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CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, DECEMBER 11, 1908.

NO. 50.



People Are Asking For It

Robinson's Patent Barley

is such a healthy food for young and old that those grocers who have stocked it consider it a paying staple. If you haven't sold it write for samples and particulars.

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

Agents for the Dominion of Canada

Canada's Leading Table Syrup

Made, as it is, from the finest selected white corn, under perfect hygienic conditions and most modern scientific methods.

"Crown Brand" Table Syrup

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do now. If you do not, place your order through your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

The Ideal Breakfast Dish

UPTON'S

Pure Orange Marmalade

Delicious, Appetizing, Healthful and Nourishing.

Good for Young and Old.



UPTON'S Pure Orange Marmalade is put up in many different size and style packages and the quality and price is right.

Grocers will do well to have a supply in stock for their Christmas trade.

Raisin Perfection³:

Seedless

Not
Seeded

**GRIFFIN'S
SEEDLESS
RAISINS**

Seedless

Not
Seeded

A

Distinct

Fancy Variety of

**ABSOLUTELY
SEEDLESS RAISINS**

Cured in the sun without use of lye, sulphur, or
any deleterious matter.

Most highly flavored, most wholesome, cleanest

Packed only by

Griffin and Skelley Company

"Canned by Griffin"

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (if seeking highest quality in Canned Fruits), by these three words, "Canned by Griffin," and you'll be absolutely safe.

Griffin's Canned Fruits

Purity is a paramount quality of Cox's Gelatine and the maintaining of that purity is the unalterable purpose of the makers. The Standard is fixed—it does not deviate a hair's breadth from year to year.

COX'S

THE PURE GELATINE

COX'S

As sugar is sugar and tea is tea, so Gelatine is "Cox's" the world over. By it all other brands are judged.

It is always the same pure Gelatine.

Arthur P. Tippet & Co.

GENERAL AGENTS

MONTREAL



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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.

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G. WALLACE WEESE
 Manufacturer's Representative
 Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
 Am open to accept one or two more clients, established connections.
 Offices: Myles' Fireproof Storage Warehouse
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 can give close attention to few more first-class agencies. Highest references.

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 Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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 Fish, Oils, Beans, Peas and Produce.
 Agents: "Royal Crown" Skinless Codfish.
 Representing Morris & Co. Chicago, Pork and Lard.

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 Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
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D. McL. BROPHY
 414 St. Paul St. Montreal
 Broker and Manufacturers' Agent
 Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.
 Correspondence will receive prompt attention

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 MANUFACTURERS' AGENTS
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 Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
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G. C. WARREN
 Box 1036 - REGINA
 Manufacturers' Agent and Commission Merchant. Direct importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.

ST. JOHN

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 WAREHOUSEMEN
ST. JOHN, - N.B.
 Open for a few more first-class lines

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RAISINS, CHEESE, BEANS
EVAPORATED APPLES
 AT LOWEST PRICES! **!!**
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 TORONTO

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

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 Consignments stored at lowest rates in city. All facilities for handling and shipping goods.
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 Storage facilities unequalled in city - Special cartage delivery - Lowest rate of insurance.

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

(Continued on page 4).

Sorting up for Xmas trade—

If you need anything in

MALAGA TABLE RAISINS

We would advise you to phone us your orders—

We still have a fairly complete stock, but is rapidly going out.

We Make a Specialty of Quick Shipments

Phone us (at our expense) for anything you want RUSHED.

EBY-BLAIN, LIMITED

Wholesale Grocers,

TORONTO

HESITATION

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

What About Your Grasping a Chance of This Kind ?

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

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

The Blue Ribbon Tea Co., Limited

266 ST. PAUL STREET

MONTREAL

Manufacturers' Agents—Continued.

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Telephone 6434
Cable Address:
Escott, Winnipeg
A. B. C. 5th and Armsby's Latest

W. H. Escott
Wholesale Grocery Broker
and Manufacturers' Agent

Office and Warehouse
141 Bannatyne Ave.
Winnipeg - - Canada

F. G. EVANS & CO.
Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

ESTABLISHED 1887

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

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

SPRAGUE

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

Holly Wreaths -- Christmas
Joseph Brown & Sons' Ad. SEE IT? PAGE 71

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SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

TEA;
Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert

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

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

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Price \$2.00 Postpaid
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Firms Abroad Open for Canadian Business.

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Established 1878. LIVERPOOL, ENGLAND.
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Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

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

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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.

Are Your Credit Customers Safe?



No! They'll run you into bankruptcy in a jiffy if you'll let them. And still you can't get too independent with this class of trade—it is good money when it does come.

ALLISON COUPON BOOKS

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

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

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

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A Novelty for the Christmas Dinner

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

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

For Sale by all Leading Wholesalers.



CANADIAN CANNERS' Limited

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Business.

D.
10 North John St.
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Allison Coupon
as the best.

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ND.

Quality Always Tells

Whatever other attraction your store may have for customers there's one attraction you cannot get along without—quality. In the long run, quality is what keeps you in business.

Old Homestead Brand

Canned Fruits and Vegetables are all that can be desired by your most fastidious customer. The contents of every Old Homestead can have been selected with a view to pleasing the purity-loving consumer. Our method of processing is characterized by the most scrupulous cleanliness, while our entire plant is sanitary and thoroughly up-to-date.

Ask your Jobber for Old Homestead Brand.

**The Old Homestead
Canning Co.**

Picton, - - - Ontario

Get After the Peddler

Reach out after the tea trade he is getting—the trade that rightfully belongs to you. But how is this to be done? Only by educating your customers to purchase goods the peddler cannot buy. You can never hope to win back the peddler's tea trade by selling bulk teas. The peddler sells that.

Concentrate your energy and selling force on pushing a tea of supreme quality—well advertised and having an enormous sale—a tea the peddler cannot buy. Such a tea is

"SALADA"

The most profitable tea for a grocer to handle. For seventeen years it has maintained its prestige as the highest grade tea. A constantly increasing demand shows its great value to every grocer as a sure trade-winner. With "SALADA" you serve the public well, and the peddler can't take your trade.

Prove it Yourself, Mr. Grocer

CANADIAN OFFICES

TORONTO OR MONTREAL

As Pure as Windsor Salt

**\$1.00 Sold \$25 Worth
of Groceries**

It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

**Windsor
Salt**

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

It Is Never Safe To Assume That Your Customers Will Not Buy Better Tea

Never take it for granted that your customers will not buy a better grade of tea. If you are not trying to sell it to them, your wide-awake competitor is very likely to be. The safe way is to push your tea trade steadily toward a higher level. Another very important reason for it is that nothing else will inspire as much confidence in you and in your store, give you as firm a hold upon your present trade and draw as many new customers to you.

There is also a larger profit in selling high grade teas.

It shows good business judgment on your part to sell the very best tea possible at the price. A personal test of Red Rose Tea will convince you that it is the best tea on the market in each of its different grades. ***In recommending Red Rose Tea to your customers your reputation for selling good tea is assured.***

TRY RECOMMENDING RED ROSE TEA to your customers. Keep it up for two months and see the improvement in your tea trade.

Mail orders have our very prompt attention.

Branches :

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WINNIPEG, 315 William Street

T. H. ESTABROOKS,
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Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

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General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

“O.K.”

REGISTERED.

England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscatele,	from Malaga	Raisins,	from Valencia
Cane Sugar,	from West Indies	Mangoes,	from West Indies
Oranges,	from Seville	Cinger,	from Jamaica
Red Peppers,	from Zanzibar	Capeloums,	from Zanzibar
Nutmegs,	from Penang	Mace,	from Penang
Cloves,	from Penang	Cinnamon,	from Ceylon
Tomato Puree,	from Italy	Carlice,	from Italy
Shallots,	from Channel Islands	Soy,	from India
		Lemons,	from Messina
		Virgin Malt Vinegar	

A select proportion of the above constitutes the delicious "O.K." Sauce.

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

Geo. Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nisse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

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Telephone, Main 6255

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

THE CANADIAN GROCER

CEYLON GREEN TEA

We offer some exceptionally good values in Ceylon Green Teas.
Our travellers will quote you.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

QUAKER SALMON



*The Brand and
the Prices Talk*

Talls, \$2.00
Flats, \$2.15

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL



Imperial Evaporated Cream

As perfect a product as modern science
can produce.

Made in the finest dairying district in
Canada, by experts working in a modern
plant.

Sure to Please Your Most Exacting Customers.

Order a trial shipment.

The Canadian Condensing Co.
CHESTERVILLE, ONT.

GENERAL SALES AGENTS :-S. H. Ewing & Sons,
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WHY CARRY IN STOCK

Canada First Evaporated Cream ?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

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GUARANTEED
ABSOLUTELY
PURE

E. D. S. Brand Jams and Jellies

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

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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.

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All Grades of New Goods

Prices Right

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

Brooke Bond's Packet Teas.

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

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

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

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

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

May we send you samples?

Agents for Western Canada:

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

Fruit Jars Jar Rings Butter Tubs Butter Paper Brooms, Brushes Baskets

Walter Woods & Co.
Hamilton and Winnipeg

A perfect system leaves a good impression
which means more business.

**THE LOBLAW
CREDIT
SYSTEM**

Cuts your bookkeeping in half.

The less writing you do in bookkeeping,
the less chance to make mistakes.

WRITE OR PHONE TO

THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

Business is Booming in the West

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

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123 Bannatyne Avenue East **WINNIPEG, MAN.**

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

ESTABLISHED A.D. 1840



A Well-Balanced Broom

Just the right size and weight to enable a housekeeper to do good work with the minimum of exertion—that is the

Pansy Broom

made of the best broom corn grown, in its bright, natural color, with a light but strong maple handle. Every Pansy comes in an attractive individual wrapper. We can give you excellent value in other brooms, but you'll find the Pansy the most profitable.

H. W. Nelson & Co., Ltd.
T O R O N T O



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA



GOLDEN DRIPS

A Pure Cane, Heavy, Table Syrup of Delicious Flavor

WE QUOTE

		Per Case
2-lb. Tins	24 to Case	\$2.60
3-lb. "	24 "	3.75
5-lb. "	12 "	3.60
10-lb. "	6 "	3.25

A trial order will convince you of the superiority of this syrup over similar lines now on the market.

ORDER FROM YOUR JOBBER

SUGARS & CANNERS, LIMITED
MONTREAL

Ewing's Superior Herbs

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

Give our traveller your order for

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

They will please you and your customers.

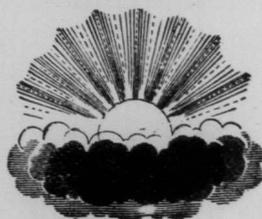
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98 King St., Montreal

Also at Toronto

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST.,

MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON

ALWAYS IN BRISK DEMAND

Shirriff's Flavoring Extracts

because they are unquestionably the highest in Strength and Purity

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - - TORONTO, CANADA



*Our Guarantee Goes With
Every Pound of*

CRYSTAL GRANULATED SUGAR

WALLACEBURG SUGAR CO., LTD.

WALLACEBURG

ONTARIO

Walter Baker & Co.'s

Cocoas and Chocolates

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

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

WAGSTAFFE'S

Fine Old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
ABC 4TH & 5TH EDITION
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON, WINNIPEG.
CALGARY,
EDMONTON



EDMONTON BRANCH

NICHOLSON & BAIN

CALGARY BRANCH

NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000.**

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

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

TO THE TRADE:

Do You Know that the

American Consumption
of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

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

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT A MILLION POUNDS.



IT IS THE BEST

The ingredients used are the best; it logically follows that the finished article must be the best. What enables us to push

Gilmour's 10c Hand Cleaner

at such a popular price is the fact that we prefer to share profits with the dealer, thus securing his active co-operation in building up sales records.

Your Wholesaler has a Stock, Write us if Not.

The Gilmour Company, Montreal

604-6-8 Papineau Ave.

"THE GENUINE HAND CLEANER IN THE ORIGINAL YELLOW TIN"



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridways Tea will be a trade winner for your store.

CANADIAN OFFICE, VANCOUVER, B.C.

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

ABSORBINE

Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin. No blister, no hair gone. Horse can be used. Horse Book 2 D free. \$2.00 a bottle at dealers or delivered.

ABSORBINE, JR., for mankind, \$1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.

W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
LYMAN, BONS & CO., Montreal, Canadian Agents.

Save Your Elbow Grease

The Kaiser Wax Pad

AND

IRON CLEANER

The Cleaner that Cleans Well.

The Wax Pad that Waxes Well.



REQUIRES BUT HALF THE TIME TO DO AN IRONING.

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

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

WHY YOU SHOULD USE IT.

The cost to use it is almost nothing.

The Iron does not adhere to the fabric.

It imparts a splendid perfume to the clothes.

It saves a great deal of hard work in Ironing.

It gives an excellent lustre to the Linen or Muslin.

The Clothes will remain clean and neat much longer.

It gives the Clothes a much better finish than by any other method.

It makes the Iron pass smoothly over the surface and does not leave any black streaks or spots.

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

FOR SALE TO THE TRADE BY

G. C. WARREN, Regina, Sask.

RICHARDS & BROWN,

314 Ross Ave., Winnipeg, Man.

WHITLOCK & MARLATT, Moose Jaw, Sask.

Brokers wanted in Eastern Canada and British Columbia

DEPT. 16

ADDRESS:

The Ancker-Thiem Company

CHICAGO, - ILLINOIS

Tartan

BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.

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

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

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

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

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

BALFOUR, SMYE & CO.

Wholesale Grocers. - - HAMILTON

**BLACK KNIGHT
STOVE POLISH**

is the stove polish that your customers will be pleased with. Don't run away with the idea that all stove polishes are alike, because Black Knight is away ahead of all competitors. An application of Black Knight stove polish, polishes the stove but

Does Not Soil The Hands

You can't say so much for any other polish of your acquaintance. Moreover there's a very liberal profit for the grocer who handles Black Knight Stove Polish.

The F. F. DALLEY Co., Ltd.

Hamilton, Canada - Buffalo, U.S.A.

A Leading British line well-known and largely advertised

DR TIBBLES' F-Cocoa

THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:

J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:

GREEN & CO.
25 Front St. E., Toronto

**W. H. ESCOTT, 141 Bannatyne Avenue East,
WINNIPEG**

SAMPLE CASES NOW READY FOR DELIVERY



BORDEN'S BRANDS

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

**"EAGLE BRAND"
CONDENSED MILK**

and

**"PEERLESS BRAND"
EVAPORATED CREAM**

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

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened

SUGAR

When next purchasing supplies of Granulated Sugar ask for

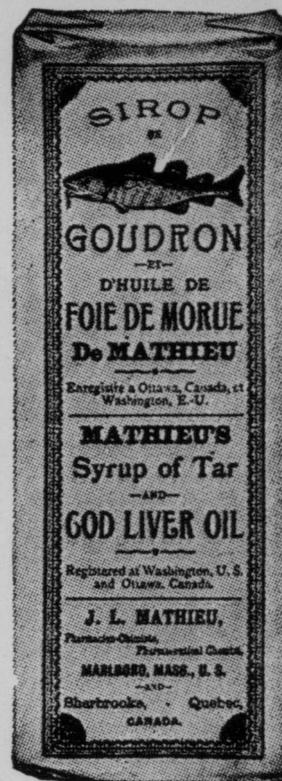
Redpath

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

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

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

MONTREAL



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints—backed up by good advertising.

