of the county, or the clerk of any municipality within the county with licenses, required under by-laws passed under clauses 2 and 14, for sale to persons applying for the same, under such regulations as may be prescribed in such by-laws.

By the councils of counties, cities and towns.

16.—For fixing the sums to be paid for licenses required under by-laws passed under clause 14, in cities having a population of 100,000 and over, the license fee shall not be more than \$50 for a two-horse wagon; \$30 for a one-horse wagon; \$15 for a push cart, and \$1 for carrying a basket.

The paragraph numbered 16. of section 583 of the Consolidated Municipal Act, 1903, is amended by the adding at the end thereof the following: "In case a constable or other police officer demands the production of a license by any person to whom the by-law passed under this paragraph or paragraph 14 of this section applies, and such demand is not complied with, it shall be the duty of such constable or other police officer, and he shall have power to arrest such persons without a warrant, and upon his failure to produce a license, to take him before the nearest Justice of the Peace, there to be dealt with according to the by-law."

## Transient Traders' Regulations.

With reference to transient traders, R.S.O., cap. 139, subsection 29 reads:

For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 28.

By the councils of townships, towns and villages and of cities having less than 100,000 inhabitants, and by the board of commissioners of police in cities having 100,000 inhabitants or more.

30.—For licensing, regulating and governing transient traders and other persons who occupy premises in the city, town, village or township, for tempor-

## INDUCING EARLY XMAS BUYING

How to Get Customers Interested a Couple of Weeks' Sooner Than Usual—  
Timely Advertising, Window Display and General Hints Will  
Do the Work.

By Victor Lauriston

Discussion of the old problem of inducing the public to do their Christmas shopping early is once more timely. Already many stores have taken on a Christmassy look. In a short time the usual Christmas rush, so wearing, alike on clerks and employers, will commence. "If only the rush would start a couple of weeks earlier," is an oft-expressed wish, when the "last awful week" before Christmas has reached its height.

On the whole, there seems to be a tendency during later years on the part of many shoppers—particularly the shrewder kind—to purchase earlier. Merchants in all lines of business can do much to stimulate and encourage this tendency.

A merchant who does not rely on "slaughter sales" to stimulate his business, stated the other day that his firm's policy was to stock up with seasonable goods a couple of weeks before all competitors. Herein is a hint for merchants in dealing with the Christmas rush. "Commence your campaign early," is good advice. Of course, this is more difficult in connection with the grocery trade, where "perishables" form a large element; nevertheless, the hint is worth considering.

There are many housewives at the present moment who are discussing what to put in their Christmas cake and Christmas pudding. Both are articles which improve with age, and the ingredients form a good-sized element in the grocer's Christmas stock in trade. Here, as in many other lines, early buying is not only practicable, but is good business from the housewife's point of view.

Many merchants at Christmas time double their advertising space. All of them "talk Christmas." It would be wise generalship on the merchant's part to open his Christmas campaign a couple of weeks earlier.

#### Be First in the Field.

The merchant who is first in the field with his Christmas stock and with his Christmas advertising is bound to catch a lot of early business—the business of people who like to make a careful selection, and who prefer good stuff to cheap stuff. It saves him, too, from having a lot of stuff left over at the close of the holiday rush. There are people who will buy early if you will point out, in your advertising talks, the wisdom of buying early. Tell them that the firstcomer gets the best choice, that the firstcomer is saved time and worry, that the firstcomer isn't jostled like the latecomer, that the firstcomer isn't disappointed by the discovery that what she wants is all sold out. Talk it over in your advertising space a few weeks ahead—it is worth the trying.

Most advertising isn't anything like instantaneous in its effect. It is not the first advertisement that does the work; but the series of carefully designed advertisements. Advertising is not a battle, but a campaign. And this is just as

true of Christmas as of other advertising.

The man who succeeds is the man who looks ahead. Like other men, the merchant is prone to put things off. He is busy, and time slips by without his noticing it. He is still thinking of his fall business and its results, when, unexpectedly, he finds that winter and Christmas have crept upon him, unawares. The result is that for the Christmas season he has often to use advertising hastily jotted down, and published too late to have the effect it should.

A Christmas campaign inaugurated the first thing in December, or even earlier, will have far more effect than one begun two weeks later. With an early start, the advertising will have time to "sink in." Moreover, it stands to bring out the purchasers early. The business is larger; it is spread over a longer period of time. The necessity of a large quota of extra clerks is done away with, and the result proves more satisfactory, alike to buyer and seller.

Then, the purchaser who buys Christmas stuffs early, will have time to think of something else, and to come back again. When she runs over the list of what she has already ordered, the deficiencies will naturally suggest themselves.

#### Early Ordertaking Helps.

A suggestion worthy of at least a fair test is that of taking orders for future delivery. Here the buyer places her order with the grocer weeks ahead, to be delivered shortly before Christmas. Particularly among old and tried customers, quite a bit of business can be done along this line. The grocer will be the better able to gauge his own orders, and the customers—and this is a point to be emphasized in advertising—will not run the risk, so common when orders are rushed in at the last moment, of not having the order filled.

Enlist the services of your local newspaper or newspapers. Have them talk "early buying." The early buying movement is one which, on moral grounds alone, merits the support of the press. And a few well-written, sensible, businesslike articles early in the Christmas season will help to bring the buyers out.

But, above all, set the example. Start your own campaign early. Use your advertising and your window display to stimulate early Christmas shopping. The public at large are not leaders, but followers. And, before early buying in the Christmas season can become a fixed institution, we must have the merchant leading the way by an early appeal to his purchasers.

#### NEW OFFICES IN NEW YORK.

R. B. Huestis, who has been New York representative for The Canadian Grocer for the past couple of years has recently moved into new offices at 622-624 Tribune Building, New York City.

any periods, and whose names have not been duly entered on the assessment roll of the municipality in respect of income or personal property for the then current year, and who may offer goods or merchandise of any description for sale by auction or in any other manner conducted by themselves or by a licensed auctioneer or otherwise.

(a) No such by-law shall affect, apply to or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the county in which the insolvent carried on business therewith at the time of the issue of an attachment or of the execution of an assignment.

31.—For requiring all transient traders who occupy premises in the municipality and are not entered upon the assessment roll, or who may be entered for the first time upon the assessment roll of such municipality in respect of income or personal property, and who may offer goods or merchandise of any description for sale by auction, or in any other manner, conducted by themselves or by a licensed auctioneer, or by their agent or otherwise to pay a license fee before commencing to trade.

(a) No such by-law shall affect, apply to or restrict the sale of the stock of an insolvent estate which is being sold or disposed of within the local municipality in which the insolvent carried on business therewith at the time of the issue of an attachment or the execution of an assignment.

(b) The words "transient trader" wherever they occur in clauses 30 and 31 of this section shall extend to and include any person commencing in the municipality the business in the said clauses mentioned, who has not resided continuously in such municipality for a period of at least three months next preceding the time of the commencement by him of such business therein.

By the councils of townships, cities, towns and villages.

32.—For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 30.

33.—For fixing the sums to be paid for licenses required under by-laws passed under the preceding clause, 31, not including in cities and towns, \$250; and in other municipalities, \$100, for each license; and for providing that the sum so paid for a license shall be credited to the trader paying the same upon and on account of taxes for the unexpired portion of the then current year, as well as any subsequent taxes, should such trader remain in the municipality a sufficient time for taxes to become due and payable by him, and in any other event to be taken and used by the municipality as a portion of the license fund of such municipality.

Provided, nevertheless, that the license fee imposed by any by-law of any village situate within a territorial district may be a sum not exceeding \$200.

Further information as to the working out of these by-laws and the laws in force in other Provinces will be given in these columns in later issues.

J. Hunt, grocer, Stanstead, Que., has been making extensive improvements to his store and it is now one of the finest stores in that town.

## THE GIFT AND GRAFT SYSTEM

Peculiar Conditions in the Business Life of To-day — Tempting the Consumer With Supposed Gifts—Bribing the Traveler and Clerk — Their Effect on the Community.

Editor Canadian Grocer,—The love of fair play and fair competition is deeply rooted in the Anglo-Saxon race; there is a corresponding contempt for anything that savors of taking an unfair advantage. This strong sense of justice and love for a square deal is the reacting force that prevents men from being carried away entirely from their moorings on the tidal wave struggle for aggrandizement and success.

There are few men who would not resent as an insult, any imputation that they were capable of taking a mean advantage, and yet while this is true of individuals, the fact stands out clearly that when interests become aggregated in different connections, as for instance athletic associations, business organizations and political parties, the moral sense becomes overlaid and transactions are tolerated that would not be considered right by the individual in his personal relations.

The object of my communication is to draw attention to a strange anomaly in the business life of to-day. While fair dealing and honest competition are generally accepted as ruling principles in business, there is an increasing tendency and effort to depart from the rule of straight business and adopt expedients to secure an advantage—get the inside track—over a competitor, which are not in accord with the principle of fair play and a fair fight—the effort to get results at any cost—to blind the eyes by a gift.

The ideal of business is to give the best value in the article for the money paid for it. The ideal of selling is the adoption of legitimate ways and means of publicity and energy and push in getting after the buyer. When, however, business is secured, not on the merits of the goods offered for sale, but on the ground of the value of the foreign article that goes with them to induce the purchase—the giving of something for nothing scheme—when to sell a man you need not emphasize so urgently the merits of the goods, as put something into his pocket apart from the deal, then it is that business is getting off the track of straight dealing.

Take a concrete instance in business to-day—The Gift System. Cereals are sold with the promise that they contain gifts of value or their equivalent in coupons that have a money value and are redeemable. When accumulated they can be exchanged for a set of dishes, clocks, pictures, books, etc. Frying pans and sauce pans are given with baking powder; money is guaranteed in packages of tea purchased. Buying tea in this way is like taking chances in a lottery with this difference, that the tea merchant guarantees you will win a prize. Children run to the grocer to buy tea, with the excitement and lust for gain, that the gambler at Monte Carlo feels as he stakes at the roulette table; the difference is only one of degree. Soap manufacturers have to open city stores filled with every variety of

article, knives, clocks, dishes, ornaments ad infinitum to redeem soap wrappers.

The question that rises in the mind of the consumer when purchasing an article is "What goes with it?" The purchase does not pivot on the question of quality—of merit—but of free gift, what is given with it. This gift system is not confined to the fake articles or the adventurer, but is adopted and worked out by large reputable corporations and merchants to assist the sale of goods which have real merit, and this is a serious aspect of the case.

It is a gift to blind the eyes it is an effort to secure an end by irregular means, to throw something more than quality into the balance to turn the scale, just as we are told sometimes that votes are secured by paying the voter.

It may be said that a man has a right to do as he likes with his own; if he chooses to scatter his profits in free gifts, why not? The answer to this is, that it is not in accord with the sound business principle of selling goods on their merits. The natural working out of this gift system is, that the unscrupulous manufacturer is tempted to put up inferior goods and sell them by the article given with them for nothing.

Leaving out of the question entirely of the immoral effect of the gift system on the community at large, consider the unfairness of it from the standpoint of fair competition, of fair play and a fair fight.

The large manufacturer decides to take the trade away from his smaller competitor who is putting up honest goods of real merit. He cannot make better goods, but he can throw something into the scale to turn the balance. His poorer competitor cannot afford to do so, or won't buy success at the price and is put down and out. Is this in accord with the principles of fair play and a fair fight? It means throwing all sense of justice, equity and principle to the winds and substituting for it the old adage of barbarous days, "Let him win who has the power; let him take who can"; it is a return to savagery and unrestrained selfishness; it is striking below the belt.

Another phase of business to-day that is also unfair and immoral, is the custom of bonusing travelers to sell special lines of goods. A manufacturer wishes to interest travelers to push his goods, and offers to pay a commission or give gold watches, diamond rings, etc., to any traveler who produces evidence of sales made, and often on his bare statement of fact. The traveler is working for and under the instructions of the house he is engaged by and who may or may not wish to sell the particular goods in question. The traveler acts independently of his house and sells what he likes, what will bring him in the best commission, the best fur cap or waterproof coat. It is within the power of a traveler to do this if so disposed, the house must supply the goods

the dealer orders whether it has them in stock or not.

Is there any essential difference between buying a traveler and buying a voter, or in the traveler who accepts a bribe and the voter who accepts the purchase money? The wonder is that the wholesale man will tolerate interference with the man on the road.

Another practice that is demoralizing business and is the reverse of fair play, is tampering with the clerk who sells over the counter of the retail store. The merchant has several brands of tea, baking powder, vegetables or condensed milk on his shelves, because all are in demand. The clerk is tipped to give special attention to one brand. The customer asks for the brand he prefers, and is offered another with the assurance that it is better. The clerk does not know or care whether it is or not, but he is to get a rake-off, and so commits a dishonest and disloyal act for gain. A corrupting part of the system is, that it not only interferes with the loyalty of the clerk to his employer, but it degrades him, and he is less to be trusted than before. He is always ready to be bought; he is always on sale.

This is done—every merchant knows it. This does not mean that every merchant permits or approves of it, or that every clerk has his price, but the temptation is offered to the clerk, the corrupt practice exists, and is worked by wealthy corporations who aim at stamping out competition.

In the clear light of day the giving of a bribe and accepting of it, is acknowledged to be a disgraceful and shameful act, an act that unmans and demoralizes.

These facts have been set forth in the hope that they may provoke discussion in the columns of The Canadian Grocer, that has always stood for clean business honesty and fairly conducted.

It would be the death-blow to this system, and clear the commercial atmosphere, if the merchant guilds would agree to handle no line of goods that had a gift system attached to it, and would discharge any employe who accepted a bribe, be he traveler on the road or clerk in the store.

Let business be conducted on the principles of fair play and fair competition.

M. C. T.

Montreal, November 27, 1908.

### A FIELD ON THE PACIFIC COAST.

A letter to The Grocer this week from J. Campbell Black, of Brooke, Bond & Co., from La Paz, Bolivia, who, it will be remembered, spent several weeks in Canada in the spring, tells of interesting political and financial conditions in the various States of South America. Mr. Black is quite impressed with possibilities of trade after the Panama Canal is opened, and says: "You ought to urge Canadian manufacturers to be ready to take advantage of this and to get in touch with the Pacific coast from Panama to Punta Arenas. At the present time," Mr. Black writes, "the Americans ship goods from Frisco. Why should Canadian canned goods come from London instead of from Vancouver?"

## INGERSOLL AND ITS GROCERS

## A Town of Special Departments—Most Stores Handle Crockery—Cut Glass a Paying Proposition.

(By the Canadian Grocer's Travelling Representative.)

Probably the best business town in western Ontario to-day, a town which has passed through the past crucial year with barely a ripple to disturb the serenity of its daily working life is Ingersoll, and grocers and farmers thereabouts know scarcely anything of the word "depression."

The centre of the cheese trade in the western part of Ontario, Ingersoll made money this year and the farmers roundabout have to their credit in the various branch banks somewhere around two and a quarter million dollars. The grocers, too, are well off, or should be, judging from the general appearance of their establishments.

## Added Departments a Feature.

It is a town where the grocers have added departments. A. Beatty & Co. conduct a general store with a first-class grocery department. The business just now is in a state of transition, owing to the death of Mr. Smith, the manager. S. M. Fleet has recently added a butcher department, and H. D. McCarty & Son have lately added a bakery, supplying many of the other grocers in town. It is a little early to judge yet as to the success of these two latter departments, but up to the present it looks as though they would be very good paying lines. Nearly every other grocer in Ingersoll carries crockery, china and glassware, and some effective window displays are shown of dinner and tea sets, and odd broken lines of holiday and presentation articles. W. I. Hogarth has a nice window, which he changes every week, alternately using groceries and chinaware. He believes in window display and in keeping his store attractive. P. J. Sherry has a complete grocery and provision store, and with the exception of one or two of the grocers, who handle a few pork lines, is the only Ingersoll grocer who carries provisions. Whereas, elsewhere the usual thing is "groceries and provisions," in Ingersoll it is "groceries and crockery." A. J. Dyer, Chas. O'Neill and McLeod & MacBain are exclusive grocers, and have as attractive stores as are to be found in places much larger than Ingersoll. L. C. Menhennick, H. C. Healy, Jas. Henderson and W. E. Sumner are grocers who have good stores.

## Bring Vegetables In.

A peculiar thing about the Ingersoll grocery trade is that while Oxford county is a magnificent agricultural country, very few vegetables and not a turnip are grown within its borders, so grocers are obliged to buy far-afield. The reason of this is not far to seek. Oxford is a dairy county, and this fact is an attraction for the condensed milk factories, which insist that farmers supplying milk to the factories shall not feed turnips to the cows.

And now a word about the milk factories, which at present appear to be cutting quite heavily into the cheese industry. The condensing factory at Ingersoll has 200 patrons who contract to supply daily a certain quantity of milk

at \$1.40 per 100 pounds. The rate varies for the different seasons. To some farmers this price is better than that offered by the milk factories, although it must be said in all fairness that though the cheese factory price is lower, the farmer may have back his whey, which is fed to the pigs, these in turn being raised and sold to the pork packer. In fact the whole basis of the prosperity of that part of the country is founded on the dairy industry, which has made possible the condensed milk factory, the cheese factory and the packing house, whose products are in demand always, depression or no depression.

## Crockery Much in Evidence.

Crockery as a good sideline for a grocery business receives an emphatic endorsement from the grocers of Ingersoll,



H. D. McCARTY.

One of Ingersoll's Successful Grocers.

nearly everyone of whom carries a number of well-assorted lines in stock. In fact, Ingersoll grocers are merchants with sideline specialties.

"How does crockery go with groceries?" was asked S. M. Fleet, who, besides being deputy reeve of the town, is a grocer. "Splendidly; if proper care is taken to carry lines the buying public wants. Of course, it is principally a sideline which has its seasons, but there is no reason why sales should not be made the year round by the grocer who carries good stock. The seasons for best selling are Christmas-time and June and October, these months being especially chosen by wedding parties for their espousals. However, many weddings now take place at other seasons, and at this particular era of our history dishes have a great call for wedding presents. Glassware, too, is a fine seller, more particularly the cut glass lines."

Mr. Fleet devotes one side of his grocery store to the display of china, crockery and glassware. With proper hand-

ling and careful watchfulness for the needs of customers and prospective buyers, a profit of one hundred per cent. should be realized on a sale. Now, this seems a big profit, but one must remember that sales of these wares are not so frequent as in some other lines, so a big profit is necessary to induce a grocer to carry the wares.

## Good Profits in Cut Glass.

A point in favor of chinaware is that there is no deterioration in the goods—that is, presuming the grocer uses his common judgment in carrying only staple and wantable lines. After some observation Mr. Fleet came to the conclusion that the better grades of cut glass were good lines for him to carry. What forced this conclusion on him was seeing some cut glassware, samples of which were offered him at a nominal figure, advantageously placed in a jewellery store window in town. A price ticket was on each article, and that price showed a clear profit of 300 per cent. Surely, thought he to himself, if my friend the jeweller can get 300 per cent. for cut glass articles I can get 100 or 150 per cent. more readily. So he immediately bought in some samples, and, while still in the experimental stage, he finds that he has justified himself, for the goods go very much faster than the cheaper and commoner glass lines. In fact, the common lines are not wanted when placed beside the brilliant cut glass. Of course, said Mr. Fleet, in conclusion, every grocer must feel out the way for himself, but his experience was that glass and chinaware were good lines to carry.

The other grocers in Ingersoll who have crockery departments bore testimony to the truth of this evidence, albeit, they stated that too many grocers carried the line for a town the size of Ingersoll, where men in other businesses had also added this line.

## NEW MARKET FOR APPLES.

A Pacific coast fruit grower is trying a new market for apples, and two trial shipments of 10,000 barrels have just been made to Australia and New Zealand. J. A. Ruddick, chief of the Dairy Division, Ottawa, has received notice to this effect from a Western fruit inspector. The fact that the Canadian shipping season is on while the Antipodean orchards are barren indicates the possibility of the development of this trade, which will be a good thing for the Pacific coast fruit growers if it is developed to any extent.

## HE KNEW WHAT IT DID.

A little chap in Philadelphia, whose father is a prominent merchant and, as such, never loses an opportunity to descant upon the virtues of advertising, one day asked his mother:

"May Lucy and I play at keeping store in the front room?"

"Yes," assented the mother; "but you must be very, very quiet."

"All right," said the youngster, "we'll pretend we don't advertise." — Lippincott's.

C. E. Irish, Front St. E., Toronto, is going into the manufacture of mince-meat for the trade.

# Window Dressing for the Holiday

The Christmas Season Affords Splendid Opportunities for Developing This Feature of the Business—What Other Grocers Have Done to Attract Customers in This Way—Window Displays in Western Ontario.

Undoubtedly one of the most important features that can be used by the grocer to get the most out of the holiday, or, for that matter, any other season, is his store window. This is about the first thing the people see in entering or passing the store, and first impressions mean a very great deal.

