

**PAGES  
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# CANADIAN GROCER

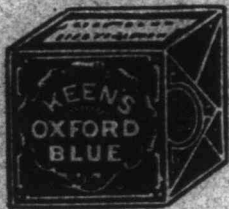
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Montreal: 781-782 Eastern Townships Bank Bldg. Toronto: 19 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E.C.  
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 140 Broadway.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 31, 1909.

NO. 53.



If our weekly talks on

## Keen's Oxford Blue

have induced you to try it—we will have done your customers a good service. And they will show their gratitude by bringing more and more of their custom to your store.

Keen's is best Laundry Blue.

FRANK MAGOR & CO., <sup>403 St. Paul Street,</sup> MONTREAL

Agents for the Dominion.

## Syrup Time is all the Time

and whichever way you look at it

### "Crown Brand" Table Syrup

is the best to handle. Give this well-known line prominence. It will pay you well!

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



THE CANADIAN GROCER

# 1910

You will not hear us talk of dull or hard times, we do not believe in them.



Representing integrity, quality, value and profit, four essentials with every wholesale and retail grocer.



## IMPERIAL PRODUCTS



Wishes you

A Happy and Prosperous

### NEW YEAR

Reliable advertised goods for which a demand is created are the best sellers. We create the demand.



Your jobber can supply them if he will. If he will not, write us, we shall see you get what you want

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



# Profits from Purity

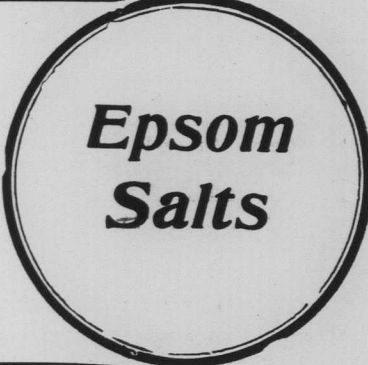
The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

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



**“Shell”  
Soap**

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



**Epsom  
Salts**

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



**PASTACALDI'S  
Leghorn  
CITRON PEEL**

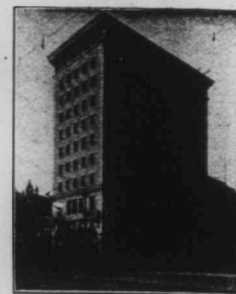
ARTHUR P. TIPPET & CO., AGENTS  
Montreal, Canada





Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>Oh! You Manufacturers</b> I still have time for another "live one." Don't you want your goods pushed Write me to-day. <b>G. WALLACE WEESE</b> Manufacturers' Representative 30-32 Main East 'Face-to-Face Business' HAMILTON</p>	<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 29 Melinda Street, Toronto</p>
<p><b>Canadian Manufacturers and Exporters</b> Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to 10, Garfield Chambers, Belfast, Ireland</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>Selected Raisins, Currants, Evaporated Apples.</b>  Prices Right.</p>	<p><b>SPOT GOODS</b> Muscavado Sugar Sultana Raisins Two and Three Crown Shelled Almonds Rolled Oats Flaked Wheat Split Peas Pot, Pearl and Pinhead Barley Prices on Application DOMINION BROKERAGE CO. 73 Front St. E - - - Toronto</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen  27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS. Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p><b>Canadian Agencies Wanted</b> <b>E. SAVILLE WEBB</b> 7 St. Stephens Street BRISTOL, :: ENGLAND</p>
<p><b>WAREHOUSE ACCOMMODATION IN OTTAWA</b> Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>— TO — <b>Brokers and Manufacturers' Agents</b>  —Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.</p>
<p><b>Try a Condensed Ad. in the Grocer.</b></p>	<p>An inch space in this department costs 77 cents per week or \$40.00 per year.</p> <p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>Write for particulars to <b>The Canadian Grocer</b> Montreal Toronto Winnipeg</p>



**MEAT OF WHEAT**

**WISHES EVERYBODY**

**A SUCCESSFUL**

**1910**

**A TRADE BUILDER**



*Is a combination of Old Mandehllng Java, Arabian Mocha and genuine Plantation Ceylon, the three finest coffees known to the trade; is selected with great care, roasted separately in latest improved roasters, carefully blended by an expert of many years' experience, packed while still warm and hermetically sealed, thereby retaining its delicious aroma for a long time in any climate. This coffee is put up in ONE and TWO pound tins only, whole, granulated, or fine ground; never sold in bulk. Trade mark registered. Beware of imitations,*

**EBY-BLAIN, Limited - TORONTO**

**A PHENOMENAL SELLING LINE**



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

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

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

**RAM LAL'S PURE TEA CO., Limited**

**266 St. Paul St., MONTREAL**



PURITY

QUALITY

## A Little Higher Up

in the estimation of your customer you  
will find yourself if you sell her

# OLD HOMESTEAD BRAND

## Canned Fruit and Vegetables

Purity and Quality are essential in most things but are  
INDISPENSABLE in Canned Goods.

Protect your customers' health and your own reputation by  
selling a brand that is entirely reliable.

Nothing but the very choicest fruits and vegetables are used  
by us, and our processes embody everything that is known in  
scientific and sanitary handling.

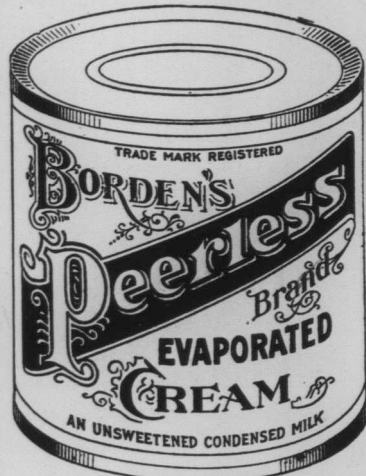
Recommend "OLD HOMESTEAD" GOODS, and watch the  
"REPEATS" coming into your store.

OLD HOMESTEAD CANNING CO.  
PICTON, - ONTARIO



Compliments of the Season

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



UNSWEETENED

**Retalls at 5c.**

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

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

**Borden's Condensed Milk Co.**

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

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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



**Repeat Orders** is the story of all Grocers  
who handle

**Canada First Evaporated Cream**

There is nothing to equal it as a pure, healthful substitute for fresh cow's milk. Every can guaranteed absolutely pure and thoroughly sterilized. Order from your wholesaler.

**THE AYLMEY CONDENSED MILK CO., Limited, - AYLMEY, ONT.**

**S. T. NISHIMURA & CO.**

WISH THEIR NUMEROUS CUSTOMERS

**A Happy and Prosperous New Year**

# BUILD STRONG!

Why have an uncertain transient Coffee trade?—when you can build up a flourishing business on CHASE & SANBORN'S High Grade Coffees.

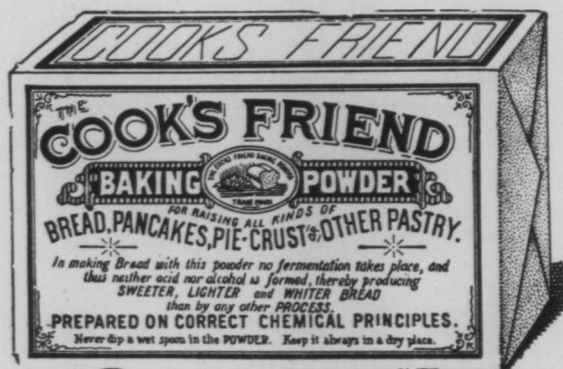
## Chase & Sanborn, Montreal

The Importers

### A LEADER

FOR OVER

### 50 YEARS



W. D. McLAREN, LIMITED

Manufacturers

583-585 St. Paul Street - MONTREAL

Sooner  
or  
Later

You will handle  
it. Why not now?



The other enterprising grocer finds

## SNAP

(The Magic Hand Cleaner)

A wonderful seller, because a cute and discerning public knows there is nothing so good as SNAP for chasing dirt, grease, stains, tar or paints from the hands.

Send an order along. You'll be surprised how "SNAP" sells.

ORDER FROM YOUR JOBBER

### The Snap Co., Limited

MONTREAL



*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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

**COUNTER CHECK BOOKS**

**F. N. BURT COMPANY, Limited**

Successors to

THE CARTER-CRUME COMPANY, LIMITED

**Better Service.**

**No Advance in Price.**

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

**TORONTO**

and

**MONTREAL**

Phone Main 2511

Phone Main 2512

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



Manufactured by  
**NATIONAL LICORICE Co.**  
Montreal.

Grocers,  
Confectioners  
and  
Druggists

should not fail to handle a full range of our

**Licorice Specialties**

which will be found quick selling and profitable.

We also recommend our

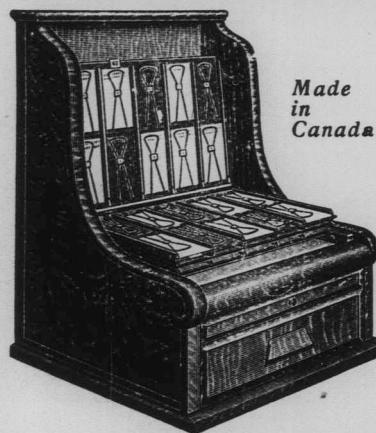
Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags  
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

**Send  
To-day**

**AGENTS**

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



Made in Canada

**Your Work Reduced 75%**

With the McCASKEY CREDIT REGISTER SYSTEM you handle accounts with but

**ONE WRITING**

You save 75% of labor by eliminating the day book, pass book, journal and monthly statements.

With THE McCASKEY REGISTER SYSTEM

You **stop all forgetting to charge.**  
You **stop disputes over accounts.**  
You **increase your collections from 40% to 50%.**  
You please your customers.  
You draw new trade.  
You **know how your accounts stand** at all times.  
You have a complete check on the business.  
THE McCASKEY SYSTEM is so simple that any school boy of average intelligence can handle accounts with it. It's quick, accurate and easy.  
Safeguard Your Business. Information is Protection. Protection is Profit.

WRITE US FOR INFORMATION. It is free.

**DOMINION REGISTER COMPANY, Limited**

Successor to The McCaskey Register Co. in Canada  
96-104 Spadina Avenue TORONTO, CANADA

*To the Trade:*

You Should in Stocking

**CEYLON  
TEA**

Be Ever Careful to Buy  
**The Better Grades.**

---

IT IS

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

---

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



## Your Money Back

When you put in a stock of Pure Gold Goods you are investing your money as surely and safely as if you put it in a savings bank. But the interest is greater. Your principal is subject to your call at a moment's notice because

*If the goods are not satisfactory, or do not sell satisfactorily, they may be returned at our expense and your money will be refunded.*

Please read the above again---

This is your assurance of safety---and a further assurance that the goods will more than give satisfaction. Because if the goods did not sell and stay sold our business would be confined to selling and then buying back our own goods. Hardly a profitable transaction.

## Pure Gold Goods

(Trade Mark Registered)

have the quality that makes them quick sellers. Add to this the great big advertising campaign that is pushing the thing along. Add to this the fact that every package sold to the consumer sells two or more packages to the same consumer or a friend of hers. Now, can you prove yourself a better buyer than to put in goods that we guarantee will be live, quick moving stock? A guarantee that we back up with our money back offer. You can't lose---you can't help but win.

And remember---this means that in taking stock you can put in Pure Gold Goods at 100 cents on the dollar---a regular cash on hand asset.

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

PURE GOLD MANUFACTURING CO., Limited, Toronto

## A Royal Road to Success !

Care in the selection of your stock of goods, Mr. Grocer, is of vital importance to you; you can't afford to handle "dead stock!"

### "E.D.S." Brand Jams and Jellies

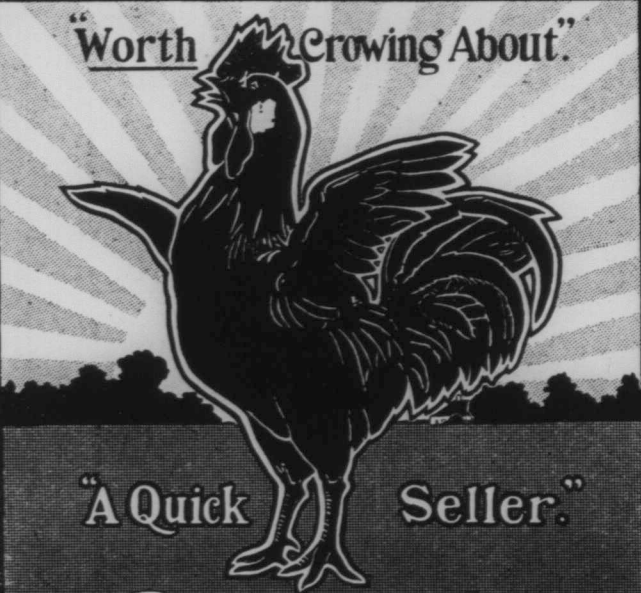
are goods which don't "hang fire," but move rapidly. Are you stocking this line? Apart from their unquestioned purity, "E.D.S." Brand is being backed by systematic consumer advertising—the kind which compels attention and draws trade. You, too, can have your share of the trade offering.

Made by

**E. D. SMITH** at his fruit farm **WINONA, ONT.**

*The new E. D. Smith line—Unfermented Grape Juice*

"Worth Crowing About."



"A Quick Seller."

# BAIRD'S SAUCE

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

10,000 Cash Buying Agents Wanted for  
**McCLUSKEY'S**

REGISTERED

Original T'ETTE Tanninless Concentrated  
**TEA ESSENCE**

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

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

**McCLUSKEY'S**

Original Concentrated

**TEA ESSENCE**

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

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

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

**Patrick McCluskey**

Manufacturing and Export Chemist

**LIVERPOOL**



**LAUNDRY**



**RUBBER STARCH**

*You Need Good Starch  
We Want Customers*

**FAIR EXCHANGE**

**OUR RUBBER STARCH**  
is the  
**Strongest, Whitest,  
Best on the market**

*No cooking.*

Ask your grocer for it or drop a card to

**The Laundry Rubber Starch Co.**  
584 Papineau Road,  
MONTREAL


**Stop That Leak!**

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

**Allison** **COUPON BOOKS**

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

**HOW THEY WORK**



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

For Sale by the Jobbing Trade Everywhere.  
Manufactured by  
**ALLISON COUPON CO., Indianapolis, U.S.A.**

THE PEOPLE OF  
**JAMAICA**

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

**KINGSTON**  
"GLENER"

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**



**CHINESE STARCH**

Always Leads  
Quick Seller  
Big Profits  
No Dead Stock

Get Prices

**OCEAN MILLS**  
MONTREAL

**CANADIAN PACIFIC**  
ANNUAL  
**EASTERN CANADA EXCURSIONS**

Low Round Trip Rates to  
**Ontario, Quebec and Maritime Provinces**

Tickets on sale Dec. 1 to Dec. 31, inclusive, good to return within three months.

Tickets issued in connection Atlantic Steamship Business will be on sale from Nov. 21 and limited to five months from date of issue.

Finest Equipment. Standard First Class and Tourist Sleeping Cars and Dining Cars on all Through Trains. Compartment, Library, Observation Cars on "Imperial Limited" and "Atlantic Express."

**3-Through Express Trains Daily--3**

**THE "TORONTO EXPRESS"**

leaves Winnipeg daily at 22.40, making connections at Toronto for all points East and West thereof.

The "Imperial Limited" leaves Winnipeg daily at 18.15 and the "Atlantic Express" at 8.00 daily, making connections at Montreal for all points East thereof.

Apply to the Nearest C.P.R. Agent for Full Information

**CANADIAN PACIFIC**  
WESTERN  
**EXCURSIONS**

**Single Fare**

Plus \$2.00 for the Round Trip

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

**VANCOUVER VICTORIA and WESTMINSTER**

Also to OKANAGAN VALLEY and KOOTENAY POINTS

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



Our  
**Enviably Position**

in the Coconut Industry to-day is due to the fact that we have always maintained the same high standard of quality—irrespective of the existing conditions.

You occupy the same position in retail realms if people judge you by your goods, and you are careful to stock the best—such as

**White Dove  
Cocoanut**

**W. P. DOWNEY**  
MAKER . . . MONTREAL

# OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

SELECTED FIRST QUALITY FRUIT ONLY.

PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

## GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG

## Mr. Grocer

If there is one canned fish a housewife likes for her table above all others, it is salmon—provided it is *the best*. Recognizing this, we decided to pack a line of the choicest fish procurable in the Fraser and Skeena rivers. This is how

### Quaker Brand Salmon

originated. We are immensely proud of it and will absolutely guarantee it as the best on the market. This is the brand for you to stock to please your critical customers.

## MATHEWSON'S SONS

Wholesale Grocers

MONTREAL

Do you use

# Redpath

Extra Granulated and other grades of Refined Sugar? They represent perfection in Sugar Refining.

Manufactured by

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



## PURITY AND STRENGTH combined have made

### SHIRRIFF'S

## FLAVORING ESSENCES

prime favorites with the economical housewife. This is a most profitable line for you to handle, and the goods are especially in demand while winter festivities are on.

See to your stocks.

## The Imperial Extract Co.,

8, 10, 12 Matilda St.  
TORONTO



**Tartan**  
BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds  
Finest Figs, Peels, Apricots, Peaches, Nectarines  
Finest Shelled Almonds, all grades  
Finest New Santa Clara Prunes  
New Labrador Herrings, Mackerel  
New Sea Trout, Holland Herrings, etc.

Phone or write for quotations  
Long distance 596 free to buyers

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

The Manufacturers of

**STERLING**  
Brand  
**PICKLES**

have closed the most prosperous year in their long business history.

Never were "Sterling" goods so widely used as during 1909.

But we expect 1910 to beat its predecessor.

Keep well stocked with "Sterling" goods.

**The T. A. Lytle Co.**

Limited  
Sterling Road :: TORONTO, Can.



**Fine Old English**  
**Mincemeat and Plum Pudding**

NOW READY FOR DELIVERY

Send in your orders quickly, please.

**WAGSTAFFE, Ltd.**

Pure Fruit Preservers

**Hamilton, - - Ont.**

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

**Are YOU a Bean Eater?**

If you are, it will be a particular pleasure for you to sample the tin of

**BOSTON BAKED BEANS**

we will be glad to send you free of charge, to convince you of their superiority over all others.

Stocks Obtainable From Wholesalers.

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

The Richards Pure Soap Company, Manufacturers of Richards Pure Soap and Richards Quick Naptha Soap, extends to customers both old and new the Compliments of the Season and best wishes for a Prosperous 1910.



A Reindeer Milk Baby.  
He Looks It.



Young Canada Is Being Raised On  
**Reindeer Condensed Milk**

The Richest and Best

**HOW IS YOUR STOCK?**

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

In Thousands of Homes  
**White Swan Coffee**

Has Won Favor

Purely on Its Merits

It is Undoubtedly

The Finest Package Coffee

On the Market—Hence the

Enormous Increase in Demand

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

Order Now—To-Day

**WHITE SWAN SPICES  
and CEREALS LIMITED**  
TORONTO

# Order Ewing's Herbs!

They possess that ever present quality which ensures steady sales. No matter what your requirements in herbs we can supply you. How is your stock of

**Sage, Savory, Thyme, Mint, Marjoram?**

*Talk to Our Travellers or Write Us.*

**S. H. EWING & SONS** 98 King St., Montreal  
Also at Toronto



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

LONDON, ENGLAND

Commands a Preference over all others.

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

We are open to do business on easy consignment terms

# MALT VINEGAR

IS THE BEST

Made from the finest malted barley.

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

Write our Agents for Particulars



You can drive away half the terrors of wash day for the busy housewife if you will tell her about and sell her

# ASEPTO Soap Powder

"The Enemy of Dirt"

It is the most economical and effective soap on the market and is warranted not to injure hands or the most delicate fabrics. Try a case without delay.

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

Mr. Merchant--  
A Prosperous  
New Year  
To You

How much did your Accounting cost during 1909?



The  
**Huber Account Register and System**

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

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

For full information, address--

**R. B. Belden & Co.,**  
Manufacturers  
178-180 Victoria Street - - Toronto

## Send Us Poultry

We will pay you highest market prices (no commission), and make prompt remittance for:

**TURKEYS    GEESE    CHICKENS**  
**DUCKS      FOWLS**

Must be A1 Stock                      Reference: Any Bank

**P. Poulin** 30 Bonsecours Market Montreal



"The Food of Old Holland"

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

SELL

## HOLLAND RUSKS

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

SEND FOR SAMPLE

HOLLAND RUSK CO., - HOLLAND, MICH.

If your Jobber can't supply you, write

**McGREGOR SPECIALTY CO.**  
672 Yonge Street, TORONTO

# ROWAT & CO.

Glasgow, Scotland



The house with the reputation for highest quality.

For many years known to Canadian grocers through

**Rowat's Pickles and Olives**

In future to be known as well as the makers of the famous

**Paterson's Worcester Sauce**

How are your stocks of these specialties?