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

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

If You Want To Sell In Ottawa

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

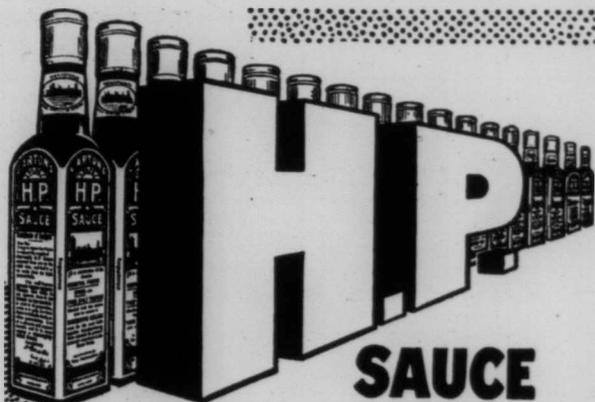
Railway connections. A 1 Warehouse Insurance. Every convenience to facilitate transaction of your business.

ASK US FOR MORE INFORMATION.

The Dominion Warehousing Co., Limited

J. R. Routh, Manager

52 Nicholas St., OTTAWA



A GOOD LINE

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

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

Midland Vinegar Co., Ltd., Birmingham and London, England

OS



Unsweetened

ULD SELL

EU'S
UP

Liver Oil

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every ten
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our store.

now a good
it and gladly
eir customers

E, P.Q.

al

Christmas is rapidly drawing near
and your customers will be asking
for

**LYTLE'S
MINCE
MEAT**

Don't make a mistake by not having
a good stock of this delicious mince
meat on your shelves.

THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured
by
NATIONAL LICORICE CO.
Montreal.

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENCES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
'and drug trades.

Price Lists and Illustrated Catalogue on request.

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

JAPAN TEAS

*We are offering a few more lines of low grades at special prices
and shall be pleased to submit samples to jobbers on application*

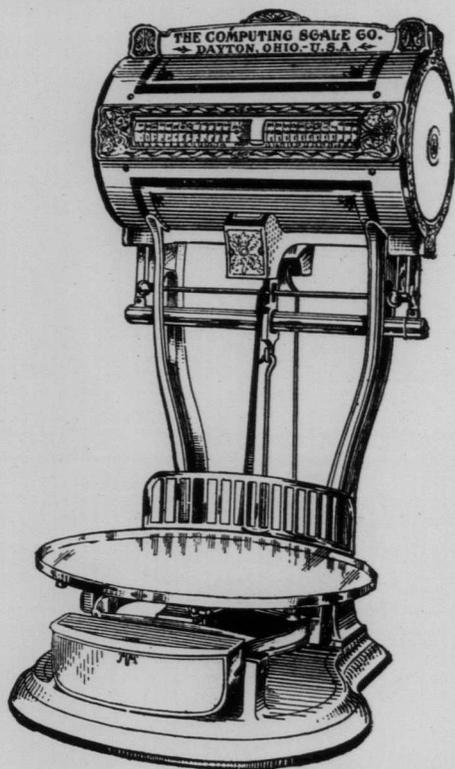
S. T. NISHIMURA & CO.

MONTREAL and JAPAN

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AWA



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem **Solved!**

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

Balmoral Scotch Marmalade

Is made by "men who know" and who use only selected Seville bitter oranges and pure Canadian granulated sugar. It is the acme of purity and excellence, which explains why it

**Pleases
Critical
Customers**

J. W. WINDSOR

MONTREAL
MAKES IT.

FANCY CHEESE

ORDER NOW FOR THE

HOLIDAY TRADE

INTERNATIONAL

NEUFCHATEL

PHILADELPHIA

CREAM

AND

GAMBERT CHEESE

INTERNATIONAL MILK PRODUCTS CO.

Cooperstown, New York

Canadian trade supplied through

W. S. SILCOCK

33 ST. NICHOLAS STREET,

MONTREAL

We Are After Your Business! White Dove Will Get It



Our 15 or 20 lb. pail.

Purity

is the outstanding point of excellence in this high class coconut, and is responsible in a great measure for the wonderful success it has met with everywhere.

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

MANUFACTURED BY



A Practical Package.

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

W. P. DOWNEY

24 and 26 St. Peter Street,

MONTREAL

YOUR COFFEE TRADE

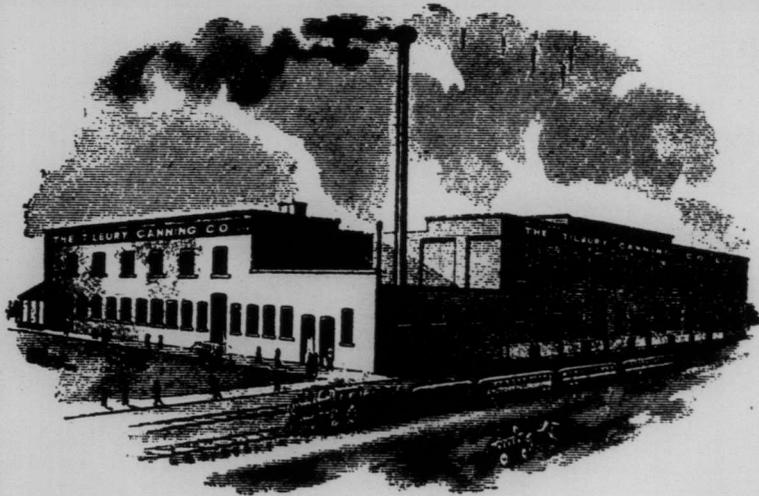
is an important branch of your business.

SATISFACTION

is contained in every package of Chase
& Sanborn's High Grade Coffees

Chase & Sanborn
Montreal

The Importers



"Tilbury Brand" Canned Goods

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

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

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

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

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST VINEGAR

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



“WHITE SWAN GOODS ARE GOOD GOODS”

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICE AND CEREALS LIMITED

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO

HOW TO FREE
HIGH HALLS
OF DUST-WEBS



THE Ideal Duster

Solves the Polished-Floor Proposition

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

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

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



THE MCGREGGOR PAPER BAG HOLDER.

THE GROCER'S GREATEST CONVENIENCE MCGREGGOR PATENT PAPER BAG HOLDER

HAVE YOU SEEN IT? WRITE

175 Borden St., - Toronto

Allredie Plum Pudding

makes a **D**AINTY
DELICIOUS
ESSERT

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

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

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

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

ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER - - NOVA SCOTIA

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

Ask For Wine

and
specify

Marsala Wine

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

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

\$7 a case and up

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

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

GOLDEN SLING SYRUP

(IN TINS)

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

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarleret,	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Tees & Pearse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Green'ng.	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia



KIPPERINES IN TINS

This choice line has not succeeded in getting support from the retail trade on account of the oil destroying the appearance of cartons. We have them now in oval air tight tins, thus preserving all the best quality of the fish, and presenting them in an attractive sanitary package.

Price 75c. per dozen.

Will make a big profit making 10c. line.

James Turner & Co., Limited

Hamilton, Ontario

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Manufacturing Beet Sugar in Canada

A History of the Industry and Its Development With Particular Reference to the Several Factories Involved—Ontario the Principal Field of Industry, Though a Factory is Operating Successfully in Alberta.

Written specially for Canadian Grocer.

Eight years, approximately, have passed since Canada first experimented with home-grown and home-manufactured sugar, and even yet it is a debatable question in the minds of many whether the experiment is a failure or success. The answer to that question, "failure or success?" depends largely on the enquirer's viewpoint.

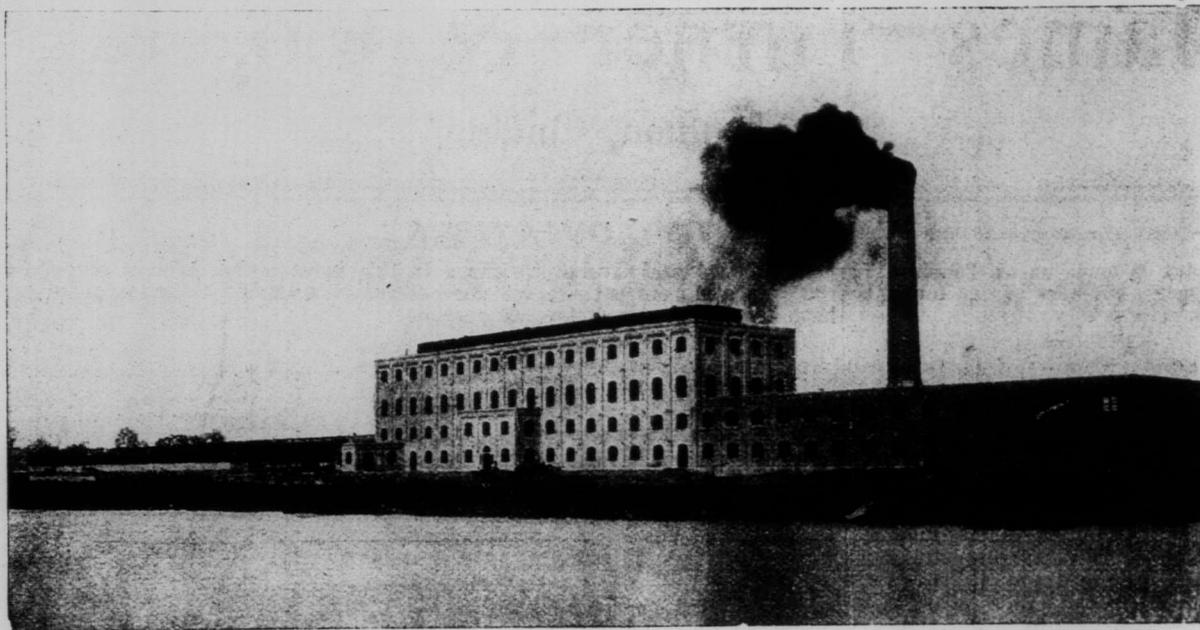
From one point of view, it may be claimed that the experiment was a success as much as four years ago, through the undeniable circumstance that, four years ago, one of the factories proved that beet sugar could be made in Ontario at a profit and has, incidentally,

being in operation. Michigan capitalists were largely interested in the first factories established in this country; and even before that, beets were grown in Kent for the factory at Marine City.

The pioneer of the Ontario industry was D. A. Gordon, M.P., of Wallaceburg. Mr. Gordon had been in close touch for many years with Michigan capitalists, having interests of his own in the State. He was ambitious also to build up the town of Wallaceburg, of which in 1900 he was mayor, and of which he has been for the past 20 years or more the moving spirit. The idea suggested itself to him that sufficient

Kent County, and, with Wallaceburg the possessor of a sugar factory in the making, it was but natural that the sister town of Dresden should want one. Wallaceburg had voted its factory substantial aid; and when Dresden received a proposition from Captain Davidson, a wealthy Michigan capitalist, to establish a sugar factory in that town on certain terms, the proposition was enthusiastically endorsed. A loan was granted, and in addition exemption from taxes for a certain period of years.

Warton, likewise, granted certain concessions to secure the location of a sugar factory there, while the fourth



BEET SUGAR IN CANADA—Factory of the Wallaceburg Sugar Co., at Wallaceburg, Ont.

continued to prove this fact, by continuing to make and sell it at a profit.

From another point of view the claim may be made that, because of the five factories established some years ago, only two are at the present moment in successful operation, the experiment is a failure.

It is not my purpose to answer the question, but merely to present the actual facts, as nearly as they can be ascertained.

Inspired by Michigan.

The Ontario beet sugar industry drew its inspiration from Michigan. There, the industry is from all accounts a success, over 50 factories, it is claimed,

sugar beets could be grown in Kent to enable a factory to be run in that county on a paying basis. The one location for such a factory, was, of course, Wallaceburg. To a man of Mr. Gordon's civic patriotism, that conclusion came quite naturally. Accordingly the Wallaceburg Sugar Company was incorporated some eight years ago.

Other Companies Started.

A number of other Ontario beet sugar companies were formed shortly after, and four factories in all were actually erected.

Wallaceburg and Dresden have been historic rivals in the northern part of

factory of the quartette—though not the fourth in point of time—was established by the Ontario Sugar Company at Berlin.

Behind the establishment of these factories were many influences. Civic patriotism, and the desire of municipalities more or less enterprising to secure big industries, played the usual part. Enthusiastic kings of industry, who saw in Canada a big market for home-grown sugar and did not stop to count the cost, placed themselves behind the movement. And, finally, there was a certain amount of real business sense involved as well—that business sense, the possession of which has spelled the making and the

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lack of which has spelled the downfall of many an industry.

Were Many Obstacles.

The newly-formed companies found, in many cases to the surprise of capitalists concerned, that the beet sugar business was a very serious proposition. It was not, as quite a few enthusiasts had pictured, merely a matter of squeezing the beets, drying the juice, and selling the sugar.

In the first place, before any sugar could be made, the factories had to secure their beets. The sugar beet was a new proposition to the farmer, and one at which he looked rather askance. A few beets had been grown in Kent for the Michigan factories; elsewhere, the sugar beet was a crop absolutely new and untried.

Having secured the beets, the manufacture of these beets into sugar involved chemical processes which required the services of experts. These experts in turn commanded high salaries and were hard to procure, most of them being Belgians and Germans, with extensive experience in the factories of European countries.

And finally, the sugar had to be sold

Must Secure Beets.

A vital matter was the securing of sufficient beets for the factory to be run profitably. A beet sugar factory, let it be understood, is a stupendous concern. During the season it runs night and day without cessation, as long as the beet supply lasts. In addition to the investment in the factory and plant a heavy fixed initial expenditure is involved, which is practically the same, whether the factory runs five weeks or five months. A factory must run in the neighborhood of three months, anyway, before it can show a profit.

And, to run, the factory must have the beets. To secure these beets was one of the titanic labors which confronted the Canadian beet sugar magnates at the outset of their operations.

A few beets had been grown in Kent for Michigan factories. The Germans about Berlin, probably had some conception of the nature of the crop, as a result of the success of the industry in Germany. Otherwise, it was an absolutely new thing in Ontario. And the Ontario farmer naturally "shied" at the innovation, preferring someone else to do his experimenting for him.

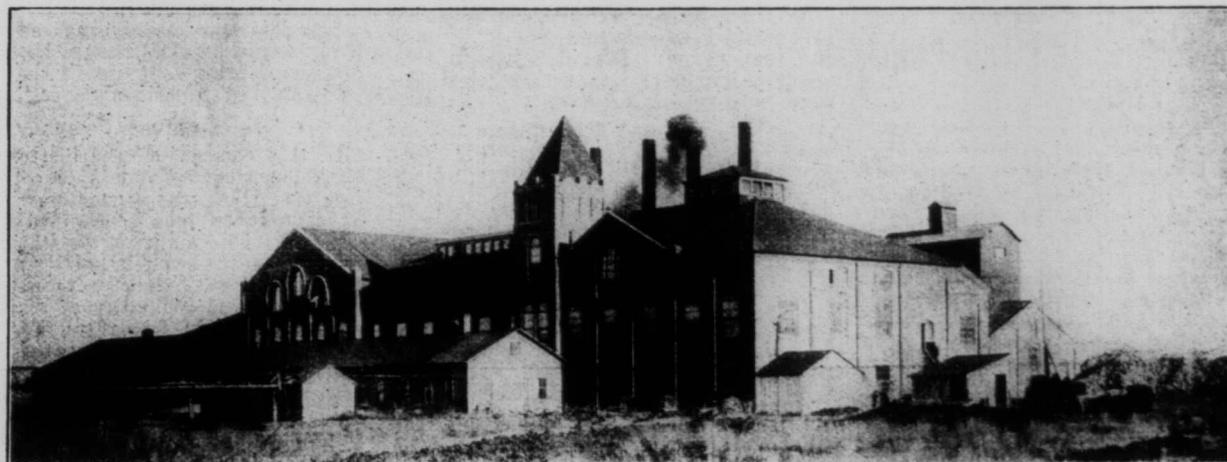
to the Canadian farmer intolerable.