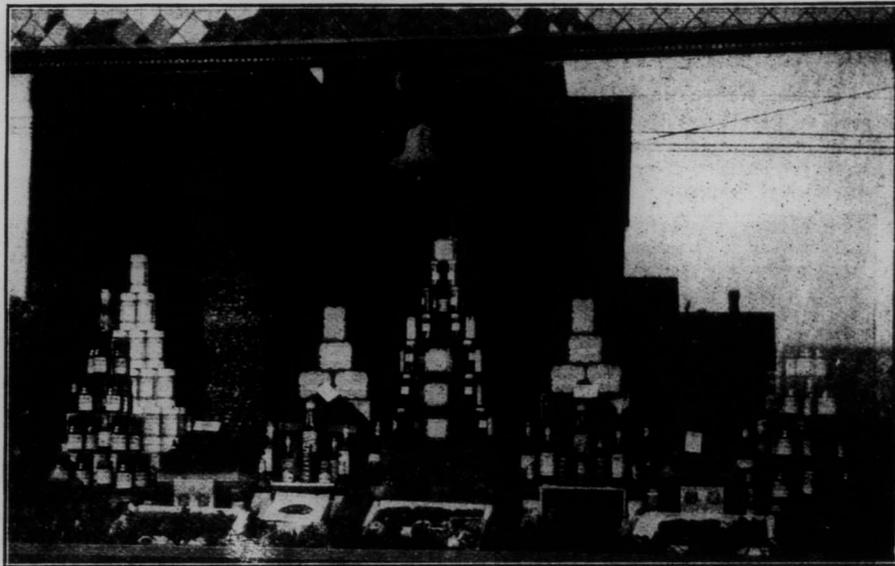
## GROCERY WINDOWS IN WESTERN ONTARIO.

(By a Canadian Grocer Representative.)

A visit to a strange place usually has the effect of making a person very observant of passing events—more so, perhaps, than it would do at home. To a

that thing is the window display of the grocery stores. Now, speaking in a general sense, go up and down the land, and having observed well, ask yourself the question: Do the grocers pay the attention to the dressing of windows that they should? Do their windows at all compare with the dry goods man, the men's furnisher, the shoe man, the furniture man, or the dozen and one other tradesmen that might be mentioned? The answer is easy; they do not. And what is the reason? It is not that they are lazy—that is far from the truth, for grocers work, early and late; their work is hard and their hours are long—but because they do not know. They need educating, as did all the tradesmen before-mentioned. The very good window trimmer of to-day in all probability made a mighty poor fist of it when first he tried his skill at setting out goods in a window, but he kept on—kept getting better and better—and success at last crowned his efforts.

Now here are some statements that may not meet with approval, that may appear even harsh; but they are offered with all sincerity. The City of Brantford was said to be some few years ago very backward in showing taste in window display, and of late the merchants there have been coming well to the front; but there is still room for improvement, especially by the grocers. On a recent occasion but a couple of win-



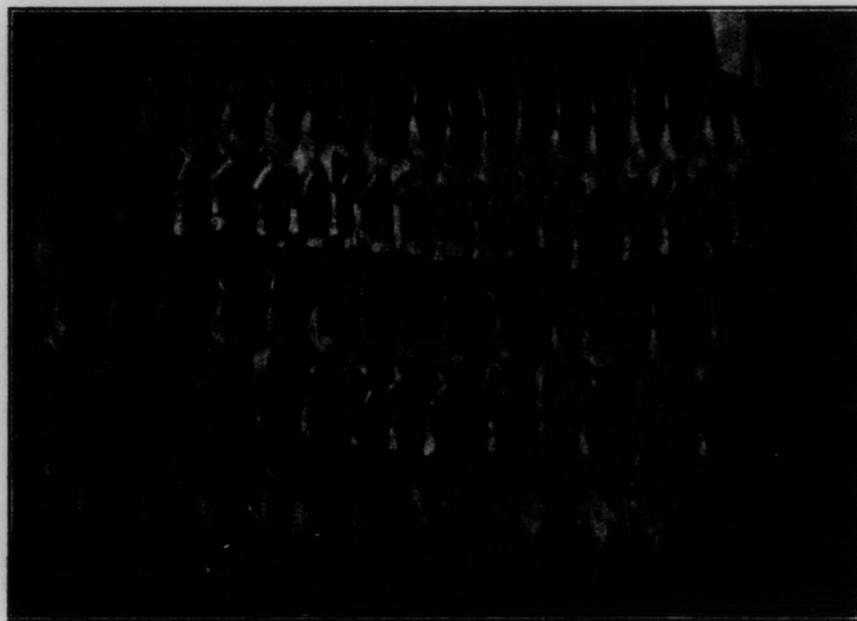
A Christmas Window Dressed by Geo. Rogers, 830 College Street, Toronto.

The holiday season, however, with its wealth of good things to please the eye and tickle the palate, offers a particularly good opportunity for developing this feature. Several examples of what grocers have done along this line have been presented in these columns from time to time. This week a couple of others are presented as suggestions.

The first window, displaying exclusively Christmas goods, was dressed last year by Geo. Rogers, 830 College St., Toronto, and shows several good features, which it is not necessary to explain. Like nearly every window shown, however, this one also has the fault of having too much in it, showing too many lines of goods at once. While the display made is likely to catch the eye and leave a good impression, it has a slight tendency to confuse a probable buyer and is not so forceful as if only half the lines had been displayed.

The second engraving shows a poultry display, which was made by Whitehead & Huether, Walkerton, last season. The idea is not a particularly new one, but it shows splendidly how effective such a display may be made.

New ideas in window display always pay well for the time expended in planning and executing them. This is particularly the case at the holiday season when the public is on the lookout for novelties.



A Poultry Display Arranged by Whitehead & Huether, Walkerton.

mind susceptible to first impressions and to one trained to observe conditions and features in the grocery trade that are away from the ordinary there is one thing that holds first place, and

dows were worthy of notice. One was a display of imported fruits by G. Winter, Sons & Co., and the other, a china and crockery display by A. L. Vanstone. Paris and Ingersoll showed some neatly-

arranged windows of chinaware, and canned goods and staple lines. But Woodstock seems to stand at the foot for displays in western Ontario; a number of windows being filled with pumpkins, turnips, squash, apples and many other things rolled in any old way, and some of these windows were seen in pretty nice stores, too. Of course, it would be unfair to say that all the Woodstock stores were like that. Some of the better class, while showing nothing to boast of, still had fair and neat window displays; and the Coles' Co. had quite a pretty window of raisins, currants and peels.

All this is meant to show how important is this first impression. A person of taste, who really might become a good and steady customer, would be dissuaded from entering an otherwise fine store where the goods and prices are right, because of that first impression conveyed in a glance into an untidy window.

In London some very fine grocers' windows are shown at all times, by a number of merchants. Of course, they are the leading grocers, because they started out in the first place to lead, and one of the ways by which they show their leadership is by being up-to-date in window display as in everything else. Others followed and the good work goes on. The time is ripe for grocers to educate themselves along the lines of neat, proper, effective and seasonable window display, and the ripe time is now.

#### PHOTOGRAPH WINDOW DISPLAYS

Every trimmer should photograph his best efforts. Often they come in mighty handy for references and besides it gives one pleasure to sit down and look over the past records and note the improvement. Many times an old trim will suggest a new idea, and unless you keep your photos you are very liable to forget them entirely. Besides, good window photos are the best advertisement the trimmer has, and will add mightily in securing better positions. An experience has proved that the best results can be obtained by photographing by electric light, provided the window is properly lighted, and making a long exposure, gauged according to the power of the lens and the class or color of goods to be photographed. A window with sharp, distinct contrasts, or one containing light colored goods, does not need as long an exposure as a display of dark colored goods, or one without sharp contrasts of light and shade.

A 15-minute exposure is enough for the average well-lighted window. A poorly lighted window, or one containing dark merchandise, will require a longer exposure—20 to 30 minutes is not unusual. During all this time the camera is exposed people can pass to and fro in front of the camera without spoiling the photograph, provided they do not stand in one place for any length of time.

Sometimes the top of the window is lighted much more strongly than the bottom of it, so that the photographs always come dark at the bottom. This can sometimes be avoided by placing two or three electric lights in the bottom of the window (extensions can be run from some of the sockets in the window), and so shielding them as not to shine directly into the camera. Always remember that the window must

be lighted more strongly than any objects across the street, otherwise these foreign objects will be reflected unless the screen is used. Also remember that a long exposure can not be taken if there is even the faintest wind blowing, for the slightest shaking of the camera will blur the photograph.

#### ENORMOUS CATCHES OF HERRING

Eighty Tons Per Day Being Taken at Port Stanley—An Unprecedented Run.

Special Correspondence of The Canadian Grocer.

Port Stanley, Ont. Dec. 2.—Never before in her history has this place seen such a harvest of fish as she is enjoying at the present time. The natives can think of nothing else than fish, and the nearby settlements have caught the contagion and are talking of nothing else than fish. Down there they are called "jumbo herring," or "Lake Erie herring," to give the fish its more euphonic name. In the hotels it is served as "fresh water eiseo," and, perhaps, something else when other supplies run short, and in the Eastern markets it is quoted as "goldeye."

A price of a cent a pound wholesale or retail is set upon the fish at Port Stanley, while at St. Thomas, about ten miles away, the retail price is marked at four cents a pound to those who know and eight cents a pound to those who don't. London's retail price runs nearer ten cents. New York has been buying heavily at a cent a pound at Pt. Stanley. In the first three days of last week the Michigan Central Railroad took out 18 carloads of fish, each car weighing 20 tons, for New York. Detroit, Buffalo and Toronto have also bought heavily, though not to the extent that New York has.

There are two strange things in connection with this large catch. One is the immensity of the catch itself, for which no cause has as yet been assigned, and the other is that the fish confine themselves pretty much to Canadian waters. There are other ports along the Canadian side where the catch is enormous this year, but Port Stanley is recognized as the centre. Though nominally about ten concerns are engaged in fishing, and the employes number but about 80, still a great deal more men are now being taken on to help in gathering in the harvest. Newspaper reports say a hundred tons were bought in one day. This may be true, but it is guesswork, and a reliable figure sets the record at 80 tons. In fact, the day's hauls run from 65 to 80 tons. In good seasons in the past the catches ran from 50 to 60 tons a day, so it can be seen that there is an unusual condition prevailing at the Port.

Some boats come in every day and some every other day—it depends on the size of the craft. The weather has been ideal and has permitted of the nets being lifted three times a day. It is interesting to see the bustle about the waterfront when a boat comes in loaded down with fish. She is hurriedly unloaded so as to get back again to the fishing

grounds. The fish are piled all about the town—on the wharves, in the storehouses, in the shops and along the sidewalks. There is more stir about the town than Port Stanley has seen in many a day. The aim is to get rid of all the fish the day it is caught, for so great is the amount of fish offering that the price depreciates even if one day old, and farmers are buying stale fish to feed to porkers at one-half cent a pound, and, in some cases, are given the fish to get them out of the way.

The unusually large catch has amazed the fishermen, and they are unable to cope with the situation. Had they been prepared the fish might have been frozen, or, perhaps, canned, but the only thing that can be done under present circumstances is to ship in refrigerator cars.

The fish are caught in gill nets, and it is said live but twenty minutes afterward. This is the reason the nets are lifted so frequently, and also why the work must be rushed. The fish themselves are a cross between a herring and a whitefish, the head resembling the former, and the body the latter. The weight of the fish runs from 1½ to 2½ pounds. Some idea of the enormous catch may be gauged if we take an average of two pounds for each fish. On the day of the big haul when 80 tons were brought in, the catch numbered 80,000 herrings. The run began on Nov. 20 and is still keeping up.

#### EDDY'S BUY PREMISES IN MONTREAL.

The three-storey building at the corner of St. Peter and Lemoine Streets, Montreal, formerly occupied by Laporte, Martin & Co., was purchased this week by the E. B. Eddy Co., Hull, for the use of their Montreal branch, which will take possession immediately. The new premises have 131 feet frontage and 116 feet depth. The purchase price was \$82,500.

#### TRADE NOTES.

\* J. L. Rheume, Kermie, general merchant, has assigned to Richard Tew, Toronto. The assets are placed at \$7,000, which is thought to be slightly more than the liabilities. The cause of the assignment is ill-health.

Mr. Howe, of the Postum Cereal Co., Battle Creek, Mich., paid a visit to Sarnia last week and looked over that town as a possible site for the location of a branch for their industry.

Forty million whitefish spawn have been secured for the government fish hatchery at Sandwich. This is the largest amount ever secured and filled the capacity of the hatchery. Seven seines were at work, and out of nearly 40,000 fish secured not over 100 were destroyed. The fish were secured at Telegraph Island Station, near Deseronto, and at Point Anne Station, Bay of Quinte. The fish will be distributed in the various lakes throughout the Province.

**THE CANADIAN GROCER**

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**JOHN BAYNE MACLEAN . . . . . President**

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**PROVIDING FOR MORAL REFORM.**

It is understood that the Dominion Government has under consideration and will introduce at the next session a bill aimed to prevent the system of payment of secret commissions of all kinds, whether in connection with private or public business. The measure is intended to cover such abuses as have come to light in the administration of the Marine Department in the recent investigation at Quebec.

The new bill, it has been stated, will be modelled along the lines of the British Act for "the Better Protection of Corruption," passed in August, 1906. A summary of this will give some idea of how far reaching the measure is.

The bill provides that if any agent corruptly accepts or obtains, or agrees to accept or attempts to obtain for himself or for any other person any gift or consideration as an inducement or reward for doing or forbearing to do any act in relation to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person in relation to his principal's affairs or business, or if any person improperly gives or agrees to give, or offers any gift or consideration to any agent as an inducement or reward for doing or forbearing to do any act in relation to his principal's affairs or business, he shall be liable to imprison-

ment for a term not exceeding two years or to a fine not exceeding £500, or to both. A similar penalty is provided for the giving or acceptance, with intent to deceive an employer, of any receipt, account, or other document in respect of which he is interested, and which contains any statement which is false or erroneous or defective in any material particulars, and which is knowingly intended to mislead the employer.

The expression "consideration" is provided to include valuable consideration of any kind. An "agent" according to the Act includes any person employed or acting for another. A person serving under the Crown or under any corporation or any municipal council or any board of guardians is an "agent" within the meaning of the Act.

The Act has been found to be working very satisfactorily in Great Britain. While comparatively few prosecutions have been made since its coming into force in January, 1907, it has been found that the fact of its being placed on the statutes has had a salutary effect in prevention of such agreements as it was intended to cover.

An interesting point in connection with the Act is as to whether it can be extended to cover the practice of "tipping," which seems to fall under the same class of agreement.

It is understood that Hon. A. B. Aylesworth, Minister of Justice, is favoring the new bill in the Canadian house. The matter comes up at a very opportune time and should receive the hearty support of both parties. In preparing the bill, however, a great deal of care should be taken. Business conditions in Canada are to some extent different to those in Great Britain, and a measure which is satisfactory there might not be entirely so here. The bill should be submitted to boards of trade, trade associations, and thoroughly practical business men before any definite steps are taken.

**A GROWING EVIL.**

The transient trader is looming up larger and more numerous than ever in many counties. He plies his calling with diligence and profit. While other merchants rent stores, pay taxes and water rates and hire help, this peripatetic vendor of wares and goods of all kinds goes about in many municipalities unmolested. The tax upon him is usually small and in other cases the authorities appear to be lax about making a levy or putting the machinery of the law in force. The result is that the trader, who is in a community only a few days, escapes taxation entirely, for, when he thinks that the police department is getting active, he moves elsewhere. The average re-

tailer has no objection to the peddler or transient trader, provided he bears his just share of the cost of doing business and pays a fair license fee, but objection arises from the fact that he too frequently steers clear of a license, the amount of which is, generally speaking, much too low. If the average resident would only stop a minute to consider his own best interests he would discover that he can purchase the goods offered by visiting vendors equally as cheap in his own town, obtain better value and have the privilege of exchanging them if they are not exactly as represented, or, if dissatisfied, have his money refunded.

With the traveling representative, who is here to-day and away to-morrow having no personal interest or stake in the locality, his sole object is to sell goods, make as large a profit as possible and then seek pastures new, while buyers have, after his departure, found to their chagrin and sorrow, that the wares have been misrepresented and the prices charged extortionate. The local merchant is not a bird of passage. He contributes a just proportion of the expense of municipal government by paying taxes, local improvement rates, water bills, lighting, heating, etc., besides giving employment to a number of residents. In many instances he has thousands of dollars worth of capital invested; his goods are open for inspection; his prices reasonable, consistent with a moderate profit and the constantly increasing expense of doing business. He is of necessity a friend to the people among whom he resides and to the village or town in which he makes his living. On the ground of public spirit and loyalty to home interests, the consumer is in duty bound to give his support to the local business man in preference to the transient trader or the itinerant peddler.

**SECOND GRADE SUGAR REDUCED.**

An interesting feature of the sugar market this week was the reduction by the Montreal refiners of their second grades of granulated, beaver and imperial, to a basis five cents below the old price. This brings these sugars thirty cents below the standard grades, and they stand now at \$4.30, barrel prices. No reason is given by the refiners for the change, but it is generally attributed to the competition of Scotch sugars, which are said to be coming in somewhat largely at the present time, and which are said to hold their own in price and quality with these second grades of local refined. The change has no bearing on the general sugar market, which remains steady with no prospects of immediate change.

**CHRISTMAS SUGGESTIONS.**

Suggestions are always in order at Christmas time and if made in the proper way should aid materially in bringing in extra business. The grocery store is not usually regarded as the place to go to buy Christmas gifts, but this idea can be largely dispelled. A good way to do this would be to publish a list of suggestions in the local papers, or circulars might be distributed bearing these Christmas hints. Lists hung in the store would have a good effect, and if the advertisement mentioned above shows up well, it might be, as is often done, posted on the show case in full view of customers.

With a view to helping busy grocers in the formation of a list of Christmas hints, the following suggestions are given. Some of them may be new, but they are all practicable for the purpose: A box of chocolates, a bottle of olives, a bag of flour, a dainty box of figs, a pail of syrup or honey, a turkey or goose, a Christmas stocking, a can or package of tea or coffee, a dainty bit of cut glass or crockery, a box of cigars, a basket of Christmas fruit, cut flowers. This list may be extended to include many other articles in the grocer's stock. Many grocers have side lines which would make excellent gifts, such as dainty baskets, table decorations, etc. The idea is a good one and should be acted on at once. Practical and sensible gifts are always the most appreciated.

**BUSINESS OPPORTUNITIES IN NEWFOUNDLAND.**

A form letter came into the writer's hands a few days ago, in fac-simile of correspondence, which is going forward ostensibly from an association of United States exporters to business firms in Newfoundland. An extract from this will show its nature. "Having been advised by the United States consul of your prominent identification with the importation of United States products, I am directed to inquire if you are in a position to take advantage of the valuable services which this institution, supported by United States manufacturers is extending without charge to foreign buyers?"

The letter is at once an evidence of the aggressive business methods employed by exporters in the United States, and is a lesson to manufacturers and exporters in Canada.

Canada's exports to Newfoundland during the year ending June, 1908, were \$1,863,784, an increase of about \$250,000 over the previous year. This compares very favorably with United States business, which during the same period

were \$1,177,709, a decrease from the preceding year. Great Britain's export business with Newfoundland for the same time was \$1,209,128.

While these figures show that Canada has a very good share of the business of the island colony they show also the possibilities of development. Canada is the natural supply house for Newfoundland and should have a large percentage of its business in nearly every line. It is incumbent on our manufacturers and exporters to study the situation and adopt more aggressive methods.

**ENCOURAGE THE CLERK.**

The wise grocer will encourage his clerk to compete for one of the prizes offered by this paper for the best window display and the best ad. of Christmas goods in the coming holiday season, particulars of which can be found on another page. To compete for the prize will encourage the window trimmer to put more thought into his work and more ambition into his make up. This will help both employer and clerk.

Discussing this subject an exchange suggests that clerks can improve their efficiency by suggesting ideas and plans for improving the holiday trade to their employer. Writing them out in black and white, it points out, is one of the surest tests of their reasonableness.

Unless you can put your plans on paper you won't be sure that each step is logically developed, that the whole will prove practical and effective. An idea that isn't definite enough to be written down isn't worth while, and the proprietor is anxious to give you credit for all the good there is to your idea if it is only put in such a shape that it can be studied and its value ascertained.

It isn't a bit too early to begin Christmas advertising now—not necessarily in the larger space that you will use for the ten days or two weeks just preceding Christmas, but in space large enough to properly present the advantages of early buying and to hold out temptations in the way of attractive Christmas offerings. Emphasize the early-buying argument; the greater opportunities for satisfactory selections from complete assortments; the pleasure and satisfaction of buying with more care and deliberation than will be possible when the rush sets in, and the comfort and pleasure of it.

Advertise that you will lay goods aside on payment of a small deposit and that

you are in a position to deliver goods now and right up to the last minute if necessary.

Do everything you can to make Christmas shopping easy and agreeable at your store. Try to make yours the leading Christmas grocery store in town by offering every help and convenience at your command, and then, for the sake of prestige and future business. "make good" on everything you promise.

**LYING IN BUSINESS.**

Does it pay to lie in business? Yes—if the business man who practises it has not the ability to get along in any other way.

But it is not a good investment. It rather weakens than strengthens credit, and pays only as long as it is not discovered. Then comes the day of reckoning.

The manufacturer, wholesaler or retailer who has a business which he thinks cannot be built up on truth and square dealing had better sell out at once. He might be able to keep it propped up for a while, but some day it will tumble down and drag him and his reputation with it. And with reputation goes credit. Then he will be poor indeed.

**ONE WAY TO KEEP GLASS CLEAR.**

The merchant sighed, for his window, full of holiday goods, was opaque with frost.

"I'd give a lot," he said, "for some method to keep my windows from frosting over in cold weather."