AGENTS IN CANADA—Snowdon & Ebbitt, 325 Coristine Building, Montreal, for Ontario and Quebec; F. K. Warren, Halifax, N.S.; F. H. Tippet & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.; Nicholson & Bain, Winnipeg, Edmonton and Calgary.

## A SPECIAL CHANCE

for you to stock up in

### KITCHENER BRAND PORK and BEANS

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

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



### Start the Year Right!

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

**The Canadian Cocoanut Co.**  
MONTREAL

## GINGERBREAD

BRAND

### Creates the Demand

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

When ordering from your wholesaler mention the above brand.

**The Dominion Molasses Co., Limited**

HALIFAX

NOVA SCOTIA



# H.P. SAUCE

**England's Most Popular Sauce**

H.P.'s popularity as the ideal sauce has reached Canada. The live H.P. Canadian advertising is creating a demand for **YOU** to supply.

If there is any difficulty in obtaining H.P. Sauce, send a post card to our agents,

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



## Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

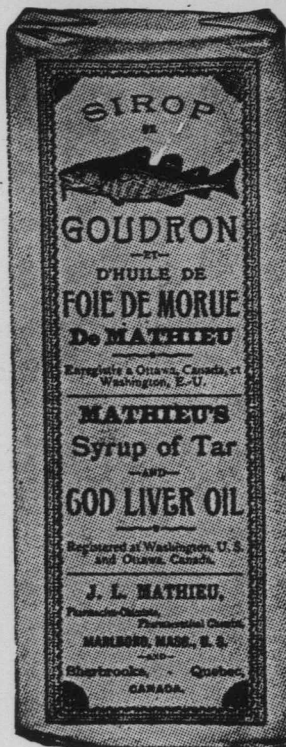
Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.



**LIST OF AGENTS:**

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



## MATHIEU'S SYRUP

of Tar and Cod Liver Oil  
AND

## MATHIEU'S NERVINE POWDERS

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit—

Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

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

Distributors for Western Canada:

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

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

## GOOD COFFEE

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

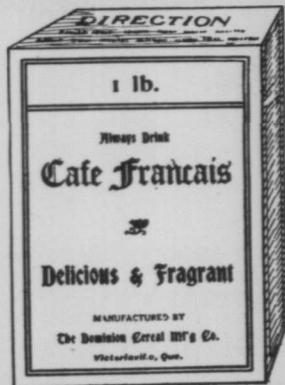
That people want it again—and again. That's what

# AURORA COFFEE

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

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

BRANCH HOUSE: SAULT STE. MARIE



# Cafe Francais

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

WRITE FOR FREE SAMPLE

**Dominion Cereal Mfg. Company**  
VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

That 1910 may be for the grocers of Canada a most prosperous year, abounding in good cheer and replete with commercial success, is the sincere wish of the undersigned, who take this opportunity of thanking the trade for their much appreciated patronage during 1909 and previous years.

**ROSE & LAFLAMME**  
LIMITED

Montreal

Toronto

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!**

TO BE HAD OF ALL  
WHOLESALEERS

UNQUESTIONABLY THE VERY BEST  
THOMAS SYMINGTON & CO.

EDINBURGH



# "SALADA"

—is tea at its best—tea unequalled for goodness, freshness and fine flavour.

For eighteen years we have consistently—unswervingly maintained its high standard of quality.

We have put out a good article—we have told the people of its goodness—the people have bought it and have continued to buy it.

We have served the public well.

**THEN THINK OF WHAT THIS MEANS TO YOU—  
THINK WHAT "SALADA" CAN DO FOR YOU IN 1910**

## INDEX TO ADVERTISERS

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.

<b>A</b>	Adamson, J. T., & Co. .... 2	Albert & Cie. .... 64	Allan, Robt., Co. .... 11	Allison Coupon Co. .... 50	American Tobacco Co. .... 36	Andrews & Nunn. .... 16	Asepto Mfg. Co. .... 5	Aylmer Condensed Milk Co. .... 5
<b>B</b>	Baker, Walter, & Co. .... 48	Balfour, Smye & Co. .... 13	Benedict, F. L. .... 48	Blue Ribbon Tea Co. .... 9	Borden Condensed Milk Co. .... 5	Bostock, J. J. .... 36	Brack & Co. .... 2	Bristol, Geo. & Co. .... outside back cover
<b>C</b>	Canada Maple Exchange. .... 44	Canada Sugar Refining Co. .... 12	Canadian Biscuit Co. .... 45	Canadian Coconut Co. .... 16	Canadian Milk Products, Ltd. .... 48	Canadian Pacific Ry. .... 11	Capstan Manufacturing Co. .... 45	Cargill, H. .... 50
	Carr & Co. .... 46	Carter-Crume Co. .... 7	Carveth & Co. .... 57	Cereals, Ltd. .... 42	Ceylon Tea Ass'n. .... 8	Champion & Slee. .... 15	Chase & Sanborn. .... 6	Christie, Brown & Co. .... 45
	Clare & Little. .... 2	Clark, W. .... 43	Clawson & Co. .... 2	Concord Canning Co. .... 17	Connors Bros. .... 57	Constant, H. .... 48	Cowan Co. .... 45	Cox, J. & G. .... 47
<b>D</b>	Davies, Wm., Co. .... 40	Dignard, Ltd. .... 45	Dominion Brokerage Co. .... 2	Dominion Cereal Co. .... 16	Dominion Molasses Co. .... 16	Dominion Register Co. .... 7	Dominion Warehousing Co. .... 2	Downey, W. P. .... 11
	Duncan, W. W. .... 36	Eastern Canning Co. .... 13	Eby-Blain Limited. .... 3	Edwardsburg Starch. .... outside front cover	Empress Mfg. Co. .... 39	Enterprise Mfg. Co. .... 59	Erb, Herman. .... 36	Esott, W. H. .... 48
	Estabrooks, T. H. .... 45	Evans, F. G., & Co. .... 36	Ewen, J. W. .... 48	Ewing, S. H., & Sons. .... 14	Fairbank Co., N. K. .... 62	Fearman, F. W., Co. .... 40	Fels & Co. .... 30	Gibb, W. A. Co. .... 54
<b>G</b>	Gillard, W. H., & Co. .... 17	Gillett, E. W., Co., Ltd. .... 43	Gorham, J. W., & Co. .... 2	Gorman, Eckert & Co. .... 12	Greek Currant Co. .... 63	Gunns Ltd. .... 40	Hatton, D. .... 56	Holland, Rusk Co. .... 15
	H. P. Sauce. .... 19	Huber Account System. .... 15	Imperial Extract Co. .... 12	Imperial Tobacco Co. .... 50	Irish Grocer. .... 2	Island Lead Mills Co. .... 62	James, F. T., Co. .... 57	Jameson Coffee Co. .... 36
	Jenkins Mfg. Co., W. A. .... 48	Johnston, Baird & Co. .... 10	Koopman, G. O. .... 54	Lake of the Woods Milling Co. .... 49	Lambe, W. G. A. .... 2	Laundry Rubber Starch Works. .... 11	Leonard Bros. .... 55	Loggie, W. S., & Co. .... 56
	Lytle, T. A. Co. .... 13	MacNab, T. A., & Co. .... 2	McCabe, J. J. .... 52	McCluskey, Patrick. .... 10	McDonald, Gordon & Co. .... 50	McDougall, D., & Co. .... 50	McGregor Specialty Co. .... 15	McIntosh, F. R., & Co. .... 36
<b>Mc</b>	McLaren, W. D. .... 6	McLeod & Clarkson. .... 36	MacLaren Imperial Cheese Co. .... 2	McVitie & Price. .... inside front cover	McWilliam & Everist. .... 52	Magee, Fred. .... 55	Magor, Frank. .... outside front cover	Malcolm, Jno. & Son. .... 40
	Marshall, E. A. .... 36	Mathewson's Sons. .... 12	Mathieu, J. L., Co. .... 17	Midland Vinegar Co. .... 17	Millman, W. H., & Son. .... 2	Montreal Biscuit Co. .... 48	Mooney Biscuit and Candy Co. .... 47	Morse Bros. .... 62
	Mott, John P. & Co. .... 46	Napanee Canning Co. .... 63	National Licorice Co. .... 7	Nelson, Dale & Co. .... 46	Nicholson & Bain. .... 39	Nishimura, S. T. & Co. .... 5	Oakville Basket Co. .... 44	Oakey, John & Sons. .... inside back cover
	Ocean Mills. .... 11 21	Old Homestead Canning Co. .... 4	Oshawa Canning Co. .... 16	Pickford & Black. .... inside back cover	Pink, E. & T. .... 32 33	Poulin, P. .... 15	Pure Gold Mfg. Co. .... 9	Richards Pure Soap. .... 14
	Robertson, E., & Co. .... 36	Robinson, O. E., & Co. .... 54	Royal Baking Powder Co. .... 35	Ryan, Wm. Co. .... 40	St. Lawrence Sugar Refining Co. .... 7	Salada Tea. .... 19	Sanitary Can Co. .... inside back cover	Sealshipt Oyster System. .... 43
	Smith, E. D. .... 10	Snap Co., Ltd. .... 6	Snowdon, J. Walker. .... 11	Sprague Canning Machinery Co. .... 50	Spratts Limited. .... inside back cover	Stevens-Hepner Co. .... 58	Stewart, I. C. .... 11	Stringer, W. B. .... 53
	Symington, T. .... 18	Thurston & Braidich. .... 39	Tippet, Arthur P., & Co. .... 1 8	Toronto Salt Works. .... 48	Truro Condensed Milk Co., Ltd. .... 14	Tuckett, Geo. E., & Son Co. .... 51	Vavasseur, J. H., & Co. .... 44	Verret, Stewart Co. .... outside back cover
	Victoria Fruit Exchange. .... 36	Wagstaffe, Limited. .... 13	Walker Bin and Store Fixture Co. .... 58	Walker, Hugh, & Son. .... 53	Warren, G. C. .... 2	Watson & Truesdale. .... 2	Webb, Saville E. .... 2	Weese, G. Wallace. .... 2
	West India Co. .... 36	Wethey, J. H. .... outside back cover	White & Co. .... 53	White Swan Spice & Cereals, Ltd. .... 14	Wilson, W. Harry. .... 36	Wiseman, R. B. & Co. .... 62	Wood, Thomas & Co., Ltd. .... 64	Woodruff & Edwards. .... 59
	Woods, Walter, & Co. .... 58	Young, W. F. .... 40						

# A Stock-Taking System that Can Easily be Worked

The First Consideration of Merchants With Beginning of the New Year—Systematic Procedure Lightens Labor—Trial Balance Figures Prove Interesting for Future Reference.

Now that the Christmas and New Year's holiday trade is a thing of the past, merchants will naturally turn their thoughts to something else. Stock-taking should first be considered.

That it is necessary to take stock, no one will deny. Merchants should know at the end of the year how much stock they are carrying into the next in order to keep close tab on how they stand. Doing business in the dark is almost as bad as not doing any at all and so the New Year should be started with a thorough knowledge of what

illustration. After the goods have all been placed back in their proper places, the grocer might proceed as the illustration suggests—beginning at the top shelf nearest the front window on one side, etc.

In addition to finding the cost of the stock on hand, this system gives a merchant a direct knowledge of where the goods are and the quantity of each variety he has on hand.

After having entered everything in the manner described above, proceed in the same book and directly following to

Rent, rates and taxes.	500	.....
General expenses ... ..	500	.....
	<u>\$87,200</u>	<u>\$87,200</u>

Stock-taking is one of the first duties to perform in 1910. It is too often looked upon as tedious work, but if a good, simple system is devised, the tediousness will be dispelled. Too many grocers keep putting off the work until well on in the New Year. This is certainly a mistake. If you are going to take stock take it now and get it over

HENRY H. HALE.

GROCERIES, ETC.

STOCK-TAKING, DEC. 31, 1909.

1909 DECEMBER 31st	Front Shop			
	Beginning from top shelf nearest window:			
	6 doz. Breakfast Food ... ..	1.20	7	20
	4 doz. Canned Peas ... ..	95	3	80
	15 lbs. Tea ... ..	25	3	75
	Etc. Etc. Etc.			
	Back Store			
	Beginning from right of door:			
	10 sacks Sugar ... ..	4.75	47	50
	5 " oatmeal ... ..	3.00	15	00
	Etc. Etc. Etc.			
	Shop Fixtures			
	( 2 set computing scales ... ..		150	00
	Etc Etc Etc			

A Suggestion for the Merchant in Taking Stock—This is a Simple System Which Can be Carried out With Little Difficulty.

stock is on hand, at what it is valued and where it is.

There is no time like the first month of the year in which to take stock. After the holiday rush there naturally comes a calm for a few weeks—hence stock-taking should be the next consideration with every merchant. The question is to those who have not had the experience—how should we proceed?

Many grocers use a rough book for stock-taking purposes, but probably a better method is to use a well-bound "Stock-taking Book" with the pages headed as shown by the accompanying

enter your trial balance as suggested by the following:

	Dr.	Cr.
Capital Acct. ... ..		\$ 5,000
Bank balance, Dec. 31, 1909 ... ..	\$ 1,200	
Book debts (representing excess of debtors over creditors ... ..	6,250	
Stock at Jan. 1, 1909 ... ..	10,000	
Purchases during 1909 ... ..	66,000	
Sales during 1909 ... ..		\$82,200
Lighting ... ..	250	
Salaries and wages ... ..	2,500	

—the sooner you know where you are at, the better, so that definite plans for the coming twelve months may be perfected.

Dealy & White, Owen Sound, Ont., recently opened their new business stand to the public. The stock consists of the choice brands of groceries and confectionery, flour and all kinds of meals. Also a full line of feed, consisting of grain, baled hay and chop. Everything in the line of farm produce is taken in exchange for goods.



## A Firm Believer in the One-Line Display Window

**Manager and Window Decorator of Winnipeg Grocery Firm Makes Simple but Effective Breakfast Food Display — Claims That the Window Has Been One of the Chief Business Getters.**

Winnipeg, Dec. 28.—The experience of many grocers in this city has been that the one line window displays are the kind which bring the most direct results. When several lines are displayed, they think it is almost necessary to decorate the windows with suitable backgrounds, and furnishings in order to make the window look attractive. Attention can more readily be drawn to a neat arrangement of one line of goods rather than several lines, it matters not how neatly those individual lines may be arranged.

It, however, the various lines have an attractive setting the display may be as useful as the single line display. The

store of J. G. Hargrave, Winnipeg, which was set up by R. L. G. Seymore, who has been manager of the store for fifteen years. Mr. Seymore has always paid strict attention to his window displays and says that the present status of the business has been largely built up through the medium of the window.

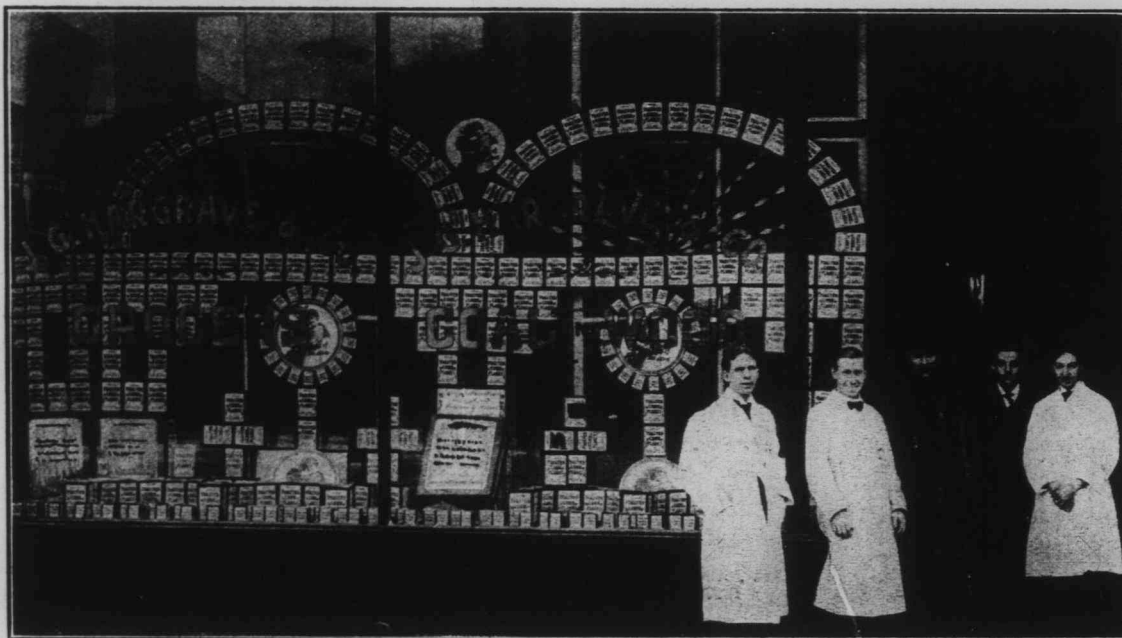
It is interesting to know that Mr. Seymore learned how to decorate windows in Ireland where he was born. Upon coming to Canada he re-entered the grocery business with a firm known as Cummings & Seymore on Main Street. A few years later he engaged as a clerk in the J. G. Hargrave store, where he has been for eighteen years,

would keep abreast of the times and get out of the rut they are liable to be in all their lives. Some of them turn out good work, considering the material they have to work with, but it is always the same old style, and if they were put in a first-class shop with every labor-saving device at hand they would not know where they were at.

I know of one young printer who was working in small shops for nine and ten dollars a week, but who was wide-awake and studied every journal relating to his trade he could get his hands on, and is now holding a permanent position at twenty-five dollars a week.

There is more to be learned from a trade journal than one thinks, until they begin to take an interest in it and then they would not be without it.

I once heard a grocer say he would feel like a preacher without a Bible if



A Creditable One-Line Breakfast Food Display Window in Store of J. G. Hargrave & Co., Winnipeg. R. L. G. Seymore, the Decorator, May be Seen in the Group at the Door Wearing a Fur Coat.

point is that few merchants or salesmen care to spend the time in making as good a display window out of several lines of goods as can be made from a single line display. The one line does not require the time or possibly the expense which is required to fit up a miscellaneous display. This possibly is the explanation for the tendency to produce the one line attraction.

It must be emphasized that the display features are the great business getters and the desire to minimize the time or expense in this work may easily be overdone. Should the several line attractions be best in some quarters or under peculiar circumstances by all means time should be taken to make the necessary display.

### Studied in Ireland.

The accompanying reproduction is of a one line window arrangement in the

having risen to general manager of the J. G. Hargrave Co., Limited, a company recently incorporated as grocery, coal and wood dealers.

Mr. Seymore appears in the group at the door, wearing the heavy winter overcoat.

### A STEPPING STONE TO SUCCESS.

By Tom. L. Johnston.

There are plenty of good mechanics who are plugging away in small shops for low wages, who could hold good jobs in large shops at good wages, but they do not know what is going on outside of their own little sphere. There are trade journals pertaining to almost every business, and if these mechanics would take them and study them they

he did not get his trade journal, so it is quite evident a man in any line of business can profit by taking some journal devoted to his trade.

### TRADE NOTES.

Frank Cane, Wetaskiwin, Alta., has sold his general store business to England Bros., Toronto.

The stock of Wm. Mammell, Tottenham, Ont., has been sold at 64c on the dollar.

The Paulin, Chambers Co., biscuit and candy manufacturers, Winnipeg, are enlarging their premises.

Jas. Richardson & Sons, Kingston, Ont., is now being formed into a joint stock company, capitalized at \$750,000. The company intend prosecuting the canning business.



# Practical Methods Used in Retail Grocery Stores

Early Closing By-law not Enforced at Ottawa—Montreal Grocer Shows Necessity of Fair Profits on all Goods—Peterboro Merchant Aspiring to Mayoralty Chair—Unique Post Card Used by Kingston Grocer.

## Who Will Enforce By-law.

Ottawa, December 28.—The members of the Retail Grocers' Association are of opinion that the early closing by-law is neither being observed by the grocers of the city nor enforced by the police, whose duty it is to see that the laws are duly obeyed. The by-law demands that grocery stores close at 7.30 on week nights and nine o'clock on Saturday nights. Several of the larger groceries close at six o'clock on regular nights. The association thinks the police department should look after the lawbreakers, but the department hold that they will investigate any charges laid against offenders. It is proposed to write the Provincial Secretary to ascertain the ruling of the law on the subject.

All members of the association endorsed the raising of the cigarette license to \$15.

## All Prepared for Christmas.

Peterboro, Ont., December 28.—In connection with the Christmas grocery trade, it is interesting to note that a large number of the smaller store windows were tastefully decorated showing that while a grocer may not be on the main street he takes advantage of the opportunities afforded him in his own locality. Neat designs have been thought out here and there and have been put into effect. Among the stores that are worthy of mention are W. C. Tully, H. Sisson, W. J. Routley and Mrs. S. Mitchell.