Nevertheless there was a larger crop in 1902 than in 1901. Farmers who had grown a few acres profitably increased their acreage; syndicates were formed to handle large tracts of sugar beets; and many farmers, out of curiosity, put in small plots of one, two or three acres, just for the sake of experiment.

Turning Point in 1902.

The year 1902 was probably the turning point in beet growing, so far as Southwestern Ontario was concerned. It is true that many large growers lost money. The syndicates, particularly, employing men and boys to cultivate the beets at wages out of all proportion to the possible returns, went behind. But 1902 was a very wet year, the almost continuous rains throughout the summer proving disastrous to cereal and other crops. The beets proved probably the sole exception. Farmers who in the spring had sown a few acres with the utmost reluctance, in the fall were vehement in their declarations that sugar beets were the safest crop they had ever known.

From that moment the beet-growing industry ceased to be a doubtful ex-



BEEET SUGAR IN CANADA—Factory of the Knight Sugar Co., at Raymond, Alberta.

—in the face of a deep-rooted prejudice in the public mind in favor of "cane" as against "beet" sugar.

To combat these three obstacles involved the expenditure of large sums of money. At the outset, a big investment was required for the factory, and a still bigger investment for the machinery, practically all of which was imported. Then, to secure the beets, missionaries, technically styled "agriculturists," were sent out among the farmers, and large sums spent in educating the farming community with regard to the crop. Even more money was required for the running of the factories and the manufacture of the sugar; and finally, it was only after considerable expense that an effective system of handling the manufactured product was built up.

A Difficult Task.

The writer has a vivid recollection of the efforts made in 1900 and 1901 to educate the farmers of Kent with regard to the growing of beets. The first year the two Kent factories were in operation, only a few farmers took hold. In Kent beets insufficient for one factory were divided between two; and the result was, in each case, a short and consequently unprofitable "campaign." Farmers complained that the growing of beets was too expensive and too laborious, and that the crop did not pay. Either the farmer had to employ help at high wages—wages high, not on account of the value of the work done, but on account of the scarcity of help—or else he had to work himself in a manner which, though it came naturally enough to the trained Belgian, was

perment and became an assured success. The importation of skilled Belgian laborers helped to solve the problem of cultivation. The fact that the price was fixed beforehand contrasted favorably with the fluctuations in price to which wheat and other cereals were subject. At the session of the Tariff Commission at Wallaceburg in 1905, emphatic testimony was given by farmers as to the profitable nature of the crop. Profits ranging from \$50 an acre up were cited. And, since 1902, the acreage in Southwestern Ontario has steadily grown; and beets are grown as far north as Huron and as far west as Elgin and Middlesex. To-day the expensive agricultural staff is being dispensed with by the Wallaceburg factory, and farmers are invited to send in their contracts by mail, instead of

THE CANADIAN GROCER

waiting to be solicited, as in other years.

Training to Manufacture.

After securing the beets, the next problem was their successful manufacture. At the outset, there were probably not half a dozen Canadians who understood the making of beet sugar, if, in fact, there were any at all. The Michigan methods were by no means the most approved. Experts had to be imported, some from the States, many (and these the most expensive) from Belgium and Germany. In short, the Canadian manufacturer had to place his trust in foreigners. The only remedy was to educate Canadians in the science of sugar making. This has been and is being done, particularly at Wallaceburg, the foreigners being gradually replaced by Canadians. D. A. Gordon, M.P., manager of the Wallaceburg factory and probably the one Canadian best versed in the industry, has several times visited Europe, inspecting the German and Austrian factories, and studying the industry, and the result has been to decrease the expense and increase the efficiency of the Wallaceburg concern.

Marketing the Product.

Nor with the crop of beets sufficiently large, with the science of manufacture mastered, and with the expenses of manufacture reduced to a minimum, were the difficulties of the Canadian beet sugar companies over. There still remained the task of selling the product.

Manufacturers found that there existed in the public mind a strong prejudice against "beet" sugar. This originated it is understood at the commencement of the European industry, when the first importations of beet sugar were made from the Old World. The science of manufacture was then in the experimental stage, and the product as a result was inferior to the "cane" sugar to which the people had been accustomed. The prejudice was steadily and sedulously fostered by the refiners, even after the raw beet sugar largely took the place of the raw cane; and the public, accustomed to regard cane sugar as superior and all refined sugar as cane sugar, looked askance at the home manufactured product which was unmistakable and unequivocally a product of the beet. Unfortunately for the native industry, the early product of some of the Canadian factories by its inferiority helped to enhance the prejudice.

Furthermore, the attitude of the wholesalers toward the new industry apparently savored of hostility. In the end, the Canadian manufacturers had to build up their own selling system. There was a time indeed when in Chatham, approximately 18 miles distant from Wallaceburg, it was impossible to procure from the grocery trade a pound of Wallaceburg sugar. That time is long since past, however, and, though the home manufactured product is as yet a comparatively small item, the original difficulty in finding a market has passed away.

Government Aid.

Such were the difficulties which faced the industry, and which have been conquered, thus far, by only one factory: namely, the Wallaceburg concern.

The establishment of a new industry—particularly of a new farming indus-

try—measurably justified Government assistance. This was given at first in the form of a bounty. Later, this bounty was done away with. Instead, however, the Government permitted the Canadian manufacturer to import at a reduced tariff rate two pounds of raw sugar for every pound manufactured in the country.

A Peculiar Difficulty.

A difficulty with the Canadian factories right from the start lay in the fact that they operated only three or four months in the year. The sugar "campaign" opened the latter part of September. It closed in February. This was under the most favorable conditions; in the early years of the industry the campaign was usually finished before Christmas. Hence, a big factory and much expensive machinery, involving a large investment of capital, must lie idle three-fourths of the year; owing to the fact that no means had been devised of keeping the beets so that they could be manufactured all the year round. In Germany some growers "pit" the beets, just as potato growers do in this country; the pits being opened as occasion demands. In addition, branch factories are established at convenient points throughout the beet country, in which the process of reducing the beet to sugar is carried on to a certain point; the product then being stored to be later refined at the central factory.

By this means the European factories are enabled to operate practically all the year round. The industry in this country has not, however, reached the same advanced stage.

May Import Raw Sugar.

The Dominion Government, however, by permitting the importation of raw sugar for refining, put the industry on a more paying basis. The Canadian factory was enabled to run practically all year round. At the same time, the move encouraged the growing of beets, owing to the fact that the amount of raw sugar, the importation of which was permitted at the reduced rate, was based on the amount of sugar manufactured from Canadian beets. To secure this raw sugar on favorable terms, the Canadian manufacturer must buy the farmers' beets and manufacture them into sugar. The scheme is worthy of an artist. Under it the Wallaceburg factory has, since Feb. 1, 1908, (up to about a month ago) imported 19,000 tons of raw sugar, the amount of the tariff paid at the reduced rate being \$167,764. If this system of aid be continued, the industry should inevitably grow, till, in time, with factories throughout the country and with a large majority of the farmers engaged to a greater or lesser extent in beet raising, the importation of foreign raw sugar may be done away with altogether.

The Dresden Factory.

Much has been made of the failure or withdrawal of several of the factories established shortly after the Wallaceburg concern.

The first of these factories to withdraw from the field was the Dresden concern. As previously stated, Dresden gave it financial aid, also exemption from taxes. A factory, probably at that time the finest of the four, was erected, and manufacturing operations were commenced.

But, after operating a year, a hitch occurred between the company and the town. The latter discovered that, under the strict letter of the agreement the municipality was able to collect taxes from the company. The municipality forthwith insisted on doing so. Protests were in vain.

Captain Davidson, the "man behind" the factory, decided on strong measures. Possibly the fact that the supply of beets grown in Kent was insufficient for the two factories had some influence on him. Anyway, the taxes were paid—and the Dresden Sugar Company and the municipality parted company. The factory was dismantled, and the machinery removed to Janesville, Wis., where it is now running. The town, which had enjoyed a glorious boom while the factory was building, enjoyed a second and almost equal boom from the fact that labor was required to pull it down. Incidentally, the Wallaceburg concern benefited, securing an increased acreage of sugar beets.

The Warton Concern.

Another factory had been established at Warton. According to the statement of a gentleman interested, the factory was built on too small a scale to enable the manufacture to be carried on profitably. Furthermore, the territory around Warton was unsuited for the growing of beets. These are the two explanations given for the failure of the northern company. The fact is indisputable that it failed.

The Warton machinery was shipped to Los Angeles, California, for use in a distillery, being sent out of the country as "returned American goods."

The Keystone Company.

In this connection, the history of the Keystone Sugar Company is of passing interest. This was a concern which first endeavored to locate near Whitby and Oshawa. The plant of the Warton factory was to be purchased and improved. Negotiations were entered into with the municipality of Whitby, but these eventually fell through. Later, the company endeavored to secure certain concessions from Chatham. A by-law providing for a \$75,000 loan was submitted in 1906 and defeated. Later it was again submitted and carried by a narrow majority; but the terms were never taken advantage of, and the concern, becoming involved in difficulties, was eventually wound up.

The Berlin Company.

The history of the Berlin company is even more familiar to the average reader. From time to time references to this concern have appeared in the columns of *The Grocer*. Though it has met with difficulties, it is nevertheless unfair to pronounce it a failure. A reorganization is now understood to be in progress. With an excellent country to draw from, in the heart of a people of more than average intelligence and industry, the concern should eventually succeed. What has been done at Wallaceburg can be done at Berlin.

The Raymond, Alta., Factory.

The Knight Sugar Company commenced operations at Raymond, Alta., in 1903, began, in fact, when there was no town in sight, this ultimately growing up around the factory. The company are operating with a good deal of success, though their output is not exceed-

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HANDLING BISCUITS AND CONFECTIONERY

ingly large. The sugar manufactured is sold to a great extent in the country adjacent to the factory, though some quantities are shipped to the coast.

What of the Future?

These are some of the salient facts in connection with the industry; some of the obstacles which it has met. The future of the industry is still problematical. Under careful management the Wallaceburg factory was, prior to the institution of the clause which provided for the importation of raw sugar at reduced rates, a success. It enjoyed several good seasons. It has benefited as a result of the clause permitting the importation of foreign raw sugar. While this permits the factory to run a greater part of the year, at the same time there has been a development in the manufacture of sugar from Canadian beets.

Will other companies, taught by the mistakes of their predecessors, repeat the success of the Wallaceburg concern? This is a question which time alone will answer. At the present moment there seems little indication of the establishment of new beet sugar factories in Ontario. The financial stringency has, of course, hindered the enterprise of capitalists who might otherwise have been tempted to enter the field. Nevertheless, there is perennial talk in Chatham of the establishment of a beet factory there, in the heart of the beet-growing country, and, with a steady increase in beet acreage, a second factory in Kent may eventually be forthcoming. In any case, the Canadian industry has, despite many obstacles, made a beginning.

JOBBER GETS PROFIT ON "FREE DEALS."

At the convention of the National Wholesale Grocers' Association of the United States, at Atlantic City, in June, a resolution was passed regarding the allowing of a profit by the manufacturers on goods handled under "free deals."

The executive committee of the association has been carrying on a campaign among manufacturers to have this recognized and the first fruits of this came to light this week in a circular letter from Secretary Alfred Beckman. In it he advises that hereafter the Diamond Match Company will allow a profit on all free goods handled by distributors within their territory.

THE WISE SPIDER.

The spider wove his filmy web
Across an open door,
Through which a merchant found his way
Into and out his store.

"Don't weave your web across the door,"

A bee was heard to say;
"Because, before you've got it done,
'Twill all be swept away."

"I guess I know what I'm about,"
Replied the spider wise;
"I know the man who runs this store;
He doesn't advertise."

Grocers Should Study Their Biscuit Trade With a View to Better Profits—Suggestions Regarding Arrangement—Confectionery a Profitable Department.

During the holiday season, when the introduction of a more varied line of stock becomes practicable and in fact essential, the grocer has an opportunity of observing the advantages and disadvantages which certain new lines have brought him. Invariably after the rush of the holidays he may find that he has introduced a line for which the demand continues and in this way a new source of profit is established. In some few cases the venture may not have proved profitable. The general increase in profits, notwithstanding this, is ample to compensate him for these small losses, and he proceeds through the year with a new line which has proved profitable after the Christmas trial.

Every practical grocer carries throughout the year a fair variety of biscuits and confectionery which is augmented at times to meet the extraordinary demands of the public. Within a certain compass these are staple articles and should be kept by every grocer. When the profit bringing aspect of them is considered it is found that they are first class lines, consequently it is well to do a little experimenting in order to get the best results from them. In the first place, biscuits of all descriptions are rather difficult to look after, and suffer immensely if not handled with the utmost care. Customers when buying biscuits like to get them unbroken and fresh, and if the retailer can always insure these two qualifications he will build up a good business. To do this, however, requires some experience.

The class of goods that it is possible to carry depends in a large measure on the community in which the grocery is located. Cheap boarding houses and other institutions of this sort require a cheaper grade than private houses, but if a grocer is going to derive the best results, it is necessary to educate the people to use the better lines. The possibilities of profit are much better with the better grades, and there is always the satisfaction of knowing that the "memory of quality remains long after the price is forgotten."

It has been everyone's experience to go into a grocery and ask for a pound of abernethys perhaps and see the clerk move eight or ten cases before he came to the one which was wanted. This proceeding is a waste of time, to say nothing of the patience which it tries. A good way to overcome this difficulty is to have the boxes placed in racks constructed for the purpose. When this is done any box which is required can be easily secured. This method, however, applies more especially to the large wooden boxes in which the cheaper grades and the large sellers are shipped. The small tin boxes are usually placed to good advantage on the ordinary grocery shelf. One grocer had a temporary partition placed in the centre of his store, and the shelves were con-

structed for the purpose of displaying biscuits. This plan was found to work very successfully. The entire stock could be seen at a glance, and the boxes were kept in compact shape, thereby insuring a fresh appearance when taken from their place, and not affording much opportunity for dust and dirt to collect.

Dealing with boxes which are generally of the imported class is more difficult, as they are not always shaped like the domestic stock, which have become practically standardized. From these observations it is fair to assume that the biscuit end of a grocery business can be profitably run if a few essential precautions are noted. Primarily it is necessary for the grocer to exercise good judgment in selecting a stock suited to the community in which he is established, then he must learn about the quantity which goes into consumption and regulate his stock so as to always have biscuits which look and taste as though they were fresh, even if they are not.