"I'll let you have the method you want for nothing," said the patron. "Coat the inside of your window with glycerine, and it will keep as clear in Winter as in Summer. I'm a surveyor, and in my trade we always use glycerine on our glass instruments when it's cold."

**TRAVELERS DINE DECEMBER 23.**

The annual banquet of the Canadian Commercial Travelers' Association will be held on Wednesday evening Dec. 23, at McConkey's, Toronto. A splendid programme is being prepared to include addresses by Hon. Geo. P. Graham and Hon. W. J. Hanna, a bright musical programme will aid in making the function attractive. At a meeting of the committee on Saturday W. J. Minto was elected chairman, W. H. Scott secretary, and E. Fielding treasurer. A complete account of the function will be given in The Canadian Grocer of the same week.

## WHAT TO DO IN DECEMBER

**This Month the Grocer's Harvest—Make Early Preparations for the Christmas Rush—Plan Window Dressing and Advertising to Suit the Holiday Season.**

The month of December is without doubt the one busiest month of the year in the grocery trade. This condition is due to the holiday aspect of its latter days. At Christmas time many give a free rein to their sympathetic proclivities, who, perhaps, during the remainder of the year, are not distinguished for such tendencies. Such being the prevailing sentiment of the season, the wise business man avails himself of this annual vulnerability to indulgence, and places his most enticing wares before the people. Many articles which are not salable at another time of the year meet with a ready sale at this season. Consequently this fact enlarges the grocer's opportunities.

### Make the Store Attractive.

Perhaps the most essential part of the general scheme for drawing Christmas trade is attractive store decoration. Holly, mistletoe, and evergreens of all kinds contribute to this end. The result is a matter which rests with the taste of the decorator, and he can achieve a pleasing effect or not, according to his decorative ability. Many grocers are so busy, or at least think they are, that they do not take time to give this matter sufficient attention. This is a mistake, as it gladdens the heart of all to see the Christmas season observed in this way.

### Hints on Christmas Windows.

The window should be particularly attractive, and along these lines, perhaps, two suggestions would not be amiss, each of which has proven its worth. In the first case, the window is suitably lined, and, in the centre of the floor a small table is placed with a dainty set of dishes to represent the Christmas feast table. A few nice flowers on the table always lend an air of refinement. Hanging above this is a fairly large sized card requesting people to buy their supplies for Christmas early. There is another smaller card on the table with this legend upon it: "What about something to put on these dishes for Xmas?" In the soup tureen there is another card with advice regarding the lines of canned and compressed soups kept in stock. On the large platter another telling about their turkeys and so on.

### The Confectionery Season.

Christmas is the great confectionery season of the year, and this fact should not be lost sight of. The percentage of profit on confectionery makes it an attractive line to handle. The pretty boxes and pleasing packages which it comes in always lend a holiday aspect to the store interior. Fruit, fine raisins

and nuts should have prominent positions about the store.

### Get the Books Cleaned Up Early.

In discussing Christmas preparations with a successful old grocer, he stated that he always set aside the last week of November and the first week of December for a thorough clean-up of the books. This, of course, applies only to those who extend credit. Such a course is considered prudent by this gentleman because during the holiday season accounts cannot, owing to pressure of business, be watched so closely; and, in many cases, the increased volume of individual trade added to what already stands on the books renders many a case hopeless. In this way the business is put upon a firmer basis for the Christmas trade.

### Moving Window Displays.

Much has been said from time to time regarding the efficacy of moving window displays and their value as an attraction for business. Like everything else, they are valuable if they are cleverly conceived, and present some novel feature. This fact is amply borne out by the spectacle of small crowds which may always be seen standing in front of a window where one is in operation. Movement attracts attention, and when once this is done natural curiosity does the rest.

Along these lines a revolving Christmas tree might be suggested. This can be placed in the window, or in the middle of the store floor. The window, however, is preferable as there it appeals to those who might pass by, whereas, in the latter case, it is interesting only to those who have actually entered the store. Anyone with ordinary mechanical skill can build a stand which will rotate. The power required is very small, indeed, and may be supplied by a small electric motor, clock work, or a faucet motor. The decoration of the tree is a matter which rests entirely with the grocer. Candles add greatly to its appearance, but considerable difficulty in making them maintain an upright position is experienced. This, however, may be overcome by using a very simple little invention made of coppered wire. The wire can be wound around the candles making a socket, then the end of the wire bent into the form of an inverted U with one side extending down for four or five inches and an orange or apple fastened to this end, or in fact anything which is heavy enough will maintain the equilibrium of the candle. In this way the candles always stand erect, and do not lop this way and that, which certainly disturbs the harmony of the picture very much. Another advantage which this feature

possesses is the fact that the holders when once constructed are practically indestructible, and may be used for an indefinite length of time.

### Get the Advertising Going.

The Christmas season is an excellent time in which to do additional advertising. In some of the smaller towns, suitable dodgers may be printed and distributed while the discreet use of the papers always brings good results.

To recapitulate then, the grocer who wishes to take the fullest advantage of the season, should get his accounts in good shape before the rush commences, in order that undesirable accounts should be kept well within bounds. He should relegate to the background unseasonable goods, and bring forward those that are of a seasonable nature. He should put forth an effort to have his decorations and window dressing characterized by some novel idea, and, last, but not least, anticipate the volume of trade expected, in order that when it does come it may be satisfactorily handled.

### RETAIL MERCHANTS ASSOCIATION NOTES.

The Provincial organizer, James Eadie, is this week visiting Norwood, Brighton, Hastings and other places in the interest of the Retail Merchants' Association. He will organize branches in these villages. The association is making splendid progress, several new branches having been formed of late in the smaller centres of the Province.

E. M. Trowern, secretary of the association, will go to Chatham next week where an important meeting of the local branch will be held, and Mr. Trowern will address the members.

The legislation, which will be asked of the Dominion Parliament and the Ontario Legislature is being put into shape for presentation to these bodies at the forthcoming sessions. An outline of what will be asked in the way of amendments to existing acts has already appeared in *The Canadian Grocer*. The specific wording of the requests will soon be in readiness.

### SECURING NEW AGENCIES.

W. H. Escott, Winnipeg, has recently secured several valuable agencies. Among these are the White Swan Spice & Cereal Mills, Toronto, packers of cereals, spices, coffees, etc.; the Gwaltney-Bunkley Peanut Co., Smithfield, Virginia; Paalvast & Van der Vlis, Vlaardingem, packers of Holland herring and mackerel, and F. Fidou & Co., Smyrna, one of the leading packers of figs. Business prospects in the West are very bright now and there are many manufacturers looking for representation in Winnipeg and other western cities.

Mr. W. B. Grant, of Medicine Hat, has resigned his position with the Stewart & Tweed Co., Ltd., and will take a position with Mewburn & Co., wholesale grocers, Calgary.





Currants—  
 Fine Filletas.... 0 06½ 0 07 Vostizas..... 0 09 0 09½  
 Patras..... 0 08 0 08½  
 Uncleaned, to less.

Raisins—  
 Sultana..... 0 07½ 0 13  
 " Fancy..... 0 11 0 13½  
 " Extra fancy..... 0 14 0 15  
 Valencia, new crop..... 0 15 0 16  
 Seeded, 1-lb packets, fancy..... 0 09½ 0 10  
 " 18 oz. packets, choice..... 0 9  
 " 12 oz. "..... 0 18

Dates—  
 Hallowes..... 0 06½ 0 06½ Fards choicest..... 0 08 0 08½  
 Sais..... 0 05 " choice..... 0 07½

NUTS—The demand for these goods is excellent and the quality continues fine. Pecans are a little short, otherwise the nuts are in good supply.

Almonds, Formigetta..... 0 12½  
 " Tarragona..... 0 13  
 Walnuts, Grenoble..... 0 14  
 " Bordeaux..... 0 14  
 " Marbotta..... 0 13  
 Filberts..... 0 10 0 12  
 Pecans..... 0 16 0 18  
 Brazils..... 0 15  
 Peanuts..... 0 10 0 12

RICE AND TAPIOCA—There are no new features and prices are unchanged. A steady staple business is being done.

	Per lb.
Rice, stand. B.....	0 03½
B rice, 5 bag lots, delivered.....	3 05
Bangkok.....	0 03½ 0 03½
Filada.....	0 05½ 0 05½
Japan.....	0 05½ 0 06½
Java.....	0 06 0 07
Sago.....	0 05 0 06
Seed tapioca.....	0 06
Tapioca, medium pearl.....	0 05

SPICES—Business continues fair, with little change in prices. Black peppers are advancing pretty steadily in primary markets and a change may take place some time in the near future.

Peppers, blk pure.....	0 14 0 20
" white pure.....	0 22 0 30
" whole, black.....	0 14
" whole, white.....	0 28
Ginger.....	0 18 0 25
Cinnamon.....	0 25 0 40
Nutmeg.....	0 35 0 50
Cloves, whole.....	0 25 0 35
Cream of tartar.....	0 22 0 25
Allspice.....	0 16 0 19
" whole.....	0 17 0 20
Mace ground.....	0 20 0 30
Mixed pickling spices, whole.....	15 0 20
Cassia, whole.....	0 20 0 25

BEANS—The market continues strong on reports that a good percentage of the Ontario crop is already sold. Stocks in wholesalers' hands are light and hand-picked are rather scarce.

Handpicked, per bush.....	2 00 2 10
Primes, per bush.....	1 85 2 00
Lima, per lb.....	0 07

EVAPORATED APPLES—Little interest is manifested in these goods and prices are unchanged.

Evaporated apples..... 0 07½

HIDES AND WOOL—The market is running along on a higher tone and dealers are all careful. Prices are fairly steady.

No 1 inspected steers, 60 lbs up.....	0 69
No. 2 " ".....	0 68
No. 1 " c. w. a.....	0 62
No. 2 " ".....	0 07
Country hides, cured.....	0 08½
City calf skins.....	0 12
Country calf skins.....	0 10 0 12
Lam skins.....	0 70
Horse hides, No. 1.....	2 50 2 75
Rounded tallow, per lb.....	0 05½ 0 06½
Horse hair, per lb.....	0 29

DODGING.

There is one expression I hear occasionally which exasperates me to a finish. That is: "I overlooked that!" A driver comes in from his trip fetching back with him the order of a good customer who had wanted those particular goods with unusual urgency. He looks at me with self-defensive eyes, and says: "Oh, yes; Mrs. Hendrick's order? I overlooked that!" I want to

get you over that expression for one excellent reason. That is because its very wording carries along with it a palliation of your offense. And you will never be a good ban for yourself or anybody else until you have acquired the habit of going squarely at the kernel of the matter when you find your own self to be at fault. Adopt the attitude suggested by the reprimand of the late Professor Bascom. Two students were late for chapel. Bascom asked one why he had been late. "I failed to hear the bell, sir," he answered. "You are not excused!" said Bascom. He asked the second student what excuse he had. "I haven't any, sir," contritely answered the young man. "You are excused," said the professor. And there is the nub of the matter. Once you have fairly and fully acknowledged your fault you are so well on the way to curing it that you need no further correction from the outside. There is a further suggestion here: All true correction of faults of any kind must proceed from within. It is the old theory of helping a man to help himself. Merely to help him breeds dependence and weakness. To help him to do for himself makes a man of him, or at least puts him in the way of becoming a man again. Thus, to come right out with the self-accusation: "Yes sir, I forgot that, and it is my fault, my carelessness that has caused the trouble," speaks of healthful self-punishment which promises well for future improvement. You are so unlikely to commit the same fault again that little more need be said to you. I remember one splendid delivery boy I had some years ago. He reported some shortage. Feeling sure that our double checking system on orders was so good that shortages were not likely to occur, I told him it could not be laid to the store; it must have occurred through some mix-up in the delivery after he got out. He said not a word. But I noticed that thereafter he rapidly went over each crate of goods as he loaded his wagon. He took hardly any time in his re-check, but his orders were thereafter delivered with such accuracy that I was truly astonished, not to say immensely pleased. I had a profound respect for him always, even before that time; I reposed unlimited confidence in him thereafter. He was one of the finest boys I ever drilled and he is to-day holding a heavier position than I ever had to offer him.—Modern Grocer.

Thomas Dunne, of New York, representing Whitall & Co., tea merchants, Colombo, was a caller on the Toronto trade this week.

Sydney Wylie, of Davidson Hay, Toronto, who has been out on the road for several weeks, is back at his desk in the sample room this week.

WESTERN CANNERIES NEW MANAGER.

Eastern Shareholders Looking Into Finances of Medicine Hat Concern.

The eastern shareholders of the Western Canneries Company have endorsed C. A. Flower, assistant managing director of the company, for the position of general manager rendered vacant by the resignation of F. H. Malcolm. This was done at a meeting held in the King Edward Hotel, Toronto, on Tuesday of this week. A general gathering of the stock holders has been called for December 29th, in Regina, when the recommendation of the eastern men in favor of Mr. Flower will, it is expected, be ratified and the resignation of Mr. Malcolm, who promoted the company, accepted.

At the local meeting A. B. Berry, who presided, said that the shareholders in the East believed that the funds of the company had been recklessly expended.

Mr. Flower, assistant managing director, who had called the meeting, said the plant at Medicine Hat was too expensive and well equipped to be injured by competition. He described the proposed canning process to be carried on at the plant. It would take \$150,000 to put the proposition on a businesslike and shipping basis. He explained that he had before been offered the managing directorship, but had refused and would refuse until the confidence of the shareholders was his. He was getting a small salary from the company now, but hoped that the plant would be in such shape in a few years that he could rightly ask for a big salary.

F. W. Field, Toronto, gave a history of the company since its inception and suggested that the shareholders should go further into the financial statement, which had recently been presented, a statement which he characterized as the first Western Canneries balance sheet, apparently telling the truth.

At the forthcoming western meeting it was proposed to strike out all articles referring to the late managing director, and the shareholders would be able to find out where they stood in the matter of voting power.

WATCH FOR THE RING.

A curious announcement appeared in a Montreal daily recently, in the classified advertising columns. It was:

RING LOST by an employe; same dropped off her finger into the machine and presumably found its way into one of the packages. The management offer five dollars reward to any one returning same.

This ad. was the result of the misfortune of one of the hands employed by the Blue Ribbon Tea Company, who pack their tea in Montreal. The employe hopes that the ring may eventually find its way back to her, though it may be months before the particular package containing it is sold and used. Meanwhile, any grocer who notices a dent which looks like a ring in his tea stock, should immediately appropriate the package for his own use, with a view to earning the reward.





## WHAT IS A LEGITIMATE RETAILER?

New York Grocer Obtains Opinions of Trade Leaders and Trade Papers on Much-Discussed Question—Matter Hinges on Where He Buys.

L. J. Callanan, a retail grocer, of New York City, and an uncompromising champion of direct buying in the grocery trade, some time ago issued a circular letter asking, "What is a legitimate retailer?" In a letter to the New York Journal of Commerce a few days ago Mr. Callanan tells something of the replies he received: The letter, which is given herewith, will be of interest to grocers in Canada as well as to those across the line:

"On September 5, 1908, I addressed a letter to the president of the Southern Wholesale Grocers' Association asking him to define the use of the word 'legitimate-retailer.' He was reported to have said in an address which he delivered at a meeting of the Southern Wholesale Grocers' Association, 'that while this is an organization of wholesalers, we must and should unceasingly recognize and care for, just as far as courtesy and the laws will permit us, the best rights and interests of the legitimate retailers.' I received no answer.

"I also mailed a copy of the letter to several of the trade papers, to the president and secretary of the National Retail Grocers' Association and to several of the presidents of the State associations. The answers which I received to the inquiry are as follows:

"From C. J. Kramer, president National Retail Grocers' Association: 'That where a retailer can buy in quantity he should be allowed quantity prices.'

"John A. Greene, secretary National Retail Grocers' Association, does not come out flat-footed and say that the manufacturer should not sell the retailer at the quantity price. He hedges on it.

### Selling Direct to Consumer.

"C. S. Tuttle, president of New York State Association, defines a legitimate retail grocer as 'any one in the business selling direct to the consuming trade, conducting his business honestly, is a legitimate retail grocer.'

"Henry Lohmann, president of the Brooklyn Association, says: 'The dealer who sells his wares to the consuming public only, and not to be resold in the original packages again, is a legitimate retail grocer.' He recognizes hotels, restaurants and cafes or clubs as the consuming public.

"B. Bischoff, ex-president of the Brooklyn Association, says: 'In my opinion, a legitimate grocer is simply an honest grocer, a man who conducts his business in an honest and lawful manner, and by fair dealing and giving correct weight and measure endeavors to build up and hold trade.'

### Buys Wherever He Chooses.

"D. E. Barnum, secretary Retail Grocers' Association, of Binghamton: 'A legitimate retail grocer is one who sells to the consumer and buys whenever,

wherever and in such quantities as he chooses.'

"Joseph A. Weiss, president of the Rochester Retail Grocers' Association, answered as follows: 'If the question, "Who is a legitimate retailer?" would be answered by a retailer, he would probably say that a legitimate retailer is a grocer who conducts his business in a business like way, viz: who buys his goods at the best bargain and pays his bills when due; who sells at a living profit and refuses to support the dead beats; who respects the law of the country and the law of man, etc.'

"W. B. Timms, of Austin, Nichols & Co., New York, says: 'My individual opinion is that every retail grocer who sells goods to consumers is a legitimate retail grocer. I am sure I don't see how he could be anything else.'

"William Smedley, secretary of the Retail Grocers' Association of Philadelphia, says: 'I do not know what the president of the Southern Wholesale Grocers' Association means by a 'legitimate retail grocer.' The average jobber is of the opinion that a legitimate retail grocer is one who permits himself to be furnished with goods exclusively from the wholesaler and who also permits a fatherly influence to be exerted over him by the jobber; in other words, a legitimate retail grocer, according to the definition of our friends, is one who does not think or act for himself and who shall remain forever in the place he started.'

"Henry Farmer, Green Island, N.Y., says: 'My definition of a legitimate retail grocer is one who sells his goods to consumers for a fair profit, not trying to cut his brother grocer's head off and is not connected with or backed by any wholesale grocery house.'

### Query a Poser.

'The American Grocer, of September 16, 1908, says: 'To the American Grocer a legitimate retailer is one who fairly and honestly distributes food products by the pound, package or other small quantity in such an efficient manner as gives him pre-eminence over the incompetent, ignorant, lazy, shiftless distributors, and who buys his goods in a way which enables him to render the public a satisfactory and imperative service at the lowest possible cost consistent with a fair return for the use of the grocer's time, money and knowledge. Large retail houses have bought for years the carload or maximum quantities established by producers, manufacturers and packers. If the magnitude of the retailer's business permits him to buy in quantity lots, I say, no producer, manufacturer or packer, has business, legal or moral right to refuse to sell the retailer direct. It looks much to me like interference with equal trade conditions to refuse to sell a "quantity" to

the retailer. As it is known that the "jobber" enters the retailer's legitimate field, it is exceptionally strong business reasoning to insist that "jobber" and retailer alike should buy to-day the "quantity at quantity price." If the large retailer is unjustly operated against, he may accept the situation, but let him at once get his own brand of a good flour and his own A1 brands of staples, canned goods etc. The consumer of to-day, if he has confidence in his dealer, will accept on trial the retailer's own brands, and proving these good will buy them just as quickly every time. It also gives a definition from a man whom it considers "one of the brightest and best distributors of food products at retail," as follows:—"A legitimate retailer is a merchant who can successfully buy and sell goods and retain a legitimate profit to further promote and operate his business. The manufacturer should sell goods to anyone in the retail business who can dispose of the goods within a reasonable length of time and pay his bills promptly."

"The Grocer and Country Merchant and Tobacconist, of San Francisco, Cal., answered as follows: 'Who is a legitimate retailer? Well, we know what Mr. Callanan means when he asks the question, so we won't beat about the bush at all. A legitimate retailer or legitimate wholesaler, either, for that matter, is one who buys his goods in the cheapest market, whether he does so by means of an exchange or otherwise. He who fails to observe this rule may be legitimate, according to Mr. Van Hoose's idea, but he is certainly not calculated to last long in the business world.'

### Render Public a Service.

"The Grocery World and General Merchant gives an explanation as follows: "Who is a legitimate retailer?" At first glance the above looked very easy, but custom and the needs of the trade have so broken into the old lines which formerly divided the wholesaler from the retailer that a definition of the modern interpretation of a retailer proves not so easy. The word is easy to define if a retailer is considered as a combination of two functions—first as a buyer and then as a seller. As a buyer, the Grocery World and General Merchant believes that the designation "retailer" should not be used at all; that small and large buyers should no longer be divided into "retailers" and "jobbers." The reason for this is that some retailers buy in the largest jobbing quantities, while some jobbers buy in what are ordinarily considered retail quantities. Hence the absurdity of classing all those who sell consumers as retailers and therefore compelling them to buy of jobbers; also of classing all who sell to the retailer as "jobbers" and permitting them to buy of the manufacturer. In buying there is only one rational way to divide buyers, and that is on the basis of quantity. All who buy more than a certain fixed quantity should be held to be jobbing buyers and should buy direct from the manufacturers. All who cannot buy in such quantities should be denied the right to buy from the manufacturer, but should buy of any other large buyer they like. And that whether the small buyer is usually considered a "jobber" or a "retailer."

# News of the Canadian Grocery Trade

## Western Canada Notes

Florida Bananas Coming to Vancouver—Also Quantities of Scotch Sugar—New Wholesale Warehouse in Saskatoon.