## Be Sure to Make a Profit.

Montreal, December 28.—“One of the main faults of many retailers is marking their goods so low that there is not a living profit in them,” said Walter Paul, a Montreal retailer. “Every line carried in my stores has to contribute its fair share toward the total year's profits. If it doesn't, I know there is something the matter and it is time to make a sufficient advertising campaign to bring it back to normal. There is no better way to keep track of what is going on in the store and what is necessary to be done, than to watch the sales of each line separately. In a way it solves the problem of what to advertise and what to have the salesmen push especially.”

## Time is Money.

Quebec, December 28.—“Do you realise that your time is money?” observed a local grocer the other day. “That is, if it isn't it should be. Your capital when this life began, was very little, in fact, nothing. As time went on

this world's goods began to collect, but you had to spend your time to acquire them.”

“This can very politely be shown to your customers, some of whom perhaps like to talk over the state of the weather with you during business hours, or some other equally important matter. If they can only be made to realise that time is only be made to realise that time is equally important to them you will not only help yourself, but do them a distinct service. There is a time for everything, and business hours are set apart for no other purpose than to do business in.”

## An Original Post Card Note.

Kingston, Ont., December 29.—John Gilbert, a local grocer, has been sending out a unique picture postal card, on the picture side of which is a marine scene showing Martello Tower and on the other the following original letter:

THIS SPACE MAY BE USED FOR CORRESPONDENCE

W. C. T. U.

Madam,—

We would be pleased to have your weekly order supplying your table with good things 2-8. Should you favour us we will do our best to please you in Price, Quality, Prompt delivery and courteous attention.

J. GILBERT,

IMPORTER OF FINE GROCERIES,  
TEAS AND COFFEES

194 BARRIE STREET and COR. GORE & WELLINGTON STS.  
PHONE 254 PHONE 248

This is always read on account of its original character and Mr. Gilbert states that it has caused a great deal of discussion among those who have seen it.

## A Grocer in the Fight.

Peterboro, Ont., December 28.—One of Peterboro's leading grocers, E. F. Mason, is one of the two candidates for the mayoralty of this city during the next year. He is contested by W. G. Morrow, and the general feeling is that the fight will be one of the hottest that has been waged in this municipality in a long time. Mr. Mason has proved a successful business man and he has also a good record on the council and Board of Education. He was three years an alderman and established a good record as chairman of the finance committee, and last January was elected to a two year term as a member of the Board of Education. There is no question as to his receiving a large vote, but

in Mr. Morrow he has a worthy opponent and when Greek meets Greek the combat is one that pleases the gods.

## Handles Confectionery.

Sutton, Que., Dec. 28.—Stores in Sutton, Que., are mostly general stores. H. W. Cull, started two years ago, a grocery and confectionery business. His store has two of the best display windows in the town. It is well arranged, neatly kept, and, for the summer trade, has in the rear a nicely furnished room for serving ice cream, soda water, etc. Mr. Cull is assisted by his mother. Both credit The Canadian Grocer with giving them many items of desirable information in connection with their business, which has been rapidly increasing in volume.

## Use Your Own Individuality.

Montreal, Dec. 28.—Walter Paul, the proprietor of two large stores in Montreal, gave The Grocer his opinion on the subject of individuality, in a recent conversation. “Very few men realize how much their business can be strengthened by the use of their own individuality,” he said. “By that I mean the use of original ideas on methods of trade and advertising. Use the best things you can develop, and adapt good ideas used by other successful men to your own conditions. It will inevitably produce good results.”

## Clinching the Agreement.

Wallaceburg, Ont., December 29.—“What a pity it is,” remarked a grocer recently, “that so many merchants fail to clinch their arguments properly?”

“I mean,” he added, “that they don't get the full results they should from elaborate and carefully prepared window displays.”

“Suppose I put on a first-class display showing Santa Claus coming out at the bottom of the chimney, or racing across country behind his reindeer, or something appropriate to the season. My window takes a lot of my time, or my clerk's time, which is the same thing. I should, therefore, strive to get from it every possible return.”

“My Santa Claus window talks to the passer-by about Christmas goods. I should make it talk, though, in such a way that it will drive conviction home. And I can't do this unless I make a liberal, though tactful use of show cards and price tickets.”

“Without them my window is nothing but a picture—a very pretty picture. It is true, but still not the thing that will



## THE CANADIAN GROCER

have a direct effect upon the sale of goods. People will remark that it is a pretty window—and some of them will probably make purchases as a result of stopping to look in—but so long as it is only a picture, I won't be getting what I am after—the biggest possible results.

"When I put in price cards and show cards—little, seasonable, catchy hints on Christmas buying—I convert my window from a mere, attractive picture into a convincing, logical argument. The cards supply the missing link. Without them, I don't consider any window of mine complete."

### The Value of Patience.

Montreal, December 28.—Patience is often hard to keep continually to the fore, particularly when a cranky customer uses up a lot of your time uselessly. Even though her trade may be well worth an effort to keep, it sometimes seems as if it would be almost better to let her take it out on someone else.

In talking this matter over with sever-

al retailers in Montreal recently, the general consensus of opinion seemed to be that customers must always be treated right, unless there was an absolutely unreasonable person, who was continually finding fault for no cause whatsoever. In that case they should be waited on a few times by the proprietor to see that such was the case, and then treat them politely, but give them plainly to understand that if they did not like the methods of the store they were free to transfer their trade. It is better to do this than to offend them out and out, as some salesman is sure to do sooner or later.

### WEST INDIES TRADE GROWING.

#### Canadian Commissioner to Barbadoes at St. John—More Careful Inspection of Canneries.

St. John, N.B., Dec. 30.—Grocers here, both wholesale and retail, report that the Christmas trade was satisfactory and stocks of holiday goods were fairly well cleaned up.

E. H. G. Flood, Canadian trade agent at Barbadoes, who spent the holiday with relatives in St. John, is leaving this week on his return to Bridgetown. Mr. Flood in speaking of trade matters, said a steady increase was shown in trade between Canada and the West Indies. The greatest need of Canada in the West Indies is the same as it has been for years, he said—more commercial travelers to drum up business. Canadian firms apparently did not realize the importance of the market, and meanwhile the United States and British firms are securing the bulk of the trade. With this need supplied, Mr. Flood saw no reason why Canada should not materially increase her trade in manufactured goods.

C. S. McGilvrey, Ottawa, inspector of food factories and canneries, was in the city last week on his annual trip of inspection. He said it was the intention of the department later on to look more closely into the quality of canned goods. A close inspection would be made to see that too much water was not used in the preparation of goods.



An Interior View of Dermody Bros.' Store, Kipling, Sask.

## Merry Wit About the Drummers' Banquet Board

Annual Dinner of the Drummers' Snack Club Held During the Week—Some High-Class Oratory Abounds — The Next Snack Outing to be Held at Oakville.

Staff Correspondence.

Toronto, Dec. 29.—There is only one Drummers' Snack Club. The world is not big enough for two; and in this way it has a marked resemblance to Shakespeare.

The Drummers' Snack held its annual dinner on Thursday evening, Dec. 23rd, at the Arlington, Toronto, and any person who is acquainted with any of its members can appreciate the statement that 'a royal good time was the result.' It was a miniature summer-time Snack with the same sociability and merry wit tingeing every minute of the few pleasant hours during which it was held.

Prior to the dinner a general meeting was held at which arrangements for the next annual July event were begun, which, by the way, will take place at Oakville, in the Province of Ontario in 1910. Then came the dinner and the speeches. Of course, there was that old-time chestnut sprung: "This has been a surprise to me—if I had only known I could have had a nice after-dinner speech prepared." But if such were really the case it didn't look much like it once they 'got going'—there are many orators among the Club, notably Jack Charles, Robt. Algie, Billy Reilly and President Bay Hill.

A feature of the evening's prominent events was the display of wit on the part of Sol. Walters. He was in good form, as he was on the occasion of the outing at Erin, just another case of history repeating itself.

One thing the club is regretting these days, is the departure from Toronto to Montreal, of Wm. Colville, who has been an indefatigable worker every since the Drummers' Snack first saw the light of day, almost two decades ago. More about this, however, will be seen in another column.

Once the dinner got well under way and the rough corners of appetites had been worn off, the humorous side of the merry company was turned out. Col. Stoneman was wont to associate present and past events, when he observed one of the waitresses serving a Hamilton drummer with an arm on either side of his neck. It looked dangerously like something else. "Same thing happened at Erin," remarked the Colonel, and with the ensuing laughter arms were removed.

### Was the Silverware Safe?

Sol. Walters and Michael Kennedy suspected each other of carrying away the culinary utensils as souvenirs, but if the knives and forks didn't disappear something else did. It will be remembered that Michael Kennedy was the man "who kept the bridge" at Erin all

night. He is an authority on municipal affairs and don't tell him we should have the tubes in Toronto. Somebody might get hurt.

Robt. Algie and Charlie Smye choose their company, when they dine, or else they require plenty of room. At any rate they sat apart from the remainder of the company, cracked their own jokes and laughed alone. As a matter of fact the trouble was "lack of space," which often affects reading matter in a trade paper.

"How many trains stop at Oakville"?, was a frequent query at the banquet table. The "boys" are already looking forward to the great midsummer event. It might be mentioned here that Col. Stoneman objects to the term

for the 'co-operation of all and the antipathy of none.' As everyone knows, Bay Hill is a lover of poetry. He has a pretty parody, which runs like this:—

Backward, turn backward, O time  
in your flight,  
Make me a baggage-man just for to-  
night.

The toast to "Our King and Country" was loyally drunk and followed by loyal speeches from John Charles and Dr. Algie, both of whom would be glad to allow the destinies of our Dominion to rest in the hands of such men as compose the Drummers' Snack Club. It was commercial men who sell the products of factories, that the people should commend in the building up of a nation and not the armies and navies.

"Our greatest weakness is our greatest strength," observed Dr. Algie, as he referred to the outcome of an invasion of Canada in the midst of winter, with snow ten feet deep.

"We could play a freeze-out game then alright," interjected Sol. Walters.

Harry Eckstein's song put an end to the speeches for a few minutes, and after



PRESIDENT BAY HILL.  
Who Presided at Annual Dinner of the D. S. C.

"boys," but nevertheless when it comes to having a good time he must be counted in.

But to get down to the oratory in earnest. President Bay Hill—who, by the way, would sooner be president of the Drummers' Snack Club than Governor General—told the assemblage that as for looks, they were unequalled so far as his experience extended. In referring to the Snack Club outing of 1910, he asked

the lengthy applause had died away the company were delighted to hear from Secretary Algie that C. Weese was making hay in Lindsay. A letter of regret was also read from F. J. White of Minto Bros., who was also unavoidably absent.

### His Last Battle.

The recitation by Col. Stoneman, which followed was a masterpiece of elocu-

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tion. He pictured an after-battle scene with such realism and vigor, that every listener remained spell-bound during its entirety. His recitation was all the more remarkable as it was 10 years since he had given it before. The Colonel is certainly without a peer, when it comes to elocution.

Michael Malone, Robt. Asher, and Robt. Keys, responded to the toast to "Our Dominion and Provincial Parliaments." References were made to the advances the country was making, to the work the legislature was doing in looking after hotel accommodation, and to the necessity of proper legislation.

Vice-Chairman, J. H. Wildfong conducted affairs from this pointed beginning, with a presentation of some silverware to Earnest Bowles, pianist, who had helped the club on many occasions as accompanist at concerts. He similingly accepted the gift, and like any good husband ought, though of his wife who, he was sure, would appreciate it very much.

"The Merchantile and Manufacturing Interests" was responded to by "Pap" Sommerville and Walter Madill, both of whom are orators of repute. Between the two a song was sung by Mr. Hudson, which certainly deserved all the applause which ensued.

"The Commercial Travelers Association of Canada" was responded to by John Gibson, the president, who is a firm friend of the Drummers' Snack Club. He will be at Oakville next year.

The "Honey Boy" was sung by Billy Reilly as only Billy can sing it; Harry Ritchie gave the "Stein" song, and everybody expanded their lungs when it came to the chorus.

The Mountain City section then announced that it was train time, and after the singing of "God Save the King," the happy gathering dispersed.

#### Side-lights on the Banquet.

Smoke sometimes has a good effect. Walter Madill could have made a longer speech, but for the fumes following the flash-light.

Sol. Walters replied to the toast to the ladies. After telling all about their good characteristics he left unsaid the rest.

A diary of the trip around the world, neatly bound was presented by Billy Reilly to his traveling companion Billy Colville, who leaves soon for Montreal. The contents can only be read in Montreal. Toronto "the good" would not stand for it, so it is whispered.

Even if Michael Malone was befuddled from eating too much, he got off some good philosophy when he said that the Drummers' Snack teaches each and all of us that there is some good in the rest of us if we can only get it out. "That's the trouble," observed Sol. Walters.

When Billy Colville makes \$10,000 in each of the 10 succeeding years, he's coming back to pay all the Snack's expenses. The boys are going to have that in "black and white."

Billy Meen had his troubles keeping order at the lower end of the table—and directly across.

"I want a ticket for Oakville."

#### PRESENTATION BEFORE DEPARTURE.

Toronto, December 28.—The Drummers' Snack Club is undoubtedly losing a faithful worker in the person of Wm. Colville, who on January 1st takes charge of the Montreal office for the Pugsley-Dingman Company, for which he has traveled for many years. Many expressions of regret were heard at the annual dinner of the Snack Club last Thursday night and one of the features of the event was the presentation of a secretaire to Mr. Colville.

This was done in a few well chosen words by Robt. Algie, who referred to the faithful work that had always been freely done by Mr. Colville. "We want you to know and feel that you were a man who did things and who did not merely say them," he remarked. In reply Mr. Colville regretted severing his connections with the club. "We have in the Drummers' Snack Club," he said, "an element that, if properly carried out will do more for the travelers than any other organization in Canada."

His successor as traveler for the Pugsley-Dingman Co. is Geo. F. Campbell, formerly on the road for Blue Ribbon Tea.

#### TRAVELERS TALK BUSINESS.

##### Annual Meeting of the C. T. A. of Canada Held—Amendments to the By-laws.

Toronto, Dec. 28.—Amendments to the by-laws created lengthy discussions at the annual meeting of the Commercial Travelers' Association of Canada, which took place last Thursday afternoon at St. George's Hall. About 150 travelers were in attendance, and on many occasions two, three and even four speakers were on the floor at the same time to advance their respective arguments. John Gibson, the president, was in the chair.

Several amendments to by-laws were proposed, one of the most important being the widening of the terms upon which a man can be called a traveler. Hitherto he had to travel at least three months of the year in Canada, but in the future he will be qualified to enter the association provided he travel at least three months in any part of the British Empire.

The meeting turned down a by-law amendment which provided for allowing the Board of Directors, at their discretion, to admit a person into the association for special reasons, even if he were not qualified in all respects under the by-laws.

In the future the annual meeting will always be held during the week between Christmas and New Year's, a resolution to this effect being carried.

During the discussions, one traveler complained of the high hotel and baggage-transfer rates in the west particularly in British Columbia. He had paid \$10 for a day and a quarter's expense at one hotel, and spoke particularly on the high charges of transferring baggage. Secretary Jas. Sargent explained that if the members would only live up to the by-laws of the constitution these high rates would not be charged. They go looking for a few cents lower rate with some company other than that with which arrangements have been made and eventually prices go up.

The great growth numerically speaks for the increased volume of business throughout the country. There were 686 members added during the year, making the total enrolment 9,320. There has been little, if any, added expenditure to the working expenses. Seventy-six death claims have been paid since the last annual meeting, and out of the \$65,268 allotted for the year for mortuary benefits, \$11,275 remains to the credit of that fund.

The report also referred to the matter of fire protection in hotels which was elaborated on by Col. Stoneman. A resolution was passed commending the action of the Board of Directors in requesting from the government that it should see that fire escapes were placed in every room in every hotel in Ontario.

Secretary Sargent received a great ovation, when Mayor Oliver, in the course of an address calling attention to the work of the Travelers' Mutual Benefit Society, made the remark "that there was no better secretary on the top of this green earth."

The following was the result of the ballot:—

Pres.—Jno. Gibson, (accl.).

1st Vice-Pres.—Robt. Gemmell, (accl.).

2nd Vice-Pres.—S. M. Sterling, (accl.).

Treas.—E. Fielding.

Directors for Toronto Board.—Jas. G. Cane, J. H. Lumbers, Geo. W. Moore, C. J. Tuthill, J. W. Charles, W. R. Mosey, D. H. MacKay, J. H. Wildfong and Alex. Cook.

Hamilton Board.—Geo. M. McGregor, H. G. Wright, C. C. Smye, E. O. Zimmerman, W. H. Dean and A. F. Hatch.

Berlin Board—Fred Doering and W. J. Moody.

Kingston Board—W. H. Graham and W. S. R. Murch.

Guelph Board — Adam Taylor, vice-president.

Brantford Board—J. S. Hamilton and D. J. Waterous.

Montreal Board—S. O. Shorey, vice-president, Wm. Cauldwell.

Winnipeg Board — H. Miller, vice-president; A. C. Merrett, director.

Vancouver Board—Fred Buscombe and Robert Stewart, directors.

Ottawa Board—John Everett, director.

Brockville Board—J. W. Hooke, director.



# The Canadian Grocer

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## A PAIR OF CONVERTS.

It is said that Sir Wilfrid Laurier has advised the Premier of Quebec to appoint a business man to the portfolio in the Provincial Cabinet which is to be vacated by Hon. W. J. Weir, who is being elevated to the Bench.

This reminds one of the speech of R. L. Borden, at the banquet of the Manufacturers' Association at Montreal, a few weeks ago, during which he strongly expressed himself in favor of more manufacturers being in Parliament.

There is undoubtedly a growing spirit in Canada in favor of giving business men a more prominent place in the administration of public affairs. And its growth is being fructified by necessity. Professional men are all right in their place, but they too often lamentably fall down in practical business affairs.

The work of governing a country is to all intents and purposes a business affair, and it naturally follows that those who administer should be men of practical business experience. Like begets like.

Very little reliance can, as a rule, be placed on the public utterances of politicians. They are given a great deal to "jollyng." They loiter around the corner and only get into the procession when they see that public opinion is strongly represented in it. In other words, the politicians do not lead, they follow public opinion.

The significance of the attitude of Sir Wilfrid Laurier, the Premier, and R. L. Borden, the leader of the Opposition, in regard to a representation of business men in Parliament, is an evidence that they are realizing that public opinion is becoming strong in regard to this mat-

ter, and wish to march in the procession. They are both to be congratulated. It is an evidence that they both have eyes with which to see the trend of affairs. And when they begin to see things in the right light, others will follow. It will be fashionable, for there are fashions in political ideas, as well as in garments.

It is to be hoped that when opportunity affords, Sir Wilfrid Laurier and Mr. Borden will bring forth works meet for repentance.

## A FRUIT GROWERS' DEPUTATION.

Some time ago W. A. MacKinnon, Canadian Trade Commissioner, Birmingham, Eng., proposed in his weekly report to the Department of Trade and Commerce at Ottawa that Canadian fruit-growers visit the Old Country with a view to studying the British markets and the conditions existing there.

This suggestion has borne fruit. The matter was brought to the attention of the president of the British National Fruit Growers' Association, who discussed it with the council of the Federation, and the result was the issuing of a cordial invitation to Canadian fruit-growers to visit the chief fruit plantations in England.

The aggressive work of Mr. MacKinnon along this line is to be commended. The next move should be the acceptance of the invitation by the fruit growers of Canada, for there is much to be learned from studying the conditions in the country to which our fruit is exported and the express desires of those who purchase it for consumption.

Every little while we read of deputations from other lands studying the British tastes, with regard to foods, and these naturally result in taking away a portion of Canadian trade because their exporters know exactly what John Bull and his family require.

Let Canadians do the same with fruits and there is every possibility of a vast industry growing in leaps and bounds in Canada—raising fruit for the British market.

## MANY CONVICTIONS RECORDED.

Government statistics are to hand regarding the convictions this season of apple packers for violations of the Act regarding packing for export. Over forty names appear on the list, with all the way from one to four convictions registered. Practically all the apple-growing sections of the Dominion are represented, but Ontario seems to be the worst offender.

It seems strange that there is such a lack of foresight on the part of packers. This subject has been brought up time

and again, and it has been clearly shown that if it is persisted in, there will be an alarming decrease in English imports of our fruit. It may mean an extra dollar or so of immediate profit for the man guilty, but apple-growing is not a temporary business. There is a future trade to be looked after, and continued disregard of repeated Government and other warnings will eventually end in England, our best apple customer by far, transferring her trade where she will be better treated. This is by no means the only country where apples can be successfully grown, though it is probable that few competitors would be successful if our customers received fair treatment.