Another point which it is very essential to observe is precaution against breakage. Nothing seems to arouse the ire of a woman quite so much as to send her biscuits which are a little stale with a large percentage of broken ones among them. If this is done she always imagines that to their other bad qualities there is added a generous coating of store dust, and no one knows except those who come in direct contact with customers of this sort, to what lengths the imaginations of such women can lead them. In view of this fact it is wise for the grocer to observe the prudence contained in the old adage, "Avoid even the appearance of evil." In addition it has been proven beyond all doubt that the greatest satisfaction and the greatest profit accrues from pushing the sales of the better grades of stock.

Too much cannot be said about the value of a good confectionery trade to a grocer where there is an opportunity of cultivating this field. At Christmas time when all sorts of fancy boxes are available and practicable for sale, the margin of profit is large. If a grocer considers this fact and thinks how much easier it is to hand a customer a box of chocolates and knows the profit derived therefrom as compared with the number of pounds of sugar, tea or the gallons of kerosene he would have to sell, all doubt will be dissipated and he will avail himself of this opportunity to increase his income.

Lamps placed along the lower edge is one of the latest improvements in show window lighting. To be effective, they should be screened from view by either a permanent fixture or a shade which can be raised slightly above the line of the lamps.

The Talking Point

The Story of a New Product, Its Failure in the Face of Price Competition, and How a New Sales Scheme Saved It—A Lesson for Travelers and Salesmen in All Lines of Goods.

By Frederic Benjamin in System.

"They're good fixtures," repeated Jim Hanning. "There's nothin' the matter with these fixtures. If the salemen can't sell 'em, is it my fault?"

"You're the head of the department—you're responsible." Radcliffe bit the words off short. "You said you could make a good thing of this fixture department. You haven't done it. I gave you a good shop, good men, good material. You're turning out the goods all right—but—"

The helpless look on the face of his big superintendent showed Radcliffe the futility of pursuing the subject further along such lines. Hanning was a good shop boss—none better. He could turn out good fixtures. He was a genius, in his way, at designing labor-saving machinery and short-cut methods of putting the work through. No waste in mechanical operation, no error in designing, no lack of shrewdness in buying raw material accounted for the present condition of affairs. But the department was a failure. Competitors were getting the orders.

Radcliffe, as the head of the National Company, one of the largest electrical jobbing houses, knew nothing of the fixture business. His salesmen had pointed out that other jobbers were making money in electroliers, and the year before, after only the most superficial inquiry, he had decided to enter the field as a manufacturer. Results were far from satisfactory. The competition was keen, the margin of profit insignificant. Finally the situation had grown so acute that he seriously considered closing out the line and accepting his loss. This idea was uppermost when he summoned Hanning to what the boys called the "grid."

"I don't know what's wrong. Maybe I'm too old," said the mechanic, speaking as much to himself as to his employer. "Business is different from what it used to be. Maybe I better quit trying to be a manager and go back to the bench."

"Jim, look here." Radcliffe shook his fist at the big Irishman. "This is no time to talk like that. You're no quitter and neither am I. The whole proposition gets down to this—either it is costing us too much to make fixtures, or everybody is selling at a loss. We've been underbid on every good contract for the past four or five months. Yesterday we lost the Lakeside Building order—two weeks ago the Grand Hotel got away from us. On both those jobs we figured practically at cost. Now we're in the wrong somewhere. Are you sure you can't trim costs in the shop?"

"Not without taking it out of the goods." The superintendent was on his own ground now. He knew that his shop was right. Small economies might be effected, but nothing which would permit the National Company to meet the prices of competitors and retain any margin of profit.

"All right, Jim. Think it over. We've

got to know the answer to this problem before the first of next month." The words were a dismissal.

That night a general letter went out to the National salesmen: "Look into the fixture business. Spend whatever time is necessary to find out why we are being constantly underbid. Compare our goods with those of all competitors and report fully."

II.

When George Thurling, of Territory Number Three, read these curt instructions, he whistled, for fixtures embraced the one line which interested this erratic traveling man. As a salesman of wire, construction material and supplies, he was not a success. "Too blamed reticent," a customer said of him once to Radcliffe when the general manager called to straighten out a tangle, "too blamed reticent and too almighty superior."

But if he lacked in that boisterous good-fellowship which must mark the successful road man of a jobbing house, he made up for this in the greater accuracy of his information regarding the many lines he sold and more thorough knowledge of his customers' needs. This accuracy and thoroughness he had brought to the study of the fixture problem. He had compared goods and prices; he knew how and why contracts were let; and he knew how he could make money on them if he were given charge of the department with a free reign and fair support.

"If I write in to the house and tell 'em what I know, they'll think I'm crazy," mused Thurling as he studied the general letter. "If I don't report at all, they'll fire me. If I simply side-step the question and go on trying to sell supplies much longer, I'll either go crazy for sure or get fired anyway within a couple of months. I guess I'll go in and hit Radcliffe for a job in charge of the fixture department."

It was a bold step for the weakest salesman on the National force to take, but Thurling knew fixtures—knew them better than Hanning, who made them—and he knew the fixture sales problem better than Radcliffe.

"The man who said, 'Knowledge is power,' is going to have his theory tested pretty hard," he muttered, and having reached a decision, he tossed his clothes into a suit case for the journey home.

III.

Thurling's reception was no better than he had expected. Radcliffe was annoyed—Hanning sullen.

"Not a manufacturer in this district is making money on fixtures," was his first statement.

"Did you spend ten dollars to come up from Latonia to tell us that?" snapped Radcliffe.

"Nobody is making money and nobody can unless they raise prices. Nobody can raise prices except us."

"We're too high now." Radcliffe's tone would have warned any other man to back down.

"We can go fifty per cent. higher and get the business."

Radcliffe was now thoroughly exasperated. "What the deuce have you got up your sleeve? You talk like a man in a padded cell. How can we raise our prices and get business that's slipping away because we're too high already?"

"Mr. Radcliffe, you once told me that all you needed to sell goods—any goods—was a talking point. You have no talking point in your fixtures. You're sending us out to fight cut-throat competition on a cut-throat basis. There are twenty fixture houses after every job we bid on. All any of 'em talks is price—price—price. And we talk price. The fixtures are bought on exact specifications, so there is no chance to trim a little profit out of the goods. What are you going to do about it?"

"What talking point is there besides quality and price?"

"Quality and price are not talking points at all in this line, as you well know. The specifications of the buyer take care of the quality. And our competitors seem to be taking care of the price. The talking point I have to suggest is—illumination."

"What do you mean by that?"

"Talk about the light our fixtures give, not about the fixtures themselves. If we—"

"Bosh!" exploded Hanning. "I've been in the fixture business over twenty years and I never heard of such a thing, and—"

"And now you're up against it cold and stiff because your department is losing money and you can't help yourself." Thurling was beginning to warm to his proposition and the words came fast.

"The old fogies in the fixture business—and that means everybody doing business in these parts—have been selling bent tubing and spinnings and cast brass ornaments for the past twenty years and calling 'em fixtures. They think that's the whole proposition. Now, I know that we can get up a line that'll look a little different, that'll take only the new high-efficiency lamps, that'll be sold complete with reflectors which throw the light down on the floor instead of up on the ceiling.

"When we go after a contract, we won't talk quality and we won't talk price. We'll say, 'Look here; this fixture will give you twice as much light as the ordinary fixture and it will only take half as much electricity to keep it lighted.' We'll tell 'em how good the light is, how small their electric bills will be, how scientific the fixture is. We'll razzle-dazzle 'em till they forget all about price."

Old Jim Hanning shook his head du-

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biously. Radcliffe studied his salesman. "Isn't that a good deal of a confidence game?" he asked, finally.

"Depends on what you call a confidence game. If you mean a skin game—no, for we can do all I say and more."

"You see, Mr. Radcliffe, I've been studying this problem a long while, I'm not much of a salesman unless I have a good strong talking point. I'm not a mixer. I can't sell on my personality. But give me a line of argument—give me a foothold where the other fellow can't get in—and I'll sell fixtures."

"What the trade wants is price," began Hanning.

Radcliffe turned on him sharply, "Can you give us any better prices?"

"No, but nobody ever heard of a scheme like this. I never—"

"Jim," said Radcliffe, slowly, "you've said enough. I'll admit this scheme sounds foolish—I don't like it a bit more than you do. But it's new and Thurling is risking his job to tell us about it. If he can show us a way to make this department pay, he can do more than you, for all your twenty years' experience. I'm afraid of new ideas, but I'm more afraid of dry rot. Go ahead, George, and tell us the details."

There were not many details to tell. Thurling had studied his plan out at some length, but it was all vague and untried. He had a principle—that was all. Finally it was decided to make up some samples along the line suggested and try them out on the Crandell school board—the next big contract, and one which Radcliffe was sure the National Company could not get.

"Thurling," said the Old Man, as he gave the orders for the trial, "you are a peculiar proposition. You bring in a fool scheme which you can't explain and ask me to back you to the limit. The Crandell school job is all you get. Jim will give you sample fixtures; the cashier will give you anything up to a hundred for expenses. Go ahead. If you don't win out, don't bother to come back—we shan't want to see you."

IV.

When Thurling called by appointment upon the school board of Crandell there were with him several workmen carrying boxes, coils of wire and kits of tools.

Their appearance caused a mild sensation. Other fixture salesmen had come and gone, but none had more than the conventional portfolio of photographic reproductions of fixtures, views of well-known instalations, testimonial letters and price books.

"Gentlemen," said Thurling, "I am not here to talk fixtures. I am not here to show you artistic creations in brass or copper. I am here to give you a demonstration of the science of illumination."

"This board thinks it is buying fixtures. It isn't. It is considering the question of illumination for the beautiful new schoolhouses of the progressive City of Crandell. And this question is divided into two parts—the lighting equipment and the cost of operating that equipment."

"I have studied your conditions here at some length. Last year, you paid eight cents per kilowatt for electricity.

Your bills for current amounted to something over \$18,000.

"I can give you better illumination—more light, better light—and save you fifty per cent on your electric bills."

"How?" Schwartz, the proprietor of the city's largest department store, was chairman of the school board and his curt inquiry came like a pistol shot. He knew something about electric light bills. The cool statement of this young salesman touched an interest deeper than the lighting of the city school. If that statement were true it meant that he, Schwartz, could save thousands each year in the lighting of his store. The others were no less keen. Each in his business wrote a fat cheque monthly in favor of the lighting company.

"How?" repeated Thurling. "That is what I am here to show you. I propose to demonstrate, here and now, the truth of my claim. If I prove it, I expect the school contract—a contract, not for a certain number of fixtures at a competitive price, but for scientific lighting equipment which will save you thousands of dollars in electric bills and give the children in your schools a quality of light which will not injure their eyesight."

While he was still speaking, the workmen were deftly unrolling wire, bringing forth tools and equipment. A ladder was procured, packages which had been laid in the hallways brought in, and within a very few minutes one-half of the school room in which the board was holding its meeting had undergone a transformation. While his assistants hurriedly arranged the collapsible fixtures which they had brought, and hung them temporarily in place, Thurling outlined his plans and principles.

He explained that the ordinary fixture is designed without reference to illumination and that the ordinary fixture-maker was concerned only in the problems of design and manufacture. The National Company, on the other hand, advocated first a new electric unit in the way of a lamp which would give much more and better quality of light at less consumption of current; it offered fixtures designed to accommodate these new lamps and sold them fully equipped with scientific reflectors made to throw all the light downward evenly over a large area, making a combination which for efficiency and economy could not be equalled. He pointed out that his company was placing at the Crandell board's disposal all the knowledge and experience it had gained in years of work in the electrical field and frankly stated that, while another fixture house might later offer to duplicate the National equipment, it was significant that none had heretofore suggested the use of any but the old-style fixtures, inefficient lamps and wasteful reflectors.

"In short, gentlemen," concluded Thurling, "the National Company comes to you with a proposition to supply foot-candles of illumination on the desks of Crandell's school children. Others offer you so many pounds of metal hung against the ceiling. Which will you buy?"

A long black curtain had been hung by the workmen from ceiling to floor and extending down the length of the room. On the one side were the National's "illumination units"; on the other, the old fixtures. As Thurling put his question,

the electrician snapped a switch and the new lights blazed forth. The school board, sitting on a platform at the end of the room, gaped in astonishment.

Then began a session that lasted long after midnight—a session in which every detail of the equipment was examined and which ended in every member of the board pledging the contract to the man who at first seemed to have performed a miracle.

A more impetuous man would have wired Radcliffe of his success with the Crandell school board, but Thurling waited until he had the signed contract and then sent it with a characteristic letter:

"The enclosed contract seems to demonstrate that my plan of selling illumination instead of fixtures is correct. I am now figuring with Schwartz & Company for a complete equipment of their department store, and with Jackson, of the State Insurance Company, for the lighting of the new office building they plan to begin next spring. If I get these two jobs I will feel that there is something in the new sales scheme."

To which Radcliffe wrote a reply addressed to "George Thurling, Manager Fixture Department."

DELIVERING GOODS BY AUTO.

One of the most prominent and successful retail grocers in Greater Boston has been experimenting lately in the delivery of orders to his customers by automobile instead of horses, and he tells us that the result of his experiments thus far has been such as to justify him in making the statement that the time is not far distant when the automobile will be generally used for delivering goods to retail customers. He began his experiment by purchasing an old model second hand machine and he is so well pleased with the results that he contemplates shortly purchasing several new up-to-date automobiles for delivery purposes. The automobile with which he has been conducting his experiments represents in money investment less than one-quarter of the amount invested in the four horses which he has heretofore employed. That in itself is almost sufficient to justify the change from teams to automobiles.

This automobile has been and is doing the work of four horses, and at the outside it consumes between three and four gallons of gasoline, at nine cents per gallon, which is to be compared with the cost of feed and care for horses. It can be readily seen that the expense of fuel for the automobile is such a trifle that it is scarcely worthy of consideration. One item which has figured in these experiments is the repairs to the machine, but these repairs have been made necessary largely because it was a second hand machine; but with expenses and repairs included the expense of the automobile has been a trifle compared with that of teams, and it has done the work, as we have stated, of four horses. With a new machine the repairing would be infinitesimal, and it seems to us that it requires no argument, simply a plain statement of facts, to show that the automobile is not only entirely practicable for delivery purposes, but that it is to a high degree economical.—American Grocer.

THE CANADIAN GROCER

Established 1866

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Subscription, Canada and United States, \$2.00

Great Britain, 8s. 6d. Elsewhere 12s.

Published every Friday.

STEADILY ADVANCING TEA MARKETS.

The exceedingly high prices to which high grade Ceylon teas have attained during the past month or so is attracting a good deal of attention from tea dealers the world over. While Ceylons have been firming up materially for some time this has been particularly noticeable recently. The general quality of teas on the market for November and December has been much inferior to those offered during August and October and as a result teas possessing distinct quality and flavor and which have been much in demand and hard to secure, have advanced from 2c to 4c over the prices during the earlier months. High grown Broken and Orange Pekoe Ceylons are two lines in which this is particularly noticed and it is stated by close students of the markets that this class of tea is higher to-day than it has been for seventeen years.