### VANCOUVER.

November 30.—Bananas by the earload are now being brought in from Florida to the Victoria markets, which is the largest single shipment of this kind received there. The supply has generally been obtained from Seattle or Vancouver. The present shipment is much better than usual. Last year the fruit was too ripe and would not keep. The retail price is 30c.

Regular monthly shipments of sugar from Glasgow are being received in Vancouver, following the experimental consignments. These are made possible by the running to this port of the big liners from Liverpool, which give direct and prompt service. The sugar sometimes arrives in gunny sacks, which is not a favorable method of shipment, as they get damp and the sugar cakes. When the sacks are packed in barrels this condition is obviated.

R. P. Bradley has purchased the stock and goodwill of Mr. Hardy, the Mount Pleasant groceryman. He will enlarge the premises and increase the stock.

Mr. McNair the recent purchaser of Thomas Phillips' interest in the Phillips & Locklin store on Ninth Avenue, has now taken over the interest also of Mr. Locklin. Mr. Locklin will devote his time to his real estate at Point Grey for the immediate future.

J. G. Hutchinson, the pioneer grocer at Hillcrest, which is on Westminster Avenue, just at the city limits, while tearing down a greenhouse last week fell and struck his head on a piece of glass. A nasty gash was inflicted just above the eye, but the optic was not injured.

Nearly every grocer in Vancouver, personally knew Ernest C. Pendray, of Victoria, who was killed on Tuesday of last week, as he traveled here for the Pendray Soap Works, he being a partner with his father and brother. He was seated in a truck, when the horses shied at a passing automobile, and he was thrown out, the wheels of the wagon passing over his head. Death was instantaneous. He leaves a wife and two children.

German-American capitalists, who already operate a condensed milk factory at Mount Vernon, Washington State, have taken over the old factory in New Westminster, formerly occupied by Mr. Payne. Arrangements are now being made with the farmers in the surrounding district for a milk supply, and a fast gasoline boat will be placed on the river. This is not the first venture along this line on the Fraser River. Some

years ago a condensed milk factory was established at Mission Junction, but this has not been in operation for some years. The Fraser River country evidently appeals to men in that line of business, as it is a fine place for dairying, and a boat on the river gives a cheap method of transportation through a large territory.

B. H. Fox, secretary-treasurer of the Kootenay Jam Company, Nelson, has left for England to arrange for the issue there of the company's prospectus. He expects to be back in January. In the meantime the work for the new factory of the company is going ahead, the contract for the excavation having been let.

New fishing companies are being spoken of to operate in northern waters with trawlers. It is pointed out that every part of the catch can be utilized in preparing the food fish for the local and Eastern markets, curing the smaller edible varieties, and turning the others into guano and oil.

Some of the apples coming in from Washington State are not of the very finest. Northern Spies to hand are not as well colored as they might be, and the lack of exposure to the sun, while on the tree has the effect of giving them a green taste, which is noticeable in contrast with mellow fruit. The apples, though, are sound and well packed and graded.

Large shipments of apples have been made recently from the Coldstream ranch at Vernon. About 35,000 boxes have been shipped, the distribution being between Winnipeg and Vancouver. Six earloads, or 3,300 boxes, were sent off to England and Australia. It is approximated that the total yield will be about 75 earloads, or 42,000 boxes, giving 560 boxes to a car. In addition, 14 earloads of potatoes were shipped. Samuel A. H. Drew, secretary of the company, states that the price of apples this year was low, and the conditions that are operating to the detriment of the fruit industry in this respect will be investigated during the winter and a remedy sought.

### SASKATOON.

December 1.—T. J. Agnew has been elected president of the Farmers' Milling and Elevator Co., of Prince Albert. He succeeds the late Mayor R. S. Cook, who was president of the company since its organization.

H. J. Nosworthy, representing the Young-Thomas Soap Co., of Regina, was in town a few days ago. He stated

while here that he would probably open an office in Saskatoon and work his route from here. The advantage of having the different railroads branching from here in all directions makes it easier for him to operate his territory from this point.

A new flour and feed business has been added to the numerous establishments on First Avenue by Thompson & Needham. They will handle hay, oats and stock foods, besides farm produce in the shape of potatoes, butter and eggs in wholesale and retail quantities. Seed grains will also be a specialty. J. C. Thompson comes from Orangeville, Ont., while his partner, C. A. Needham, comes from London.

The A. McDonald Co., wholesale grocers, are now doing business in their new warehouse on Twenty-third Street.

### PRINCE ALBERT.

November 30.—With the building of the new line of railway from here to Battleford, the importance of Prince Albert as a wholesale centre has been greatly increased. New territory will be opened up which can best be served from this centre. Already the wholesale grocery trade of this year is better than in any previous season. With the amount of construction work and lumbering going on the outlook is very good for the future.

The local branch of G. F. & J. Galt is now doing business in their new location, the warehouse having been moved to Second Avenue. It was found to be in the way of the new line of railway, and, along with the stock of groceries, it was moved. The occasion was taken advantage of by the firm and an addition was made to the building, which adds considerably to the capacity of the structure. Salt is stored in the big basement, and an arrangement will soon be completed whereby the barrels will be transferred directly from the cars to its proper place.

There is quite a keen demand for good grade wheat for milling purposes. In fact, farmers are getting a good price for their product. This should be a stimulus for grain growers to increase their acreage next year. With the opening up of the new territory by the railway a bigger supply of wheat should be handled in the Prince Albert market. The new source of supply will enable millers to purchase cereals at the country stations along the line. This will give the mills an ample supply of raw material for flour and so to better supply the growing demand. If the demand is to be fully met it will mean a big increase in acreage under crop, as well as more mills in the near future.

### KINLEY, SASK.

November 30.—Business in town is improving with the cold weather. This is fast becoming a grain centre and wheat keeps pouring in from all sides to the

elevators. This is good for business as the farmers usually leave an order at the stores when they dispose of their grain. The Atlas elevator, which has a capacity of 30,000 bushels, is now complete.

Kinley has now fifteen places of business. Among them are two general

stores, one restaurant, one butcher shop and two elevators.

W. Henderson has taken a position in E. S. Rose's general store.

J. E. Dalrymple, assistant freight traffic manager, C.P.R., was in town lately, and it is expected that as the result of his visit there will be a better train service soon.

## Quebec and the Maritime Provinces

Grocers Represented in Westmount Council—Brisk Business in St. John—Large Apple Shipments From Halifax.

### HALIFAX.

December 1.—The grocery trade is brisk in all lines. The wholesalers report a decided improvement in collections and the prospects are bright for busy times from now until Christmas. Prices on the whole are fairly steady. The moderate prices for dried fruits have made the demand good, and heavy sales are reported in these lines. The new stock of walnuts has arrived and the dealers say that the quality is very fine. The crop of prunes has been shipped and will be here in a couple of weeks. Large sales are reported of beef, pork, lard, flour, meal. The goods are being shipped principally to the outports.

The market is well supplied with all seasonable fruit. Jamaica oranges are now coming in quite freely, but the demand is only fair. They are quoted at \$4.50 to \$5 per barrel, repacked. Floridas are selling at \$3.50 per case, and lemons at \$6. Bananas are becoming very scarce and the stock offering is of very poor quality. They are selling from \$2 to \$2.50 per bunch. Winter pears are quoted \$2 to \$2.25 per half barrel, and cranberries (Nova Scotia) from \$5 to \$6.50 per barrel.

Apples continue to go forward to the British market in large quantities, the steamers sailing this week having from 10,000 to 14,000 barrels each. Locally there is a good demand for first-class fruit. There is an unusually large quantity of No. 3 fruit on the market, which the grocer evidently wants to work off before sending in his best stock. No. 1 Kings are quoted at \$3, and Spies the same. Some good Gravensteins were offered for sale this week, and they were quickly bought up at \$2.50 per barrel. The fruit was in exceptionally fine condition for so late in the season. About three hundred thousand barrels of apples have been shipped from here so far.

The produce business on Prince Edward Island this season is enormous. Up to the present time it is estimated that two hundred thousand bushels of potatoes have been exported. In addition, large quantities of turnips, oats, hogs, sheep and poultry have been sent away from the island. So far, this season 80,000 bushels of island potatoes have been received here. The receipts of oats are also very heavy, nearly 24,000

bushels coming here from the island. Potatoes are quoted at 30 cents per bushel. The steamers sailing for the West Indies and Havana are taking large quantities of produce. The shipments of potatoes to the Cuban market are very heavy. They are nearly all Nova Scotia-grown potatoes and they command a good price. Cabbage are now coming to the market in large quantities.

The receipts of fresh laid eggs are very limited. Case eggs are in good supply and are quoted at 25 cents per dozen. During the week fresh laid stock retailed at 40 cents per dozen.

Butter shows little change in price. It is in good demand and all stock marketed is quickly bought up. There is barely enough creamery butter coming to the market to supply the local demand.

Sugar is firm, and no immediate change is looked for as regards price. The West India line steamer Ocamo, which arrived here this week, landed 12,514 bags of sugar for the Acadia Sugar Refinery Company.

The fish business is rather dull at the present time. The market is heavily stocked with dry fish and the prices are very low. Large cargoes of dry codfish are now being marketed here, but the exports are comparatively light. There is a good demand for pickled fish, such as mackerel and herring. Nova Scotia mackerel in the Boston markets are bringing good prices. Fresh fish are scarce, halibut being particularly so. There is a good demand for fresh cod, haddock and halibut. Smelts are also very scarce.

It is estimated that upwards of twelve thousand quintals of dry fish were landed from vessels at Halifax this week.

The fruit and confectionery business in the old post office building at Bridgetown, which has been conducted during the past year by Mrs Longeley, has been purchased by the former proprietress, Mrs. A. J. Weir, who is opening a new stock for the Christmas trade.

### ST. JOHN.

December 1.—Business continues brisk and collections are fair. There has been but slight change in prices during the past week. In the produce market eggs

are exceptionally high, 50 to 60 cents a dozen being the retail quotation for fresh stock. Butter is also high and is retailing at 28c to 34c a pound.

The steamer Talisman, of the St. John-Boston-Cuba line, sailed for Havana Friday, November 20, taking away 200 drums of fish, 100 tons of hay and 5,000 barrels of potatoes. On the steamer's last trip from St. John she also had a full cargo, three-quarters of which was supplied by St. John merchants. The service is proving an even greater success than the promoters had anticipated and there is now talk of securing a steamer of greater capacity. It would not be surprising if a much larger boat is on the route in a short time.

The Maritime Commercial Travelers' Association will hold its annual banquet this year in the Royal Hotel, St. John, on Thursday, December 17.

The committee who have the arrangements in hand are now negotiating with a number of notable personages to attend and address the gathering. R. E. March, of Hampton, who was recently elected president, is the first New Brunswicker to hold that office. He will preside at the banquet. The last time St. John was favored for the occasion was four years ago. Last year's affair was held in Halifax.—W. E. H.

### MONTREAL.

December 1.—The last ocean-bound boat of the season left port on Wednesday last. This was the Numidian, of the Allan Line, bound for Glasgow. In reviewing business for the year, George Hannah, passenger manager of the line, said: "Unlike the years 1906 and 1907, we are unable to report an increase in passenger traffic, and the passenger business of the year will share with all other businesses in reporting diminished business. The year 1907, its immediate predecessor, was, it is said, the greatest in the history of St. Lawrence navigation. A few years previous, business had been steadily growing from year to year, the general prosperity of the country drawing to itself large bodies of immigrants from Europe, especially from Great Britain."

Continuing, Mr. Hannah reviewed the year's business, giving figures which showed a large falling off, and in closing remarked: "It is unfortunate that the St. Lawrence route cannot provide facilities for this large efflux of people, and that annually we have to close the port in the very midst of a very large traffic. It is to be hoped the prophecy of our chief engineer of the harbor will be fulfilled at an early date, when we can at least keep navigation opened on the St. Lawrence from the port of Quebec until the middle of December, and thus be able to add to the numbers, practically the entire movement for nine months of the year, beginning April 1, instead of May 1."

W. Wesley Galbraith, of William Galbraith & Son, St. Peter St., has joined the ranks of the benedicts, having taken a wife in the person of Miss Helen

Katherine Hausen, of Westmount. The ceremony was performed by the Rev. R. Corrigan, of the Westmount Methodist Church. Mr. and Mrs. Galbraith left for New York and other points in the United States.

Nelson Bickerdike has opened a meat provision business at 272 St. Paul St. Mr. Bickerdike engages in this business during the winter while navigation is closed, being a shipping inspector during the season.

Perhaps one of the most attractive business premises and show rooms in the city is that of the Magi Caledonia Water Co., St. Catherine St. W. The window is always neatly dressed with bottles of Caledonia water, arranged with geometrical precision. The whole place presents an appearance of quiet dignity and good taste.

Frank Cote, representing R. E. Boyd & Co., St. James St., has returned to the city from a trip through the Eastern Townships.

The grocery and provision business has a good share of representation in the Westmount City Council. The destinies of that city have been presided over for the last year by a prominent wholesale grocer of Montreal, namely, William Galbraith. In view of the expiration of his term of office, John McKergow, of A. A. Ayer & Co., was approached by a large number of his friends who requested him to accept nomination for the Mayoralty. This honor, however, Mr. McKergow felt disposed to decline, and T. A. Trenholme, the big Montreal dairyman, was asked to accept the nomination. Two other gentlemen have been put forward by their friends as candidates for the position so an interesting time is expected in this quarter where municipal contests have always possessed considerable virility.

**GEORGETOWN, P.E.I.**

November 30.—J. C. Manuel is making a specialty of butter, cheese and meats. He believes in getting after the business neglected by others. He handles things in a neat and attractive manner, a very important feature in a present-day grocery.

Last week A. Maclean & Co. had a unique sausage window. While very simple in character the effect was good. This week they are showing a select lot of dried fruits.

Granulated sugar still retails at five and one-half cents, and it is to be hoped that no grocer will get reckless and cut prices.

In the provincial elections held last week, Archibald J. MacDonald, senior member of A. A. MacDonald & Bros., was elected junior member for the Georgetown district. Mr. MacDonald is a Conservative and was only defeated once by a majority of one in his forty years of political life. He is a brother of Senator MacDonald, of Charlottetown.

The grocery store on the corner of Kent and Queen Streets, Charlottetown, has changed hands. It is now owned by Herbert Chappelle. Mr. Chappelle is a bright young man and intends to treat the public with the best and with promptness in delivery. Judg-

ing from what he is doing he does not intend to neglect advertising anyway.

Sanderson & Co., Charlottetown, have advertised a fifteen days' sale for cash only. The bargains they are offering in new dried fruits and staple groceries should pull trade.

It is estimated that about 1,200 tons of cheese and 250 tons of butter will represent the dairy output of the island this year. The average price of cheese was about 11½ cents per lb., and at the last sale for the season a few weeks ago, 12 1-16 cents were paid. The cheese factories have closed and butter making is now in full swing. The price for creamery butter is from 26c to 27c per lb., and the prospects for winter butter making were never brighter. The value of the cheese exported for the year will amount to about \$280,000, and of butter about \$135,000.

L. A. Haszard has opened a new grocery at 173 Grafton Street, Charlottetown. It is his intention to carry a full line of groceries.

The local market stands as follows:—Eggs, 20c to 22c; butter, 21c to 27c;

oats, 10c to 11c; potatoes, 18c to 20c; pork, 6½c to 7½c; hay (pressed) \$8 to \$8.50; geese, 8c to 9c; turkeys, 11c to 12c; chickens, 9c; fowl, 6c to 7c.

Business, now that both the federal and provincial elections are over, is good; collections are fair, and should there be good roads the prospects were never brighter for a bumper Christmas trade.

A prominent shipper, of Charlottetown, estimates that about 200,000 bushels of potatoes were exported from the island this fall. Of the early varieties the Dakota Reds proved the most profitable. Owing to the dry season, the potatoes contained more starch than usual, and the factories ground up a record quantity. Of late the farmers have not been bringing many to market, owing to the uncertain weather, and to the fact that the price, 18c to 20c, is not a strong inducement. It is evident that a large quantity will be held over until the spring.

A few smelts are being shipped already by express to New York, notwithstanding the mild weather.

**From Ontario Correspondents**

**London Grocers Win Bowling Match—Ottawa is Fighting the Peddling Nuisance—Guelph Has a New Butter By-law on the Market.**

**LONDON.**

December 1.—Wholesale men are complaining that business is somewhat disappointing, the past month, as a whole, not being up to the mark. Those of them who are ordering goods do so sparingly, and to meet immediate wants. Stocktaking will shortly be the order of the day. Retail trade in the city is quiet.

The London Grocers and St. Thomas bowling teams met here in a return match on Friday evening, the Londoners winning by a total of 215 pins. Millson, of the Grocers, distinguished himself by making the high single score of 198, and tied with Collins for the high aggregate. The score:

GROCERS.				
Millson	198	161	147	506
Collins	165	177	164	506
Nopper	197	147	155	499
Ranahan	176	146	137	459
Grandage	159	184	156	499
	895	815	759	2,469
LOCKE'S STARS.				
Scott	148	151	129	428
Bond	195	134	166	495
Pearse	163	143	156	462
Locke	163	140	101	404
Evans	159	157	149	465
	828	725	701	2,254

The quarantine at border points on cattle coming in from the States of Pennsylvania and New York is having a stimulating effect on local markets, and an advance in prices is regarded as certain. It is reported that the packing companies have also received largely increased orders, and are sending out special agents to buy up cattle. About twenty cars of Canadian cattle left this

city Friday night by the different railways for eastern points, and although the railways are losing to some extent in through traffic as a result of the quarantine, there is compensating advantage in the increased traffic they are getting at different points throughout this district.

It is now definitely announced that the chief condition upon which the Canadian Packing Company will rebuild its burned factory here is that it be given power to establish and control a public abattoir. As the City Council some years ago failed to induce the Legislature to grant such a privilege to another private concern, it is difficult to see how the packing company can hope to secure it now. The inclination of the legislators is in favor of leaving such establishments solely in the hands of the municipalities, as it is feared that, controlled by a private company, it would become a monopoly.

At the next meeting of the Retail Grocers' Association steps will be taken to, if possible, stop price-cutting, which is reported to be quite prevalent in the outskirts among small dealers.

**GALT.**

December 1.—November has gone and Galt merchants report a most gratifying increase in business over the same month last year. Of course times this year were considerably better. All the stores are well stocked up for the Christmas trade and the month of December promises to be ahead of the same month in any previous year. To help this expectation along there is the fact that there are no unemployed in Galt, a statement which can probably be made by no other town

in Ontario at the present time. There is no evidence of the stringent financial conditions which prevailed at this time last year, when the general opinion was to the effect that Ontario was destined to witness a five-year famine. That impression has been dispelled and the country, as far as can be ascertained, is most optimistic over the future. And so passeth the financial depression of 1907-08.

The market on Saturday was exceptionally large. Poultry and fresh meat were the features. Chickens sold at from 40c to 75c each. The very young birds, which carried a guarantee that they were tender, were retailed at 12c per pound. Eggs were 30c per dozen, and from present indications it looks as though the price of this necessity will reach a record figure during the coming winter. Butter advanced from 28c to 30c per pound, and it is just possible that a further advance will occur in the near future. However, the many creameries established through Waterloo County during the recent year will probably operate in keeping down the price of butter. Beef sold at 6½c to 7c per pound, and pork at the same figure. Potatoes were 70c per bag.

Speaking of the high prices demanded for farm produce during the present year, in conversation with your correspondent, John R. Blake, Galt's police magistrate, gave some interesting information regarding the prices prevailing 35 years ago. "At that time," said the magistrate, "you could buy eggs for from 8c to 10c per dozen, and at times I have seen them selling at six dozen for 25c. Butter, and the very best at that, was 15c per pound, and often two pounds for a shilling. Potatoes could be had in any quantity for 15c per bushel, and beef by the quarter was 2½c per pound. The farmers at that time drew in the best of hardwood, which was worth \$2.50 per cord, and I have often seen as many as fifty loads lined up on the market. Other prices were equally low, a quart of the best rye whiskey could be had for 35c." On being questioned as to the difference in prices now prevailing, the magistrate gave it as his opinion that the increases were due to the phenomenal increase in exports. "In those days the farmers for miles around had to depend upon the towns nearby to purchase their produce. Now they don't have to move off their farms. An agent comes around and his butter, eggs, etc., are bought, packed and shipped to the Old Country. In those days," concluded Mr. Blake, "the boy with five cents a week spending money was counted as a prince among his companions."

The Galt Poultry Association have just completed a three-day poultry show, which was a big success. There were over 1,000 birds on exhibition and the organization will have a neat little surplus. Some little trouble was experienced in securing the market building for this event, as it was feared that the odor would be disagreeable to the marketers, but by the liberal use of disinfectants the building was in fine shape

for the Saturday market. The show will be an annual affair.

Do the correspondents of The Grocer study carefully what their contemporaries in other towns and cities have to say weekly? If not, they should do so. Conditions prevailing in other towns have a direct influence in their own town, and to be able to review the condition of trade with any degree of accuracy they must necessarily be well informed on conditions generally throughout the Province. And the best way to get such information is to read what fellow correspondents report.

The municipal elections are drawing near, and in a number of towns the Retail Merchants' Association are considering nominating a candidate for aldermanic honors. The merchants of a town are necessarily vitally interested in all public events, and it seems only right that they should have a representative on the municipal board. The Galt Association will consider the matter at their next meeting.