Complaints are heard every day among Canadian dealers about the treatment meted out to them by Greek and Spanish dried fruit exporters. Perhaps there had better be a housecleaning at home before we find fault with others.

Considering the relationship which exists between Canada and the Mother Country, it seems shameful that persistent efforts to make a little dishonest money from her buyers, should be going on every year. It is about time our regulations were made more strict, and examples made of all packers convicted. A ten-dollar fine is not going to stop a man of dishonest instincts, when he knows it is almost impossible for anything like a thorough inspection to be made. More severe tactics must be used if much is to be accomplished.

The Government officials may do their best, but the recurrence of the same names for additional convictions shows that the penalties are too light.

## THE LAW AGAINST SECRET REBATING.

It is gratifying to learn that Boards of Trade in Canada are calling the attention of their members to the Secret Commissions Act. Probably no other Act of present-day legislation has created such widespread interest. The St. John, N.B., Board of Trade has just sent out a copy of the Act to its members, and other boards have done and are doing the same.

It must now be clearly understood, according to the Act, that it is illegal to pay or accept a secret rebate in the selling and buying of merchandise. Too much of this has been going on in Canada and the sooner it is stamped out the better will it be for Canadian trade and commerce. It is only right and proper that goods and salesmen should stand on their merits, and if it is necessary for a manufacturer, wholesaler or traveler to give a secret rebate on goods in order to sell them, then something is lack-



ing. It may be in the quality, service rendered, or salesmanship, but, nevertheless, it exists.

Under the terms of the Secret Commissions' Act everyone who is found guilty, on indictment, of a breach of it is liable to two years' imprisonment or to a fine not exceeding \$2,500, or to both, and, upon summary conviction, to imprisonment for six months, with or without hard labor, or to a fine not exceeding \$100, or to both.

With the elimination of infractions of this law, better business methods will prevail. Manufacturers, wholesalers, travelers and retailers will then stand upon an equal footing so far as prices and dealings with each other are concerned. There will be no unfairness and no dishonesty practised—for it stands to reason that secret rebating in order to get trade is positively dishonest. No honest man will stoop so low as to be guilty of such practices and if he does, the sooner he passes out of the business sphere the better will it be for the commercial interests of the country and the morality of the human race.

Honest methods are to be commended and so are honest men. Honesty is simply a matter of square-dealing with one's fellow men. It is dealing above the board, and not passing the cards beneath the table. Yet men who consider themselves "fair-and-square," so far as their conscience and reason dictates, will deliberately give and take secret moneys in order to dishonorably get a little more consideration from their houses or to be able to sell a little cheaper than their competitors.

Every business man should consider it his duty to stick to the letter of the Secret Commissions' Act. Any deviation is wrong, and, as pointed out above, the penalty is steep. However, it is not because there is a penalty attached that the law should be kept. It is because it is the simple duty of every man to keep the law. It is morally right to do so.

In other words, we should do right, not because we are going to be punished if we do wrong, but because it is the right thing to do.

#### A PROFITABLE INVESTMENT.

The trade paper which is the most valuable to its readers is the one that proves to be a profitable investment. In fact no merchant wants to invest in anything that does not prove profitable; he is in the business to make money and the greater the turn-over and the less the outlay the more money will he make.

On another page of this issue will be noticed a short article under the heading: "Gets a Raise in Salary," which

gives the experience of a Vancouver grocer. He shows how one of his assistants has had his salary increased twice in eight months, due to the interest he displays in *The Canadian Grocer*, because he puts into practice suggestions that are from time to time made by this paper.

If that merchant thought that this salesman was not becoming more valuable to him would he have raised his salary? It is not likely.

It all goes to prove that the less-than-four cents per week spent on *The Canadian Grocer* can be made an investment which, if carefully watched, will be shown to be one of the best the merchant can make.

#### UPROOTING THE VINEYARDS.

A report from Greece was published in last week's issue to the effect that currant growers were contemplating uprooting their plants in order that the decreased production of the next crop would produce higher prices.

Whether this be true or not, there is a certain amount of similar circumstances occurring to warrant calling attention to the matter. It would be a foolish idea for the growers to seriously consider doing such a thing. Much better results would be effected by increasing the production and enlarging the buying field. This could be done by extensive advertising, which would prove worth while to the growers of currants.

The same thing applies to many other businesses. Producers and manufacturers get the idea that the only thing to be done if prices are low is to decrease the production, forgetting all about extending the purchasing field by aggressive measures. They must go backwards to obtain the results desired and eventually they are considered too small by purchasers to transact business with.

#### INADEQUATELY PAID MEN.

The business men of Ontario who have any influence with the Government of that Province should exercise it on behalf of the professors of the Agricultural College at Guelph, who are at present requesting an increase in salary.

The salaries of these men are most inadequate for the work they are doing on behalf of the agricultural interests of the country. They are shamefully underpaid.

A short time ago a body of business men were invited to visit the college. They spent a day there, and after coming away many of them expressed their opinions very strongly in regard to the inadequate remuneration paid the pro-

fessors. Many of them had clerks who were getting better pay than some of the professors.

Millions of dollars annually are being added to the productive value of Ontario because of the work which the professors at Guelph are doing in the way of instructing the farmers in intensive farming. The results they obtain from experiments at the Guelph College are passed on to several thousands of farmers in Canada annually to the manifest advantage of the material wealth of the country.

The more money the farms of this country earn the more money is there for distribution among the business men. Obviously, therefore, it is in the interests of the business men that the professors at Guelph should receive adequate compensation, because if Canada does not do so other countries eventually will.

Canada has already lost a good many valuable public servants because of the parsimony with which they have been treated in the matter of salaries. We should profit by the mistakes of the past.

#### THE TURKEYS THAT FAILED.

Some retail grocers have written to *The Canadian Grocer* this week to tell of their troubles in obtaining their Christmas supply of turkeys. The cause was the unfaithfulness of farmers and their wives, and the fact that Montreal and Toronto buyers were out offering better prices. One merchant states that a farmer's wife had agreed to take to him his supply on a certain date and at a specified price. He had an advertisement all prepared for the local paper and all his customers promised, but the woman from the country did not appear. He disappointed many of his customers and may probably lose some. Many others and even some wholesale produce merchants experienced the same troubles.

While this is disgusting particularly from a moral standpoint, it is something difficult to overcome. In these days of advanced civilization, the word of a man or of a woman is usually taken where there is a reasonable amount of assurance that the party will make good, and it is not usually wise to obtain statements in writing from persons who are customers at your store. But nevertheless something should be worked out, to meet individual cases as described above, so that the party with whom a merchant is doing business will be bound to make good or lose money, without him knowing that he is so tied down.

While the principle of the thing is wrong yet money talks and it is better to make sure than go sorry.



# Markets—Walnuts and Valencia Raisins Advance

Weaker Tone to Sugar Market, Which is Expected to Decline—Strong Primary Market in Ginger—Some Changes in Molasses in Montreal—Wholesalers Taking Stock and Business Generally is Quiet.

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

## QUEBEC MARKETS

### POINTERS—

Molasses—Fancy up 2c, choice down 3c.  
Ginger—Up in primary market.  
Valencia Raisins—Higher.  
Walnuts (shelled)—30 to 32c.

Montreal, Dec. 30, 1909.

Considerable interest has been evinced in the sugar situation of late. Reports of record crops in Cuba and Barbadoes, with large ones in most other sections, have had a very depressing effect on the raw market. There seems to be little doubt that eventually the refined product will be lower.

Christmas is a thing of the past and New Year's trade is practically over. Dealers are beginning to figure out how good trade has been, and first reports are certainly encouraging. Jobbers report large initial orders from retailers and many repeats. The retailer reports a bumper two weeks to end up the year and the consumer wears a satisfied smile after his Christmas dinner, so everyone seems to be prosperous and in fine shape to start the New Year.

Some lines, particularly certain lines of nuts and dried fruits, are scarce, and prices have gone up correspondingly. Walnuts, peanuts and Valencia raisins show this markedly. The general market trend is higher and in coffee and tea a firm situation is present.

SUGAR—Raws are weak and though temporary rises occur, the large Cuban crop, almost 2,000,000 tons, is sure to have a depressing effect on the market. As yet no changes in refined have been observed.

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

SYRUP AND MOLASSES—Prices on fancy molasses have gone up 2c, while on choice they are down 3c. This makes a very peculiar situation, as the expected course of events would cause a sympathetic action on the part of both. The low price of choice has caused a large increase in the demand for it, while fancy is still holding its own, in spite of the high price. Syrups are steady, with slow sale.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " barrels	0 43	0 45
" " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45

New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03	0 03
" " bbls.	0 03	0 03
" 38-lb. pails	1 80	1 80
" 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz. "	2 85	2 85
" 10-lb. " 1 doz. "	2 75	2 75
" 20-lb. " 1 doz. "	2 70	2 70

TEA—Tea trade has been doing what seems the proper thing at this season of the year, that is, taking a holiday. In other words trade has been dull. Prices remain firm, however, and after New Year's it is expected to be brisk, as retail stocks will need replenishing. Dealers expect also that prices will not only be maintained, but will probably be higher.

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

COFFEE—Trade in coffees has been somewhat dull, but prices remain firm with future prospects good for those who have large present stocks. After the middle of next month prices seem sure to go up, as the exportation duty on Rio and Santos will have to be paid. The limit has been nearly reached already.

Mocha	0 18	0 25
Rio, No. 7	0 10	0 12
Santos	0 11	0 17
Maracaibo	0 15	0 18

SPICES—Gingers are up in the primary market, with little prospect of any weakening. As yet retailers have not felt the effects of it, but should any additional rise occur, it would be sure to make prices higher to them. Other lines have had a good sale, and remain firm at former quotations.

Allspice	0 13	0 18
Cinnamon, ground	0 15	0 19
" whole	0 16	0 18
Cloves, whole	0 18	0 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 32
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Mace	0 75	0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—Valencia raisins are up, and the better grades are in great demand even at the advance. They are scarce. Other lines are in the usual Christmas demand at former prices. Reports at present as to the volume of Christmas trade are very encouraging, and for these lines there seems to be general satisfaction among all the dealers.

Currents, fine filistras, per lb., not cleaned	0 05	0 05
" " cleaned	0 06	0 06
" Patras, per lb.	0 07	0 08
" Vostizas, per lb.	0 08	0 09

Raisins—		
Australian, per lb., (to arrive)	0 08	0 09
Old seeded raisins	0 06	0 06

California, choice seeded, 1-lb. pkgs.	0 07	0 07
" fancy seeded, 1-lb. pkgs.	0 09	0 09
" loose muscatels, 3-crown, per lb.	0 07	0 08
" " 4-crown, per lb.	0 08	0 09
" sultana, per lb.	0 07	0 10
Valencia, fine off stalk, per lb.	0 05	0 05
" select, per lb.	0 06	0 06
" 4-crown layers, per lb.	0 06	0 06

NUTS—Shelled walnuts are up. This has been expected for some time, owing to the scarcity prevailing for the past two weeks. Even with the increased price the demand exceeds the supply for the better grades. Peanuts are scarce and higher. There are no French on the market, which fact has had a considerable influence in this direction. All lines are having a fine sale, probably the best in spite of the poor quality of this year's crop, that we have had for some years past.

In shell—		
Filberts, Sicily, per lb.	0 12	0 12
" Barcelona, per lb.	0 10	0 10
Tarragona Almonds, per lb.	0 11	0 12
Walnuts, Grenoble, per lb.	0 13	0 15
" Marbots, per lb.	0 12	0 12
" Cornes, per lb.	0 11	0 11

Shelled—		
Almonds, 4-crown selected, per lb.	0 32	0 33
" 3-crown "	0 31	0 31
" 2-crown "	0 30	0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17

Peanuts—		
Spanish, No. 1	0 11	0 12
Virginia, No. 1	0 12	0 14
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75

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

EVAPORATED APPLES—Demand for evaporated apples has fallen off considerably during the past ten days, and no improvement is looked for until well toward the end of January. Prices are slightly off in the primary market, but there will be little or no change to the retailer.

Evaporated apples, prime	0 09	0 09
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RICE AND TAPIOCA—Seed tapioca is scarce and is already higher in the primary markets. It is not expected that the rise will be sufficient to justify an increase to the retailer. Trade in other lines is somewhat dull in keeping with its normal state at this season of the year.

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

BEANS AND PEAS—In spite of a large crop this year, good beans are becoming scarce, and prices have already gone up 5c. This is thought to be due partly to an increasing demand, and partly to larger exportations than in previous years. Even with these reasons, dealers are surprised at the strength evinced by this commodity. Peas are firm at last week's quotations, and find a steady sale.

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



CANNED GOODS

MONTREAL.—With the exception of canned lobsters, fish trade has been light of late. Vegetables and fruits, on the other hand, are finding a brisk demand. Prices are firm here.

In the United States, tomatoes are reported as a drug on the market, and are selling as low as 55c. Cannerymen are very much discouraged there over the situation. They are hoping for an improvement later and are holding for a future rise.

Peas, standard, dozen	1 07	1 10
Peas, early June, dozen	1 07	1 10
Peas, sweet wrinkled, dozen	1 10	1 12
Peas, extra sifted, dozen	1 32	1 50
Peas, gallons	3 87	3 92
Beans, dozen	0 85	0 85
Corn, dozen	0 80	0 82
Tomatoes, dozen (Ontario and Quebec)	0 82	0 90
Strawberries, dozen	1 37	1 40
Raspberries, 2s, dozen	1 75	1 75
Peaches, 2s, dozen	1 65	1 65
Peaches, 3s, dozen	2 65	2 65
Pears, 2s, dozen	1 60	1 60
Pears, 3s, dozen	2 30	2 30
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard dozen	0 95	1 00
Lawtonberries, 2s, dozen	1 60	1 60
Clover Leaf and Horseshoe brands salmon—		
1-lb. talls, per dozen	1 87	1 87
1-lb. flats, per dozen	1 30	1 30
1-lb. flats, per dozen	2 02	2 02
Other salmon		
Humpbacks, dozen	0 95	1 00
Cohoos, dozen	1 35	1 40
Red Spring, dozen	1 60	1 65
Red Sockeye, dozen	1 85	2 00

TORONTO.—These are firm, but like all other lines, will be in little demand until the year's business is straightened up and put in order. There are no changes in the prices, and by all appearances canned goods are good value to have on hand.

Beans	0 80	0 85
Corn	0 80	0 85
Peas	1 05	1 42
Pumpkins	0 75	0 82
Tomatoes, 3s	0 80	0 85
Strawberries, 2s	1 40	1 50
Raspberries, 2s	1 60	1 67
Peaches, 2s	1 65	1 65
Peaches, 3s	2 65	2 65
Lawtonberries	1 65	1 65
Red pitted cherries, 2s	1 75	1 75
Gallon apples	2 40	2 45
Bartlett pears, heavy syrups, 2s	1 65	1 65
" " light " 2s	1 15	1 15
" " heavy " 3s	2 40	2 40
" " light " 3s	1 70	1 70
Lombard plums, 2s	0 80	0 85
Clover Leaf and Horseshoe brands salmon—		
1-lb. talls per dozen	1 90	1 90
1-lb. flats per dozen	1 25	1 25
1-lb. flats per dozen	2 12	2 12
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoos, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 85	2 00
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen	1 40	1 40

ONTARIO MARKETS

POINTERS—  
Sugar—Tendency to lower prices.  
Tea—Market very firm.  
Nuts—Scarcity in almonds.  
Evaporated Apples—Lower market.

Toronto, Dec. 30, 1909.

This is stocktaking week among nearly all the wholesale houses; the travelers are home, and business is almost at a standstill. Judging from their appearance and cheerfulness, they have a pretty good idea on which side of the ledger the balance will come out. If the wholesale men did well, it is to be hoped that the retailers also got their proper share, and if they did not, they have either themselves to blame or else there is something wrong in the system, which should be corrected. Therefore there is no room to complain, but merely get ready and remove, or assist in removing, the wrongs which are a hindrance to the retail trade.

From all accounts, however, retailers all over the province did a good Christmas trade, particularly in dried fruits, nuts, peels and green fruits.

SUGAR—The sugar market is quiet, with a weaker feeling in sympathy with the large Cuban production. With stock-taking going on, in almost every wholesale house, and the travelers off the road the orders for sugar are light, and prices are stationary.

St. Lawrence "Crystal Diamonds," barrels	5 50	5 50
" " " " barrels	5 60	5 60
" " " " 100 lb. boxes	5 70	5 70
" " " " 50 lb. boxes	5 80	5 80
" " " " 25 lb. boxes	6 00	6 00
" " " " cases, 20-5 boxes	6 55	6 55
Paris lumps, in 100-lb. boxes	7 55	7 55
" " " " in 50-lb. "	5 70	5 70
" " " " in 25-lb. "	6 00	6 00
Red Seal	0 45	0 45
St. Lawrence granulated, barrels	4 85	4 85
Beaver granulated, bags only	4 55	4 55
Redpath extra granulated	4 85	4 85
Imperial granulated	4 55	4 55
Acadia granulated (bags and barrels)	4 75	4 75
Wallaceburg	4 75	4 75
St. Lawrence golden, bbls.	4 45	4 45
Bright coffee	4 75	4 75
No. 3 yellow	4 60	4 60
No. 2 "	4 51	4 51
No. 1 "	4 40	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.		

SYRUP AND MOLASSES.—Although the Montreal market shows a little fluctuation in these lines, it does not seem to have reached this market, for the prices here have been steady and remain unchanged. Prices on the new crop are being quoted to Canadian firms from the Barbadoes, which is the earliest ever received. It indicates that, while the new crop is not actually ready, the market has opened and operators are willing to sell in advance below the closing price of last season.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " " "	2 85
10 " " " "	2 70
20 " " " "	2 70
Barrels, per lb.	0 03
Half barrels, per lb.	0 03
Quarter "	0 03
Pails, 3 1/2 lbs. each	1 80
" " " "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
" " " " "	5 40
Quarts, 24 "	5 40
Pints, 24 "	3 00
Molasses—	
New Orleans, medium	0 31 0 33
" " bbls.	0 29 0 31
Barbadoes, extra fancy	0 45 0 45
Porto Rico	0 45 0 62

TEA—The tea market is firm, in fact one tea dealer declared that it had reached the top notch and that his firm have withdrawn from the buying market. They have a large stock on hand on which they will work for some time, until they can see a clearer outlook.

COFFEE—The coffee market is firm and active. Both Santos and Rio have advanced 1/2 cent in the primary markets, and the general tone of the market is strong with perhaps higher prices in sight.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Maricao, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09

SPICES—Ginger and pepper are firm and prices are well maintained.

Peppers, black, pure	0 15	0 18
" " white, pure	0 22	0 25
" " whole, black	0 16	0 16
" " whole, white	0 23	0 23
Ginger	18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 20	0 30
Cloves, whole	0 25	0 35
Cream of tartar	0 32	0 35
Allspice	0 14	0 16
" " whole	0 14	0 16
Mace, ground	0 75	0 80
Mixed pickling spices, whole	0 15	0 16
Cassia, whole	0 20	0 25
Celery seed	0 24	0 24

DRIED FRUITS—The retail trade was well supplied with all these lines before the holidays, and the demand as

well as the prices will depend to some extent on how they have sold out their stocks. In the meantime the market will be quiet and uninteresting, with prices on Valencia raisins and currants quite strong.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11
40 to 50 " " "	0 10
50 to 60 " " "	0 08
60 to 70 " " "	0 07
70 to 80 " " "	0 07
80 to 90 " " "	0 06
90 to 100 " " "	0 06
Same fruit in 50-lb. boxes 1/2 cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb. boxes	0 15
Fancy	0 17
Candied and Drained Peels—	
Lemon	0 09 0 11 Citron
Orange	0 11 0 12
Figs—	
Elemes, per lb.	0 08 0 10
Tapnets, " "	0 03 0 04
Bag figs	0 03 0 04
Dried peaches	0 08 0 08
Dried apples	0 07
Currants	0 06 0 07
Fine Filistras	0 06 0 07
Patras	0 08 0 08
Uncleaned 1/2 cent less.	
Raisins—	
Sultana	0 05 0 05
" fancy	0 06 0 07
" extra fancy	0 08 0 09
Valencias, new	0 06 0 06
Seeded, 1 lb. packets, fancy	0 08
" 15 oz. packets, choice	0 07
" 12 oz. "	0 06
Dates—	
Hallowees	0 06 0 06
Sairs	0 05
Fards choicest	0 08
" choice	0 07

NUTS—Nuts of all kinds are firm, especially shelled nuts are in good demand and a trifle higher.