Just how hard these teas are to secure was evidenced in a reply received from London a short time ago by a Toronto buyer, who inquired for 300 chests of a high standard grade. The reply stated that in a recent sale of 30,000 packages, only 76 chests of the standard had changed hands.

On the other hand, as is a usual condition of the Ceylon tea trade, when the standard fine teas are bringing abnormally high prices the good, useful, but less expensive grades, show good value

at fair prices. From the standpoint of value, common grades of Ceylons have been comparatively cheap, although recently they also have felt the advance and are now standing at least ½d higher than the price of two or three weeks ago. The general trend of prices is shown by a cable from Colombo, received by local brokers on Tuesday, which said: "Market firmer on all grades."

The general opinion of well-informed tea merchants, both at home and abroad, seems to be that we shall see steadily advancing markets until the middle of June, when teas will be more plentiful. The general belief is that until this time available stocks are insufficient for the present rate of consumption.

LOWER THE DUTY ON FRUIT JARS.

During the past summer and early fall letters appeared in these columns from retailers all over the country protesting against the unsatisfactory fruit jars supplied by the Canadian manufacturers. The complaint was general and was concerned not only with the conditions of the fruit jars themselves, but also with the unsatisfactory packing done, all of which was the cause of considerable loss to the retailer. Furthermore, with the large demand for jars consequent on the low prices of all classes of fruit the past season the supply of jars was quite inadequate to meet retailers' demands.

While the latter trouble was only prevalent this year, and was undoubtedly due to some extent to the peculiar conditions of the season, the former one is no new story. Year after year the retailers and the public have been complaining of the quality of the jars, but the Canadian manufacturers have taken no notice, evidently resting securely in their position as holding practically a monopoly of this business here.

This should not be allowed to continue for another season. The matter should be looked into and the duty lowered to permit of reasonable competition from manufacturers in other countries.

During the past season a fruit jar manufactured in the United States was pushed to some extent in Canada and gained some hold on the market. With a reasonable reduction of duty this jar would mean serious competition for the Canadian manufacturers, and would probably mean a more satisfactory Canadian product. It is understood also that manufacturers in England have heard of conditions here, and are preparing to try to do business in these goods during the coming season.

The Government should take this matter up at the coming session. There is no object in protecting Canadian industry when that protection does not seem to be appreciated. A lower duty would have the effect of bettering conditions immediately.

MAKING THE ASSOCIATION A SUCCESS.

The Retail Grocers' Association, of Nashville, Tenn. has adopted a scheme for brightening up its regular meetings which might be adopted with a good deal of profit by some of the less active associations in Canada. At its regular meetings every week or two regularly appointed debates on trade questions are held. Such subjects as "Does Price-cutting Pay?" "Is it Profitable to Buy Futures?" "Is the Credit System a Desirable One?" have already been discussed, and, according to reports, the programme on these evenings has attracted a large attendance and has been of much profit to the members. The members to represent each side of the debates are chosen at the previous meeting and are supposed to carefully study the subject in the meantime.

The question of how to make a grocers' association a success is a big one. Some organizations run over-largely to the social side in an attempt to attract and hold members. This, however, can never achieve satisfactory and permanent results. The retail grocer, is a hard-headed, as well as a hard-working member of society, who, if he spends his time in trade meetings, wants to get something really worth while for it. An association which provides this is one which will give its members food for thought, and point out new ideas for him to develop in his own way. This is just what is being done in the work of the Nashville Association.

SUGGEST PLUM PUDDINGS.

There's a line of goods handled by retail grocers which ought to be going out well just at this time of the year if a little of attention is paid to it. That's plum puddings. These are put up in several ways to meet different tastes and ought to prove very attractive to the housewife if brought to her notice. Being ready for use they obviate the necessity for a great deal of the work of preparation involved in the home-made article, and make the holiday preparations easier. Being manufactured in quantity also, by firms who stand behind their product, the quality of the article is assured. These goods are one of the many lines in the grocery store whose use can be cultivated by a little education of the customers and which will give back good profits to the retailer.

SELLING GOODS BY TALKING POINTS.

An article appearing in these columns in last week's issue headed "The Gift and Graft System" and dealing with certain trade features which have come to be somewhat questionable, has aroused a great deal of interest and some favorable comment. Several of the points mentioned dealt with schemes for making certain goods more attractive by using features apart from the goods themselves to attract interest, and thus increase sales.

These schemes, and all similar ones, are primarily simply attempts to meet competition. They may or may not serve their purpose. We are not concerned with that here. What we do maintain, however, is that if his goods are right the manufacturer or merchant need not resort to any of the methods referred to to do good business.

The chief point emphasized in selling goods should not be price, the factor which is harped upon in the great majority of cases. First of all the goods should have a good basis of quality on which to rest and then the points in which they are superior to other goods of the same kind should be brought out. To put the matter in another way, the seller should have talking points, at least one, perhaps more, in reference to his goods, which can be hammered into the buyer. There is nothing more convincing nor more likely to produce sales than for a manufacturer to be able to say his goods are better than the other man's and to tell why.

These distinctive points of superiority should be kept before the possible buyer continuously. They should be advertised and advertised persistently, so that the buyer cannot help but know them. They should be hammered in again by the salesman when he calls and should be used at every opportunity.

A story, bringing out the details of this argument, showing its possibilities and what one man did along the lines suggested, appears on other pages of this issue.

A REVIVING NATION.

Spain, the country from which the grocers of Canada get so many of their supplies, such as dried fruits, oranges, onions, and olive oil, is passing through a stage of evolution. Barren land and desert wastes are being made to yield bountifully of various kinds of farm and garden produce. Cattle raising has taken quite an impetus, and within five years the number of persons employed in the mining industry has doubled.

Our own trade returns show that Can-

ada is also doing larger business with Spain, our exports during the last fiscal year being larger than for several years, while our purchases from Spain were the largest on record.

Some years ago Lord Salisbury placed Spain among the world's decaying nations, but it is evident that nations as well as individual business men can take on fresh life when they will to do so.

MORE CHRISTMAS GIFT SUGGESTIONS.

A list of goods which grocers might suggest to their customers for Christmas goods were given in these columns last week. It was suggested that while the list included goods found in every grocery store, there were other and more expensive goods which would be suitable for rather more pretentious gifts. Some of these are given herewith: Fancy layer raisins, English Stilton cheese, fancy caddy of tea, boxes of Christmas crackers, plum puddings in boxes and bowls, iced Christmas cakes, fancy satin-lined work baskets, glove and handkerchief boxes filled with confectionery, mince meat in jars, baskets of figs, bottles of stuffed figs and dates, etc.

SHARP PRACTICE DOESN'T PAY.

Unfair methods in dealing with customers should be shunned by retailers who would hold their friendship and business. The following incident was related a short time ago which gave one merchant a black eye with the particular patron and probably was the cause, also, of his losing more business, as well.

The Hardware Trade tells of a farmer who had run up an account of, perhaps, twenty dollars. It was at a time when he was hard up and the merchant who had trusted him before, gladly extended credit. A definite time was agreed upon for payment as the market on some stock he owned was too low for immediate sale. As it was in winter the dealer proposed that sixty days would give the farmer sufficient time to get his stock marketed at good figures and the latter readily assented to the plan.

Within a fortnight after this sale had been made, the farmer, wishing to realize a little money with which to purchase some necessary provisions, hauled a load of wood to town and placed it on sale at the market. The retailer was apprised of this fact and going to the farmer offered him \$4 a cord. His offer was accepted and the wood hauled to the rear of his store. It measured a cord and a half, and six dollars was the resulting value of the load. Nothing was said to him about paying for this

by giving credit on the other account until the wood was corded up in a pile. Then the farmer asked him for payment and was informed that due credit would be given. A heated exchange of words followed, but the merchant would not give in, and so the farmer was credited with the amount on the books.

Three days later the farmer sold some stock and settled his bill in full. He then went to a competing store and purchased goods for cash. Things were coming easier for him now and he was therefore able to buy on a cash basis. But the dealer whom he considered had taken such underhand means did not get his business.

This particular merchant had a reputation for such practices and seemed to pride himself on the methods he used in making collections. The farmer, who had traded with him for twenty years, sometimes for cash and sometimes on a credit basis, had always been prompt in making payments. So a good customer was lost through a misconceived plan of effective collecting.

THE WOMAN TRAVELER.

Some surprise was created at a recent meeting in Toronto of the Commercial Travelers' Association of Canada when the question was raised as to the advisability of admitting women as members.

The female drummer has made her appearance in Canada, but not in large numbers, and, perhaps, she soon may be raising her voice in favor of having all the privileges of the association extended to her.

Across the border women are following this calling and are making a success of it, too. Woman has invaded practically all ranks and professions hitherto monopolized by males, but in some locations her entrance has only begun. The commercial representatives on the road may, ere long, have new opponents to meet, rivals who will test the mettle and salesmanship abilities of many old-timers. There are certain classes of goods in which the female vendor might have a decided advantage over her male competitor, particularly in ladies' wearing apparel, for the seller of the garments could present their superior qualities and natty appearance more effectively than the lords of creation. Added to an excellent and representative line of samples, a winsome personality, a pleasing smile and a smart appearance, and who, for one moment, does not think the man on the road would have to look to his laurels?

News of the Canadian Grocery Trade

Western Canada Notes

Shipping Flour to Great Britain Via Vancouver—Fruit Growers Want Reduced Express Rates—New Council of Travelers in Saskatoon.

VANCOUVER.

December 7.—Thomas Duke has purchased Reed's store in the Orange Block, corner of Hastings Street and Gore Avenue. Mr. Duke is one of Vancouver's best-known citizens, having for years been head of the City Grocery, corner Westminster Avenue and Pender Street. Since he sold out there two or three years ago, he has been in the real estate business. Mr. Duke is also a prominent Orangeman.

James E. Walsh, manager of the freight department of the Canadian Manufacturers' Association, and R. W. Breadner, manager of the traffic department of the same organization, who were in the city this week, had a conference with Western members of the Manufacturers' Association, and on Tuesday evening were at the Board of Trade, where each delivered short addresses, and were accorded votes of thanks. The principal matter discussed was an unconditional bill of lading, and this was endorsed by the board.

H. Moss, of Victoria, who is bringing in sugar from Greenock, Scotland, where it is manufactured by the Glebe Manufacturing Company, is placing yellow on the market also in addition to the granulated. It sells for \$4.50, which is 15c less than the local article.

Christmas trade is opening up fairly well, and the outlook is that it will not be anything behind last year, and, perhaps, more. There are no unusual conditions so far.

The Fruit Growers' Association of Ontario, which is making an effort to have the express rates on fruit reduced, are being seconded by the B. C. Fruit Growers' Association. The different organizations in the Province are being asked to co-operate in the endeavor to secure better rates on fruit from the coast to the Prairie Provinces. Some years ago the rate was \$2.50 per 100 pounds, but now it is \$2.65. As a result of the rates, the American fruit growers had the advantage, and were able to undersell the growers in Canada. Eastern Washington and Oregon have large areas in fruit, with a very considerable amount of planting continually going on, and increased markets are necessary. They are looking for these in the developing Prairie Provinces east of the Rockies, and have their own distributing men there. British Columbia, as well as Ontario growers, for all benefit by the Northwest trade, want either lower rates or a larger duty on fruit to keep the home market for the home producer.

Wilson's Cash Grocery, of Kamloops, reports that the system is meeting with approval. One has but to look at the fine character of the stock in this store to learn the advantages of such a system.

The first shipment of Canadian flour to the Old Country via Vancouver was made by the Columbia Flour Mills, of Enderby, on the last outgoing boat. It is expected that this is but the beginning of an extensive trade along this line.

Cigar making is becoming more and more a lucrative business in interior towns. In the Okanagan district, there are several factories, and three men are employed in the Cranbrook Cigar Factory, one of the latest to start up.

The death took place last week of Emil Gustav Kuester, a pioneer of Kaslo, where in 1893 he established the grocery and bakery business of Reidel & Kuester. From the time the town started up until three months ago, the firm continued in business, when an assignment was made. Deceased, who was 51 years of age, was a native of Berlin, Germany, and resided in Butte, Montana, before coming to British Columbia.

The fruit pack in the Chilliwack Valley for the present season, while not so large as last year, is evidently satisfactory to the growers, since the lessons learned through the experience of other years has resulted in more pains being taken with far away shipments, and, consequently, fewer losses have been suffered. It would be difficult at present to approximate the amount shipped out, as more private growers this year handled their own crop and found local markets through commission merchants that in most cases proved satisfactory. The branch of the Farmers' Exchange, however, handled the greater bulk of the crop, and was able to find outside markets. If the farmers had been left to themselves in such cases the fruit

would doubtless have been wasted. The Exchange, which was organized two or three years ago, has demonstrated that co-operation in fruit growing has proved eminently satisfactory and is a great benefit. It has brought about uniform packing and grading, and when the commercial end of the business is looked after from a central exchange a glut of the market is prevented in any one place and a fair price received all round.

SASKATOON.

December 5.—Arrangements have now been made between the G.T.P. and the Saskatoon Forwarding and Storage Co. whereby the latter will handle shipments of goods which have to be prepaid out over the new railway. The freight sheds of the Grand Trunk Pacific are some distance from town and shippers found it inconvenient to frequently send out small shipments. The Forwarding Company will now receive them from the merchants and see that they are shipped. The new arrangement has proved satisfactory.

A few nights ago the travelers who make Saskatoon their headquarters organized "Saskatoon Council, No. 445" of the Order of United Commercial Travelers of America. C. W. Rice, traveling representative, was present on the occasion and the council starts with a membership of 28. Officers elected were: Senior counsellor, E. M. Snell; junior counsellor, W. E. Thompson; past counsellor, R. Jackson; secretary-treasurer, C. E. Strickland; conductor, F. M. Waldron; page, J. Noel Nivin; sentinel, M. E. Rous. The new organization will meet once a month.

PRINCE ALBERT.

December 5.—A new bakery is being established in town, thus making the fourth in this line of business.

Jacoby Bros., of Allan, have sold their grocery business to J. N. Beaver.

The Hudson's Bay Co. are now established in their new store. J. H. Anderson is in charge of the business. The building is of brick and is 56x86 feet. The grocery department, which is situated on the east side of the store, is well laid out with a fine stock of groceries, which are shown in up-to-date fixtures.

Quebec and the Maritime Provinces

Halifax Wholesalers Busy With Christmas Orders—October and November Good Months for St. John Merchants—Notes From Montreal.

ST. JOHN.

December 7.—Wholesale grocers here report that business for the months of October and November was the best that it has ever been in those months, and they look for a continuance of good busi-

ness until the week before Christmas, when it is expected to slacken off as usual. There has been a disposition on the part of the retailers all summer to buy from hand-to-mouth, and, as a result, stocks were depleted considerably

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and purchases in the past two months were rather heavy.

Dried fruits were late coming to the market this year, but they are all in now.

Fall business has been nicely cleaned up and a lot of the coasting schooners have made their last trip of the season and gone into winter quarters.

Changes in prices have been very few lately. Cornmeal is a little lower and pure lard is down $\frac{1}{4}c$, and compound has declined $\frac{1}{2}c$. Eggs and butter are still very high.