It is understood that Ald. Radigan, the Main Street grocer, who has served faithfully during the past year, will again be a candidate for the Council, and his record should entitle him to be returned. He has a host of friends who will probably return him to office.

The Chatham correspondent is advising purchasers to give the merchant their street and number. Chatham merchants should be well satisfied that the streets are named and numbered. Galt, progressive in almost everything else, still retains the backwoods system of giving locations by the statements that So-and-So lives two doors past the ——— church, or three doors from the corner of such-and-such a street. It is possible that the Council of next year will remedy this state of affairs.

Apples are a scarce commodity in Galt just at present. That is real good apples. Of course you can get the small, scabby variety in abundance, but if you want Russets or Greenings, they will cost you \$3 per barrel, and Spies are even higher. Again the export trade seems to be taking from the home consumer.

The Guelph correspondent had a real inspiration when he suggested that the merchant give "the boys" something other than the usual box of cigars. The boys would undoubtedly appreciate the smokes, but a book or a subscription to The Grocer would be equally appreciated and of a more lasting character.

The new oranges are coming in, but as yet they are extremely small and sour. The merchants are somewhat at a loss to explain this, but they confidently expect that the next shipment will be up to the standard. That they are exceptionally small may be gathered from the fact that an Italian vendor who holds a stand on the market was heard explaining on Saturday morning that he was not selling lemons, but oranges.

A number of local grocers are laying in a supply of Christmas stockings—those receptacles which hold everything from a little whistle to a bologna sausage.

The demand for these novelties is said to have been large last year.

Miss Lottie Smith and Miss Isobel Anderson, who preside over the office staff at Sloan's, are enthusiastic supporters of The Grocer, and eagerly await its arrival each Friday.

#### OTTAWA.

December 1.—The Ottawa Retail Grocers' Association, held its semi-monthly meeting on Wednesday, November 25. When the question of peddlers, hawkers and transient traders, came up for considerable discussion. This question has been a sore one for some time to the retail merchants—and when brought before the City Council in February last, they were turned down by that body on account of the by-laws being in such a state that no one knew where they were at. However, a committee appointed recently laid the case in the hands of A. E. Fripp, M.L.A., with instructions to hunt up the old by-laws governing the peddlers, hawkers and transient traders. These were laid before the grocers on Wednesday last, and the opinion was generally expressed that the by-laws affecting the privileges of such classes of traders should be changed. It was suggested, moreover, that the condition of market by-laws generally demanded attention as the frequent changes and amendments made in connection with them had left them in more or less confused shape. The association had in its possession for use in its consideration of the question of amending market by-laws, an opinion from its solicitor, who reviewed certain sections of the laws as they stand at present and offered suggestions as to the course to be pursued in regard to modifications. The matter had been referred to a committee at a previous meeting, and the report was presented by Secretary A. G. Johnson and H. C. Ellis. It was shown that in the present position of the by-law defining the rights of peddlers it was possible for a market vendor to pay his market fee, \$10, and then dispose by house to house sale of anything remaining unsold at the close of the market. This regulation served as a loophole for evasions of the real purpose of the law. Mr. Fripp expressed the opinion that the law was intended to confer a special privilege on farmers who did not sell all their produce on the market. The Transient Traders' Law, it was shown, had also proved defective in one respect in that it did not furnish a basis on which a person of the transient trader class taking orders in the city and sending the goods later could be convicted. The final action of the association in the matter was to leave the communication from Mr. Fripp in the hands of the executive, with instructions that it consider the question in the light of its information and report concerning further action. Generally speaking, Mr. Fripp's advice was to the effect that legislation be sought from the Legislature granting permission for the municipal authorities to enact such by-laws as were desired. The association decided also that the co-

GUELPH.

December 1.—The new butter by-law, allowing the police the privilege of confiscating all short weight butter on the Guelph market, was passed by the City Council after a great deal of comment last Monday night. Some of the aldermen thought it would drive some farmers away from the market, but those few who would not come for that reason were perhaps better without.

The Preston Retail Merchants' Association, according to notices in their windows, will not in future buy tickets or advertise on programmes for local entertainments or fall shows, except where the association as a body sanctions it.

The retail merchants ought to take up the matter of having Wyndham Street and the business sections watered after the regular season is over. Last Saturday, for instance, the dust was something awful and was piled up in doorways and on the outside displays in inches almost. It would not cost very much for those odd days and greatly improve the conditions, both for the merchants and also the great number of shoppers.

The great Winter Fair and Fat Stock Show this year promises to be equal to or better than ever this year. A great many new features are again to be introduced, among them being lectures on the butter and cheese business, and the gro-

operation of other retail associations in the city, who are concerned in the matter, be sought.

It may be a little early to think of the Queen's birthday, but the Retail Grocers are going to do all in their power to try and prohibit the sale of firecrackers, as merchants are in a state of uneasiness around that date, and unable to enjoy the holiday, fearing fire on their premises.

Duncan Bell, manager of Bryson, Graham's grocery department, has the sympathy of the Ottawa grocers in his recent bereavement by which he lost his son through drowning, a fine young fellow only 19 years of age.



A FINE TORONTO GROCERY—Store of D. W. Clark, 248 Avenue Road.

Chas. E. Buckler, representing the Park, Blackwell Co., Toronto, has been in the city for the past week calling on the trade and reports on business favorably. The boys are always glad to see "Buck," as he always has with him the Quaker Oats Smile—and that laugh!

E. Vandiver, of Bon Ami, has been calling on the trade. He is still as short as ever in size, but able to send in the long orders.

President Wm. York, of the Ottawa Retail Grocers' Association, has returned to his business from Boston, where he had been visiting his daughter, a nurse, who has been seriously ill with typhoid fever.

The first orange benefit this fall was held on Saturday, and quite a large number were sold.

A local grocer had a new customer call the other day and leave quite an order to be charged. He then called up the grocers in the neighborhood where the party lived to find out something about their credit, and found out they were not good pay, so, of course, did not fill the order. Another grocer called up by 'phone and warned a brother grocer that one of this kind of people had gone down in his neighborhood to live, but even after the warning the grocer was done to the tune of \$20. In that case there is not much sympathy.

cers are all making preparations for the increase in trade which always comes with the crowd. Special sales should be in order from now until after the Fair.

The grocers will be all glad to have The Canadian Grocer take a fall out of the peddling nuisance.

Last year at Winter Fair time the local grocers and butchers allowed the Toronto people to gobble up all the turkeys and choice fowl at only a shade better prices than they had to pay at Christmas time themselves, and then had to scour the country within a radius of 50 miles on the day before Christmas for turkeys at any price to fill their orders, and, in some cases, were unable to do so. Some of the turkeys did not

## THE CANADIAN GROCER

arrive until 11 o'clock on Christmas Eve also. What is the matter with getting after these choice fowl which are always at the Fair and keeping the best for our own trade and letting the other fellows do the chasing after the inferior quality? The farmers nearly all bring in their best before the last day, even if they do not show them.

The retail merchants at their last meeting spent the evening in talking municipal affairs and decided to take an active part in the coming municipal elections.

The market on Saturday was well attended and business was good in the stores, but there were no changes in prices.

### STRATFORD.

December 1.—At the Saturday market eggs were few and expensive, only the lucky ones getting away with a dozen at an outlay of less than 30c. The egg scarcity has been noticed for the past two weeks, but it seems to be improving very little and the price is going up each week. Fowl of every kind was plentiful. Chickens, ducks, geese or turkeys could all be procured at a reasonable rate, and there was a good demand. The vegetable market was much the same as last week. Potatoes sold from 60c to 80c per bag, the other prices remaining the same. The greatest change noticed was the price of live hogs, which dropped from \$6.10 to \$5.75. The market was overcrowded, the Whyte Packing Co. having more than they could handle.

Four carloads of California oranges landed in Stratford during the last ten days for Jas. Lloyd, wholesale fruit dealer. Mr. Lloyd must expect Santa Claus to distribute a lot of oranges for him in this district.

Scooping is the order of the day now with most grocers. The Xmas fruits are all in, and raisins, currants, peels, icings, candies and nuts are finding their way into 1, 2 and 3-lb. parcels. Everybody is getting ready for the Xmas rush. The show windows and store interiors are receiving special attention, and when everything is finished Stratford's stores will present a gala appearance in keeping with this Yuletide season.

The McLeod Milling Co. report good business, their average shipment of flour being two cars a day. In the near future the company intend increasing the capacity of their plant from 300 to 500 bbls. per day.

The R. S. Jones grocery has undergone a slight change within the last few weeks. Anderson Stevenson has become a member of the firm and will undertake the general management, while R. S. Jones will look after the financial end. The firm's name will remain unchanged.

A few of the stores have fine window displays this week. H. T. Barker has two good windows. The background of one is very prettily made: cornflake cartons form a half circle, with a complete circle enclosing a cross on top. The Barnsdale Trading Company's large centre window is showing some fine fruit. White and red form the color scheme,

which is carried out even to the price tickets which are white ink on red cardboard.

This year, as in previous years, the seeded raisin boxes have had some rough handling. In one grocer's shipment of 25 boxes the ends of no less than 10 boxes had been broken open, and, in some cases, the packages had been emptied out on the floor. If the wholesalers or brokers would advise the shippers to put large nails in the boxes it would often save loss to the grocers.

For a few days during the past week there appeared to be a date famine threatening the city. The wholesalers and a number of retailers alike were minus the palm fruit. One lady mentioned having visited four stores without being able to procure any.

### BRACEBRIDGE.

December 1.—Trade here has been rather brisk lately owing to fear of early closing of navigation, heavy shipments of flour, oats, baled hay and merchandise leaving the town wharf daily.

Ed. Kirk, of Kirk Bros., and W. J. Reid, of Hutchison Bros., have returned from a successful hunting trip, the party of seven bringing out twelve fine deer.

Peter Hutchison spent a few days in Toronto last week on business.

Armstrong & Gillespie are having the interior of their store remodeled and repainted, which, when finished, will make it very attractive.

Merchants in town are already arranging for Christmas displays, which this year bid to be greater than ever.

One thing a merchant can do in co-operation with other people in making the front street attractive in any town, is the arranging of window displays, making in itself a welcome to visitors. In Bracebridge window dressing is becoming one of the main factors of attraction in the stores.

I have noticed in some of your correspondence reports of the reduction of peddlers' licenses. I think this a very grave offense, one which the merchants should fight against. My idea is that a license cannot be too high to protect the merchants, who pay such large taxes in all places.

### HAMILTON.

As usual the cutting starts on fruit. One grocer succeeded in getting a lot of low grade Valencias which he has put out at 4 lbs. for 25c, but these kind of people do as much harm to themselves as to others and the price of good raisins here is such that any respectable grocer can sell 3 lbs. for 25c and look happy, and to tell the plain truth, I think the consumer is very much pleased with this price, considering the excellent quality of the fruit. The stores are all preparing for the holiday business. People are buying fruits freely and I think the Christmas trade will be as good as last year.

In canned goods prices are sagging. We expect to see tomatoes at 70c before 1st January. They are offering pretty close to that now. Some excellent tomatoes have been put up this year; one line in particular, put up in a new factory; the finest hand-packed goods I

ever saw. Peas and corn are selling freely, in most cases at 3 tins for 25c.

A suggestion has been made that all peddlers shall wear a badge, and that all peddling wagons should bear license card and number for the protection of all who have dealings with them. I would like to hear what some of your correspondents think of this.

### KINGSTON.

December 1.—Now the winter is setting in, burglaries are in order. Sneak thieves tried to get into Crawford's and Reddin & Co.'s warehouses last week, but the only "Comfort" they got was opening soap boxes. The rummaging and looks of things next morning when the doors were opened and the "Sunlight" let in was a "Surprise" to the clerks and storehousemen.

Carloads of Delaware potatoes are coming in. I am told they are one and the same as Green Mountains. They are bringing 80c to 90c a bag.

Albert Glover brought a car of apples in last week. He has the finest building for storing in the city.

The retail shoe dealers, after a year's experience of selling for cash, have decided to continue the good work and have published the following resolution in a local paper:—"That the merchants' determination to continue the cash system be properly advertised so that they would not be put to the unpleasant necessity of declining to send goods on approval or to charge the same." Will grocers ever reach this happy state? No bills, no books, no hooks, no crooks; nothing but the sunny smile that does not come off. I hope some improvement will come. Retailers have accounts out for months and even years. It is our own fault. We are too easy and afraid of losing trade.

The same old trouble is again asserting itself, viz.: poor parchment paper on rolls and prints. Will the country grocer never learn that it is poor policy not to buy better butter paper. It is one of the most annoying things in the trade for the city merchant to get butter wrapped in poor paper. Often he gets mad and writes the sender to take it back, as he can't be bothered scraping it off. Bad packing is another grievance. Rolls and prints are thrown into a big packing case like cordwood and when opened up are twisted and distorted like a railway wreck. The manufacturers should stop making only the pure parchment. That's the proper way to stop it.

Fred. Armstrong, of Warren Bros., Toronto, was here a few days last week and booked many orders. He has a way of meeting one you can't help but like.

Grocers are filling up their cellars with potatoes, expecting cold weather soon.

W. Richardson has opened up a grocery on Stuart Street.

The citizens want either D. Couper or C. J. Graham to run for the mayoralty. The former is a leading grocer. The latter, once a grocer, now is a large property holder and contractor. Both strenuously opposed the compulsory by-law. D. Couper can hardly spare the time, as he has a lot to attend to, being secretary and treasurer of several societies. If he gets in he will be Dig N Hustle.

**ST. CATHARINES.**

December 1.—New laid eggs, 40c per dozen. This was the price many paid on the market Saturday last for the genuine article. The grocers report a splendid sale for case eggs, at from 27c to 30c per dozen. Naturally the economical housewife will use case eggs wherever possible when new laid stock are so high in price.

Andrew Foster & Co. have moved from the corner of James and King Streets to King Street, directly opposite the market. Their new store has been refitted and redecorated throughout and looks quite inviting. It is a splendid location for both farm and city trade.

The grocers of Niagara Falls report that many of their customers are being offered canned fruits and vegetables by the case at wholesale prices direct from a canning factory.

**PETERBORO.**

December 1.—“The Christmas trade is going to be done within the two weeks prior to the holiday,” was the remark made by a local grocer to the correspondent a few days ago. As the grocers all know, the trade either extends over a period of six or eight weeks, or it is done within a fortnight. The latter appears to be the case in Peterboro this year, principally because the householders are desirous of keeping their money as long as possible, and also because it is not quite so plentiful as in former years. Last year a local merchant was short \$2,000 a couple of days before Christmas Saturday, in comparison with his sales of the previous year, but when the Saturday night arrived he had made up the deficiency, illustrating the fact that purchasing is sometimes peculiar. The grocers find that there are not very large quantities of fruit being sold as yet, but they expect business to become brighter in a couple of weeks' time.

Large quantities of apples are being brought in from the country for shipment to Montreal.

**CHATHAM.**

December 1.—Christmas trade among the grocers is still rather quiet, though a big business is anticipated when the rush actually commences. Local grocers are many of them bidding for the Christmas trade already by means of suitable window displays, while quite a few have commenced their Christmas advertising. Nevertheless, the public has not yet responded to any perceptible extent, though there has been quite a little extra demand for raisins and currants. Customers, especially those from the country, are still prone to defer their Christmas purchases till the last moment. A merchant who doubled his advertising space some days ago and commenced to bid for the Christmas trade states that the result has been evidenced by a largely increased number of people who have come to look at Christmas goods; but that sales have been only slightly augmented, the public evidently desiring to find out first what the more dilatory dealers would have to offer later in the season. Nevertheless, merchants who have commenced the campaign early are quite confident of securing good results, as the Christmas season is still young.

Richard Reaume, St. Clair Street, has joined the ranks of the advertising grocers, and is making good use of newspaper space just now. Vegetables, butter, eggs and other farm produce at rock bottom prices are featured by Mr. Reaume.

J. W. Dyer, St. Clair Street, is making considerable use of “locals” in pushing his Christmas trade.

Lorne A. Cummings, who has been conducting a small grocery at the corner of Raleigh Street and Lorne Ave., for some months past, made an assignment to W. G. Burrows under date of Nov. 24. The creditors' meeting took place at Chatham on Dec. 2, Dec. 14 being fixed as the date of distribution. The liabilities are placed at \$900, while assets are given as \$290. Mr. Cummings was a popular young fellow and rather aggressive in the conduct of his business, but he was hampered by lack of capital to start with, and by illness in his family.

Edward Crompton has purchased R. H. Johnston's grocery business at Bothwell, and is now in possession.

Frank C. Peck, the Jeannette's Creek grocer, has added a Stimpson computing scale to his store equipment.

J. Clark & Sons' grocery at Ridgetown had a narrow escape from a disastrous fire last week. A lamp, left in the cellar, was accidentally upset, the burner catching fire on the outside. Wm. Noble, a clerk, with prompt presence of mind, carried the lamp outdoors, and the balance of the incipient blaze was quickly extinguished.

E. Hanson, the Wheatley grocer and general merchant, opened his handsome new store on Saturday. A big grocery and crockery department is a feature. Mr. Hanson started business in 1892, and his trade has steadily increased. The new store has over 7,000 square feet floor space.

The splendid sugar beet crop throughout this part of the country this year has revived the talk of a Chatham sugar factory. The district helps supply three factories, the Wallaceburg concern, and two in Michigan, 700 carloads being shipped over the G.T.R. alone. It is believed that the beets which now go to Michigan would be more than ample to supply a local factory, and Chairman W. H. Westman of the civic industrial committee, is now corresponding with four different American concerns, with a view to having a factory located here.

Though it is very difficult to secure definite figures on the subject, there is little doubt that this year's bean crop is considerably short of expectations, and little, if any, in excess of that of last year. Individual yields vary according to the location from poor to good. On the whole, there is less fault found with the quality than with the quantity. Marketing is a trifle slow, the prices offered here ranging from \$1.40 to \$1.55 a bushel, the latter for choice hand-picked.

A. J. Holland, popularly known as Bert, who formerly conducted a grocery in Blenheim, passed away last week at Albuquerque, New Mexico, where he went some two months ago in search of health. He was 31 years of age.

A missionary campaign in Canada on behalf of British manufacturers is foreshadowed in a letter recently received by Wm. Anderson, president of the Chatham branch of the Retail Merchants' Association.

In the Sept. 4 issue of The Canadian Grocer appeared a strenuous letter from Mr. Anderson with reference to the poor quality of Canadian fruit jars, a subject which has excited much vigorous comment the last few years in the ranks of the retail trade. Mr. Anderson has just received a response which not only shows the far-reaching nature of The Grocer's circulation, but further indicates an early entry of British competition into the glass jar field in Canada. A few days ago Mr. Anderson received a letter from Walter Stark, of Toronto House, Stanley Avenue, Wallasey, Cheshire, who states that he expects in the course of a few weeks to tour Canada in the interests of British manufactured goods. He will represent a list of British manufacturers, and will endeavor by means of free lectures, illustrated by magic lantern slides, to interest Canadian retailers and consumers in British goods. He intends also to show what is being done by British manufacturers in the line of benefitting their employees by providing for manufacture amid surroundings conducive to good health and happiness; this, with a view to leading Canadians, particularly in the West, to build on “Garden City” lines. Literature will also be distributed. Mr. Stark will also aim to secure Canadian agents for British manufacturing firms, with a view to pushing and handling their Canadian trade. Incidentally, Mr. Stark writes as follows with reference to the fruit jar question: “It so happens that I can have agencies for an exceptionally desirable line of British made fruit bottles for sterilizing, and a splendid French bottle with screw rings, similar to your Gem bottle, but very superior in every respect. I am sure you will understand me when I say that I cannot afford to waste time over this line, but if the trade will support me, I shall be prepared to put a line of bottles before them that will be very much to their advantage in every respect.” The writer also solicited information with respect to Canadian prices for these goods and the method of handling, asking Mr. Anderson to lay the matter before the Chatham Retail Merchants' Association.

**ST. THOMAS.**

December 1.—Both markets were very largely attended on Saturday, but prices remained mostly unchanged and there were no features to break the usual routine. Eggs were unusually scarce, however, and sold for as high as 32c per doz.; butter, 27c to 28c; potatoes, 90c per bag of 90 lbs., notwithstanding the fact that two of the leading butcher shops were selling eggs retail at 25c per dozen, and butter 27c per pound. Poultry was in large supply, but were disposed of, chickens, 35c to 40c; ducks, 50c to 60c, and geese at from 90c to \$1.10.

The St. Thomas Pork Packing Co. held their first annual stockholders' meeting on Saturday, and it was well attended, a tasty luncheon being served. Quite a number of grocers were present. Objections were raised to the practice of selling the hotels, and the excuse offered was that other packers sold hotels. It is expected that such a practice will be discontinued, as the president and board stated that they were in favor of protecting the retailer.

## ANOTHER STEP AGAINST PRESERVATIVES

The report of the Government that chemical preservatives in food products are detrimental to health, is probably the forerunner of an order prohibiting their sale. In so far as your stock is composed of

# HEINZ

## 57 VARIETIES Pure Food Products

you will suffer no loss. They contain no artificial preservatives of any kind. Every Heinz label is a guarantee of absolute purity.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

# Mince Meat

The household now-a-days buys everything ready for the cook. And rightly so. Because there is nothing that cannot be made just as well in the factory as at home and at greatly reduced prices. That is why we sell such a large quantity of our genuine English Mince Meat. It is made of pure spices and the very best of fruits and it is also made under the supervision of government inspectors. You will find a good profit in selling it and your customers will be well pleased.