Almonds, Formigetta	0 11
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13
" Bordeaux	0 11
" Marbota	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

RICE AND TAPIOCA—When everything is so high, grocers who are real caterers to the public needs, would do well to push rice, on the ground that it is wholesome, nourishing and a cheap food. The enormous increase in the production of rice in the United States, from a very small beginning to 608,000,000 lbs. last year shows that the value of rice as a cereal is being realized.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	0 03
Rangoon	2 85
Patna	0 03 0 03
Japan	0 05 0 05
Java	0 05 0 06
Carolina	0 06 0 07
Sago	0 10 0 11
Seed tapioca	0 05 0 06
Tapioca, medium pearl	0 04 0 04

EVAPORATED APPLES—The evaporated apple market is dull and lower. Demand is very limited. They are quoted at from .07 1/2 to .08c.

BEANS—Beans are in good demand, and prices will likely hold their own, if not go higher. They are quoted at from \$1.80 to \$1.90 per bushel.

MANITOBA MARKETS

Corrected by Wire.

POINTERS—  
Advances—Beans, seeded raisins.  
Firmer—Fresh fruits and vegetables, syrup.  
Weaker—Sugar, evaporated apples.  
Winnipeg, December 30, 1909.

Although wholesalers are lamenting the scarcity of stocks in nuts, figs, table raisins and peels—they are comforted by the fact that the demand is still







THE CANADIAN GROCER

is excellent and the demand is good. These prices hold to-day on all lines and no change is anticipated.

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

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Dec. 30, 1909.

This year has been one of the best seasons for trade that Vancouver ever had. As it has been put, "this is the biggest Christmas that Vancouver has ever seen, and this is the biggest Vancouver that Christmas has ever seen." Few merchants in any line of business are reporting things not up to the average, and the average man is always ready to tell one how good everything is looking. It is an excellent condition, and shows that activity is general. The prospects, moreover, are of the best, and though there may be a quiet period immediately after the holidays, which is but natural and looked for, still it is not expected to be in any way harmful.

There have been no advances in prices during the past week, with the exception of Japanese oranges, as the supply has been short. No. 1's are being jobbed at 85c a box, and second grades at 75c, which is usually the retail price for the best. This year the quality is good, and they arrive at a time when the navels from the south are anything but of fine quality. The California oranges at this time of year are pale in color and quite sour, and if the Jap article is good at all it has a large call. It is rather unfortunate for the Christmas trade that good oranges are not available, for the demand is good.

CALGARY MARKETS.

Corrected by Wire.

Calgary, Alta., Dec. 30, 1909.

Friday night last practically completed the holiday buying, which has been by far the most active and extensive in the city's history. Retailers in all lines state that their trade has been satisfactory. The markets are well supplied with seasonable fruits and luxuries. Alberta grown poultry is in good supply; turkeys are particularly good, the retail price being from 25 to 28c per lb. Chickens are 20 and geese 18 to 20c.

Another car of Jap oranges arrived on a market already heavily loaded, con-

sequently the last shipment had to be disposed of at a cut price. The retail price dropped to 60c per box, while at Vancouver, they are retailing at 75c and 85c per box. The wholesalers are over their rush, and are now preparing for stocktaking, which usually occurs in January. Sugars are easier and a decline is anticipated. Owing to the rapid development of the province, a new jobbing centre is being started in the north east portion of Alberta, at Camrose. This point is particularly well situated as a distributing centre, being served by the three great railways, C.P.R., C.N.R. and G.T.P., with several branch lines radiating in different directions. Already several wholesalers have decided to locate branch houses at Camrose. While this new distributing centre will to some extent cut off trade from points hitherto supplying that territory, the trade is growing so rapidly that the loss will only be a temporary one.

Sugars—		Dry salt bacon,	
B.C. granulated	5 74	smoked	0 16
Raymond	5 64	Eggs fresh, case	3 50
Feels		30 dozen	
Lemon	0 12	Butter—	
Orange	0 13	Alberta cream-	
Citron	0 20	ery bricks	0 30
Dried fruits—		Alta. creamery	
Apricots, choice	0 16	solds	0 29
stand		Alta. dairy	0 26
ard	0 15	Alta. tubs	0 25
Peaches, choice	0 10	Cheese—	
stand		Ontario, large	0 15
ard	0 09½	" twins	0 15½
Pears, choice	0 12	" Stilltons	0 17
Pitted plums	0 12	Beans—	
Prunes, 40-50	0 08½	Ontario, hand-	
" 50-60	0 07½	picked, bushel	2 40
" 60-70	0 07	California limas,	
" 70-80	0 06½	per lb.	0 06½
" 80-90	0 06	Canned fish—	
" 90-100	0 05½	B.C. salmon,	
Evap. apples, 50's	0 11	sockeye, 48-1's	7 50
Produce—		B.C. cohoes,	
Sugar cured ham		48-1's	6 25
10-12 average	0 18½	B.C. pinks, 48-1's	4 00
Sugar cured ham		Sardines, domes-	
picnic	0 16	tic, 100-4	4 00
B. bacon bellies	0 21	Lobster, 48-1's	17 00
" back	0 20	" 96-2's	18 50
Dry salt bacon	0 15	Fin. haddie, 48-1	5 65

NOVA SCOTIA MARKETS.

Halifax, Dec. 30, 1909.

Fresh eggs continue scarce and high prices prevail. The choicest stock is selling wholesale at 32 cents per dozen, and the demand is good. The case eggs offering are only of fair quality, but they are selling at 28 cents per dozen.

The butter situation is practically unchanged. Some fresh dairy butter was marketed during the week, and it found a ready sale. There is a fairly good supply of butter on the market, but the price is high for any kind of decent stock.

The sales of confectionery this Christmas were very heavy. The demand was principally for high grade chocolates, and the total sales are reported to be away ahead of last year. The grocers handled quite a lot of confectionery this season, mostly box goods. The fancy packages were much in favor. Some of the retail grocers also handled quite a lot of bon-bons and Christmas stockings. There was little call for the cheaper grades of confectionery, and the demand for creams shows a heavy falling off. The demand for the best class of

goods is attributed to the fact that the people had more ready cash than usual, and they spent quite freely.

NEW BRUNSWICK MARKETS.

Corrected by Wire.

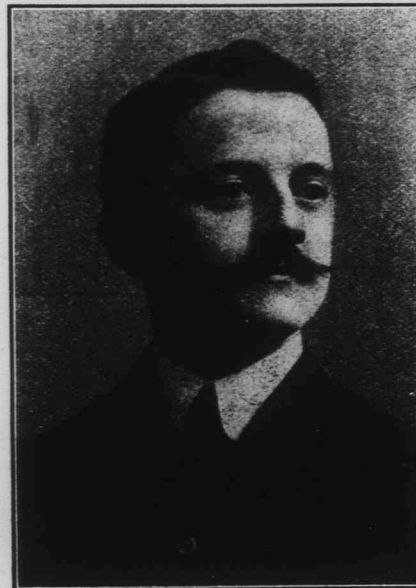
St. John, N.B., Dec. 30, 1909.

There has been little change in prices since last week, pork and compound lard being the only articles affected. Quotations now are as follows.

Sugar—		Molasses, fcy.	
Standard gran.	4 85 4 95	Barbados, gl	0 34 0 35
Austrian	4 75 4 85	Butter, dairy,	
Yellows	4 33 4 75	lb.	0 25 0 28
Flour, Manitoba	6 45 6 55	Butter, cream-	
" Ontario	5 75 6 05	ery, lb.	0 26 0 29
Cornmeal, bags	1 47 1 50	Eggs, doz.	0 28 0 40
Rolled oats, bbls	5 15 5 20	Eggs, new laid	0 35 0 40
Buckwheat,		Potatoes, bbl.	1 20 1 40
west, grey, bag	2 90 3 00	Canned goods—	
Val. raisins, lb.	0 05½ 0 06½	Peas, doz.	1 10 1 50
Cal. raisins, seed-		Corn, doz.	0 85 0 90
ed	0 07½ 0 08½	Tomatoes, dz	0 95 1 00
Currants, lb.	0 07 0 07½	Raspberries,	
Prunes, lb.	0 05½ 0 09	dozen	1 85 1 90
Rice, lb.	0 03½ 0 03½	Strawberries,	
Beans, hand-		dozen	1 55 1 60
picked, bus.	2 00 2 10	Salmon, case—	
Beans, yellow		Red spring	6 50 6 75
eye, bus.	3 40 3 50	Cohoos	6 60 6 25
Cheese, lb.	0 13 0 13½	Peaches, 2's,	
Lard, compound		dozen	1 70 1 80
lb.	0 13½ 0 13½	Peaches, 3's,	
Lard, pure, lb.	0 17½ 0 18	dozen	2 70 2 80
Fork, domestic		Baked beans,	
mess.	28 50 29 00	dozen	1 15 1 25
Pork, Ameri-		Fish—	
can clear.	28 00 28 50	Cod, dry	2 75 4 00
Pork, clear		Herring, salt,	
back	28 50 31 50	half bbls.	2 30 2 60
Beef, Ameri-		Herring g,	
an plate	17 00 18 00	smoked, box	0 08 0 08½
Beef, Canadi-			
an plate	16 75 17 00		

The death occurred on Tuesday of Mrs. Christie, wife of the late Wm. Christie, of the Christie, Brown Co. She was in her 78th year.

Secretary Fred. J. Strong, of the United States Canning Co., has announced the absorption by the United States Co. of all the plants, factories, contracts and other property of the Erie Preserving Co., formerly its principal rival in the western New York field. The plants purchased include Model City, Niagara County; Lockport, Niagara County; St. Catharines, Ont.; Irving, Brant and North Collins, Erie County, six in all.



ARMAND CHAPUT,  
The New President of the Montreal  
Wholesale Grocers' Exchange.

THE CANADIAN GROCER

# Some Reasons Why "MAYBELL" CEYLON YOUR LEADER

In 1910 we are going to double the sales of  
"Maybell" Tea over 1909!

In order that a larger number of dealers may become acquainted with the splendid satisfaction "MAYBELL" Tea will give their customers, and with the really worth-while profit to be made by pushing it, we have decided to offer a special inducement—to the Retail Trade only—during the next year.

The following bonuses will be given the Dealers to whom we sell and deliver the largest quantities of "MAYBELL" TEA in 1910:—

1st Prize,	-	-	12	Half-chests
2nd "	-	-	7	"
3rd "	-	-	4	"
4th "	-	-	2	"

Freight prepaid on Bonus Goods.

## "MAYBELL TEA

is packed in

### 50 lb. Half Ch

#### TO-DAY'S PRICE

Ontario—18½c., f.o.b., Toronto

Quebec—18½c., f.o.b., Montreal

Import orders of 25

Chest Lots delivered

point in Ontario and Quebec

British Columbia and Alberta

19c., f.o.b., Vancouver.

Manitoba and Saskatchewan

20½c., f.o.b., Winnipeg

Nova Scotia—18½c., f.o.b.

Halifax.

New Brunswick—18½c., f.o.b.

St. John.

Terms—Net 30

"MAYBELL"  
CEYLON  
TEA

# Canada Brokerage

9 FRONT STREET EAST



# Why You Should Make CEYLON (Orange Pekoe) TEA LEADER DURING 1910

## "MAYBELL" TEA

is packed in

50 lb. Half Chests

### TO-DAY'S PRICES

Ontario—18½c., f.o.b., Toronto.  
Quebec—18½c., f.o.b., Montreal.  
Import orders of 25 Half-Chest Lots delivered to any point in Ontario and Quebec.  
British Columbia and Alberta—19c., f.o.b., Vancouver.  
Manitoba and Saskatchewan—20½c., f.o.b., Winnipeg.  
Nova Scotia—18½c., f.o.b., Halifax.  
New Brunswick—18½c., f.o.b., St. John.

Terms—Net 30 Days

Since we introduced "MAYBELL" TEA, our trade each year has shown a very decided increase. In the first place our customers bought and recommended it because they were convinced the quality was right; they continue to buy it in increasingly large quantities, because their customers found it the best value obtainable.

Briefly stated, the THREE MAIN REASONS why you should push "Maybell" Tea during 1910 are as follows:—

1. Your customers whom you induce to try it will appreciate the extra quality at the price.
2. You make the profit which now goes to the Packet Tea Man.
3. The Bonus Plan outlined on the opposite page is worth while.

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THE COMPETITION CLOSSES DEC. 31st, 1910.

Wholesale and Retail Grocers  
The Grocerage Company Ltd.  
100 BAY STREET EAST - - - - - TORONTO

"MAYBELL"  
CEYLON  
TEA

## Arranging the Departments in a General Store

**How a Western Ontario Merchant Has Accomplished This—  
Has it Equipped With Modern Fixtures—A Feature Made of  
Quality in the Goods Sold.**

Harrow, Ont., Dec. 29.—Among leading general merchants in Western Ontario the consensus of opinion both at home and abroad will reserve a place for T. B. Adams of Harrow. He has moved into a fine new store and it is fitting just now to direct attention to his well merited success. Too good a business man to be "hail fellow well met" with the crowd, Mr. Adams has won, nevertheless, the respect and admiration of the great body of traveling men; and they know.

After 30 years in the trade in Harrow Mr. Adams' business is larger than ever before and the office and store staffs number fifteen. Among them F. H. Ferris, manager of the grocery department, and W. R. Boyce, manager of the dry goods department, have both been eighteen years with Mr. Adams. Grocery travelers state that Mr. Ferris is one of the most capable men in the grocery business in Ontario. With Mr.



Cut Showing Front of New Store of T. B. Adams, of Harrow, Ont.

Adams' approval and co-operation he aims steadily to sell quality goods, with the result that Mr. Adams' grocery department is unique in rural trade for the high average quality of the goods sold. The character of the whole store vouches for the quality of goods handled and the progressiveness of the methods ruling in the other departments.

### How Store is Laid Out.

The new store is of brick, two stories, 8 by 90 feet. There are two fine display windows and they are used to splendid advantage. On entering, the left side is devoted to dry goods. The right side houses the boot and shoe department; and farther on is a section of the dry goods department, and beyond that the offices.

The grocery department is across the farther end of the store, and at the right hand corner an extension has been built for an up-to-date crockery and glassware department, which includes a number of lines of fine china. Down the centre of the store is a line of plate-glass, silent salesmen, 104 feet in all. The grocery department is equipped with the most modern fixtures

to facilitate the sanitary and rapid handling of goods, pivotal, dust-proof bins, computing scales, plate-glass silent salesmen, and other essential features of the modern grocery.

The millinery and house-furnishing departments are up-stairs, and the clothing and merchant's tailoring departments also are located on the second floor. Among the general stores in Western Ontario there are few equals of this one for the convenient and commodious housing of a large departmental business.

### CATALOGUES AND BOOKLETS.

W. Clark, Montreal, issued an artistic Christmas greeting card to his customers and friends throughout Canada. The design used is one of the prettiest out this season

### SHOULD SERVE AS APPRENTICES.

Editor Canadian Grocer—The daily press reports that fewer students are attending university than formerly, that the lines are being drawn tighter, and that it is not so easy to pass the examinations. This has been done so as not to overload the professions.

Why not apply the same methods in the grocery business? Some years ago I advocated an apprentice system to the grocery business which was and is yet on too cheap a basis, speaking in general terms. This is borne out by the well known fact that when a person fails in other lines of business or gets out of work, he usually starts in the grocery trade.

Statistics were published some time ago to show what pursuits the men followed who were thrown out of work by the introduction of machinery. A large percentage of them took to selling groceries. Some travelers and wholesale houses often, when they find a man with a few hundred dollars, advise him to go into business so that they may get the first order—as it often turns out that is about all they do get.

Often, too a traveler finds that he is not getting any business from a certain locality, so he feels sore and tries to work up some opposition to the men who are there. Thus men of little or no experience are induced to go into the trade and very often they not only fail themselves, but cause unnecessary trouble to their honest competitors.

Therefore, I believe that the apprentice system should be adopted and that a man should serve a certain time at the business before he goes into it for himself. Credit should be absolutely refused an inexperienced man and I think that wholesale firms should ever refuse cash unless a man had served his time and understood the business.

D. W. CLARK.

Avenue Road, Toronto, Dec. 29, '09.

### CALENDARS FOR 1910.

Libby, McNeil & Libby, of Chicago, have sent out a prettily illustrated calendar to their friends. The picture is that of a laughing little summer girl holding a poppy in her hand and printed on a sky-blue background. The same company have also issued a smaller calendar showing a bunch of violets on a white background.

W. C. Christmas, Montreal, Canada, has a calendar scheme which promises well. He is issuing one every month, with a neat picture above. He thinks that it will be better than any other method of sending out calendars.

"The Gamblers," is the subject of the Kearley & Tonge (London, Eng.) calendar, which The Canadian Grocer has received from across the ocean. The illustration is that of an old man and a little girl engaged in a "head-or-tail" contest with the latter in possession of the coin. The colors have been worked out beautifully and the whole picture is certainly a work of art.

### AFTER CORNER IN CORN.

There is a report in circulation to the effect that speculators in Chicago are attempting to manipulate the market in corn used for the manufacture of syrup and starch. Patten, the wheat speculator, who created such sensations in the wheat market during the past year, is stated to be interested in effecting a corner in corn, while other strong financial corporations are endeavoring to keep him off. The outcome of the situation will likely be a material advance in May corn.

This, of course, will affect the Canadian situation, as manufacturers here get their supplies through Chicago. If prices of the raw material advance, syrup and starch will follow suit.

### PERSONAL NOTES.

"Joe" Boyd, traveler for Red Rose Tea in London and south western Ontario, went back to the haunts of his boyhood at Acton for the holidays.

On Wednesday of last week the F. F. Dalley Co., Hamilton, Ont., held a reunion of their U. S. and Canadian salesmen. One of the features of the day was the presentation to Frank Menzie of a handsome traveling case by the United States salesmen. Mr. Menzie is their sales-superintendent. In the evening the travelers were entertained by the company at Arlo House, the residence of F. F. Dalley. This entertainment included a Christmas tree with "Bay" Hill, the acting Santa Claus.

There is always a proper time for everything, and this is when stock should be looked over with a view to cleaning up for the New Year. Odds and ends are bound to collect after a year's business, and the wise merchant will see that they are cleared out at the right time. A hint to a man who has his own best interests at heart is sufficient.



# A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

“Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with.”

**N**EW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

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

**JOHN J. BOSTOCK**  
 Wholesale Broker  
 SALMON Canned and Salted  
 HERRINGS HALIBUT  
 LOO BUILDING. VANCOUVER, B.C.

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

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

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

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

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

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

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

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

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

Do you want live representation?  
 We are in touch with the trade.  
**Andrews & Nunn**  
 Manufacturers' Agents and  
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 British Columbia Office at Room 11, Hartney Chambers,  
 Cor. Pender and Homer Sts., Vancouver.  
 H. HODGSON Manager

**WANTED**

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

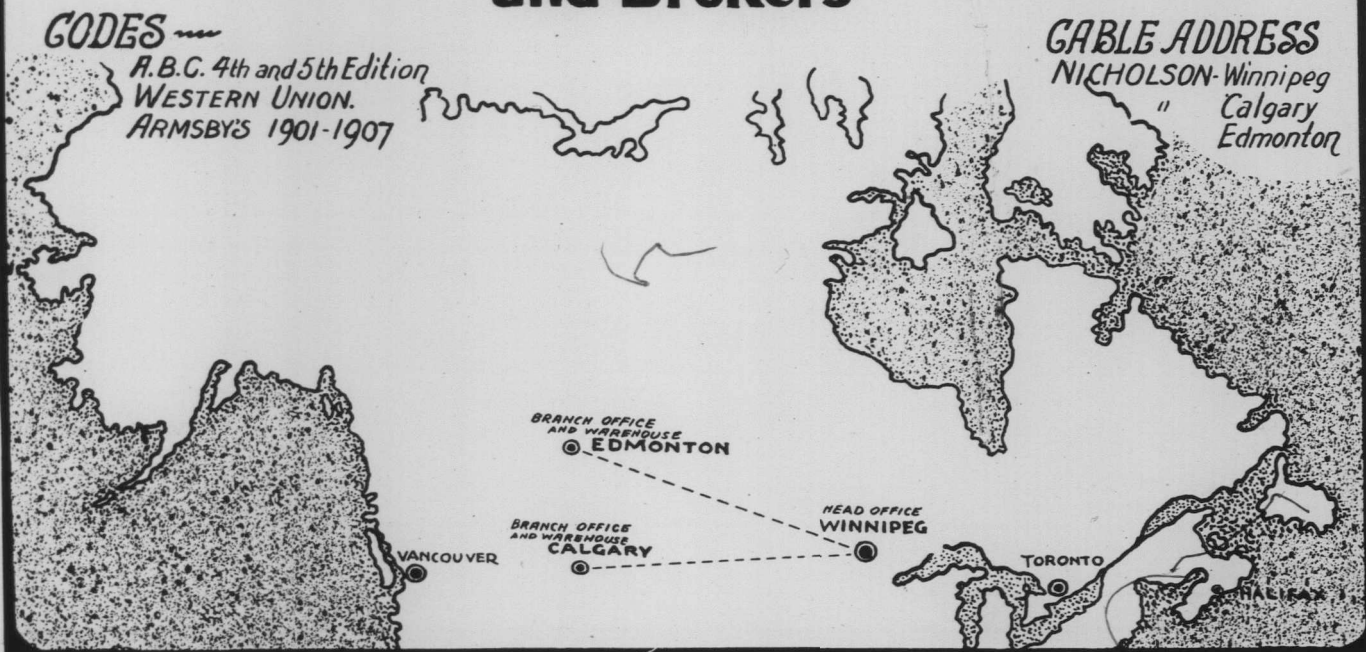


E. NICHOLSON

D. H. BAIN

# NICHOLSON & BAIN

Wholesale Commission Merchants  
and Brokers



## Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS  
TONKA BEANS  
GUM TRAGACANTH  
GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

## EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

## EMPRESS BRAND

WRITE US FOR PRICES

**Empress Manufacturing Co.**  
Limited

VANCOUVER, B.C.