H. H. Butler has purchased the retail grocery business at the corner of Wall Street and Paradise Row, formerly conducted by Mr. Rich, and previous to him by Hogan's.

John A. McAllister, head clerk for W. A. Porter, was operated on at the hospital recently for appendicitis. He is resting comfortably and will probably be at work again in a couple of weeks.

Dr. Hayes, and W. Tabor, representing the White Candy Co., St. John, appeared before the City Council at Moncton, December 3, with a proposition to remove their industry to Moncton, the company asking the city for free light and water for ten years, and guarantee of six per cent. bonds for \$40,000 redeemable in equal parts in five, ten, fifteen and twenty years. They stated that the White Candy Company intended removing from St. John, because they could not get the help they required to operate their factory at full capacity. There was no question of competition between St. John and Moncton, as manufacturing centres it was purely a question of securing hands. The company wished to expand its business, but could not under present conditions. The hands now employed were working double shift, but the orders could not be filled. Running full capacity, they would employ about 100 hands and pay out about \$20,000 in wages yearly. The Council took no action, but decided to take the matter into consideration.

A statement of the customs revenue collected at the Port of St. John for the month of November, 1908, shows a decrease of \$19,749.90. The amount collected in 1907 was \$109,342.27, and in 1908 it was \$89,592.37. Excise revenue for the same month also shows a falling off. This year's amount was \$20,500.55, as compared with \$25,191.69, a decrease of \$4,691.14.

The C.P.R. steamer Empress of Britain, which was the first of the winter-port steamers to sail for England, took quite a large cargo, including 24,000 bushels wheat, 468 bags clover seed, 3,016 bags of feed, 355 sacks of peas, 720 bales of hay, 223 barrels and 851 boxes of apples and 117 boxes eggs, as part of her Canadian goods. There were 661 boxes meats, 500 boxes lard and 1,970 cases grape nuts from the United States.

HALIFAX.

December 7.—The grocery trade is brisk in all lines and the wholesale dealers are now rushed filling Christmas orders. Prices are generally firm, though in some lines they are a little

lower than they were a year ago. This is so in the case of dried fruits, which, as a result are selling quite freely. The prospects are good for a continuance of a brisk trade from now until the close of the year, and collections on the whole are quite satisfactory.

Complaint is general among the dealers and consumers regarding the high prices asked for butter and eggs. The jobbers complain that they cannot buy butter at moderate prices, and the opinion prevails that the farmer must be holding back his stock. This was an exceptionally fine year for dairying, the crops being abundant, and in consequence there should be a good supply of butter. Such does not appear to be the case, however. At the prevailing prices there is no money in handling butter. Creamery prints are quoted at 28c to 29c; creamery solids at 27c to 28c, and dairy in large tubs, 24c to 25c.

There is no improvement in the receipts of eggs and prices still rule high and are likely to remain so now that the cold weather has set in. New laid are quoted at 30c to 32c, and limed at 24c. Cheese is steady at 13 $\frac{1}{2}c$ to 14c for large, and 14c for twins.

Trade is brisk in fruit and vegetables. The jobbers are stocking up with potatoes as the price is low and they expect by the spring that there will be a heavy advance. Winter apples are now bringing good prices in London and heavy shipments are being made. The crop of early apples has been disposed of at fair prices and the indications are that winter fruit will net good returns. The steamer St. John City, for London, took 14,000 barrels of apples this week, and the Furness liner Rappahannock, sailing for the same port, took 25,000 barrels.

Five refrigerator cars, containing one thousand bags of potatoes, arrived here this week from Pictou for shipment to Havana.

Lemons have dropped 50 cents per case this week and are now quoted at \$5.50. Florida oranges are quoted at \$3.50 per case, and Jamaica's (repacked), \$4.50 to \$5. Tokay grapes are \$3.25 a keg and Nova Scotia cranberries from \$5 to \$5.50 per barrel. Bananas of poor quality are bringing from \$2 to \$2.50 per bunch.

Prices on flour and feeds are very steady. There is a good demand, and a large amount of stock is being turned over. The leading brands of flour are quoted at \$6.50. Rolled oats are \$4.50 to \$5, and cornmeal from \$1.75 to \$1.80. Beans (prime), \$1.85 to \$1.90 per bushel; hand picked, \$2 to \$2.05. Split peas are quoted at \$5.40 to \$5.50 and whole from \$4.40 to \$4.50. Middlings are selling at \$28 to \$29 per ton. Bran, \$24.50 to \$25, and hay per ton, \$10 to \$12.

The Allready Pure Food Company, of Bridgewater, N.S., is rushed with orders from Montreal and other Canadian cities. The firm anticipates a steady demand from now until after the holiday season.

Lunenburg County is now shipping apples to the London market. During the week W. A. Hebb, of Bridgewater, shipped seven carloads.

At the Marine and Fisheries Department inquiry, held here this week, several grocers who furnished supplies were called to the stand to testify as to their dealings with the department. The dealers who did the largest business

were Isaac Creighton, P. T. Shea, John F. Ryan and Howard Wentzell. Some of their accounts covering three years totalled five thousand dollars. They only charged the ordinary prices, and in some cases only secured the tenders after close figuring. None of them gave any presents to the employees of the department or entered into any compact with them. Counsel for the Government tried hard to find some clue that everything was not right, but the grocers, to their credit it must be said, came out with flying colors. There were no rake-offs, the grocers conducting their affairs on straight business principles.

Principal M. Cumming, Secretary for Agriculture for Nova Scotia, in his report to the Government on the crops in this Province says that the farmers have had a most successful year. The apple yield for home and foreign consumption is 600,000 barrels. Butter is estimated at 106 per cent. as compared with last year. The quality is placed at 105 per cent. The output of cheese was about the same as last year, and the quality also equal to that of last year. Owing to the large amount of butter that is made at home dairies and privately marketed, it is difficult to arrive at a definite estimate of the total output of dairy products.

MONTREAL.

December 8.—S. Robinson, Esplanade Avenue, Annex, one of the best-known North End grocers in the city, has sold his business to J. Hurteau. Mr. Robinson has decided on this course owing to failing health, and the desire to retire from active business. Mr. Hurteau, who is a young man, received his business training with Mathews, Fortier & Monette, provision dealers of this city.

M. Defayette, grocer, of Laprairie, found a tarantula's nest in a bunch of bananas recently. Thinking it to be a piece of cotton batting he started to put it in the fire, when a large tarantula sprang out and ran rapidly away, took refuge first in a show case of candy, and afterwards climbed on the top where one of the daughters of the house saw it. She thought it was an artificial spider and started to poke it with a pin. The spider jumped back and then sprang at her fingers, but she had fortunately seen the first movement and escaped in time. The tarantula, which runs as fast as a mouse, is still at large in the store, but Mr. Defayette intends to make systematic search for it.

The usual quiet has followed the close of navigation, but there is a healthy feeling pervading the wholesale trade. One large house has been busy filling orders for the Northwest. Perhaps in this respect the grocery business has been more fortunate than other forms of business who report considerable dulness during the week.

Country merchants have at last awakened to the fact that they must lay in some winter stock. This fact has stimulated the wholesale grocery business considerably. Collections are reported better than for some time. They have, nevertheless, been improving for some time, which has marked the degree of circula-

tion of money obtained by the farmers for their crops.

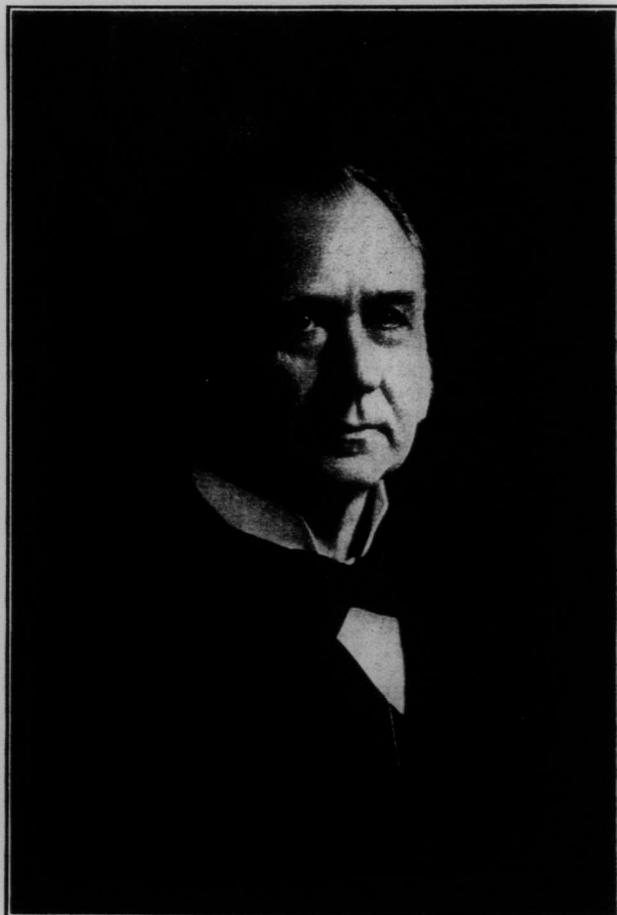
J. B. Berthiaume, corner of Park Avenue and Prince Arthur Streets, has sold his business to Duquette & Falcon. Questioned about his future movements, Mr. Berthiaume stated that he intended to do nothing for some time, at any rate, and had no definite plans for the future.

Jos. Raymond, St. Timothee Street, manufacturer of jams, preserves, polishes, etc., carrying on business under the style Jos. Lamoureux, has made a voluntary assignment. Kent & Turcotte are the liquidators.

We regret to learn of the death of Miss Olive Packard, only daughter of L. H. Packard, Rosemount Avenue, Westmount. Miss Packard had been ill for about a year, but lately had been much better until this final failure of her health, which ended in her death. She will be greatly missed by a large circle of friends, among whom she was very popular.

QUEBEC.

December 8.—The Quebec Grocers' Association held a very important meeting last week under the presidency of J. Boyce, vice-president of the association.



THE LATE S. CARSELEY,

Head of the S. Carsley Company, Montreal, Who Died on Friday, Nov. 20.

There was a good attendance, and Theo. Boland, vice-president of the Retail Merchants' Association of Canada, and P. J. Cote, president of the local branch of that association, were among those present. One of the important matters

brought up for discussion was the recent notice published in local newspapers to the effect that the sale of meat, poultry and provisions was not allowed in yards or streets under pain of penalty, and the grocers consider that the carrying out of this by-law would seriously affect their trade, as arrangements had already been made with farmers for the exchange of provisions for farm produce. If instructions were given to carry out this by-law, the grocers would suffer considerable damage and they decided to ask protection from the city.

Another important question discussed at length was the weight of butter. Complaints have been frequently made that butter is sold under weight, but the grocers contend that they are in no way to blame for this state of things and state that the manufacturers and wholesale dealers are responsible for these abuses. The grocers have decided to protect their interests, and a special committee was appointed to study the municipal by-laws regarding their trade, and will meet the civic by-law committee later.

From Ontario Correspondents

Winter Fair Brightens Business in Guelph—Toronto Grocer's Christmas Celebration—Chatham People Buying Early This Year.

LONDON.

December 8.—The grocery store at the northeast corner of Waterloo and Oxford Streets has changed hands again, J. S. Rosser having disposed of it to Mr. Flood.

Thomas Shaw, president of the Retail Grocers' Association, is being urged to

efforts to stamp out the foot and mouth disease is almost certain to have the effect of considerably increasing the price of Canadian beef. Already there is considerable demand for Canadian cattle and as the demand at home is practically equal to the supply, there is sure to be a scarcity and a consequent advance in prices. The market is already much firmer, and in the course of a week or so butchers will likely be putting up prices.

All branches of the grocery trade have been rather quiet the past week, but the coming of sleighing, which is now all right, heavy snow having fallen yesterday, will brighten things up. Retailers are confining their buying to sorting up orders for Christmas fruits, the prices of which are unchanged. Haddies are coming in freely, but in spite of keen competition prices are a little higher.

A change has taken place in the management of the Canada Spice & Grocery Company. C. T. Lee, until recently bookkeeper for the company, and formerly proprietor of the New York store, has succeeded A. T. Cleghorn, who has gone to the Western States to engage in a similar business.

Clem Garvey, city traveler for John Garvey & Co., wholesale grocers, had an exciting experience one day last week. He had left his horse standing in front of Hargraves' grocery when it became frightened and ran away, and before it was recovered had run a couple of miles. Neither horse nor rig was damaged.

KINGSTON.

December 8.—While our citizens were enjoying their slumbers after the cares and toils of Saturday the firemen were battling with the flames which were fast consuming the block on the corner of Princess and Ontario Streets. The fire destroyed the Wormwith piano works and the wholesale warehouses, offices, fixtures and stock of W. G. Craig & Co. The loss to both concerns will be heavy. Craig & Co's warehouses were well filled ready for winter trade. When they get into new premises with new stock and new fixtures they will feel that old things have passed away and a new regime has begun.

Eight hundred pounds of whitefish seized just as they were being shipped

from one shows th tor. The onto and David C but now tion at \$ week. H of the so he did b was so a sue of Th treat. Th is one of valuable honest-th wholesale it, cut it I am g your papi city is o seem to

Deceml are too b Anderson to The G noon. " merehant doing ex weeks, a Christmas very simi state of l Christmas raisins, e are mov stated th before th they are added, " The gene mas buyi season th stant pre doctrine Chatham.

Mr. Ni London, on the lo

Quite a hog raise by what tion in c spection ments of ed, buyer ly to hute found an hogs, and assurance ture that regulatio apply. V hog seas were rec of cars h firm wer that no s points ou ceived by spected, a ceeded ag The local ing the h ing of ho free pass shipped. ers was s

from one of our wharves last week shows the vigilance of the fish inspector. They were shipped here from Deseronto and were caught out of season.

David Gibson, a grocer for many years but now retired, was given special mention at St. Andrew's dinner here last week. He is the oldest living member of the society here. As a business man he did business on straight lines, as was so ably pointed out in the last issue of *The Grocer* by "M. C. T.," Montreal. That article, or series of articles is one of the best I have read in your valuable columns for a long time. Every honest-thinking grocer, whether retailer, wholesaler or manufacturer, should read it, cut it out and frame it.

I am glad to see prominence given in your paper to the peddler nuisance. Our city is over-run and our officials don't seem to worry over the fact.

CHATHAM.

December 8.—"No news this week. We are too busy," was the remark of Wm. Anderson, president of the local R.M.A. to *The Grocer* representative this afternoon. "I don't know how the other merchants find it, but we have been doing exceptionally well the last two weeks, and the outlook is for a good Christmas business." Other grocers had very similar reports to make as to the state of business just now. Already the Christmas buying has commenced, and raisins, currants, peels and similar lines are moving out rapidly. One grocer stated that he would have to re-order before the close of the season. "Either they are buying more this year," he added, "or else they are buying earlier." The general indications are that Christmas buying has commenced earlier this season than usual. Evidently the constant preaching of the "early buying" doctrine is having good effect in Chatham.

Mr. Nichols, of A. M. Smith & Co., London, the Red Band Man, is calling on the local trade this week.