## F. W. Fearman Co.

LIMITED

Hamilton, Ont.

GOVERNMENT BULLETIN NO. 144		
ISSUED JAN 3 1908		
CONDENSED MILK, Sweetened.		
	Total Solids.	Butter Fat.
REINDEER MILK	72.68	8.61
CLOVER "	71.78	7.91
EAGLE "	68.50	8.00
GOLD SEAL "	69.12	7.33
SILVER COW "	70.34	7.64
NESTLE'S "	68.35	7.67
PHEASANT "	68.20	5.10
CHALLENGE "	68.90	7.37
STERILIZED CREAM, Unsweetened.		
JERSEY CREAM	27.96	6.05
ST. CHARLES "	27.06	7.10
PEERLESS "	26.98	6.50
CARNATION "	24.94	6.03

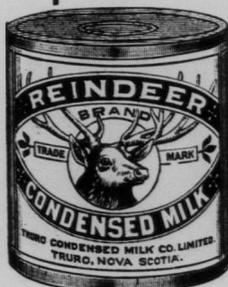
The Government Endorses Superior Quality of the Truro Brands

## Reindeer Condensed Milk

is 7½ per cent. richer, and

## Jersey Sterilized Cream

is 13 per cent. richer than the best of all the other brands of Milk and Cream sold in Canada.



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



# Butter Eggs Cheese Poultry

(Live and Dressed)

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

## The WM. RYAN CO.

LIMITED

70-72 Front Street East  
Toronto - Ont.

# Dairy Produce and Provisions

See Also Provisions, Cereals and Fruit, Vegetable and Fish Departments on Pages following.

## CHEESE AND BUTTER BULLETIN

Montreal, Dec. 2, 1908.

Owing to the inactivity of the cheese market at the present time, which is due to the close of navigation, considerable speculation regarding the size of stocks held in Canada, is being indulged in. Some sources of information seem to think that the figures would compare favorably with last year, but from other sources, and, in fact, the large majority of cases, the opinion is held that there is a shortage as compared with last year. At present it is rather difficult to arrive at a fair estimate, as some time ago considerable cheese was bought up which dropped out of sight. There is, however, more or less of this sort of buying done every year, and it is just this which makes a fair estimate of the size of stocks difficult at the end of the season. Total receipts of cheese since May 1 up to Nov. 28 were 1,889,697 boxes, as against 2,045,552 boxes for the corresponding period of last year. The local market is quiet and steady, with Westerns quoted at 12½c to 12¾c, and Easterns at 11¾c to 12c.

The butter market locally is very active with a good demand for the best

grades, especially of creamery stock. The tendency at the present seems to indicate a slightly quieter condition, as many have laid by good supplies, and are not buying so heavily at present. Dairy lines are in fairly good supply, and not as much in demand as creamery lines. Considerable business has been doing with outside points, much stock going both east and west. Stocks held here are estimated at 60,000 to 70,000 packages, which, it is thought, will be just about adequate for requirements. There is a general feeling that the expected stringency in the butter market will not materialize, in any case, not to such an extent as was anticipated. This condition of affairs has been a source of considerable relief in some quarters, where a shortage was expected. It is thought that prices have gone about as high as they are likely to go. Receipts of butter for the season since May 1 up to Nov. 28 were 393,665 packages, against 391,099 packages for the corresponding period of last year. Locally the market is firm, with finest creamery quoted at 27c in round lots, and 27½c to 28c in a jobbing way.

## THE PROVISION SITUATION

Toronto, Dec. 3, 1908.

The exceedingly good local business enjoyed by Canadian packers for several weeks past has fallen off noticeably during the week and has caused rather a change in the situation. Up till this week the packers were taking all the hogs that came in and were kept busy supplying the immediate demand at home and building up their stocks, sending only a normal amount of their product to the British market.

The fact that fresh meat, venison and poultry have been so plentiful recently has taken the consumers' attention from pork products, and the demand has fallen off materially during the week. With a heavy run of hogs last week packers were forced to make other disposal of their produce, so somewhat large shipments are being made to the British market. Conditions are none too favorable for this class of business. The Danes and Irish have both been sending in pretty heavy supplies and the market is pretty well supplied. Fifty to fifty-one shillings are being offered for Canadian bacon, and this is none too attractive for the packer. However, as a result of the above-mentioned local conditions the goods must go forward.

Last week with the price from \$6 to \$6.15 f.o.b. saw the heaviest deliveries for a good many weeks. The beginning of the present week also saw a beginning of a similar heavy run and it is expected to continue. Prices, however, owing to the packers' stocks and the

large supply of hogs have dropped to \$5.75. Packers expect that this week will see the end of the heavy run and that supplies of live animals will be lighter hereafter. This will put another phase on the situation.

The New York Journal of Commerce, in its weekly review of the situation in United States markets, says:

"Wholly by way of surprise Saturday's receipts of hogs at Chicago were unusually small, being posted on the Produce Exchange as 9,000, in place of the 23,000 expected. It is thought, however, that the holiday had interfered with the loading, which would account for the sudden falling off. As a matter of fact, there were more than twice as many left over from Friday. The prospects for Monday include 46,000, so that the run will undoubtedly come up to the average. The weights show an improvement, being 212 lbs., against as low as 204 earlier in the season. While nothing like settled conditions are expected until the heavy arrivals begin to show a permanent falling off, which, in the opinion of many, will not be until well along into January, the market, nevertheless, responds even to a momentary lessening of the supply. Saturday's speculative market was very firm at the opening and a good buying demand developed, which advanced prices 12 to 20 points, but when the heavy run for Monday was indicated, the market immediately re-acted and lost all that it had gained since the opening."

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—There is a steady feeling in the market for all lines. Trade is slightly quiet, but prices have been fully maintained.

Heavy Canada short cut mess pork, in bbls.	25 00	25 50
Selected heavy Canada short cut clear boneless pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls.	08 00	08 50
" 100 "	15 50	15 50
" 300 "	23 00	23 00
Pure Lard—		
Tierces, 375 lbs.	0 12½	
Boxes, 50 lbs., grained	0 13	
Tubs, 50 lbs.	0 13½	
Pails, wood, 20 lbs., parchment lined	0 13½	
Tin pails, 2½ lbs., gross	0 13½	
Cases, tins, 10 lbs. each	0 13½	
" " 3 "	0 13½	
" " 3 "	0 14	
Compound Lard—		
Tierces, 375 lbs.	0 08½	
Parchment lined boxes, 50 lbs.	0 08½	
Tubs, 50 lbs.	0 08½	
Wood pails, 20 lbs. net	0 09	
Tin pails, in cases	0 08½	

BUTTER—Receipts show a falling off as compared with last year. Market remains firm and unchanged. Locally, the demand for best grades is exceptionally good.

Fresh Creamery, solids, 10.....	0 28
" prints, lb.....	0 28½
Dairy, tubs, lb.....	0 20 0 22
Fresh large roll.....	0 22 0 23

CHEESE—Usual quietness prevails, which is invariably the case after the close of navigation. British buyers are not sufficiently keen in their demands to stimulate the market. Locally, trade remains good at unchanged quotations.

Large.....	0 12½	0 13
Twin.....	0 12½	0 13
Old.....	0 15	

EGGS—Locally consumption of eggs continues large, and demand for high grade stock is a feature of this condition. A very firm feeling prevails, however, throughout the market.

New laid.....	0 30	0 40
Selected col'd storage.....	0 26	
No 1 Candler.....	0 23	
No. 2 Eggs.....	19	0 20

HONEY—Interest in honey has flagged during the week. This fact, however, has not depressed prices which continue firm.

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

POULTRY—This is a period of comparative quiet in the poultry market, being between Thanksgiving and Christmas buying. Quotations have not varied during the week.

Spring chickens, per lb.....	0 09	0 10
Hens per lb.....	0 08	0 09
Young ducks, per lb.....	0 10	0 11
Turkeys, per lb.....	0 12	0 13½
Geese, dressed.....	0 03	0 08½

### TORONTO.

PROVISIONS—At this time of the year poultry, venison and other meats will take the place of cured meats and the demand will naturally fall off and

in consequence prices are slightly easier, but there are practically no changes in the quotations.

Long clear bacon, per lb.	0 11	0 11½
Smoked breakfast bacon, per lb.	0 14½	0 14½
Roll bacon, per lb.	0 16½	0 11
Light hams, per lb.	0 13½	0 13½
Medium hams, per lb.	0 13	0 13
Large hams, per lb.	0 12½	0 12½
Shoulder hams, per lb.	0 10	0 10
Sacks, plain, per lb.	0 18	0 18
" pea meal.	0 16½	0 16½
Heavy mess pork, per dbl.	20 0-1	20 0-1
Short cut, per dbl.	22 5-1	22 5-1
Lard, tierces, per lb.	0 12½	0 12½
" tubs "	0 13	0 13
" pails "	0 13½	0 13½
" compounds, per lb.	0 8½	0 8½
Dressed hogs	9 00	9 00

**BUTTER**—Creamery butter, on account of its scarcity, is firm and may sell in some cases a few cents above quoted prices, but dairy butter is more plentiful and much of it, as usual, is not good. It is the opinion of dealers that prices of butter will not go higher. A large percentage of the people cannot afford to pay these high prices and will use less, and in consequence the supply will exceed the demand.

Creamery prints	0 29	0 31
Creamery solids	0 27	0 28

**BARRELS**

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

**H. CARGILL & SON**  
CARGILL, ONTARIO.

**SALT**

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

**TORONTO SALT WORKS**  
126 Adelaide Street E., Toronto

**We Want Butter !**

**Dairy Tubs, Creamery Solids**

We will buy f.o.b. your station, in large or small quantities.

Write or phone us with best quotations.

**Rutherford, Marshall & Co.**  
Wholesale Produce Merchants,  
TORONTO.

**Poultry Wanted!**

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

**P. POULIN & CO.**  
39 Bonsecours Market, Montreal

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

**USE OVAL WOODEN BUTTER DISHES.**

**THOMAS BROS., St. Thomas, Ont.**

Farmers' separator butter	0 26	0 27
Dairy prints, choice	0 25	0 26
" ordinary	0 19	0 21
" tubs, choice	0 22	0 23½

**CHEESE**—The cheese market is unchanged although some is offered a little lower, but this is owing to the inferior qualities made after the cows were fodder fed. Earlier makes of good quality are firm and are selling from 13c to 14c.

Cheese, large, prime	0 13½	0 13½
" twins	0 13½	0 14

**EGGS**—There is no change whatever in the egg trade this week. With the perfect system of cold storage held eggs are much better than they used to be, and as the selects are very fair boiling eggs, there is less demand for strictly new laid, although the small quantity obtainable are all taken at almost any price.

Strictly new laid, per doz.	0 35	0 40
Select cold storage	0 27	0 28
Cold storage	0 24	0 25
Limed	0 23	0 24

**HONEY**—A large percentage of our honey goes to the Northwest, which has all been sent. The only honey selling now is in glass, to the city trade, and therefore there is no change from last week's quotations.

60-lb. tins	0 09	0 10
Smaller sizes, tins and bottles	0 10½	0 12
Combr, doz.	1 50	2 50

**POULTRY**—After the lull following Thanksgiving the demand has somewhat improved, and poultry all round has advanced about 1c a lb. The general complaint among poultry dealers that the birds are not properly fed and dressed, still continues.

Spring chickens, per lb, live	0 09	0 11
Hens, per lb, live	0 06	0 07
Young ducks, per lb, live	0 09	0 10
Turkeys, per lb, dressed	0 13	0 14
Geese, per lb, dressed	0 08	0 09

**WINNIPEG.**

**BUTTER**—Prices quoted last week still obtain. The market is firm, but there have been no actual advances. For No. 1 dairy, in tubs, boxes or bricks, the local produce houses are paying 22c f.o.b. Winnipeg, for No. 2 19c, and for No. 3 17c.

**EGGS**—For new laid eggs the Winnipeg produce houses are paying 25c f.o.b. Winnipeg.

**CHEESE**—Manitoba cheese is very scarce. Ontario is selling at 14½c to 14¾c per lb.

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

Chicken, per lb.	0 12
Fowl, per lb.	0 09
Turkeys, per lb.	0 15
Ducks	0 11
Geese	0 11

**EASTERN FISH MARKETS BRIGHTENING.**

Fred. Magee, Pt. Elgin, N.B., and Pietou, N.S., an Eastern packer of lobsters, whose brands are widely distributed through Canada, was in Toronto this week, passing through to Chicago and Winnipeg. Mr. Magee reports as misleading the prevailing impression that the lobster catch is greater this year than last. The general depression in trade throughout the world has curtailed the consumption of luxuries of which lobsters

is one. Conditions now are improving and an appreciable change for the better has been noted during the past three months. Fish markets are brightening up generally. Prices undoubtedly have reached rock bottom, and stocks are out of first hands and pretty well consolidated in the hands of the large packers.

**TRADE NOTES.**

T, Johansson, general store, Mary Hill, Sask., is offering to compromise.

Krienke & Thompson, general store, Lemberg, Sask., are negotiating to sell.

Sheppard & Currie, general store, Davidson, Sask., has sold to Loree & Manning.

Henry Barton, general store, Davidson, Sask., has sold to the Davidson Trading Co.

The stock of J. Feinstein, general store, Veregin, Sask., has been sold to Mrs. J. Feinstein.

Cromwell & Ormsby, grocery and meats, Vancouver, are incorporating as the Cromwell-Ormsby Co., Ltd.

Peter Douglas, general store, Canora, Sask., has sold to E. T. Jones, who takes possession on January 1st.

The stock of the estate of Anson & Co., general store, Radisson, Sask., will be offered for sale by auction on Dec. 7th.

L. H. Walters, R. W. Walters & Son, Norwood, was a visitor to Toronto last week. The Grocer representative had the pleasure of meeting in Mr. Walters a thoroughly up-to-date optimist, and also the knowledge that he was an appreciative admirer of The Canadian Grocer. Thanks!

The Consolidated Mercantile Co., Toronto, has been incorporated with a capital of \$40,000, to buy, sell, import and export general merchandise, to act as manufacturers' agents and to manufacture and trade in merchandise of all kinds. Those constituting the company are: Frederick Young, commission merchant; Austen Robert Campbell, manufacturer; William Egerton Lincoln Hunter and Stephen James Arnott, barristers-at-law, and Irving John Gardner Walker, broker, Toronto.

**Wanted**

A man about 25 years of age with a thorough experience in groceries, for position as travelling salesman for a large Toronto Wholesale Grocery house.

Applicants will please write full particulars, age, experience, references, etc., which will be considered confidential.

**Box 240, Canadian Grocer, Toronto**

# Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

**Magic Baking Powder**

**Gillett's Perfumed Lye**

**Gillett's Cream Tartar**

**Royal Yeast Cakes**

**Etc.**



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

In my advertising, I am emphasizing the excellence of

## Clark's Corned Beef

and introducing more generally

## Clark's Mince Meat

These are two particularly good lines and there will be a good demand for them as well as all other **CLARK'S MEATS.**

**WM. CLARK**

Manufacturer

**MONTREAL**

## HAND POWER ELEVATOR

LOAD,  
1 500 lbs.  
CAR, 6 x 5 FT.

**\$100<sup>00</sup>**

F. O. B.  
HAMILTON  
ONTARIO



We supply drawings and instructions enabling anyone to install.

**SAVE TIME LABOR EXPENSE HANDLING GOODS FOR UPPER FLOORS**

Write our nearest office for full particulars.

**MONTREAL** | **WINNIPEG** | **VANCOUVER** | **OTTAWA**  
St. James St. | McRea Block | Alexander St. | O'Connor St.

**Otis-Fensom Elevator Company, Limited**  
HEAD OFFICE — TORONTO, ONTARIO

**PUSH**

# Cowan's

**Cocoa and Chocolate**

and get your share of the  
Fall and Winter Cocoa and  
Chocolate trade.



**"C-o-w-a-n-'s"**  
spells  
**"satisfaction"**  
to the Canadian  
housewife.

**The COWAN CO., Ltd.**  
TORONTO

By Royal  Letters Patent

## Nelson's

Opaque, Brilliant,  
Isinglass, Leaf,  
and Powdered **Gelatine**

**NELSON'S**  
Granulated Jellies, Tablet Jellies, Creams, Custards,  
Fruit Puddings, Bottled Jellies, Lemonade  
Crystals, and Baking Powder.

**Nelson's** Gelatine  
and  
Liquorice **Lozenges**

**NELSON'S SOUPS**  
(SIX VARIETIES)

*Sole Proprietors and Manufacturers of*  
**GORDON'S GRANULATED GRAVY**

**G. NELSON, DALE & CO., Ltd.**  
EMSCOTE MILLS, WARWICK

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

CANADA: **No better Country**  **MOTT'S: No better Chocolate**

There's a good deal in a name—particularly when that name is

# Mott's

Applied to CHOCOLATE the names  
**"Diamond" and "Elite"**

signify the best and purest. The profit to you is a good one—the benefit to the consumer is great and lasting.

Every Jobber Can Supply You

**John P. Mott & Co.,**  
Halifax, N.S.

SELLING AGENTS:

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

**A Leading British line well-known and largely advertised**



**THE WORLD RENOWNED FOOD BEVERAGE**

The Public Say:  
**"THERE IS MERIT IN IT."**

The Trade Say:  
**"THERE IS MONEY IN IT."**

Write for Sub-Agency to:—

<b>AGENT FOR MONTREAL:</b>	<b>ONTARIO AGENTS:</b>
<b>J. WALTER SNOWDON</b> 413 St. Paul Street Montreal	<b>GREEN &amp; CO.</b> 25 Front St. E., Toronto
<b>W. H. ESCOTT, 141 Bannatyne Avenue East, WINNIPEG</b>	

**SAMPLE CASES NOW READY FOR DELIVERY**



**WITH WINTER HERE**  
YOU CAN SELL

## "Favorite" Brand Cocoa and Chocolate

IN ½-LB. TINS AND IN BULK

in greater quantity than ever. Famous for its quality. Special prices and terms for grocers and confectioners buying in bulk. Inquire about our Cocoa in 7 lb. packages.

**A Free Sample to You for the Asking!**

### DOMINION COCOA AND CHOCOLATE CO.

16 Place Royale . . . . . MONTREAL



**Canada's Standard For Years**

## White Moss Cocoanut

You know it from experience.

**The Canadian Cocoanut Co., Montreal**

The delicious flavors of

## Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:  
**GREEN & CO.,**  
25 Front St. E. Toronto  
**W. H. ESCOTT,**  
Winnipeg

*Made by Edward J. Nation & Co., Bristol, England*

48 Highest Awards in Europe and America

## WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

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

**Walter Baker & Co., Limited**  
Established 1780, Dorchester, Mass.  
Branch House, 86 St. Peter St.  
MONTREAL, CANADA

## MAPLE SUGAR

I am able to ship the finest grade on short notice. You will need it for fall trade. Order early.

**P. J. GIRARD, - Richmond, Que.**

## French Vermicelli and Macaroni

The only factory in Canada producing these goods.

### H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL,  
187 Commissioners St., Montreal

**OPEN TO BUY**

Feed and Seed Oats, Wheat and Barley

Quebec's leading Flour and Grain House.

**C. A. PARADIS, Quebec**

## SUCHARD'S COCOA

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

**FRANK L. BENEDICT & CO., Montreal**  
Agents.



## GOX'S GELATINE

The leading gelatine for more than SIXTY YEARS. Foremost in PURITY and MANUFACTURED by Messrs. Cox, as well as PACKED by them.

PURITY GUARANTEED

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



**DON'T FAIL**  
To send for catalog showing our line of

### PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O

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



Freight is no more on full strength

### MAPLE SYRUP

containing all "medicinal" properties than its undiluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.

Canada Maple Exchange, Limited, Montreal

**Small's**

## BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.  
Largely advertised and good profit. Private brands to order.

**THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL**

## CHANGES IN THE CANADIAN TRADE

Brief Items From All Parts of Canada Concerning New Businesses Opened, Sales, Assignments and New Companies Formed.

### Ontario.

Lefkovits & Co., grocers, Hamilton, have dissolved.

Richard Passmore, grocer, Toronto, has assigned.

Margaret Springstead, grocer, Hamilton, has sold out.

J. Morrow, general merchant, Fullerton, has sold to Wm. Stacey.

Mrs. A. Green, confectioner, London, is advertising her stock for sale.

Hayne & Campbell, grocers, Fort William, have assigned to Stephen F. Flatt.

T. H. Jacques, general merchant, Edwards, is offering 50 cents on the dollar.

Mrs. G. J. Aitkenhead, baker and confectioner, Ottawa, has retired from business.

Mrs. D. S. Baird, general merchant, Fitzroy Harbor, is offering to compromise.

A. J. Millar & Co., have bought out the grocery business of E. Martin & Co., Pembroke.

Wisdom & Co., Barrie, have purchased the bakery and grocery business of L. Roberts, of that town, who will likely locate in Stroud.

White Bros., who recently sold their grocery, at 250 Carlton Street, Toronto, to T. A. Gilpin, have bought out the business of W. L. Brown, 518 Church Street.

### Quebec.

F. R. Dale, general store, Rutledge, has made a compromise.

Alphonse Hemond, general merchant, Mont Lois, has assigned.

The assets of J. A. Rousseau, general store, Plessisville, will be sold.