## Are You Doing the Best Tea Business in Your Town or Village?

You can if you will push "Good Tea." It is an undoubted fact that no other tea on the market equals **Red Rose Tea** in quality. If you have a doubt, try the tea yourself.

You can increase your sales and your profits during the coming year by pushing

# Red Rose Tea

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

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

## W. G. PATRICK & CO.

**B**EG TO ANNOUNCE  
that they are now doing  
business in their new premises at

**77 YORK STREET**

TELEPHONES MAIN 5242 AND 5243 CONNECTING ALL DEPARTMENTS



## Packers Refusing to Buy Hogs at Present Prices

**Losing Money in Exporting—Bacon Prices go Down in England Making it Worse for Canadian Competition at Present Cost of Raw Material—Weaker Tendency in Butter—Firm Market in Eggs—Turkey Prices Decline.**

The bacon market in England is from 2 to 4 shillings lower, the market being well supplied from Ireland and Denmark. With the high price of hogs here it is impossible to sell on the English markets without a loss. One Canadian packing firm has not cut a hog for export during the last three weeks and this week it did not want any hogs at all, simply because it was losing money. This is not as it ought to be. If we lose the British market for our surplus we may suffer when our farmers produce more hogs. The farmers seem to have the whip on the packers, but it may not be good policy to crowd them too closely. If they cannot make money they would be foolish to continue the business, and if they would close down it would mean lower prices to the farmer. As stated last week, the well-equipped packing houses are aiding the farmers, and it would be a serious matter if the latter should cripple the institutions which are of such great benefit to them.

Butter is quiet and without any export demand is showing weakness. The price here, also like bacon, is too high to compete in England with other countries, who ship butter there at lower prices under less favorable circumstances. Denmark is buying bran in this country to feed their cows, and even then that country makes dairying pay. It would be interesting for a patient public whose money was spent to send a commission to Denmark, and who have waited a long time, to know whether the methods of dairying in Denmark can be introduced in this country.

Cheese in England is firm and will likely take our cheese from the hands of the holders here at a profit.

### MONTREAL.

**PROVISIONS**—Live and dressed hogs are in an uncertain state just at present. Prices are changing almost daily. The range for live is from 8.30 to \$8.75, and at present they are at the latter figure. Other lines are steady at last quotations. Higher prices are looked for in the near future.

<b>Pure Lard—</b>	
Boxes, 50 lbs. per lb.	0 16½
Cases, tins, each 10 lbs., per lb.	0 16½
" " " 5 " " "	0 16½
" " " 3 " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 16½
Pails, tin, 20 lbs. gross, per lb.	0 16½
Tubs, 50 lbs. net, per lb.	0 16½
Tierces, 375 lbs., per lb.	0 16½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 11½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12½
" " " 5 " " "	0 12½
" " " 3 " " "	0 12½
Pails, wood, 20 lbs. net, per lb.	0 12½
Pails, tin, 20 lbs. gross, per lb.	0 11½
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 375 lbs., per lb.	0 11½
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00

Heavy flank pork, bbl.	28 00
Plate beef, 100 lb. bbls.	7 75
" " 200 "	15 00
" " 300 "	22 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 14½
Long clear bacon, heavy, lb.	0 14½
Long clear bacon, light, lb.	0 15
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 14½
Large sizes, 18 to 25 lbs., per lb.	0 15½
Medium sizes, 13 to 18 lbs., per lb.	0 16
Extra small sizes, 10 to 13 lbs., per lb.	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17
" " " small, 9 to 12 lbs., per lb.	0 17½
Breakfast bacon, English, boneless, per lb.	0 16½
Windsor bacon, skinned, backs, per lb.	0 16
Spiced roll bacon, boneless, short, per lb.	0 17
Hogs, live, per cwt.	0 14½
" " dressed, per cwt.	8 75
" " dressed, per cwt.	12 50

**BUTTER**—There is a scarcity of dairy rolls at present, and most of the butter coming in at present is of poor quality, as is only natural at this season of the year. Finest quality butter is in good demand, with a somewhat short supply. Receipts for the week are 2,485 packages, as against 2,369 packages same week last year. For the season they are 386,082 packages as against 404,121 packages 1908, showing a decrease.

Creamery, solids, lb.	0 26
Creamery prints.	0 26½
Dairy, tubs, lb.	0 21
Fresh dairy rolls.	0 22

**CHEESE**—Stocks in England are reducing and some cable inquiry has been made. Until later in January it is not expected that much activity will be shown. Receipts for the week are 938 boxes as against 604 boxes same week last year. For the season they are 1,965,799 boxes as against 1,898,722 boxes same season 1908.

Quebec, large.	0 11½	0 12
Western, large.	0 11½	0 12
" " twins.	0 12½	0 13
" " small, 20 lbs.	0 12	0 12½
Old cheese, large.	0 15	0 16

**EGGS**—New laid are out of sight, up to forty cents wholesale, and rapidly preparing to soar again. Some retailers are asking sixty cents retail for them and getting it. The reason of course is the lack of supplies. Practically no first-class new laid have come in during the past week, and this has caused a sympathetic rise in other lines. Storage stocks have been freely used with the result that dealers are buying anywhere, in small lots or large, just what is offered. Receipts for the week are 276 cases as against 549 cases same week last year. For the season they are 190,097 cases as against 194,146 same season last year, showing a decided decrease in both.

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

**POULTRY**—The market kept up well under a heavy Christmas demand, and dealers generally report good business. Cold storage stocks are light, and it is prophesied that New Year's demand will fully equal that of the past week. Turkeys are particularly scarce.

Chickens, per lb.	0 16	0 17
Hens, per lb.	0 12	0 13
Young ducks, per lb.	0 16	0 17
Turkeys, per lb.	0 21	0 22
Geese, per lb.	0 12	0 13

**HONEY**—Honey market is simply beating time at present. Demand is

only fair, and no changes in last week's quotations have been made.

White clover comb honey (nominal prices)	0 14	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½

### TORONTO.

**PROVISIONS**—On account of the wild figures asked for turkeys and fowl in general, a good deal of bacon and other cured meats took their places this year. Even at the high price of cured meats, it looks cheap along side of turkeys at 25c a lb. This was illustrated by one of the workmen in one of our provision houses, when the proprietor offered him his usual Christmas turkey. He looked at it, and then said: "Turkey is pretty dear eating for a man in my circumstances and if it makes no difference to you, I would prefer its value in bacon." The proprietor commended him on his good judgment and satisfied his wishes.

Long clear bacon, per lb.	0 13½	0 14
Smoked breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 14	0 14½
Light hams, per lb.	0 15	
Medium hams, per lb.	0 15	
Large hams, per lb.	0 14	0 14½
Shoulder hams, per lb.	0 12	0 12½
Backs, plain, per lb.	0 17½	0 18
" pes meal.	0 18	0 18½
Heavy mess pork, per bbl.	28 00	27 00
Short cut, per bbl.	28 00	29 00
Lard, tierces, per lb.	0 15½	0 16
" tubs	0 15½	0 16½
" pails	0 16	0 16½
" compounds, per lb.	0 12	0 12½
Live hogs, at country points	7 85	
Dressed hogs	11 25	

**BUTTER**—This also is a dull week on the butter market. The larger quantities used in the country has reduced the receipts this week and as the demand for baking has been supplied before Christmas, the turnover is light and unimportant.

<b>Fresh creamery print</b>		Per lb.
Fresh creamery print	0 27	0 28
Fresh creamery solids	0 25	0 26
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 22	0 23
Tub butter	0 21	0 22
Baking butter	0 19	0 20

**CHEESE**—It seems to be a settled conclusion that cheese must remain at the same figure during the whole year. It has not varied a cent all summer.

Cheese, new, large.	0 12½	0 12½
" " twins	0 12½	0 13

**EGGS**—Cold storage eggs may be said to be one cent a dozen higher, although some are still selling at the same price as last week. New laid eggs are a little easier to get hold of and the very outside sky-high prices may not so easily be extorted from the poor mortal who believes he must have a newly laid egg at least once a day to keep soul and body together.

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

**POULTRY**—The anxiety which usually precedes the holiday season, about the supply and demand of poultry, is over, and the usual lesson has been learned, again to be forgotten in less than one year from now. To run up turkeys to 25c a lb. wholesale has been proven more than once will result in loss. People are not obliged to eat turkeys on Christmas day, and the majority cannot afford it. They wisely will do without them.







**MADE IN CANADA.**



# MAGIC BAKING POWDER

**SOLD and USED EVERYWHERE in the Dominion.**

**Makes Baking Easy, Dependable and Economical,  
All Canadian Dealers Have It. REFUSE SUBSTITUTES.**

**E. W. GILLETT COMPANY LIMITED  
TORONTO, ONT.**

## It is Easy to Sell Clark's Meats!

After the first trial they are asked for.  
Each article is the very best of its kind.  
Every Housekeeper in the country knows of them,  
and a great many have used them.  
A great many more want them.  
No dealer ever handled Clark's Meats at a loss.

They have an assured sale,  
giving an assured profit.

Clark's Pork and Beans	Clark's Mince Meat
Clark's Ham, Tongue or Veal	Clark's Ox Tongue
Clark's Sliced Smoked Beef	Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

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

**WM. CLARK, - MONTREAL**  
Manufacturer of High-Grade Food Specialties

## YOU, Mr. Retailer

are not in business for your health.  
You doubtless want to "get yours" out of every sale.  
You also without doubt want to make **more** sales to your trade.  
And probably you would not mind getting a nice slice of somebody else's trade.  
The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: be-  
come a SEALSHIPT  
AGENT.

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

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

## By-law to Have Fowls Drawn Defeated in Council

Proposal Made by Controller After Being Widely Discussed is Finally Turned Down—Dealers in Poultry Claim that Undrawn Fowls will Keep Longer.

Ottawa, December 29.—How should a chicken be offered for sale? As it is made, or as it is modified according to the contentions of pernickety housewives? This was a question which recently caused considerable discussion in Ottawa. Controller Geo. H. Wilson proposed a by-law calling for the removal of entrails of fowl, and the removal of head and feet before being offered for sale.

The Health Committee of the Women's Council contended that it would favor the measure from a sanitary standpoint as well as from the convenience effected. They claimed that when fowl have been killed some time and the entrails left in them, they become unfit for eating.

Against this argument A. G. Gilbert, of the Experimental Farm, maintained that bacteria have a better chance to attack drawn fowl than undrawn. Further argument was advanced to show that such a move would account for a decided increase in price and consequently add to the cost of living.

The National Trades and Labor Council opposed the scheme, as did also the Ottawa Poultry Association. The latter presented a strong protest to the council

against the by-law, on the grounds that when the head is off, it is difficult to tell the breed of the fowl, and when the feet are likewise removed it is hard to tell the age, and when the entrails are removed it is then that bacteria have a better chance to enter.

In conversation with some of the capital's best housekeepers, they maintained that the present method of handling fowl was the best for all parties concerned. When a chicken is purchased and taken home, does the purchaser immediately draw it if it is not the intention to cook it at the time? No. The fowl is placed in a cool place until required and at the right time it is cleaned and prepared for the table.

The outcome of the various arguments was that the by-law was defeated and poultry may be sold undrawn as before.

[EDITORIAL NOTE]—Experience has taught those who handle poultry extensively, that it is better not to have them drawn providing there is any chance of them not being used right away. The air coming in contact with the small particles of blood and with the flesh causes decomposition and decay.

Fowl, of course, should be starved before killing to get the best results, as food left in the crops taints the flesh.

## 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.**



**J. H. VAVASSEUR & CO.**  
LIMITED

4, LLOYD'S AVENUE  
LONDON, E.C., ENG.

FACTORIES . . . CEYLON

MANUFACTURERS OF FINEST QUALITY  
**DESICCATED  
COCONUT  
AND  
COCONUT FAT**  
TELEGRAMS—CITRONELLA, LONDON

## Quality Biscuits with a Profit----

That's what we offer you in our assortment. All of our lines are of the highest quality and each variety sells at a price which yields you a most satisfying profit. We guarantee our biscuits for both quality and profit.

—SAMPLES GLADLY FURNISHED—

**THE CANADIAN BISCUIT COMPANY, LIMITED  
LA PERADE, QUE.**



**Christie reputation  
is a valuable asset**  
— TO MANY —  
**successful grocers**

Consider the reputation  
of the manufacturer whose  
goods you handle!

What does it mean to you—not  
theoretically, but in *actual cash*?

Is it good commercial sense to endanger *your*  
business supremacy by handling lines your best  
customers know to be second-rate?

Few people in Canada will dispute the superiority  
of Christie Biscuits—certainly experienced grocers  
*will not.*

Particular housewives all over the Dominion *know*  
exactly what *Christie reputation* stands for.

They know it means scrupulous *cleanliness*, abso-  
lute *purity*, high-grade and lasting *quality*.

And they *insist* on Christie biscuits because they  
know positively that Christie biscuits are *the*  
*purest of all pure foods.*

Why not let Christie reputation work for you in  
building up a bigger and better business?

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

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

Their reputation—based on their  
Superb Quality—Sells

**Cowan's**  
**Maple Buds, Cream  
Bars and Chocolate,  
Confections**

with a steady briskness that  
is most satisfactory to the  
dealer.

A well-arranged display of  
the full "Cowan" line would  
catch many a dollar for you.

**The Cowan Co., Ltd.**  
Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our  
**VILLAGE**  
**Biscuit**  
retails  
3 lbs. for  
250.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



**CAPSTAN BRAND  
PURE MINCE MEAT**

Package Mince Meat  
Put up in 1/4 gross cases

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

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

Capacity one ton per hour.  
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Good  
Condition



is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

**CARR & CO., Carlisle, Eng.**

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

## M<sup>c</sup>VITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended :

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

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

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**

EMBOOTE MILLS, WARWICK, ENGLAND

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

CANADA :  
No better  
Country



MOTT'S :  
No better  
Chocolate

All the year round

## Mott's

"Diamond" and "Elite"

brands of

## Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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



## Wheat and Flour Markets are Inclining Upward

And This in the Face of Greatest Wheat Crop of the Year—  
Wheat Prices Fluctuating on Account of Speculation—Demand for Cereals Rather Quiet During Holiday Season.

Owing to speculative manipulation the prices of wheat are constantly fluctuating, but after all they are getting little away from the same point. Contrary to the expectation, however, the tendency is upward. With the enormous crop and the good prospects of the coming harvests the reasonable conclusion is that plenty will rule through the entire year. The fact, however, that the reserves for the last two years were gradually decreasing and that the year was found with a very low surplus, must not be overlooked, and that a large portion of this year's stock will be required to make up for that deficiency. Looking at the whole situation it is difficult to see why prices should go any higher.

### MONTREAL.

**FLOUR**—Retailers report large sales of flour during the past week. For the miller it has been somewhat slower, owing to the fact that dealers had placed most of their orders early. Many repeat orders were received, however, showing that trade has been good. Prices are firm and unchanged in all lines.

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

**ROLLED OATS**—There has been a somewhat smaller demand than usual for oatmeal this past week. It is thought that the weather, which has been somewhat mild, has had a great deal to do with this state of affairs.

Since Christmas weather conditions have been somewhat more encouraging, and good trade is looked for after the first of the year.

Fine oatmeal, bags	2 52
Standard oatmeal, bags	2 52
Granulated "	2 52
Golddust cornmeal, 98-lb. bags	2 10
Bolted cornmeal, 100-bags	1 85
Rolled oats, bags	2 30
"    barrels	4 85

**FEED**—Since last week's rise in bran trade has fallen off for that particular line. This was only natural, but dealers feel confident that it is only a temporary slump, and matters in other lines look encouraging. No further changes in quotations are reported.

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

### TORONTO.

**FLOUR**—The local flour trade this week is at a standstill. Prices are unchanged. At the same time the market

is strong. This is owing to the fact that farmers are holding back their wheat, but the good sleighing will likely bring out more.

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

Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

**CEREALS**—The demand for these old standbys is regular, and sure, and when the tables were loaded with all the good things, the natural desire for the real good stuff is sure to come back. The market is firm and is looking upward, but no change in prices.

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

### MEN WITH BACKBONE.

Proportionately, if a man's backbone weakens his "wishbone" develops.

The nine-dollar-per-week clerk wastes his time in wishing he had the luck of a Rockefeller, a Carnegie or a Morgan—wishing that he had this, that or the other job—continually wishing.

The material parts of the human body, muscle or bone, develop only by usage. There is not, in nature, any spontaneous generation; everything comes by propagation.

Which are you developing—your backbone or your wishbone? Do not complicate them. By constantly using your wishbone it will develop in undue proportions. On the other hand, in properly strengthening your backbone you should have no cause to wish.

Brace up; stand erect; strengthen your backbone—also your jawbone. Learn to say "I will" instead of that monotonous "I wish." The world bestows prizes on men with a backbone, while to those with a wishbone, asking for fish, she gives a serpent.

Motion propagates motion and life throws off life. Wishing you were fabulously rich leads you to the bread line.—Karl Graft in "The Bookkeeper."

### PERSONAL NOTES.

Geo. E. Taylor, representative of Red Rose Tea east of Toronto to Kingston, is spending the holiday week with "the old folks" at Fingal.

"Ben" Miller, of Red Rose Tea, with Mrs. Miller and the 'lassie' is spending the Christmas week with his parents at the old home near Lindsay.

## Be Wise in Time!

And see that your shelves are stocked with the goods the public want! The freshest, crispest, and most delicious of all cream crackers is the

## MOONEY'S "Perfection" Cream Cracker

and they just hit the public taste because they always reach them in as crisp a condition as they left our ovens.

Be sure and have the name right when you are ordering.

It will pay you well to sell only Mooney's.



## COX'S GELATINE



When an ARTIST has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

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

## Resolved:

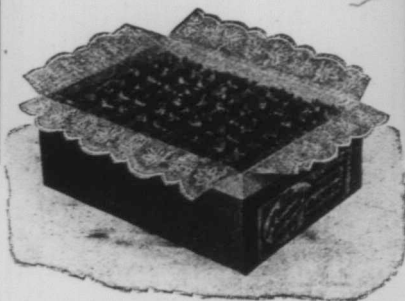
- ☞ That in 1910 I will make more money.
- ☞ That I will do so by handling more of profitable lines, which have not always had from me the attention they deserve.
- ☞ That I will feature confectionery, because it yields me more profit, at less cost in display and effort, than anything else I handle.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

## "BORDO" CHOCOLATE

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

U. R. Wise  
Grocer

Busyville, Can.



# TRUMILK MILKSTOCK

A full-creamed Milk in soluble powder form.

A separated Milk in soluble powder form.

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

MADE IN CANADA

**Canadian Milk Products, Limited**

Head Office: TORONTO.

Plant: BROWNSVILLE, ONT.

52 Highest Awards In Europe and America

**WALTER BAKER & CO.'S**



Registered,  
U. S. Pat. Off.

## CHOCOLATE & COCOA

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

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.  
MONTREAL, CANADA

Mr. Merchant,

Are you handling

## Royal Purple Stock and Poultry Specifics

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

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

## HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

### GARLAND BRAND

They are the best

Packed by  
Palvast and Van der Viiss, Holland

WRITE

**W. H. ESCOTT**

BROKER, - WINNIPEG

Direct Importer, for a Car

# SALT

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

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

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.  
Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

## 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.

## THICK, SWOLLEN GLANDS

that make a horse Wheeze,  
Roar, have Thick Wind, or  
Choke-down, can be re-  
moved with

### ABSORBINE

or any Bunch or Swelling.  
No blister, no hair  
gone, and horse kept at  
work. \$2.00 per bottle, de-  
livered. Book 3 D free.  
ABSORBINE, JR., for  
mankind, \$1.00, delivered. Reduces Gout, Tumors,  
Wens, Varicose Veins, Ulcers, Hydrocele, Varico-  
cele. Book free. Made only by  
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.  
LYONS Ltd., Montreal, Canadian Agents.