Quite a flurry was caused among local hog raisers and pork buyers last week by what was apparently a new regulation in connection with the Meat Inspection Act, and interprovincial shipments of hogs. Since the Act was passed, buyers have been shipping very largely to butchers in Quebec, with whom they found an extensive market for dressed hogs, and they claim that they had the assurance of the Minister of Agriculture that to this class of shipments the regulations regarding inspection did not apply. With the opening of the dressed hog season recently, these shipments were recommended and quite a number of cars had been sent out when a local firm were surprised to receive notice that no shipments for Quebec or other points outside of Ontario could be received by the railways unless first inspected, and that they were to be proceeded against for violation of the Act. The local buyers had a busy time notifying the hog raisers to stop further killing of hogs, and trying to secure the free passage of dressed hogs already shipped. As usual, the hand of the packers was scented in the enforcement of

the regulation, which locally was generally understood to be a new amendment to the Act, passed during the last session. Buyers and hog raisers in this section, since the agitation against the Act last fall and winter, have very readily suspected the department of playing into the hands of the packing houses. The difficulty was accentuated by the fact that no provision was made for the local inspection of these shipments. However, the shipments already made were ultimately permitted to go through; and a local inspector was provided. Prior to the trouble in question, the market for hogs had suffered a slight decline, live hogs selling at \$5.75 and dressed at \$7.35 a hundred, and the buyers anticipated that the market would remain steady at these figures. Now that the difficulty has been smoothed over, it is expected that the market will return to the normal figure. Deliveries during the previous week were quite large.

Gilbert John Taylor, popularly known as "Gib," passed away at his home here last Thursday night, aged 59. He was an experienced salesman, and for several years past has traveled for F. X. St. Charles, wholesale liquor house, Montreal. About 12 years ago he was engaged in the grocery and coal business in this city. I. M. Taylor, formerly a grocer here, and J. P. Taylor, now engaged in the same business on Park St., are brothers.

A market development in the handling of Canadian grown tobacco is reported from Essex. Many farmers are erecting drying barns and experimenting in up-to-date methods of curing the home-grown product. There is a curing station at Ruthven under the supervision of a Kentucky expert. Co-operative methods are also suggested. Faulty methods of curing have been the bane of the local industry in years past, and this move is an indication that the growers realize the fact, and are taking action to correct the fault.

The clauses of the Pharmacy Act relative to the sale by grocers and general merchants of goods classified as drugs formed the theme of some hot invective at the meeting of the Kent County Council last week. During the last few months quite a few rural merchants in the southern part of this county have been fined under the Act; and this and the methods employed, particularly the methods, have aroused general resentment among the farmers. The following resolution was unanimously adopted: "That a petition be presented to the Legislative Assembly of the Province of Ontario, praying for the amendment of the Pharmacy Act, so as to enable merchants and storekeepers to have, keep and sell such drugs and medicines as carbolic acid, hellebore, iodine, quinine and all kinds of compounds and essences—in addition to those enumerated in Schedule A of the Act. That Section 9 of Chapter 16 of the Act, passed in 1905, be repealed. That all prohibited drugs be specifically named and set out in Schedule A of the Act, so that there may be no doubt of what may not be sold. And

that no part of the fine should go to the prosecutor or to the College of Pharmacy." Reeve Galbraith, of Howard, who moved the resolution, backed it with a red hot speech, in the course of which he presented strong letters from his constituents and denounced the methods of Detective Grant in securing convictions. "When one considers the fact that the men who cleared the land and now occupy it made the drug business possible, the Act as it now stands is not only iniquitous, but an insult to the rural population of the Province," was the strong statement of one writer.

E. Duffy, of Bridgen, has sold his general store, and will return to Chatham, where he will likely re-enter the grocery business.

W. J. Cain, of Port Lambton, advertises for sale his grocery and general store with meat market attached.

Geo. Stephens is opening a fruit and confectionery store in the Clarke Block, Main St., Dresden.

On December 2, Mrs. T. W. Smythe, wife of the Wellington St. grocer, had the misfortune to fall, breaking one rib and dislocating her left arm.

Chatham grocers were pleased this week to receive a visit from James O'Hagan, associate editor of *The Canadian Grocer*.

Wallaceburg is likely to have a creamery next year. Geo. Wooliver has disposed of his coal business and intends to go more extensively into dairying, with a view to establishing a butter factory in the near future.

W. L. Hope, the Merlin butcher, is established in handsome new premises in the Oddfellows' Block.

J. Sims, traveler for the Mooney Co. Stratford, who had the misfortune to break his leg in a runaway accident near Merlin last April, recently sustained a fall at his home at St. Mary's, as a result of which he broke his leg again. He was only out a short time after his first accident.

TORONTO.

December 8.—"MacDonald's Annual Christmas Celebration," is the heading of a dainty invitation folder which was distributed early in the week by H. G. MacDonald, 223 Sorauren Avenue, to announce his Christmas reception, which was held yesterday, to-day and to-morrow, Dec. 10, 11 and 12. Besides a bright store, Harry MacDonald has a fund of bright ideas and this is the result of one of them. While he goes into the matter quite extensively, he says the amount of business attracted well repays him. Last night the store was a very attractive spot. As the circular says, "It is full of just the right things for Christmas," and with tasteful decorations of plants in bloom, palms, ferns, and Christmas tree decorations this was well borne out. In one corner a first-class orchestra gave an extensive programme of popular music and in another department demonstrations were given of Red Rose Tea, Cowan's Cocoa and Pure Gold Jelly. Naturally the store was a good deal crowded but Mr. MacDonald with characteristic good humor kept everybody in a similar condition. Undoubtedly several hundred

THE CANADIAN GROCER

people, including a good many new customers, will visit the store before Saturday night. Mr. MacDonald may not be the originator of this reception idea in the grocery store, but he seems to carry it out more extensively than anyone else has yet done.

J. W. Silverthorne, of Burford, has purchased the grocery business of R. B. Warbrick, 234 Broadview Avenue, Toronto, and will take possession immediately.

The Wilson, Lytle, Badgerow Company, vinegar manufacturers, Front Street West, Toronto, have written to the Board of Control asking for a rebate on their taxes since 1901. They point out that the controllers in 1898 passed a resolution fixing their assessment on land and buildings at \$18,540 for ten years, excepting for school rate and personality. In 1900 they were allowed a rebate of \$80, but since that time the company has overlooked the matter, and has paid taxes on a revised assessment. The matter was referred to the Assessment Commissioner.

The Dominion Government is bound to see that its food laws are observed and as a result of special vigilance in this direction a Toronto grocer and his agent were each fined \$25 and costs in the police court on December 4th. They were charged with selling print dairy butter as genuine creamery. This offence is punishable under a special Federal Act passed three years ago known as the Inspection and Sales Act, in connection with the crusade for pure foods. The defendants, who pleaded guilty, were John Lyons, grocer, 587 Dundas Street, and Wm. Duckworth, who represented himself in the transactions as agent for the Wm. Duckworth Produce Co. The charge was laid by D. M. McPherson, of Lancaster, Dominion inspector. This is how the game was worked: For some months the inspector, whose duty it is to enforce the food laws, has been trying to run a clever but criminal trick to its source. Consignments of dairy butter were being received in Toronto from Grand Valley, Ont., but without any city address. Upon their arrival a local driver would mysteriously cart them away. This went on for months past, and according to the Crown prosecutor has been carried on for years. The packages were opened in Lyons' store and there began the process of converting cheap dairy butter into creamery by the application of a creamery wrapper. The Federal law forbids such a proceeding. In this way Lyons and his confederates were making the difference between the two grades, which came to nearly seven cents a pound. Following the case further, Inspector McPherson learned that in Grand Valley a man named Samuel Duckworth was stationed as Lyons' local agent, and had little trouble in buying up large consignments of dairy prints, which he sent on to Toronto to be made into creamery. In Grand Valley he posed as the representative of "William Duckworth & Son, Toronto," a firm which has no existence here. A neighboring firm in the same town, the Grand Valley Creamery, which conducted a legitimate creamery business, gave the Federal authorities information as to the nefarious working of the scheme, and aided in tracing it to a finish. The maximum fine under the Federal Food Act of three years ago is \$50 and costs or one month in jail. The magistrate

for the first offence consented to cut the amount in two, making it \$25 and costs for each defendant.

ST. CATHARINES.

December 8.—The grocers report Christmas business as quiet although an improvement is expected this week. Factories here are not rushed with orders as they should be at this season, consequently many men are out of employment. While prospects are not any too bright for a large Christmas business yet it certainly looks as though the grocers of this city had decided to take whatever comes their way without putting forth any extra effort to make things lively. With one exception, not a single grocer in this city is advertising his Christmas groceries nor booming business in any way. A few attempts have been made at dressing windows with Christmas fruits, but in the majority of instances the windows are crude affairs, without price tickets and selling arguments. I often wonder if the men who are continually saying that times are dull know that quite a quantity of high class groceries, and in some instances staple lines, are being purchased in Toronto and shipped into this city. This trade should be gone after. It will help do away with the dull times and put business on the increase. The way to go after it is to dress the windows tastefully, attractively, and let the public at large know what you have to sell. If you want business, go after it.

Mrs. Kilroy has recently moved her stock of groceries from the corner of Niagara Street and Welland Avenue to Welland Avenue near Geneva. She reports business in the new stand equal to that in the former and the move has proven a money-saver in rent and other expenses.

D. B. Philipps has opened a grocery, drug and confectionery store on the corner of Niagara Street and Welland Avenue. Mr. Philipps recently disposed of his drug store on James Street and decided there was an opening for a store such as his at this section of the city. He reports business up to his expectation.

Loury & Son, proprietors of the general store at St. Davids, have purchased the butcher shop at the corner of Erie Avenue and Huron Street, Niagara Falls, Ont. Before securing this store a small frame building had been used on the city market for the disposal of meats, for which a nominal fee had been paid the city. Recently a new by-law went into force bringing the market rent to ten dollars per month. Rather than pay this fee for such limited quarters a store was sought out. Loury & Son are large buyers of cured meats as well as curing quantities themselves. Having a permanent branch at Niagara Falls will no doubt prove a paying venture to themselves and convenience to their patrons.

Christmas poultry will be high on this market if present prices are maintained. Turkey is quoted at 22c per pound.

HAMILTON.

December 8.—As a measure of protection the grocers are again preparing a delinquent list, and are going to try to prevent the professional dead-beat from getting in on them as in the past. At

the first meeting of the association in the new year, each member proposes to hand to the secretary a list of twenty or thirty names of those who he knows to be unworthy of credit. The secretary will tabulate these, and any member can find out by telephone whether the applicant for credit has his name on the list, as more than half of the bad debts are contracted by this class of people. The arrangement should prove of great service to those interested. If the grocers would compare the names of their bad accounts they would find that most of them are owing bills to a good many in the trade.

As the municipal elections draw near the grocers are discussing the question of putting up some of their number for aldermanic honors. The president, John Forth, is being pressed to let his name go before the people, but with his usual modesty he declines, but he yet may be induced to run, and if he does it is a foregone conclusion that next year he will be Ald. Forth.

Trade is good here and it looks now as if business would be better than last year. Our markets are very large, and prices in butter, eggs and poultry are at the top notch. The stores are all taking on a nice bright look for the holiday trade.

W. W. Carruthers, formerly manager for W. R. Bridge, has bought out one of Mr. Mundy's branch stores, on the corner of Bristol Street and Sanford Avenue. Mr. Carruthers has been connected with the grocery trade nearly all his life, and knows it from A to Z. His friends wish him success in his venture.

The Canadian Grocer deserves the thanks of the business men all over Ontario for their enterprise in publishing the provisions of the law relating to peddlers. These should be thoroughly studied and suggestions made to the local member of the Ontario Legislature in every riding as the matter will likely be taken up at the next session, and the statutes revised. Be ready to protect your own interests.

PETERBORO.

December 8.—There is a merry "raisin race" on at present among some half-dozen of the local grocers. Raisins have been selling at 3 pounds for 25c, but recently one of the grocers lowered the price and began to sell an extra pound for the same money. Two or three followed suit and sold them at the same figure. But to cap the climax, another offered the public 5 pounds for 25c, which was a cent and a quarter less than the wholesale price. Where the race will end is a conjecture if any more advances are made. A Grocers' Association working smoothly should eliminate such differences.

Generally speaking, the trade among the grocers is good, but collections are reported somewhat slow. With the approach of the holiday season business is reviving and the coming two weeks promise to be very lively.

Local grocery windows are handsomely dressed at present, representing the season. One of the neatest is that of Geo. A. Goheen, whose display window contains Christmas goods of various kinds. "Merry Xmas," written with lumps of white sugar is the feature of the decorations.

BRANTFORD.

December 8.—The merchants report that Christmas trade is opening up splendidly. While the people do not seem to be buying in so large quantities as formerly, all the merchants anticipate a rush during the next two weeks. Last Saturday's business was good, and the market was largely attended, although prices remained practically the same. Butter was 26c to 28c per pound, fresh eggs 35c. Some of those offered for sale were very small in size, which caused our market inspector to suggest that they "sell eggs by the pound," then the people would be sure to get their money's worth.

M. McCarron, representing the Wallaceburg Sugar Co., reported selling two carloads of sugar in this city last week.

Alf. Patterson, the William St. grocer, has opened up a branch store at No. 2 Darling St., the Opera House Block, with a line of groceries and confectionery.

GUELPH.

December 8.—The Guelph Pure Milk Company, which was organized in the city a few weeks ago under conditions which were "heralded" forth as being most favorable for trade and for the betterment of the milk supply of the city has already gone to the wall. The company has disbanded completely and gone back to the old system. The fact that the public did not take to the new idea is the main reason given, but sooner or later a concern of this kind is going to make a success in this city, and it seems a pity these young men were not more successful. They had rented a store and fully intended going into the egg and butter business in connection with the milk. There is not the least bit of doubt if they had tided over the winter and worked together it would have been a success. There is now a good opening for such a business to be properly handled here under Government inspection, and it is very badly needed. We have some good local milk dealers, but some not so good also.

A new radial line is projected from Woodstock to Guelph by way of Galt, to connect with the Berlin, Galt & Hespeler system, and our local business men are getting very active as there is talk of this line going north as far as Arthur, taking in Elora and Fergus also which would mean a great boom to local business interests.

This is Winter Fair week, and the city is already crowded with visitors. The snow, which arrived Sunday, was just one of the most to be desired blessings that could happen for the success of the Fair. There is good sleighing here now and it is still snowing and turning colder, so everything looks very bright for business. The farmers who drive into the city do a great deal more business in the grocery stores than those who come by train.

There are five candidates for the Mayor's chair already in the field, and there is room now for a sixth. We need a grocer.

The Wyndham Street grocers have all made an extra splash in the way of dis-

plays in their windows this week for the benefit of the large number of visitors in the city, and all look fine. Bobbie Millar, at Geo. William's, has probably the finest display of fancy goods in his window. Archie Groom has followed up in the tracks of his predecessor and makes the finest display of canned goods in the city in his store. They are a credit to him. Benson Bros and Jackson & Son show a nice line of Christmas fruits, while J. C. Chittick has also a fruit window. J. A. McCrea & Son and Peter Anderson have nice crockery and china windows. The idea of leaving the windows and stores lit up in the evenings from now till Christmas would be a splendid idea, and would easily pay for itself. The Retail Merchants' Association should never have allowed those old home week lights to be taken down from this main street. The grocery stores are all a credit to the city, this year especially.