L. Lacombe, general merchant, Versailles, has made a compromise.

D. Tousignant, grocer, St. Pierre les Becquets, has effected a compromise.

J. N. Lachapelle, general merchant, St. Jovite, has assigned to Kent & Turcotte.

Scott & McDonald, general merchants, Scotstown, have dissolved. Robt. Scott continues.

### Western Canada.

J. H. Wilson, general store, Legross, Sask., has sold to W. Duncan.

J. C. Hutchison, grocer, Vancouver, has sold to J. Patterson.

A. D. Eckardt, general merchant, Theodore, Sask., has sold out.

E. Meckling, grocer, Plum Coulee, Man., has sold to J. W. Dyck.

John McNichol & Co., general merchants, Wadena, Sask., have assigned.

C. R. Martin, baker and confectioner, Oxbow, Sask., has sold to J. W. Hill.

C. S. Robertson, Pipestone, Man., has sold his bakery and confectionery store.

Wilson & Lee, commission merchants, Nelson, B.C., have dissolved partnership.

G. H. Irvin, general merchant, Grand View, Man., has assigned to C. H. Newton.

J. R. Bell, general merchant, Gillies, Sask., has been succeeded by J. J. Coffin.

N. W. Stiles, general merchant, Hubbard, Sask., has sold to Kelsonia Trading Co.

W. W. Christmas, confectioner, Oxbow, Sask., has been succeeded by W. E. Christmas & Son.

A party of German-American capitalists, who already operate a condensed milk factory at Mount Vernon, have taken over the old factory formerly occupied by Mr. Payne, in New Westminster, B.C., where they purpose operating a condensed milk business.

### MAY CANCEL TREATY WITH FRANCE.

Government Will Act if French Senate Refuses to Ratify New Agreement.

Will the treaty of 1893 between Canada and France be abolished as a result of the French Senate refusing, so far, to ratify the French-Canadian trade convention or the new treaty of 1907? If the latter is not endorsed by the French Senate at an early date, it is likely that the treaty made fifteen years ago by Sir Charles Tupper will be abrogated.

Under the conditions of the latter treaty Canada is practically precluded from entering into any preferential tariff agreements with other foreign countries, because of the clause in the treaty which compels Canada to give to France and her colonies the benefits of the Canadian minimum tariff against any other country.

In the new treaty negotiated last year by Hon. Messrs. Fielding and Brodeur this clause was eliminated, and the way was opened for Canada to enter into reciprocal trade treaties with Germany, Belgium, or other countries, if so desired, without at the same time being compelled to extend to France all the concessions granted to these countries. The treaty of 1893 is of little practical value to Canada, the only item of export benefiting to any extent by the reduced French tariff be-

ing lobsters. Consequently, if the French Senate continues its opposition to the new treaty Canada will lose nothing by the abrogation of the existing treaty, and will be in a position to consider reciprocal tariff proposals next year with other European powers.

No definite news, says an Ottawa despatch, has been received from Paris as to whether or not the French Government can induce the Senate to ratify the treaty during the present session. The tenor of the last despatch received, however, indicated that there was a fair prospect that the opposition to the new treaty may be withdrawn, and news of its ratification may be received at any time. The Senate has been in session since October.

## Losing on Fels-Naptha Soap

is out of the question. It has always sold easily. Women daily learn that for the cost of ordinary soaps they can have Fels-Naptha which, used the Fels-Naptha way, saves hours of work and dollars of fuel.

You cannot do better than put a plentiful stock of Fels-Naptha in the most prominent place in YOUR store.

FELS & CO.  
PHILADELPHIA





change in potatoes, which are of excellent quality, and only the Ontario product is handled, at from 65c to 70c per bag by the car, and 75c to dealers delivered in smaller quantities.

Beets, Canadian, bag	0 50
Potatoes, Ontario, per bag	0 70 0 75
" New Brunswick, per bag	0 80 0 85
" sweet, barrel	3 50 4 00
" hamper	1 15
Onions, Spanish, per 50 lb. crate	0 80 0 90
" Canadian, dried, bag	0 80 0 90
" Valencia extra, cases	3 00 3 10
Carrots, new, per bag	0 35 0 45
Cabbage, Canadian, per doz.	0 25 0 35
Squash, basket doz.	0 50 0 75
" cauliflower doz.	0 75 1 25
Celery native, doz.	0 25 0 40
Pumpkins, dozen	0 50 0 65

**FISH**—Owing to the mild weather the frozen fish trade is slack. The closed season for trout and white fish now being over, and the weather favorable, it is expected that a good supply of fresh stock will be in in a few days, which will sell for 10c to 11c a pound. Fresh herrings are in abundance and are selling for 4½c to 5c a pound.

Perch, large, per lb.	0 06 0 07
Blue pickerel, per lb.	0 05 0 07
Herring, medium, per lb.	0 05 0 06
Whitefish	0 10 0 11
Cod, frozen	0 08 0 10
Trout, fresh, per lb.	0 10 0 11
Halibut	0 09 0 10
" frozen	0 07
S-a salmon, Silverside	0 10 0 12
Pike	0 05 0 07
Pickrel, yellow	0 05 0 09
Soft shell crabs, doz	4 00
Herring, Digby, smoked, 1 bundle 5 boxes	0 85
" Kippered, 15-lb. box	1 30
" Labrad r, keg	3 00
Mackerel, each	0 18 0 20
Smelts, per pound No. 1	0 10
" No. 2	0 12
Oysters, Long Is'land	0 60
" medium selects	1 75
" extra	1 85
" shell, per 100	1 50
Ciaccos, basket	1 15
Finnan Haddie, smoked, 15-lb. package	0 06
Boneless cod, quail on toast	0 06
" imperial	0 05
" steak	0 06 1/2
Shredded cod, doz.	0 90
Acacia cod, crate	2 40
" tablets, box	1 40
Bloaters	1 25
Qualla	0 09
Catfish, dressed	0 10

**TRADE NOTES.**

Jarry & Frere, grocers, Montreal, have dissolved.

A. P. Daien, grocer, Winnipeg, is offering to compromise.

J. T. Seguin, grocer, Montreal, has assigned to Alex Desmarreau.

J. B. Berthiaume, grocer, Montreal, has sold to Duquette & Falcon.

Cairns, Copelin & Co., general store, Glenboro, Man., have dissolved.

W. A. Labelle, general store, Laverlochere, has made an assignment.

Alfred Snuggs, grocer, Toronto, has been succeeded by Ed. S. Calder.

The assets of I. Brodeur & Frere, general store, Beloeil, have been sold.

H. G. Stout, grocer and confectioner, Hamilton, has assigned to W. G. E. Boyd.

Mrs. W. H. Jones, general store, Arcola, Sask., has been succeeded by S. G. Noble.

The stock of Ridley Appleby, general storekeeper, Katrine, has been sold to C. W. Coulter.

J. C. Mousse, general store, St. Alphonse de Caplin, has made a voluntary assignment to V. E. Paradis.

E. V. Rawson, general store, Humberstone, has assigned, and a meeting of creditors will be held on December 5th.

# FIRST ARRIVALS

## Navel Oranges

We specialize in **Oranges**, a complete line of all grades, including **Floridas, Mexicans**, etc.

### WHITE & CO., Limited

TORONTO and HAMILTON

"The standard of quality."

"BICYCLE"      "MAPLE LEAF"      "ADELINA"

Brands of Lemons that can be recommended without hesitation. Once try—Always buy. Ask the wholesale.

Canadian Agent,      -      -      W. B. Stringer

## Fresh Arrivals This Week

### CAR NEW CALIFORNIA LEMONS

**Squirrel Brand.**      Smooth as silk.      Bright, waxy fruit

### FLORIDA and MEXICAN ORANGES

### FANCY MALAGA GRAPES

### OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders.      Price and quality always right.

## HUGH WALKER & SON

### GUELPH, ONT.

**OUR SPECIALS THIS WEEK**

FLORIDA ORANGES, Fine, Ripe Stuff, \$2.50 per box	
Porto Rico " " " " " "	2.40 "
Mexican " " " " " "	2.25 "

### THE DAWSON COMMISSION CO., TORONTO

Don't forget we can handle your Poultry, Butter and Eggs.

# FINEST BANANAS!

**Our Leader the Year Round**

Perfectly colored, properly crated; special care taken to assure their good condition on arrival during cold weather. A trial order will convince.

We are now carrying a full line of other Fruits and Nuts, all finest fresh stock.

- |                                   |  |
|-----------------------------------|--|
| Florida Oranges                   | New Messina Lemons, <sup>best brand</sup> <sub>known</sub> |
| Jamaica Oranges                   | Fancy Tinted Almeria Grapes                                |
| Porto Rico Oranges                | Spanish Onions, 1/2 cases                                  |
| New Golden Dates                  | Sweet Potatoes   |
| New Tarragona Almonds,            | New Walnuts, New Filberts,                                 |
| New, Large, Polished Texas Pecans |  |
| “ “ “ “ “ “                       | “Jumbos”   |

To arrive—Valencia Oranges, 420 and 714 sizes, gold stamped Wrappers.

**PRICES ARE RIGHT.**

**SATISFACTION GUARANTEED.**

Write, Wire or Phone Your Orders — **You Will Come Again**

**JOSEPH BROWN & SONS,** <sup>29 and 31</sup> Youville Square, **Montreal**

## F The Largest Assortment O

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- |                   |              |
|-------------------|--------------|
| Finnan Haddie     | Bloaters     |
| Kippers           | Ciscoes      |
| Acadia Cod        | Sealey's Cod |
| Sea Herrings      | Smelts       |
| Cod               | Haddock      |
| Trout             | Whitefish    |
| Labrador Herrings | Salt Trout   |

**THE BEST QUALITY**

**H THE F. T. JAMES CO., Limited**  
 FISH AND OYSTER DISTRIBUTORS  
 Church and Colborne Streets, TORONTO

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# SOME FISH TALK

READ WHAT WE SAY; THEN ORDER

## NEW HADDIES, 6 1-2c per lb.

Choice, fresh cured stock, in 15-lb. boxes, arriving daily from our curing houses. A really attractive line at this Advent season and "a good buy" at the price.

## LARGE FROZEN SEA HERRING, \$1.70 per 100 Fish

Another line that makes fine eating. And how does the price suit? Less than 1 1/2c per fish. Make your own quotation to the housewife. Good profit!

## "SEALSHIPT" OYSTERS

These we are proud to offer you. They are the new kind, put up in airtight sealed carriers. No ice or water; all solid meats, and the real oyster flavor.

All other lines Fish and Oysters at low prices.

Get our New Price List, just out.

4 LONG  
DISTANCE  
TELEPHONES.

## LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,  
MONTREAL

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:  
MONTREAL,  
ST. JOHN, N.B.,  
GRAND RIVER,  
GASPE.



Repeated orders tell  
the quality of the

Famous  
"Brunswick Brand"  
Sardines



Connors Bros., Limited

Black's Harbor, N.B.

## Perfect Flavored Oysters

sell much better than the  
flat, insipid kind which  
are bleached, bloated and  
spoiled by fresh water  
and bruised by ice.

## "Sealshipt" Oysters

are the only kind packed in  
sealed, airtight steel cans with  
ice around the cans—not touching  
the oysters. That is why they retain  
the delicious sea flavor so appetizing.



"Sealshipt" Oysters will give you increased  
trade among the class of customers you most  
desire to have come into your store.

Other dealers are winning new trade and making  
more money with "Sealshipt" Oysters and so can  
you. Let us tell you how.

Address

National Oyster Carrier Co., South Norwalk  
Connecticut

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OYSTERS

## THE SITUATION IN POTATOES

An Early Season Demand for Eastern Delawares — Later Prices Advance and Ontarios Are Also Held Firmly—Peculiar Local Conditions.

A great deal of speculation regarding potatoes has been and is going on up and down the country this fall, more especially in Ontario and the Maritime Provinces, and many grocers are asking themselves and others, "Where are we at?" and "What is a reasonable price for us to pay for potatoes?"

An answer to these questions is rather difficult to give off-hand, especially so while buying is purely of a speculative character, and not based on the law of supply and demand. There is, too, the matter of locality to be taken into consideration. However, a brief review of the season's operations may help in deciding what is to be the ruling price of potatoes this winter.

Taking the world's crop as a whole, this year sees a larger number of potatoes marketed than was the case a year ago. This is due principally to the more favorable weather conditions which have prevailed. Europe reports a bumper crop, and it is not unlikely that a larger quantity of European tubers will find their way across the ocean to the cities of the Eastern States than ever before. New York has already commenced to import—somewhat earlier than in the past.

### U. S. Crop Only Average.

In the United States generally there has not been more than a fair average crop of potatoes, and in some localities it has been decidedly short, while almost every district in Canada reports a very full crop. The Southern and Atlantic States have seasons of their own and need not be taken into consideration, but the Eastern and Northern States put their potatoes on the market about the same time as Canada does, and so are quite a factor in determining the ruling price.

The west and central potato territories of the United States report only a fair average, and the great potato states of New England, with the exception of Maine, have been very short. As a consequence, Boston has been buying in New Brunswick and eastern Canadian Delawares have been finding their way as far south as Philadelphia.

Maine, on the other hand, has a record crop this year, some 16,000,000 bushels being dug this season, a large proportion of this coming from the famous potato section in and around Aroostok county. But while this is the case in Maine, the surrounding states do not come so well to the front, and the demand is not at all satisfied. This accounts for the demand for eastern Delawares.

### Eastern Delawares Advanced.

Of course, this exportation of Canadian Delawares affects the Canadian markets further west. Until the summer of this year, even until the early fall, New Brunswick Delawares were in great demand in Quebec, and in Ontario as far west as Toronto. The hotels, clubs and practically all the big buyers in Toronto would have none but Eastern Delawares, but with the advent of United States buyers in New Brunswick the price ad-

vanced, and to-day it would cost at least 87 cents a bag to bring a carload to Toronto. This would mean a retail price of say \$1 a bag, and no one wants potatoes at that price—not just now, at any rate. This gives a chance for Ontario potatoes to come into their own, and they have shown that they can command as high a price as 85 cents a bag, though the range is from 75c up, carlots may be had around 70c, and it would not be surprising to find that some arrivals come in at 65c. Even this last figure is a 5-cent advance over the price of some few weeks ago. At the present time Toronto is drawing potatoes from within a radius of 100 miles of the city. This means a bigger demand than usual on some smaller centres within that circle, with a consequent higher price.

### Good Stocks in Western Ontario.

The Ontario markets west of Toronto appear to show somewhat of a glut in the potato line. A number of Brantford and London grocers bought at 75c, thinking they had a good thing, and shortly thereafter the price dropped to 60c, owing to the big supplies locally, and perhaps in some measure due to the fact that Michigan has a larger crop than was at first anticipated, which precludes the possibility of any large quantities of Ontario potatoes going to the markets of Detroit, Cleveland, Toledo or Buffalo this year. However, 60c was too low entirely for any potato, and more especially for the Caradoc township tuber, which is the standard of quality in western Ontario, so the price has advanced 5c and the indications are that a further advance of 5c per bag will take place within a few days in the larger market centres west of Toronto, and a still further advance before Christmas-time. The men who bought at 75c, if they have confidence, may not be so badly off after all, in fact, they should pull out even at least. Many grocers in the London district who held off while the market was declining, hoping to buy at rock-bottom, are now stocking-up at 65c.

### A Good Price in St. Thomas.

One strange feature in the potato situation is shown in the case of St. Thomas. There the season opened at \$1.25 a bag, which dropped to \$1.15 when supplies became freer. The farmers kept the price at this figure, although the highest price obtained in London—16 miles away—at the same time was only 85c, which was afterwards cut to 75c. There appeared to be a chance for someone to make money, especially as things continued thus for several weeks, until a couple of grocers brought in two cars from London, and immediately the St. Thomas price dropped to 85c. Now potatoes can be had at about 5c above the London figures, and this seems reasonable, because while the distance is not great, still it is a little too far for freight-handling competition between railways and teams.

Hamilton and St. Catharines do not appear to have been so badly off, as the

Niagara district produces a native potato which is of a standard high enough to grade well and there has not been the great fluctuation noted in other centres.

After considering the question from the standpoint of farmer, dealer, grocer and consumer, it seems likely, yes, probable, that prices will firm up, and when they do that 75c is not an unreasonable price for the grocer to pay for potatoes in Toronto, and 70c in the larger centres west of that city, with a range of 5c above that figure where good native potatoes are not procurable.

### TRAVELERS AND FIRE ESCAPES.

It seems that many hotels in the province have not proper fire escapes. They must comply with the law, otherwise commercial travelers intend to blacklist them. The hotelmen must provide suitable apparatus and the men on the road will back up the movement for the enforcement of the regulations. Any house that has not fire escapes will be "listed." A big deputation will wait upon Hon. Mr. Hanna, Provincial Secretary, in the near future to see if the License Department cannot bring the offending hotelkeepers to time.

Speaking of a recent experience, a grip man, who has spent some years on the road, said: "In some instances the apparatus they do provide is a joke. I took a room in a small town hotel not long ago, and noticed a coil of rope in the corner near the window. It was the fire escape. I caught it and gave it one little jerk. It snapped like a piece of twine. Suppose I had thrown myself out the window in case of fire, trusting to the strength of that rope. It would be my finish, all right."

### TRADE NOTES.

John Schmidt, grocer, Toronto, has sold to L. Blueman.

H. D. L. Boxall, grocer, Toronto, has been succeeded by F. LaPlante.

The stock of the estate of F. E. Bryan & Co., general store, Stratton, is advertised for sale by auction.

C. A. Morin has joined the sales staff of E. A. Cole & Company, Montreal, paper and twines. He will cover the city first, and gradually the Province of Quebec. Mr. Morin has a wide connection with the trade and will make a good salesman for the company.

Highest price paid for  
**DRIED APPLES**

**O. E. ROBINSON & CO.**

Established 1886

**Ingersoll - Ontario**

WOULD YOU LIKE OUR WEEKLY CIRCULAR

SEASON 1908-9

**Dried Apples**

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON

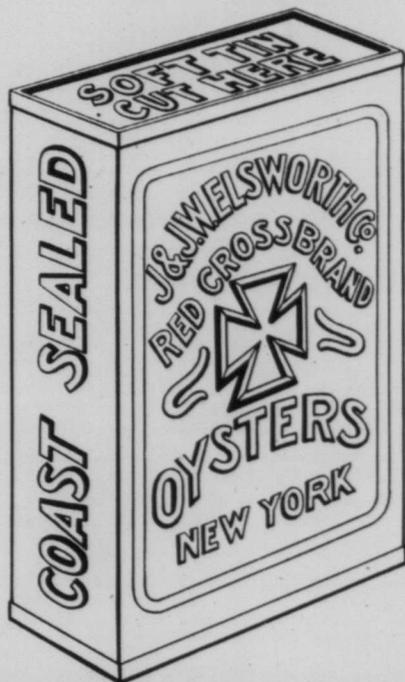
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J. WATSON ELSWORTH, Sec. and Treas.

# J. & J. W. ELSWORTH CO.



Our Red Cross Brand of Oysters, which we sell in quart and pint cans, are strictly Pure, Wholesome Sea Food.

We use the most up-to-date sanitary appliances for handling these oysters.

We defy competition upon quality. These cans are full quarts and pints, their measure being guaranteed.

One year's sales thirty-nine million oysters.

Quotations and information in general as to sizes, prices, etc., will be furnished upon application to our Main Office.

**Boat No. 8, Foot Bloomfield Street  
NEW YORK**

## Just Look at These, Mr. Grocer!

Talk about values! Kindly pass your judgment on the quotations here given:

- New Frozen Salmon, lb. - - 10c.  
(9c. in box lots)
- Choice White Halibut, lb. - - 9c.
- Scotch Finnan Haddies, lb. - 7½c.  
(Syda & Cousins)
- St. Johns Finnan Haddies, lb. - 7c.
- Mild Cured Bloaters, box - \$1.25  
("Ocean Brand")

Show your appreciation by placing an early order  
Satisfaction assured.

## O'Connor's Fish Market

St. Antoine Market  
(Between the 2 Depots)  
**MONTREAL.**



*Becoming indispensable to every grocery  
catering to critical people*

## "King Oscar" Brand Norwegian Sardines

These splendid fish have taken so well with the Canadian consumer that wise business policy dictates your handling them. They show you a good profit and bring customers back for more.

*Ask your jobber or write us. We will tell you where  
you can buy them.*

**J. W. Bickle & Greening**  
(J. A. HENDERSON)  
Canadian Agents, HAMILTON, ONT.

## THE GROCER'S ENCYCLOPEDIA

The Manufacture of Peanut Butter, Its Food Value and the Various Ways in Which it May Be Used.

PEANUT BUTTER—An article that of recent years has come somewhat largely into use for various purposes, and yet something which grocers generally know very little about is peanut butter.

The composition of the article is simple enough—it is simply peanuts ground to a paste—but the various processes in its manufacture are worth noticing. The best quality peanut butter is made from No. 1 Spanish shelled peanuts, these being richer in oil than the Virginia variety. The shelled nuts are divided into three grades, No. 1, including only perfect, unbroken nuts and no foreign material, and No. 2, which has a percentage of nuts which have been split in cracking and some slightly withered. Of course, the butter can be made from any class of nuts, but it has been found of advantage to use only the best. Some manufacturers blend the Spanish and Virginia nuts.

The first process in the manufacture of the product and the only one in which there is really any secret, is the roasting. On this depends the quality, and the work must be done by an expert, just as in the case of coffee. The roasting is done quickly and is continued till the nuts reach a rich golden brown.