THE CANADIAN GROCER



## *This Binding Pledge We Hand You*

**B**Y the way, Brother Grocer, you *must* have seen the advertising we are doing for YOU in all the best papers in town and country. Well, in one of the FIVE ROSES ads. which will have *immense* circulation, we say the following.  
And we want you to try and live up to it, Brother Grocer.

\* \* \* \*

This is what we say, listen :

- " The label on every sack or barrel is your *absolute guarantee*, as *redeemable as a signed statement*, that the flour is *right*, the packing *right*, the baking *right*, the results *right*.
- " When we say FIVE ROSES is *right*, we mean it is *all right*. Not one pound, or two pounds at the top, but the *whole sack*, the *entire* barrel from the first cupful to the very last grain at the *bottom*.
- " Even if it takes you *six months* to reach the bottom, the guaranty *still* holds, the strongest guaranty ever given by any miller anywhere.
- " FIVE ROSES, Madam, will "make good" *every time*. Try it for bread, cakes, biscuits, puddings, pies, puffs—anything you like.
- " Try it with that *difficult* little recipe which has floored every other flour you know.
- " Use it down to half the sack. Then if you *don't* want the flour after *that*, your grocer will take it back and refund the *full* price, charging you **NOTHING** for the flour used.
- " Surely, that's fair enough, isn't it ? "

\* \* \* \*

We mean it, Brother Grocer.

If an accident should possibly happen, for we are dealing with the *human element*, you are *safe anyway*.

Even if your customer has used half the sack, we will refund YOU the full purchase price, charging **NOTHING** for the flour used. Such, Brother Grocer, is the confidence we have in FIVE ROSES. Some said the privilege would be *abused*, but we will trust your customer and her grocer too.

\* \* \* \*

You know the value of the "moneyback" policy, don't you? It's the policy that has made Wanamaker, Brother Grocer. Will any other Canadian miller give you this *binding pledge*? YOU *think* not.  
We guess not.

# **FIVE ROSES FLOUR**

**LAKE OF THE WOODS  
MILLING COMPANY**

LIMITED

MONTREAL  
TORONTO  
OTTAWA  
LONDON  
ST. JOHN  
WINNIPEG  
KEEWATIN  
VANCOUVER

**MAKERS OF FIVE ROSES**

## Hints for the Trade to Follow During January

**The Taking of Stock Should be Given Early Consideration—  
Information That Ought to be Gleaned—Getting Rid of Held-  
over Stock—Need of Co-operation Among Merchants.**

By M. Moyer.

The work for the year 1909 is now finished, and we are entering upon our journey for the year 1910. Whether we have realized our expectations, and reached the goal we aimed for or not, one thing is certain and that is, that we all have gained one full year's experience, which should enable us to do our work better in 1910, than ever before. Success in life is not altogether measured by dollars and cents, although from a business point of view, this is the one thing which must work out right, or the business cannot stand. It is therefore necessary, first of all in the New Year to find out how the business stands financially, and the early days of the month of January is the most fitting time to do this.

One of the things that should be done in January is to take stock. Stock-taking should not only mean finding out whether the balance is on the right side of the ledger, but it should also show the amount of goods that had been bought according to the wholesale invoices, the amount of goods turned over according to the selling prices, the amount of goods which are still in stock; how much more or less stock is on hand than the year previous; how much is on the books against your customers, and how much more or less than the year before; how great were the expenses in making this turn over, how much for rent, how much for gas, coal and ice, how much for clerks, drivers, horses, waggons, feed, etc.

On the total of the expenditure should be figured the percentage of the cost of the year's business. In order to do this, it is not necessary to say that the books must be properly kept, showing every invoice for goods purchased, every cent paid out in expense, and all the cash taken in for goods.

This is sometimes considered too much trouble and work, but it is never so considered by a good, systematic and successful merchant. Stock-taking is not only necessary in order to find out the financial standing of the business, but it serves the purpose of a general house cleaning. Every article in the store must be handled, examined and recorded, and in this way things are often discovered which were overlooked, and which must be cleared out at any cost. The entire stock gets a hauling over and a shaking up and a general revival in business follows as a result.

### Plan for the Future.

When stock-taking is all done, and you have everything in shape so that you know how you stand, whether you have made money or not, it is a wise and up-to-date business idea to consider how to make 1910 a better year than 1909. This cannot be accomplished by yourself alone, but if you employ salesmen or any other help, you should take them into your confidence and consider with them ways and means how to improve your business. Even the delivery

boy very often gets pointers from the customers which are worth while considering, and often beneficial to the business. It would therefore be a reasonable suggestion for grocers to introduce in January a regular system of conferences to be held, say monthly, for the purpose of discussing matters relating to the welfare of the business. It would no doubt be a good idea to give the employes a banquet or supper some evening, to launch this work, and to which might be invited one or more outside practical men to speak on the relations of employer and employes, their duties towards each other and the benefits to be derived by both parties through proper methods and a better understanding of each other.

From one conference to the other it should be the duty, or I should say the privilege, of each one connected with the business to make a note of anything that comes under his observation on which he could suggest an improvement. This could then be brought up for consideration at the next conference, and if the improvement or change as suggested be approved of, and adopted, he should get credit for it. This is merely a suggestion, but if carried out will without a doubt bring good results.

### Show Only Small Quantities.

Another thing that should be done in January, if you are unfortunate enough to have left considerable of your Christmas goods in your hands, and that is, to put them out of sight of your customers with the exception of small quantities. It is not good policy to let your customers know that you did not get your proper share of the trade, for they will form the idea that others were doing a more successful business, and that you are not up-to-date. Bring them out in small quantities as you

require them, and offer them at prices that will make them move quickly.

Another matter that should be considered by a grocer during the month of January is the duty he owes to the grocery trade in general. Are the laws governing your interests fair? Are you laboring under any disadvantages, and if so how can they be improved? Can

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

### CLAY PIPES

The best in the world are made by  
**McDOUGALLS**

Insist upon this make  
**D. McDOUGALL & CO.,** Glasgow,  
Scotland.

Let us quote you on your  
**APPLE BARREL**

requirements for the coming season.  
Also staves, hoops and heading for  
sale.

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

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

## Black Watch

**The Big Black Plug  
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade





the life of a grocer be made less slavish and yet improve the service?

**United Effort Essential.**

These are matters of general interest to the trade, and should concern every grocer. This usually becomes the burden of the few, which is often not realized, while all derive the same benefit. This is positively not fair, and is not even honest.

There is not a province or even a town in Canada where the necessity of this general work is not felt by some, and the only trouble is the fact that some, while they are all willing to share the benefits, are not fair enough to bear their trifling share of the expenses. The Co-operative Bill which has been defeated at great effort and cost is again before the house this session, and if that bill will be allowed to become law, the retail trade will have to face a competitor so absolutely unfair that it will mean much to the trade. Therefore during the month of January every town should have its well organized association to do its part in securing and maintaining fair play to the legitimate trade of this country.

When these things are all attended to the work for the month of January would still be incomplete without The Canadian Grocer, which keeps you in touch with everything that relates to the grocery trade; therefore if you are not a subscriber, become one in January.

**NEW HOLIDAY HITS.**

**Sprigs of Holly and Mica Flags Used by Scandrett Bros., of London.**

London, Ont., Dec. 28.—Scandrett Bros., of London, carried out a very happy idea in their Christmas trade. With every order there was sent out a spray of holly and attached to it a card bearing the inscription:

With the Compliments  
of  
Scandrett Bros.,  
London, Ont.

The holly is English-made, not grown, but it is as natural as can be and has the further great advantage that every sprig bears half a dozen bright red berries. The firm adopted a unique feature of store decoration. It was a great number of small, different-colored, mica flags 3 inches by 2 inches, on wire spears. Each flag bears a motto in gold, such as, "Health and Happiness," and "Prosperity to all." These little flags were all over the store, bearing their message and greetings of good-will.

**BROKERAGE FIRMS AMALGAMATE**

The Carman Brokerage Co. and Blanchard & Wood, two Winnipeg brokerage firms, have amalgamated under

the name of Carman, Blanchard & Wood. The amalgamation brings under the control of one firm a large list of agencies.

**GETS A RAISE IN SALARY**

From Our Vancouver Correspondent.

"The Canadian Grocer is the best trade journal I have seen," remarked a merchant here recently. "I have read it for 10 years and I will keep on reading it. I cannot find time to read it during the week so I keep it until Sunday when I go right through the whole paper. My assistant always expects me to bring it down on Monday. If I don't he asks for it. I believe he keeps every copy. I am glad he takes this interest in the trade. It gives me more confidence in him. In fact it makes me take an interest in the man himself. That man will be a big grocer one of these days.

"I don't think that there has been a photograph of a store window published in The Grocer during the time he has been with me that he has not tried to copy. It does him good and it does me good. It is a pity there are not a few more like him. It is against their own interests to be otherwise but they can't see it. I have raised this man's salary twice in eight months and I will raise it again rather than let him go. The Grocer is worth ten times the annual subscription to me if it is only to maintain this man's interest."

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

IF NOT, WHY NOT ?

**"Tuckett's Special"**

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from Imported Leaf Exclusively

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

## High-priced Fruit and Vegetables on the Market

Florida Strawberries at 75c Per Quart in Montreal—New Asparagus at \$12 per Dozen Bunches—Markets Generally Quiet After the Holiday.

### MONTREAL.

**GREEN FRUITS**—High priced importations present the market feature this week. Among the lines are Florida strawberries, which are quoted at 75c per qt. Even at that price they are in good demand and scarce. Tangerines sell at \$6 per strap (two half boxes), and kumquats at 20c per qt. are in fine demand for New Years. Better grades of Florida oranges are selling higher, at \$4.50 per box. Other lines are steady with a comparatively brisk sale.

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

**VEGETABLES**—As in the fruit market, vegetables most in demand at the present season are the high priced, rarer lines. Chief of these, at least in price, is Illinois hothouse asparagus, which is quoted at \$12 per dozen bunches. It has had a limited sale however. Florida tomatoes are selling fairly well at \$4.50 to \$5 per crate, Brussels sprouts at 30c per qt., and California celery at \$5.50 per crate. In the regular lines prices are considerably higher, some of the lines being over double last week's quotations. Cauliflowers are a case in point, now selling at from \$2 to \$4. Cucumbers are at \$2 for the best. String beans are scarce and sell from \$5 to \$6, with a further rise in sight. Tomatoes and lettuce are higher. Trade has been all that could have been expected and dealers express themselves as satisfied, in most cases.

Beets, per bag.	0 50	0 60
Carrots, bag.	0 50	0 60
Cabbage, dozen.	0 25	0 40
Celery, Canadian, dozen.	0 75	0 90
Celery, California, per crate.	5 50	
Cauliflowers, dozen.	2 00	4 00
Cucumbers, Boston, per doz.	1 75	2 00
Green peppers, basket.	0 75	
Lettuce, curly, dozen.	0 25	0 50
Boston.	0 80	1 00
Leeks, dozen.	1 50	
Onions, red, per bag.	1 00	
Spanish, cases 150 lbs.	2 75	
half cases.	1 65	
crates 50 lbs.	0 90	1 00
Potatoes, Montreal, bag.	0 65	0 75
sweet, per bbl.	2 50	3 50
basket.	2 00	
Parsley, dozen.	0 40	0 75
Parsnips, per bag.	0 90	1 00
Pumpkins, doz.	1 25	1 50
Sage, dozen.	0 40	0 50
Savory, dozen.	0 40	0 50
Spinach, Canadian, box.	5 00	6 00
String beans, basket (large).	5 00	6 00
Squash, Hubbard, per dozen.	1 50	
Thyme, dozen.	0 75	1 00
Tomatoes, hot-house, lb.	0 40	
Turnips, bag.	0 40	0 75
Quebec, per ton.	7 50	9 00
Vegetable Marrows, dozen.	0 20	1 00
Watercress, dozen.	0 40	0 7

**FISH**—During the holidays the fish trade is never so brisk, though some lines, such as oysters and frozen salmon, are in strong demand. Halibut have also a fair sale. With suitable cold weather the trade is now looking for activity in frozen fish, such as herrings, smelts, tom cods, haddock, and steak cod, but so far supplies have been poor, and if conditions do not improve there will be a scarcity. There is a rumor that Newfoundland herrings will not be so abundant this year, and as a result higher prices are looked for.

### FRESH

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

### FROZEN

Dore, winter caught, per lb.	0 08	Steak cod, per lb.	0 05	
Flounders.	0 06	Salmon, B.C., red, lb.	0 10	
Halibut, per lb.	0 09	Salmon, Gaspe.	0 18	
Herring, per 100.	1 75	Salmon, Qualla, lb.	0 08	
Lake trout.	0 08	Smelts, 10 lb. boxes.	0 12	
Mackerel.	0 10	Tom cods, per bbl.	2 25	
Pike, headless and dressed.	0 06	Whitefish, large, lb.	0 10	
		Whitefish, small, lb.	0 06	

### SALTED AND PICKLED

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

### SMOKED

Blosters, large, per box.	1 10
Haddies, 15 lb. box, per lb.	0 07
Herring, new smoked, per box.	0 13
Kipperd herring, per box.	1 20
Kipperd herring, imported.	1 25
Smoked salmon, sugar cured, per lb.	0 25

### SHELL FISH

Lobsters, live, per lb.	0 20
Lobsters, cooked.	0 22
Oysters, choice, bulk, imp. gal.	1 40
" " Sealshipt, standards, imp. gal.	1 75
" " select.	2 00
" " shell, per bbl.	7 00

### PREPARED FISH

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

### TORONTO.

**GREEN FRUITS**—Everything is quiet this week, as retailers have still enough left over from Christmas. There is little change in anything as this is usually a dull week. The Christmas rush is over and the usual lull has followed. A few things may be picked up for New Year's, but not much is looked for.

Apples—		Lemons—	
Snows.	3 50 4 00	Messina.	2 75 3 25
Spies.	3 00 3 50	Palermo.	3 00 3 50
Greenings.	2 25 2 50	Oranges—	
Bananas.	2 00 2 25	California navels.	2 75 3 00
Cranberries, bbl	8 00 8 50	Florida.	2 50 2 75
Grapes, Almeria	5 50 6 00	Mexican.	2 00 2 25
Grape Fruit.	3 50 4 00	Pears, Canadian	
		basket.	0 75 1 00
		Pineapples, case	3 75 4 00

**VEGETABLES**—Potatoes are steady with no change in prices and are selling at from 60 to 65c in 5 and 10 bag lots to retailers. Cabbage, radishes, lettuce, onions, etc., are waiting for buyers. The market is inactive.

## Oranges, Lemons, Etc.

Our Stock is all Fresh New Goods

California Navels, Florida and Cuban Grape Fruit, Tangerines, Messina Lemons, Pine Apples, California Celery, Cranberries, Nuts, Dates, Figs, etc.

McWILLIAM

# Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

# 1909

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

## Bright Spot

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

**J. J. McCABE, Toronto**  
AGENT

# 1910



Beets, bag..... 0 70	Spanish, 1/2 cases..... 1 50
Cabbage, Canadian, dozen... 0 35 0 40	Paranips, bag..... 0 75
Carrots, bag... 0 50 0 55	Potatoes..... 0 60 0 65
Celery, Canadian, dozen... 0 30 0 35	Canadian, bag... 0 60 0 65
Cucumbers, doz. .... 1 75	Bermuda, new, per barrel... 9 00
Lettuce, hamper... 2 50	Sweet, basket... 0 56
Onions—	" hamper... 1 25 1 50
Canadian, bag... 1 00 1 25	" barrel... 3 50
Valencias, new, crate..... 2 75 3 00	Radishes, doz... 0 35 0 40
Spanish..... 2 50 2 75	Tomatoes, hot house, lb..... 0 25
Green, per doz.. 0 15 0 20	Turnips, bag..... 0 40

FISH—The fish trade always suffers more or less from the rush for things more desirable for the holidays, and is therefore quiet. A few fresh caught trout are coming in, which are in good demand at 12c a lb. The prices of frozen stock are unchanged.

LAKE FISH (FROZEN)

Goldeyes..... 0 05 1/2	Pickrel yellow..... 0 09
Herring, Lake Erie... 0 06	" red..... 0 06
" Lake Superior 0 05 1/2	" sea dressed... 0 06
" Lake Ontario. 0 04	Trout..... 0 10
Pickrel, blue..... 0 05 1/2	Whitefish..... 0 10

OCEAN FISH (FROZEN)

Cod steak..... 0 07	Salmon, pink, per lb.. 0 09
Halibut..... 0 09	" red..... 0 10
Haddock..... 0 06 1/2	" sea dressed... 0 13
Herring, per 100..... 3 00	Smelts, per lb..... 0 12
Mackerel, each..... 0 20	Shrimps, per gal..... 1 15

SMOKED, BONELESS AND PICKLED FISH.

Acadia, per crate... 2 40	Herrings, Labrador, half barrels..... 2 90
" tablets, box... 1 50	Herrings, Digby, bundle 0 80
Bloaters, per basket... 1 00	Herrings, Imported Loch Fyne, per kit... 1 10
Codfish, shredded, box 1 80	Kippers, per box... 1 25
" Bluenose, " 1 40	Quail on toast, per lb.. 0 05 1/2
Cod steak, per lb..... 0 07	Trout, pickled, 100 lb. barrels..... 6 00
Cod, Imperial, per lb.. 0 05	
Ciscoes, per basket... 1 00	
Haddie, Finnan..... 0 08	

SHELL FISH.

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

TRADE NOTES.

F. J. White, proprietor of Minto Bros., is spending this week in Detroit, Buffalo and New York on a business and pleasure trip.

The Simpson Co., wholesale grocers, Guelph, Ont., have dissolved, the business to be carried on in future by J. Howard Simpson.

Sandbach, Parker & Co., Georgetown, Demerara, British Guiana, South America, have sent The Canadian Grocer one of their Christmas greeting cards containing four pages, the two interior showing a map of British Guiana and giving some geographical and commercial facts about that country.

# 1910

Our business in 1909 showed a [big increase.

With our greatly enlarged facilities, and our determination to give the trade even better service than in the past, we are looking for big things in 1910.

To all our friends we extend Best Wishes for the New Year.

**WHITE & CO., Limited**  
Toronto

## BUY THE BEST

We commence 1910 by offering

### Golden Orange Brand

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,  
Riverside, California.

### HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



### RESOLVED :—

'Tis the constant drip of water that wears away the stone,  
'Tis the constant gnawing of the dog that masticates the bone;  
'Tis the constant wooing lover that wins the coysome maid;  
And the constant buying of my well-packed Lemons that gets the fancy trade.  
—“Buster Brown.”

Packers of

**LORD BERESFORD HIAWATHA BRANDS**

**FRATELLI FOLLINA**  
ITALY

**W. B. STRINGER**  
CANADA

## Canadian Trade Changes of Recent Occurrence

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

### Ontario.

Geo. Mattashed, grocer, London, Ont., is selling out.

H. S. Eyre, general merchant, Kintore, Ont., is selling out.

Jno. A. William, general merchant, Shetland, Ont., is selling out.

A. M. Chapman, grocer, Brighton, Ont., has sold to Alf. Gunyo.

W. T. McBride, grocer, London, Ont., advertises his business for sale.

Robt. N. Douglas, general merchant, Blake, Ont., advertises his business for sale.

F. C. Preston & Co., general merchants, Haileybury, Ont., have dissolved, F. C. Preston continuing.

Lorne O. Pearson, grocer, St. Thomas, Ont., sustained small loss by water, recently. It was covered by insurance.

Burnie & Co., grocers, Chatham, Ont., sustained a small loss recently from an explosion. It was covered by insurance.

### Quebec.

Lavergne & Frere, grocers, Three Rivers, Que., have assigned.

Brouillet & Guay, grocers, Montreal, have dissolved, each continuing separately.

Desroches & Freres, butter manufacturers, East Farnham, Que., have registered.

### Maritime Provinces.

Daniel Larkin, general merchant, East Pubnico, N.S., has assigned.

Alex MacDonald, general merchant, Marble Mountain, N.S., has assigned.

### New Companies.

Under the act respecting the Licensing of Extra-Provincial Corporations, the Sen-Sen Chiclet Co., incorporated in Maine, U.S.A., has been granted a license to do business in Ontario—that of manufacturing gum, etc. C. R. Somerville, London, Ont., is the company's attorney.