After the roasting the nuts are run through a fan-like machine, which blows off the husks. They then pass to the grinder. While any fine pulverizer will do the work ordinarily, special machinery has been built particularly adapted to the oily, sticky nature of the product. After grinding, a percentage of pure Liverpool salt is added, and the fine, oily paste is ready to be packed in jars or bottles for sale.

Peanut butter has been found by actual test to contain thirty-five per cent. of oil. The presence of this oil is often very noticeable in jars which have been undisturbed for some time, when it will rise to the top and it will appear as if a quantity of olive oil had been poured on top of the product. Many grocers have wondered at this and suspected it was a sign of something wrong. It is really an evidence of the purity of the product. This should be pointed out to customers. A thorough stirring will cause the oil to disappear and mix with the paste.

The food value of peanut butter is one of its striking features. Prof. F. E. Jaffa, of California University, in a recent report to President Roosevelt, stated that as a result of tests he had found ten cents' worth of peanuts to contain more than twice the protein and six times the amount of energy-producing material contained in a porterhouse steak. Ten cents' worth of peanut butter, about a third of a pound, contains about 2,000 heat calories. The same amount expended for eggs, for instance, brings back only 400 calories; for sirloin steak about 600 calories, and for milk about 1,400 calories. The economy of peanut butter as a body-building material is thus at once evident.

The uses to which the product is being put are becoming quite varied. Primarily, of course, as a convenient filling

for sandwiches, its convenience and excellence are readily recognized. Latterly many people, particularly those of the less wealthy classes, are beginning to use it in place of cow's butter on bread. In the United States it is also coming to be largely used as shortening for cooking, and for this purpose it is said to make a ready substitute for animal fat. Reduced to a cream, with water, it makes a good salad dressing, and sweetened with sugar, it is said to do well as a cake filling. Handled in other ways it adds a distinct flavor to candy and sauces.

### PERSONAL NOTES.

D. G. Whidden, the Sweet Milk Condensing Co., Laurentides, Que., was in Toronto this week.

A. G. Williams, manager of the Dillon Grocery Co., Dillon, Sask., was recently married to Miss Margaret Christman, of Elmira, Ont.

T. W. Robinson, one of the leading merchants of Moose Jaw, who has just returned from a five months' trip through Great Britain and Europe, and who is spending some time in Toronto before returning to the West, was a caller at The Grocer office this week. "There is no country like Canada," said Mr. Robinson. "I was in Norway, Belgium, Holland, Germany, Italy, France, Spain and Great Britain, and nowhere did I see such opportunities as are offering here. If the people of some of these countries could see the possibilities in Canada there wouldn't be anybody left there." Mr. Robinson is a striking example of the results which come from close attention to business and application of modern methods in the West.

ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR

**GREAT WEST**  
CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY

### CLAY PIPES

None Equal. Insist upon McDougall's.  
There IS a difference.

**D. McDUGALL & CO.,** Glasgow, Scotland

### SMOKERS' ARTICLES

Merchants wanting finest and best articles for smokers for the Christmas and New Years holidays should call and see my stock, or wait for my travellers' calls before placing their orders—Satisfaction guaranteed.

**JOS. COTE**  
IMPORTER AND WHOLESALE  
TOBACCO DEALER  
Office & Store, 186-188 St. Paul St. Phone 1272  
Branch - 179 St. Joseph St. Phone 2097  
QUEBEC

Tel. Up 2076 Tel. East 5964

**YOUNG'S PATENT PIPE**  
in Seven Shapes  
**W. J. GRANT**  
Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

## BLACK WATCH

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE CANADIAN GROCER

**FINE!**

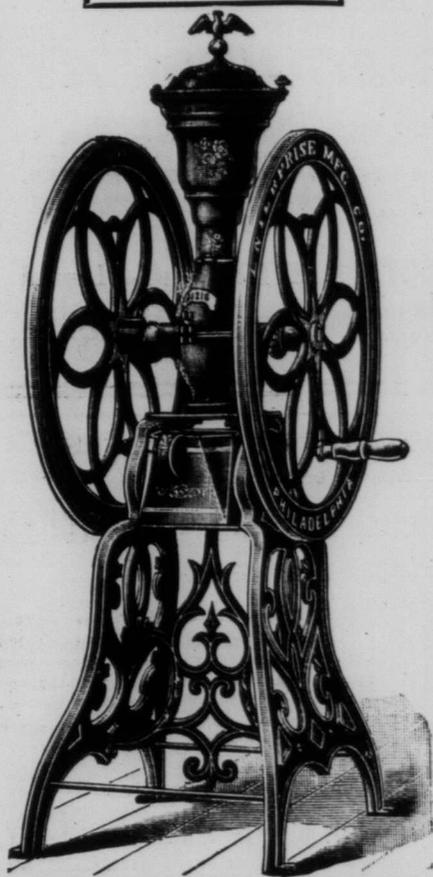
All of them can be adjusted for fine or coarse grinding while running and either way results are

**"FINE"**

**"ENTERPRISE"**

**Rapid**

### Grinding and Pulverizing Mills



If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills, the grinders are warranted equal to steel. Write for illustrated catalogue.

**The Enterprise Manufacturing Company of Pa.,**

21 Murray St., New York

PHILADELPHIA, U.S.A.

438 Market St., San Francisco

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

IF NOT—WHY NOT ?

# "Tuckett's Special"

the new 10¢ plug is the latest

Order from Your Wholesaler

Manufactured from

**Imported Leaf Exclusively**

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

HAMILTON, CANADA

## THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.  
Montreal: Kenneth H. Munro, Coristine Bldg.

**The Walker Bin and Store Fixture Co., Limited**  
Designers and Manufacturers of **Berlin, Ontario**  
Modern Store Fixtures

—BUY—

# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better.  
For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.

### TALKING POINTS FOR DEALERS ON BANNER, CANADA, ONTARIO and HIGONE LAMP BURNERS



The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

**STAR**  
AMMONIA  
POWDER

*Cheapest and Most Effective Article for All Household Cleaning Purposes Ever Introduced*

*—EVEN IN QUARTS of Liquid Ammonia—*

*E.Z.E. Manufacturing Co., Limited of Toronto*

*Its Merit Brings Repeat Orders*

The SHOE POLISH of QUALITY

**Peters' Polishes**

## PETERS' POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

**M. Peters,**  
617 Queen St., West  
Toronto

## The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders** **Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

**WOODRUFF & EDWARDS CO.**  
MAKERS  
ELGIN, ILLINOIS, U.S.A.

We make a specialty of

## COUNTER CHECK BOOKS

for all kinds and makes of  
LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

## SHIPPING TAGS

**The Merchants' Counter Check Book Co., Ltd.**  
TORONTO - MONTREAL  
Canada

### Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

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

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

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

#### Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months...	17 00
" " " 3 months...	10 00
50 " " 1 year.....	17 00
" " " 6 months...	10 00
25 " " 1 year.....	10 00

### PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

### MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

### AGENCIES WANTED.

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

### MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

### SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

### BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

### WANTED.

GROCERY traveller wanted for Ontario who can take sideline on commission. Box 235, CANADIAN GROCER, Toronto.

WANTED—By wholesale package and bulk tea house, first class city traveller. Must be thoroughly versed with tea with good connection to handle best trade only. Box 237, THE CANADIAN GROCER, Toronto.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steam-fitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—Manufacturer's agent in Port Arthur, Ont., to work the surrounding territory. The line is a staple one, handled by the grocery trade and manufactured in Canada. Address Box 225, CANADIAN GROCER, Montreal. [49]

WANTED—Manufacturer's agent for the Province of Quebec, with headquarters in Montreal, to handle a staple line of long standing and established reputation. Must have organization to work the retail trade. Sales made to wholesale trade only. Address Box 240, CANADIAN GROCER, Montreal. [49]

### SITUATIONS WANTED.

RAILROAD secretary and steno., with many years experience in general manager's office, would like position as corresponding secretary in commercial line. 15 years in present position. Box 239, CANADIAN GROCER.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto (45)

WANTED—As grocery clerk, by young married man, ten years' best city and country experience. Best references. Box 234, THE CANADIAN GROCER. (49)

### DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

### WAREHOUSE TO RENT.

TO RENT—Top floor in good warehouse with track, delivery and hoist facilities, 75 x 75, with office. Apply Nicholson & Bain, Calgary. (49)

### FOR SALE.

FOR SALE in Ontario—General store with grain and coal warehouse in connection. Retail business. This year will be over \$25,000. Situated in small village in good locality. No opposition. Box 238, GROCER, Toronto.

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year \$70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, CANADIAN GROCER, Toronto.

FOR SALE—Grocery, flour and feed. About \$1500; annual turnover \$11,000. Best manufacturing town east of Toronto. Box 236, CANADIAN GROCER, Toronto. (91)

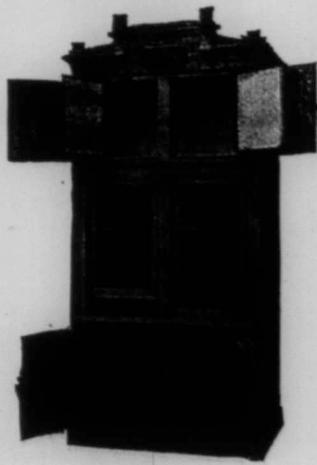
GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about \$1500; yearly sales \$6000 to \$7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

WINDOW DISPLAY FIGURE—Cost \$25 last year. Will sell for \$15 as we have no use for it. Big attraction made, us \$50 last Christmas. A. S. Lambe & Son, Meadowvale. (49)

### Ridgeway's Collecting Agency

11 St. Sacrament Street, Montreal  
Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.



### Arctic Refrigerators

for Grocers and Butchers, The Coldest, Driest and most up-to-date refrigerator on the market.

Western representatives, Ryan Bros., Winnipeg  
Eastern representatives, Wolf, Sayer & Heller, Montreal.  
Write for Catalogue.

John Hillock & Co., Ltd.,  
154 George St., Toronto

# Lea's

The Pickle with the  
home-made  
flavor

Turkey and Lea's Pickles make  
the Christmas Dinner complete.  
Have you secured your Pickle  
for your Christmas Trade? Do  
so before it is too cold to ship.

Packed by

The **Lea Pickling & Preserving Co.**

Limited

**SIMCOE, - ONTARIO**

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

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**RISING  
SUN  
STOVE POLISH  
IN CAKES**



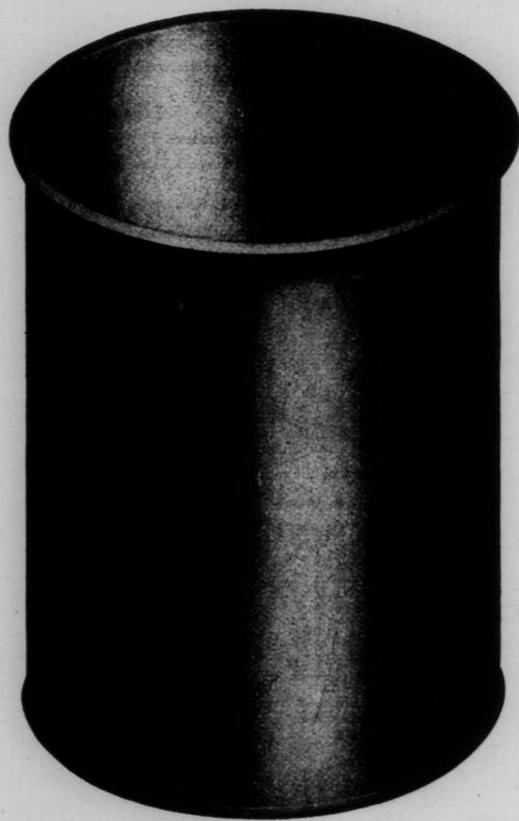
**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

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



**Give the Tomato a Chance**

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

**Sanitary Can Co., Ltd.,  
NIAGARA FALLS, ONT.**

Max Amn Patents

**JAMES**

**DOME**

**BLACK**

**LEAD**

THE BEST  
STOVE POLISH  
ON THE MARKET

**NO DUST**

GIVES A GOOD,  
BRIGHT, LASTING  
SHINE.

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

HATGER'S  
Agents  
1-lb. glass  
Prices  
Compound  
12-oz. glass  
2-lb. tins  
5 and 7-lb  
orates  
7 and 14  
30-lb. wood  
Compound  
12-oz. glass  
2-lb. tins  
7 and 14  
30-lb. wood  
Pure Jar  
gamb



MacLa





## Quality

is the Key-note of the success of these goods, which are in demand everywhere.

**"Goodwillie's"**

is a name that stands for **THE BEST** in canned **FRUITS** in **GLASS.**

**ROSE & LAFLAMME, LIMITED**

AGENTS

**Montreal**

**Toronto**

## Table Raisins

from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

# José Segalerva

Malaga, Spain

Agents:-

**ROSE & LAFLAMME Limited**

Montreal and Toronto

### Jams and Jellies.

**BATON'S WHOLE FRUIT STRAWBERRY JAM**  
Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$ 20  
THOMAS J. LIPTON  
Prices on application.

**T. UPTON & CO.**

Compound Fruit Jams—  
12-oz. glass jars, 3 doz. in case, per doz. \$1 00  
2-lb. tins, 3 doz. in case, per lb. 07½  
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb. 07  
7 and 14-lb. wood pails, per lb. 07  
30-lb. wood pails, per lb. 06½  
Compound Fruit Jellies—  
12-oz. glass jars, 3 doz. in case, per doz. 1 00  
2-lb. tins, 3 doz. in case, per lb. 07½  
7 and 14-lb. wood pails, 6 pails in crate, per lb. 07  
30-lb. wood pails, per lb. 06½  
Pure Jams—1-lb. glass jars (12-oz. gem) 3 doz. in case, per doz. \$1 25

### Jelly Powders

**IMPERIAL DESSERT JELLY**



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co., Limited



**THE ROBERT GREIG COMPANY.**

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.

**THE ROBERT GREIG CO.**



List price  
'Shirriff's' (all flavors), per doz. 0 90  
Discounts on application.

Lard.

**THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.**

Tierces...\$0 09½  
1-bbls. .... 0 09½  
Tubs, 50 lbs. 0 09½  
20-lb. Pails. 2 00  
20-lb. tins.. 1 50  
Cases 3-lb.. 0 10½  
" 5-lb.. 0 10½  
" 10-lb.. 0 10½



Licorice.

**NATIONAL LICORICE CO.**

5-lb. boxes, wood or paper...per lb. \$0 40  
Fancy boxes (16 or 50 sticks)...per box 1 25  
"Einged" 5-lb. boxes...per lb. 0 40  
"Acme" pellets, 5-lb. cans...per can 2 00  
"Acme" (fancy boxes 40) per box 1 50  
Tar Licorice and Tolu wafers, 5-lb. cans...per can 2 00  
Licorice lozenges, 5-lb. glass jars... 1 75  
" 20 5-lb. cans... 1 50  
"Purity" Licorice 10 sticks... 1 45  
" 100 sticks... 0 75  
Deluxe large cent sticks, 100 in box....

**Lye (Concentrated).**

**GILBERT'S PERFUMED.** Per case  
1 case of 4 doz. .... \$2 00  
3 cases of 4 doz. .... \$6 00  
5 cases or more .....

### Marmalade.

**J. W. WINDSOR, MONTREAL**



Scotch Marmalade, 1 and 2 lb. glass jars  
1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass  
5 and 7 lb. tins.  
Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

**T. UPTON & CO.**

12-oz. glass jars, 3 doz. case, per doz. \$1 00  
Home-made, in 1-lb. glass jars 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
Golden shred marmalade, 3 doz. case, per doz. .... 1 75

**SHIRRIFF BRAND**

"Imperial Scotch"—  
1-lb. glass, doz. 1 55  
2-lb. " " 2 90  
4-lb. tins, " 4 65  
7-lb. " " 7 35  
"Shredded"—  
1-lb. glass, doz. 1 90  
2-lb. " " 3 10  
7-lb. tins, " 8 25



**THOMAS J. LIPTON**  
Prices on application.  
**Mince Meat.**  
Wetley's condensed, per gross net .. \$12 00  
per case of 3 doz. net .....



**ST. CHARLES CONDENSING CO.**

PRICES:  
St. Charles Cream, family size, per case ..... \$4.70  
Ditto, hotel, 4.90  
Silver Cow Milk 5.00  
Purity Milk .... 4.70  
Good Luck .... 4.30

### Mustard.

**COLMAN'S OR KERN'S.**

D.S.F., 4-lb. tins, per doz. \$ 1 40  
" 1-lb. tins " 3 50  
Durham 4-lb. jar, per jar. 0 75  
" 1-lb. jar, per jar. 0 25  
F.D. 4-lb. tins, per doz. 0 85  
" 1-lb. tins, per doz. 1 45

### Olive Oil.

**LAFORTE, MARTIN & CIE, LTD**

Minerva Brand—  
Minerva, 4-lb. tins ..... \$5 75  
" 1-lb. tins ..... 6 50  
" 1-pkt. 24's ..... 25

### Sauces.

**PATERSON'S WORCESTER SAUCE.**

Agents, Rose & Laflamme, Montreal and Toronto.  
1-pint bottles, 2 & 3 doz., per doz. .... \$ 90  
1-pint " 3 doz. .... 1 75  
THOMAS J. LIPTON  
Prices on application.

### Soda.

**DOV BRAND.**

Case of 1-lb. containing 60 packages per box, \$3 00.  
Case of 4-lb. (containing 150 pkgs. per box, \$3 00.  
Case of 1-lb. and 4-lb. (containing 60 1-lb. and 60 4-lb. pkgs. per box, \$3 00.  
Case of 50. pkgs. containing 90 pkgs. per box, \$3



**MAGIC BRAND.** Per case  
No. 1, cases, 50 1-lb. packages ..... \$ 75  
No. 2, " 100 1-lb. " ..... 75  
No. 3, " 50 1-lb. " ..... 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case ..... 75  
5 cases .....





**"GLOBE" with Percolator**

This pot speaks for itself. When tea is drawn like the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**  
HAMILTON POTTERY  
HAMILTON, ONTARIO



**DWIGHT'S**  
**BAKING SODA**

You can talk Baking Soda to advantage by suggesting only and always

**"Cow Brand" Baking Soda**

Your customers will invariably insist upon this brand after one trial—they will appreciate its purity, strength and uniform quality.

It's good policy to sell  
"Cow Brand" Baking Soda.

**CHURCH & DWIGHT**  
Manufacturers MONTREAL

**THIRTY NIGHT DAY EXCURSION CRUISE**

Every week our "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and we have the most reliable service. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

**PICKFORD & BLACK**  
HALIFAX

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, St. and in Gunblows

**'WELLINGTON' KNIFE POLISH**

**JOHN OAKLEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Works, London, England

Agents:  
**JOHN FORMAN, - 644 Craig Street 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  
**L. G. STEWART, Halifax.**

**Queen City Water White Oil**

**GIVES PERFECT LIGHT**

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

**FOR SALE EVERYWHERE**

For best value in

**CURRENTS**

Get quotations on fruit exported by

**J. Caramandani & Co.**  
Patras - Greece

Cleaners and Exporters, Est. 1878

Agents in Canada:  
E. L. Wolf & Sons - Toronto  
Wolf, Scott & Co. - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

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TREAL

ipeg and Ceylon.

Wholesale, Retail.  
Capital Household 1's and 1/2's 0.40  
Old Corn 1's and 1/2's 0.35  
5.00 Corn 1's and 1/2's 0.60  
H.M.B. 1's and 1/2's 0.43  
Ridgway's Standard Bulk Blend in stock at all our branches in Canada. 0.75 1.00

THOMAS  
WOOD & CO.  
Montreal and  
Boston

wholesale retails  
0.40 0.60  
0.35 0.50  
0.30 0.40  
all grades—either

CO., LIMITED  
and 12s.... \$0.40  
..... 0.60  
..... 0.50  
..... 0.10  
and 6s.... 0.44  
..... 0.48  
..... 0.51  
..... 0.56  
..... 0.45  
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..... 0.45  
and 12s.... 0.53  
..... 0.46  
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UBBO.  
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10-140..... 55.00  
s. 1-30..... 75.00

000s.  
..... 0.40  
..... 0.65  
..... 0.68  
lb tins..... 0.75  
lb "..... 0.70  
lb "..... 0.00

Remedies.  
URGE  
..... \$18.00  
..... 9.00

it.  
t. pks ..... \$1.10  
os. in case .. 1.10

**SALT SALT**

for every purpose  
full stocks

**VERRET, STEWART & CO.**

LIMITED

**MONTREAL**

**SALT SALT**

**To Our Grocer Friends:**

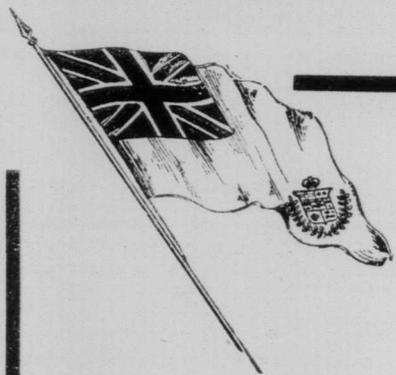
The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

**J. H. WETHEY, LIMITED**  
ST. CATHARINES



**Empire Brand**

**All Xmas Goods  
in Stock**

We make quick shipments.  
We solicit your orders.

**4** Free Phones  
for Use.  
USE FREELY

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

(Successors to Lucas, Steele & Bristol)

**Hamilton,**

**Ontario**

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