### HAS CHRISTMAS RECEPTION.

Unique Idea of a Toronto Grocer in Attracting Customers.

Toronto, Dec. 28.—In this telephone age a growing problem with the progressive merchant is how to get some of his best customers to his store. H. G. Macdonald, of 223 Sorauen Avenue, Toronto, is adopting a plan to at least partially solve it for himself. For four or five years now, and every year with increasing success, he has held a reception for three afternoons and even-

ings of the week preceding Christmas. Each year he issues to customers and to a selected list of prospective customers, handsomely printed invitations. The store, always handsome and well kept, is decorated for the occasion with a profusion of flowers, and small colored electric lights. An excellent orchestra provides an attractive musical program each evening. During the last three years a further attraction has been added by serving tea, cocoa and jelly.

Mr. Macdonald has been doing business at the same street intersection for twenty years, and he held his first reception when he moved across the street to a new and larger store. His telephone trade has grown to large proportions, and he found that many of his best customers seldom saw inside the store. The reception, he found served a triple purpose; brought out old customers; brought in new ones, and increased his Christmas trade. Every year has encouraged him to continue it.

### HE LOVED HIS PAPER, BUT—

Of all the reasons given by merchants for discontinuing their subscription to trade and daily newspapers, it is hard to beat the excuse made by a certain St. Louis grocer who wanted The Interstate Grocer stopped. Judging from his letter, his wife runs his business and cannot see the value of a dollar because a nickle obscures her vision. He says this: "Please stop your paper; my wife won't let me take it." To paraphrase, "I love my paper, but oh, you wife."—The Interstate Grocer.

Canadian Grocer representatives wonder whether this is supposed to be up-to-date news. The situation is a very familiar one to them.

### PERSONAL NOTE.

Stanley Douglas, representing Gunns' Limited, between Sudbury and the Soo and as far west as Port Arthur and Fort William, is in Toronto this week. Mr. Douglas states that trade on the north shore has been brisk this season and that everything points to a continuation of the same during 1910.

# APPLE

## GROWERS SHIPPERS

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

**G. C. Koopman**  
**AMSTERDAM**  
**RÖTTERDAM**

### REFERENCES:

*The California Fruit Cannery Association, San Francisco, Cal.*

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

and further where you like to inquire.

— After new year our domestic stock will be cleaned up.

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

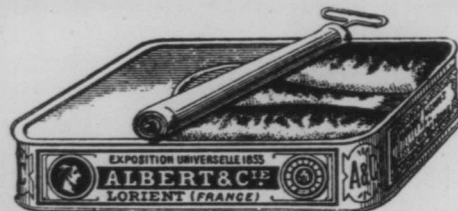
**W. A. GIBB COMPANY**  
HAMILTON

JAMES SOMERVILLE, Manager

Ask for

## "ALBERT & CIE"

## French Sardines



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

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



THE CANADIAN GROCER

# FISH

After eating turkey and cake for a week your customers will get down to substantial, regular foods, and fish is one line for which there is going to be strong demand. Be ready to fill orders you will get by having in stock a good variety of high-quality fish.

Of risk in handling these goods during the cold weather, there is none. Request us to quote you on these lines:

**FRESH  
FROZEN**

**SMOKED  
DRIED**

**PICKLED  
PREPARED**

Also wire or write us when you require highest-grade oysters. We have Bulk and "Sealshipt."

Your best plan is to secure our new price list, which will be mailed to you on request.

P.O. BOX 639

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

## LEONARD BROS.

The Largest Fish and Oyster Warehouse in Canada.

YOUVILLE SQUARE

(Near Customs House.)

MONTREAL

Four  
Long  
Distance  
Telephones

## An additional \$1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional \$1 worth of it in a year?

\$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means \$7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs \$425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

## The Grocer's Encyclopaedia From Week to Week

**The Manufacture of Milk Powder in Canada—How the Solid is Obtained From the Milk—Great Care Used in Keeping Clean the Machinery.**

**MILK POWDER.**—In view of the increasing use of milk powder and the extent to which it is supplying the needs of consumers both in localities where fresh milk cannot readily be obtained, and in the large cities, it is interesting to know the process of manufacture used by the largest company making milk powder in Canada.

The factory of this company has a capacity for drying over 60,000 pounds of milk a day. The milk is produced on the neighboring farms, and the farmers supplying this plant agree to keep their cow-barns and premises thoroughly clean, to use the utmost care to prevent any dirt from getting into the milk during or after milking, to keep the milk in a special milk-room away from the barn until it is delivered, to feed no turnips or anything that can affect the flavor of the milk, and to cool and aerate it immediately after it is milked. The milk from these farms is then brought to the factory in large cans holding about forty gallons apiece and is carefully weighed and inspected at the weigh-stand of the plant. Any milk which has not been properly cooled or which is in any way off flavor or in which any acidity has risen, is rejected and returned to the farmers. It is an interesting sight to see the long line of teams bring-

ing the milk to the plant in the morning.

### Process of Manufacture.

When the milk has been received a sample of each farmer's milk is taken and is tested chemically to determine its quality. The milk is then pasteurized to prevent any possibility of dangerous germs remaining and is then filtered to remove any possible dirt or impurities. After passing through the filter into vats lined with tinned copper, it is taken to the great vacuum pan in which at a low temperature a large part of the moisture is driven off leaving a thick liquid about the consistency of heavy cream. This is drawn off from the vacuum pan and is then driven under a tremendous pressure of thousands of pounds to the square inch by powerful hydraulic pumps through very fine sprays into large tin lined drying chambers. It is stated that the speed at which the milk passes through the fine hole of the spray head is several miles a minute. This great speed breaks up the jet in the drying chambers into drops so small as to be more like a fog than a spray. Through these drying chambers currents of filtered, heated air are driven and this dry air takes the remaining moisture from the milk allowing the solid matter to fall in a fine dry powder on the floor

of the drying chambers. This is then sifted to do away with any danger of any lumps or impurities and packed in cans for use.

This plant is the principal industry of the neighborhood where it is situated and has about 200 farmers delivering milk to it, some of them bringing over a ton of milk a day. Milk producing is the principal business of the district.

One interesting feature of the plant is the scrupulous cleanliness that prevails through it. There are about 30 men employed and the manager states that nearly half of the time of the employees is occupied in the constant washing and cleaning of the machinery and everything which ever comes in contact with the milk. For instance, all pipes through which milk has passed are first washed with cold water, then washed with hot water, and lastly thoroughly sterilized with live steam.

This milk powder is already being largely used in place of fresh cow's milk by food manufacturers, and is especially satisfactory on account of its unvarying quality. It is coming to be used more for domestic purposes in the west, and wherever it is difficult to obtain fresh milk. The process does not take away any of the good of the milk, and the powder is easily soluble in cold water. The strictness of the company in accepting only milk of the highest possible quality and the scrupulous filtering and pasteurizing does away with all danger of disease from impure milk for those who use this product.

### TO THE Merchants of Canada

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

**FINNAN HADDIES**  
ever produced, the famous

## WACHUSETT FINNAN HADDIES

packed by

**FREEMAN & COBB CO.**

(Incorporated)

**FISH**

BOSTON - - MASS.

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

JUST WHAT YOU WANT FOR ADVENT

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

Prices on application.

**D. HATTON & CO.**

18 Bonsecours St.

MONTREAL

## Business Builders

The kind of article which builds up a steady business for you is the Satisfaction-Giver! And

**GOLDEN KEY and  
CROWN  
BRANDS OF LOBSTERS**

never fail to give the fullest satisfaction. The care in selection and canning of the fish has given to Loggie's Lobsters the fine natural flavor which is their distinguishing feature! You will find plenty of profit in handling them.

SEND FOR PRICES.

SOLE PACKERS

**W. S. Loggie Co., Ltd.**  
CHATHAM, N.B.





### Especial Emphasis

should be laid on the fact that

## BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavour of the fish—a great selling point!

See that you have a full range on your shelves.

### CONNORS BROS., LIMITED Black's Harbor, N.B.

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

## Don't Worry

The profits are within your grasp if you use the right mediums.

A guaranteed quality means a fixed, reasonable price when selling your goods.

### "BEACON BRAND" Oysters and Haddies

are unequalled in quality and reasonable in price. Perhaps you are one of the people that have this yet to learn. Is it so, Friend Retailer?



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

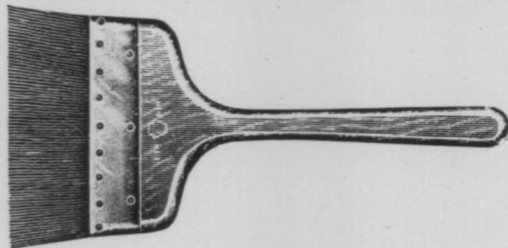
Fish and Oyster Distributors

TORONTO



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

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



The above cut illustrates accurately our new

### Tin Bound Whitewash Brush

which may be sold retail for

**15 Cents**

leaving a GOOD PROFIT for wholesaler and retailer. There is no brush in the market to equal this for appearance or value.

*Manufactured by*

**STEVENS-HEPNER CO.**  
LIMITED

PORT ELGIN, ONTARIO, CANADA

## BROOMS

We Make

### Brooms of Quality

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

Capacity enlarged to

**20,000**

dozen per annum

**Walter Woods & Co.**

Hamilton and Winnipeg

## Opening New Accounts

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

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

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



# "ENTERPRISE"

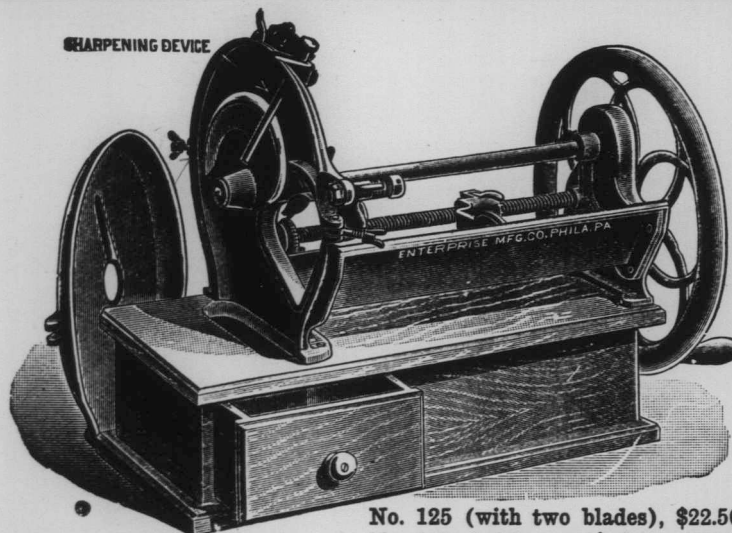
Grocers testify that when they install the

**"ENTERPRISE"**  
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japaned, at \$8.00; cuts evenly with a pendulum stroke.

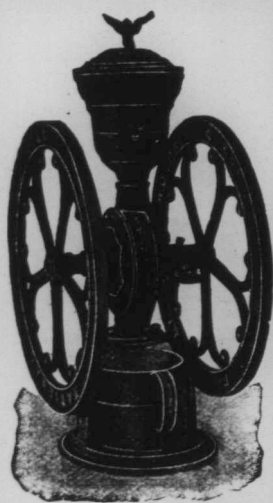
Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co.,  
of Pa.  
Philadelphia, U.S.A.

No. 125 (with two blades), \$22.50.  
No. 129 (with one blade), 22.50.

New York San Francisco  
21 Murray Street 544 Van Ness Ave.

## BUILDS BUSINESS



### ELGIN NATIONAL COFFEE MILLS

are made in no less than  
40 DIFFERENT STYLES

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

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

**LOW COST**

Ask any of the following Jobbers for our Catalogue:

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

MANUFACTURED BY

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

### LOVATT & LOVATT LANGLEY ART POTTERY



THE "OSBORNE"

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

SOLE CANADIAN AGENTS:

**Carveth & Company**  
600 Lindsay Building - Montreal  
AGENTS FOR BRITISH COLUMBIA AND THE YUKON:  
**W. HARRY WILSON & CO., Vancouver**



**Classified Advertising**

**AGENCIES WANTED.**

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

**AGENTS WANTED.**

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

**ADDING MACHINE.**

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

**BUSINESSES FOR SALE.**

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

**GROCERY BUSINESS** in City of Kingston—Stock \$2,000. Weekly sales average about \$390. Business practically on cash basis. Splendid accommodations. Rent reasonable. A rare opportunity for an up-to-date man. Address Box 326, CANADIAN GROCER, Toronto. (53p)

**COUNTER CHECK BOOKS.**

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

**FOR SALE.**

**FOR SALE**—Automatic Computing Scale. S. H. Pagan, Windsor, Ont.

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

**ESTABLISHED** grocery in fast growing suburb of Vancouver, splendid location. Stock runs about \$900; fixtures, including horse and rig, \$700. We can offer this good buy at invoice. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

**FOR SALE**—Six cylinder coffee roaster; centrifugal cooler. One horse motor. Hangers, shafting, pulleys, belting—everything complete and in perfect order. Only used one year. Space required 14 x 60 inches. One of the best window advertisements any up-to-date grocer could have. Will pay for itself in six months. Write Box 327, CANADIAN GROCER, Toronto. (52)

**SITUATIONS VACANT.**

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

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

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

**SITUATION WANTED.**

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

**MISCELLANEOUS.**

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

**BEFORE** buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (1f)

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

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

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

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

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

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

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

**HARRISON FISHER CALENDARS** for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price \$3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (1f)

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

**JUST NOW** we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (1f)

**KAY'S** furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (1f)

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

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

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**THE NATIONAL CASH REGISTER COMPANY** guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

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

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

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

**WHEN** buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (1f)

**YOU** need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (1f)

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

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

**REPRESENTATIVE WANTED.**

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

**EXPORT TRADE DEPARTMENT.**

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," 5th edition, Riverside and Adams.







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## FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

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

## "Keep up with the Twins"



Handle . . . . .

## GOLD DUST WASHING POWDER

*It will give satisfaction to your customers and satisfactory profits to you.*

"Keep up with the Twins"

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

**THE N. K. FAIRBANK COMPANY, Montreal**

## Tea Lead,

*Best Incorrodible*

## "Pride of the Island"

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

LIMEHOUSE, LONDON, E., ENG.

Tel. Address: "Laminated," London. A.B.C. Codes used 4th and 5th Editions. Canadian Agents: ALFRED B. LAMBE & SON, TORONTO J. HUNTER WHITE, ST. JOHN, N.B. CECIL T. GORDON, MONTREAL

## R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and Wholesale Brokers**

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

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95

30-lb. wood  
Pure assort  
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Assorted C  
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Lemon  
Orange  
Raspberry  
Strawberr  
Chocolate  
Cherry  
Peach, 81

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Less than  
Five cases



# CURRANTS

We are proprietors of  
**"AFRODITE"** brand, the best AMALIAS  
 currant on the market.  
**"NARCISSUS,"** fine FILIATRA currants,  
**"NAUSICAA,"** fine FILIATRA cleaned  
 currants  
 and importers and distributors of  
 highest grade PATRAS and VOSTIZZA  
 currants.

We aim to give the trade the best grades  
 of currants obtainable from season to season.  
 We solicit the opportunity to quote on  
 your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

- LAMBE & MacDOUGAL, London
- H. & A. B. LAMBE, Hamilton
- W. G. A. LAMBE & CO., Toronto
- H. D. MARSHALL, Ottawa
- ARTHUR P. TIPPET & CO., Montreal
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**GREEK CURRANT CO.**  
 95 Broad Street - NEW YORK  
 THE LARGEST CURRANT HOUSE IN GREECE

## Mr. Grocer :

When buying canned goods always  
 remember that

# "CANADA'S PRIDE"

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

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

To be had of the following wholesale grocers:

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

PACKED BY

**THE NAPANEE CANNING CO., Ltd.**  
 W. A. Carson, Manager NAPANEE, ONTARIO

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

**Jelly Powders**  
 MacLaren Imperial Cheese Co., Limited.  
 IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.



Assorted Case, Contains 4 doz. \$3.60  
 Assorted Case, Contains 2 doz. \$1.80  
 Lemon (Straight) Contains 2 doz. \$1.80  
 Orange (Straight) Contains 2 doz. \$1.80  
 Raspberry (Straight) Contains 2 doz. \$1.80  
 Strawberry (Straight) Contains 2 doz. \$1.80  
 Chocolate (Straight) Contains 2 doz. \$1.80  
 Cherry (Straight) Contains 2 doz. \$1.80  
 Peach (Straight) Contains 2 doz. \$1.80  
 Weight, 8 lbs., to case. Freight, rate, 3rd class

**Soap**  
 The GENUINE Packed 100 Bars to case.



Prices—Ontario and Quebec:  
 Less than 5 cases..... \$5 00  
 Five cases or more..... 4 95



WHITE SWAN SPICES  
 AND CEREALS, LTD.  
 White Swan, 15  
 flavors. 1 doz. in  
 handsome counter  
 carton, per doz., 90c.



List price.  
 "Shirriff's" (all  
 flavors), per doz. ....  
 Discounts on applica-  
 tion.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD  
 LARD COMPOUND.

Tierces.... \$0 12 1/2  
 1-bbls. .... 0 13  
 Tube, 60 lbs. 0 13  
 20-lb. Pails, 2 65  
 20-lb. tins.. 2 55  
 Cases 3-lb. 0 13 1/2  
 " 5-lb. 0 13  
 " 10-lb. 0 13 1/2



F.O.B. Montreal.



GUNNS  
 "EASI-FIRST"  
 LARD  
 COMPOUND.

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

Licorice

NATIONAL LICORICE CO.

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

Licorice lozenges, -lb. glass jars..... 1 75  
 " 20 5-lb. cans..... 1 50  
 "Purity" licorice, 10 sticks..... 1 45  
 " 100 sticks..... 0 73  
 Dulc, large cent sticks, 100 in box.....

Lye (Concentrated)

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

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00  
 16-oz. glass jars, 2 doz in case " 1 40  
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
 Pint Sealers (2 1/2 oz.), 1 doz in case, per  
 dozen..... 2 00



ST. CHARLES CON-  
 DENSING CO.

PRICES:

St. Charles Cream,  
 family size, per case  
 ..... \$3 50  
 Baby size, per  
 case..... 2 00  
 Ditto, hotel, 3 70  
 Silver Cow Milk 4.55  
 Purity Milk..... 4.25  
 Good Luck.... 4.00

Mustard

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

Olive Oil

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

Sauces

FATERSON'S WORCESTER SAUCE  
 1-pint bottles, 3 and 6 dozen cases, doz 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

Soda

COOLMAN'S OR KEEN'S  
 DWIGHT'S  
 Case of 1-lb. contain-  
 ing 60 packages, per  
 box, \$3.00  
 Case of 1-lb. con-  
 taining 120 pkgs. per  
 box. \$3.00  
 Case of 1-lb and 1-lb.  
 containing 30 1-lb.  
 and 60 1-lb. pkgs. per  
 box \$3.00

Case of 5c. pkgs. containing 96 pkgs. per  
 box, \$3.00  
 MAGIO BRAND Per case  
 No. 1, cases 60 1-lb. packages..... \$ 2 75  
 No. 2, " 120 1-lb. " ..... 2 75  
 No. 3, " 30 1-lb. " ..... 2 75  
 No. 4, " 60 1-lb. " ..... 2 75  
 No. 5 Magic soda—cases 100—10-oz. pkgs  
 1 case ..... 2 85  
 5 cases ..... 2 75



SPRATT'S PRICE LIST

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

Mince Meat

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









SELL SEEDS THAT FEED—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

**Ask your jobber for them.**

Packed in boxes containing 3 dozen 1-lb. packets.

## Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.  
 Apples, Peaches, Pears, Plums, Etc.

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"  
 "Bottom Like The Top"

Write for Samples

**Sanitary Can Company, Ltd.**  
 Niagara Falls, Ontario



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**

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

**PICKFORD & BLACK**  
 HALIFAX

**OAKLEY'S** The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

## 'WELLINGTON' KNIFE POLISH

**JOHN OAKLEY & SONS, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

## Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

**The Beardwood Agency**

313 New York Life Building - MONTREAL

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 WOOD & CO.  
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 Pouches, 7s. 81  
 B.M.C.

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 ..... \$18 00  
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Hoping that 1909  
has been good to you  
and that 1910  
may be better



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

## WETHEY'S CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

No Grocer's Stock is Com-  
plete Without It

If your jobber cannot supply you  
—write us direct.

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



## Happy New Year

1910 is going to be the Banner Year for Canada, and we want our customers to know in advance that we are abundantly ready for all the business there is.

One of the things we specially emphasize is the real economy of the best in groceries. It is to our interest to sell the highest grade goods, to be sure of good values and to surround the business with every possible courtesy.

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

WHOLESALE GROCERS

HAMILTON

ONTARIO