The grocers are requested to take particular pains to note the extra samples of grain and corn seeds, also the seed potatoes at the Fair.

Some grocers are already kicking because Christmas Day falls on Friday this year and the Saturday's business will be a failure. Well, suppose for the sake of argument now, we say it is a failure. If all the merchants are agreed that the Saturday after Christmas is going to be a failure and there won't be any use in keeping open, why not make a splash for one year and close from Thursday night at midnight till Monday morning, and take a holiday and give your clerks a chance also. The public would appreciate it and the idea of knowing you were going to be closed would add an enormous lot unto the Thursday's orders, knowing that they had to get supplies for three full days. That is the only way I can see to stop all argument and suit everybody.

PROTESTS AGAINST THE PEDDLING NUISANCE

The Itinerant Vendor's Competition Felt in Ingersoll — Why Should He Go Practically Untaxed?—What a Deseronto Merchant Thinks.

Special Correspondence of The Canadian Grocer.

Ingersoll, Dec. 8.—The latest cry about the peddling nuisance comes from this town, where the peddler is making himself and his work felt, and many merchants are asking why they should allow themselves to be taxed for the public upkeep while birds of passage under the guise of peddlars who reap all the benefits towards which the merchant contributes, pay nothing for the privilege and cut into the business from which the merchant makes the money to pay his taxes.

It appears that it is not unusual for a peddler to go to the country at break of day with a wagon-load of sundries, returning at sundown with an empty wagon but a well-filled purse. During the night the wagon is filled again and ready for the next morning. No one will deny that it is a benefit to the housewife to have a dealer call and show and sell his wares without any exertion on her part, but then all the grocers in town are quite willing to call and do the same thing. They do not think it fair, however, to tax the man who sells in a store and allow the man who sells from a wagon to go free. Some of these peddlars handle a great variety of articles, and some few are even said to dispose of patent medicines, taking orders one day and delivering them the next time they go over the route.

If these peddlars paid a proportionate share of the taxes there would be no complaint even though they sold to some of the regular customers of the merchants, although that is a matter that a considerate merchant would not be guilty of. As it is, the merchant plants the seed, waters the shoot, and pays the piper; while the peddler who has in no way helped, picks the plums. It is not fair.

The following letter on the same subject from Eastern Ontario is self-explanatory:

"Editor of Canadian Grocer:—In accordance with your invitation in a recent Grocer I beg leave to give you some of my views on the subject of peddlars. I take the broad stand that all peddling should be abolished by law except perhaps in the case of perishable goods such as fresh fish and fruit. I believe that the mercantile classes are just as important for the welfare of the country and deserve as much encouragement and protection as the farmers or manufacturers do. See the large amounts of money that are expended by the Government every year in supporting the Agricultural College, in sending expert teachers and lecturers out all over the Province to assist the farmers. See the large amounts that are expended every year in destroying moths and other pests, and in spraying fruit trees, all to protect the farmers and for which all merchants have to pay a good share but get very little or no protection.

"Peddlars are the pests of our business and the Government should do as much to rid us of them as they do for the farmers. What an absurd law it is for instance that if a peddler says he is a manufacturer or the agent of a manufacturer he can peddle his goods all over Ontario and the law allows him to do so without paying one cent license. There is no reason why manufacturers should be exempt from paying a license. We retailers are all too busy at home to do any lobbying, but our interests should not be neglected on that account. Hoping that you will agitate this subject until we get relief."

P. SLAVIN,
Deseronto.

BRIGHT GROCERIES IN LONDON

Two Thousand Dollars in Fixtures and a Number of New Ideas Make Up an Interesting Store—A Combined Grocery and Meat Shop.

(By the Canadian Grocer's Travelling Representative.)

"There are more grocers in London in proportion to population than in any other city in Canada," is the statement repeated over and over again by many a merchant in the Forest City. On looking up the directory one is faced with a total of about 230, which, in a community of 50,000, is not so bad. Of this total, 150 are members of the Grocers' Association, which, all things considered, is a very good showing.

There are so many striking features connected with the grocery trade in London that one must necessarily generalize. In the centre of the city, of course, are the larger stores, which are equipped with the latest in store furniture and fixtures and which also make a study of the window dressing feature.

\$2,000 in Fixtures.

Not all of the big and fine stores are in the centre of London, however, for Harry Coates, in the south, has just completed and moved into what is probably the finest grocery store in the city. It stands on a corner lot and has two very large windows, which, when dressed, show off the goods to perfection, and it will take but little to dress those windows, for the woodwork is of such good quality and neat carving that it would help out any scheme devised beautifully. Indeed the whole interior is finished in quite elaborate style in oak. Some idea of its elaborateness may be gained when it is said that the cost of the store fixings alone was \$2,000. The whole front of the store is glass, which floods the interior with light. The store itself is roomy and there is a place for everything. A large square glass-case counter is the first object which strikes one on entering the store. This case, besides serving the purpose of a counter, is used for the display of confectionery of a high grade, and it shows it off to perfection. At the end is the regular grocery counter of carved oak, with seats for customers attached. Mounted on top are the latest in scales and other usual fittings of the grocery store. Behind the counter the same elaborate scheme of oak fixings and shelves is carried out. Elaborate is scarcely the word, for while the store furnishings are of a fine character, plainness is the main note, though no second glance is necessary to tell that the quality is A.1.

A Boot and Shoe Department.

Besides groceries, Mr. Coates carries a stock of boots and shoes—a rather strange line to be combined with groceries—and one side of the store, which is a very broad one, is devoted to the display of footwear and is furnished quite as elegantly as the grocery side. This boot and shoe side-line will be treated later. Over the whole store reigns cleanliness and order, and to say the establishment is attractive is to speak in mild terms of its inviting appearance. That it will serve as a model for many another grocery store is attested by a number of London grocers who have given up half a day from their businesses to jog across the river to see the model store. Indeed "Harry Coates' new store" has received as much pub-

licity as many a well-placed ad., and he is attracting customers, too, to his store from particular people in his neighborhood.

Planning for Cleanliness.

Mr. Coates has plans, too, to keep his store clean and neat always. The shop is for customers alone, the orders being filled and sent out from the stock-room at the rear of the store and entirely separated from it. In this way much confusion is avoided. New goods, as well, are received at the back and immediately placed in position when taken from the wagon. One-half of the stock-room is reserved for incoming goods and the other half for outgoing articles. In the stockroom, too, are lavatories and wash basins for the convenience of the clerks. The upper floors are used as a dwelling.

A Grocery and Meat Store.

Another establishment which deserves special mention in this connection is the grocery and meat store of A. J. Clark & Co., in the north end of London. The store is a single-storey structure and was built expressly for the purpose it now serves. The first thought in the erection of the store was to have everything as attractive and bright as possible. Plate glass windows run across the full front of the building and two doors, one leading to the grocery and the other to the butcher department, break the windows in three for display purposes. Each end window is used for display, one showing meats and vegetables, and the other groceries. The centre one is reserved for alternate displays of fruits and confectionery, which are backed up with palms.

Abundance of Air and Light.

As if there was not already sufficient light in the interior a row of prism windows along the side, for this is a corner store, admit more light. These windows are swung on pivots and as they are near the ceiling and above the goods on the shelves, may readily be opened to admit air.

A glass partition down the store divides the meat shop from the groceries and the aroma from one department is not noticeable in the other. In the centre of the store is the cash desk and office raised higher than the floor surface, giving a view up and down the whole establishment. The grocery department is fitted with oak counters, fixtures and dust-proof display bins. Neat cane-bottomed chairs are set about the store for the convenience of buyers, and the goods are set off in sections for convenient handling—canned goods and bottled articles behind the counter on the display shelves; packages of biscuits and bulk goods at the rear; fruits on the office side, and confectionery in display cases at the front.

There are a number of other older London grocery stores which might serve as models, but these are two of the recent ones and may give some hints to the grocer who purposes to build in the near future. The butcher department of A. J. Clark & Co. will be treated in a separate article.

MAYELL & CO REORGANIZED.

Jas. Litster, Cecil Jenkins and John G. Kent Interested in Old Toronto Company.

A. W. Mayell, doing business as Mayell & Co., Toronto, manufacturers and dealers in spices, extracts, baking powders, coffees, etc., is applying for a charter. This business has been in existence for over a quarter of a century and expansion of trade demands the new step. It is understood that the manufacturing end of the business will now be under the direction of James Litster, who has had charge of the manufacturing processes for the Pure Gold Mfg. Co. since its inception. Mr. Litster is favorably known to the grocery trade of the entire Dominion and his connection with the new company will assure a maintenance of the production of strictly pure goods of the highest quality. He was maker of the first jelly powders marketed in Canada, and is an authority on flavoring extracts, etc. The sales department of the business will be looked after by Cecil R. Jenkins, also widely known to the grocery trade as sales manager for Gowans, Kent & Co., Toronto. These gentlemen have also succeeded in interesting John G. Kent, formerly of Gowans, Kent & Co., and with the addition of the combined ability and experience of the new executive the prospects of the larger company are exceedingly bright.

NO MORE "SNACKS" IN ALTON

Since the destruction of the Algic Mills at Alton a couple of weeks ago, it has been whispered in some quarters that this would spell the end of the "Drummers' Snack," that unique event which has been held at Alton for several years and which has accounted for a few bright days in the trips of a good many Ontario travelers. An inquiry from President "Bob" Asher the other day, however, put this idea at rest.

"Not a bit of it," said Bob. "The prospects are that next year's 'Snack' will be better than ever. It isn't at all likely it will be held in Alton," he continued. "The fire and several other reasons account for that, but the residents of Erin are hot after it, and the chances are that 1909's outing will be held there. There was some talk of going to Georgetown, where we could get a whale of a crowd of travelers, but the death of Harry Coffin, one of our strongest supporters in that town, the other day, put a crimp in that. Nothing definite has been done yet, but you can be sure next year's 'Snack,' wherever it is held, won't be behind other years."

NEW CONDENSED MILK FACTORY.

There are now three condensed milk factories in Ontario—at Aylmer, Ingersoll and Tillsonburg. John Malcolm, of Beverley Township, Wentworth County, has removed to St. George, where he will start a factory for the manufacture of condensed milk, the St. George creamery being converted for that purpose.

T. H. Estabrooks, of St. John, N.B., is visiting the Red Rose branch office in Toronto this week.

With the Travelers

Annual Meeting and Election of Officers of Western Ontario Association—Travelers Taking Steps to Provide for Fire Appliances in Hotels—What the Law Says on the Matter.

The annual meeting of the Western Ontario Commercial Travelers' Association was held at London on Saturday, December 5.

In opening the meeting, President John T. Green stated that the annual report showed exceedingly good results in all respects, viz., a total membership of 2,482, which is practically the same as last year, and which was by far the largest in the history of the association, a new membership of about 400 and a total addition to the reserve fund of nearly \$17,000. The death claims accruing due during the year had been somewhat larger than usual, amounting to \$10,915, but after providing for these and all other liabilities, the reserve fund now amounts to \$175,210.30. This is also one of the largest additions which has ever been made to this fund. The association has been called upon to mourn the loss of nineteen members by death. Further important representations had been made to the Provincial Government in regard to better accommodation for the traveling public in sections where local option law has obtained, also for the more rigid inspection of hotels and licensed places with reference to the cleanliness and sanitation, and also in providing all necessary fire escapes. In this connection the appointment of a special provincial inspector had been urged in order to obtain the best results. The most cordial relations continued with the transportation companies, but numerous complaints had been made that all members did not observe the rule of voluntarily producing their certificates when purchasing special rate tickets, and also to other authorized railway officials when requested. It was desired to impress upon the members that this was always necessary, and it was hoped that there would be no further occasion for complaint in this respect.

In the election of officers for the ensuing year, when the following were nominated, with the exception of the directors for London, and declared duly elected by acclamation. Seven out of the nine nominated will be elected directors from London. President, J. T. Green, re-elected; First Vice-President, R. E. Davis, re-elected; Second Vice-President, D. Ferguson, re-elected; Third Vice-President, John Lennox, Hamilton, re-elected; Treasurer, W. L. Underwood, London, re-elected; Directors for London, W. Smithson, H. W. Lind, W. D. Wright, A. S. Wallace, R. H. Turnbull, E. N. Hannah, P. M. Millman, Frank Lawson, F. E. Harley; for Toronto, Wm. Stone, H. Horsman, A. E. Johnston; for Ottawa, F. E. Breckenridge; for Hamilton, George Hope, John Booker, H. R. Thurber; for Stratford, Jas. Dow; for Brantford, George Watt, jr.; for St. Mary's, James Maxwell; for Montreal,

H. H. Harnon, H. A. Bordeau; for Ayr, John G. Watson; for Oshawa, Major R. Dillon; for St. John, N.B., A. T. Lane, George H. Clarke; for St. Thomas, B. F. Honsinger; for Woodstock, Alby. Robinson, R. G. Beekerton, J. E. Ferguson; for Windsor, James F. Smyth; for Chatham, Charles E. Bodley, A. E. Merritt; for Ingersoll, Wm. Waterworth, C. W. Johnston; for New Hamburg, J. Ratz; for Winnipeg, H. J. Boyd, H. W. Little; for Aylmer, R. G. B. Moore; for Calgary, J. A. Brookbank; for Victoria, B.C., T. Harry Slater.

Arrangements were made by which the annual meeting will be held on Saturday, December 26, at 3 o'clock in the afternoon.

HOTELS AND FIRE ESCAPES.

The men who take the greatest risks are not always those facing danger in



J. T. GREEN,

Re-elected President Western Commercial Travelers' Association.

visible form but those who do not know when danger may approach or from what quarter it may come.

The commercial traveler sleeping in hotels of every kind, all over the country has no means of telling when a serious fire may break out. Yet, according to the word of reputable men on the road, there are many public houses in Ontario openly violating the act which calls for such buildings, whether in licensed or local option districts, providing proper and ample fire escapes.

The question naturally arises, why have not the license inspectors seen that the terms of the law are carried out? Why have they been remiss in duty? The present state of affairs is so bad that a deputation of travelers intend in the near future to wait upon the Provincial Secretary to ascertain if the

offending hotelkeepers cannot be brought to time. The delegation will lay before the minister a list of hotels which have not efficient fire escapes. Why should it be necessary for the travelers to take this move? It is unmistakably the duty of the local inspectors appointed by the Government, and either the department itself or its servants have been negligent in compelling compliance with the act. The law is clear and explicit on this point.

Chapter 264 of the Consolidated License Act of 1905 says in part:

"Every owner, lessee, or proprietor of an hotel exceeding two storeys in height, shall erect or cause to be erected at least one permanent outside stairway or ladder, from the landings or floors, landing or floor above the first storey of such hotel and extending to at least said first storey, such stairway or ladder to be built of iron and to be firmly attached to the wall of the building and to be supplied with a hand rail on either side, and to be of sufficient strength to sustain the weight of at least six full grown persons at the same time; and every such lessee or proprietor shall at all times keep the way or passage to such stairway or ladder unobstructed and free of access.

"The keeper of every hotel shall, where the same is more than two storeys in height, provide and keep in each of the sleeping apartments or bedrooms which are situate above the ground floor, a fire escape for the use of guests occupying the same. Such fire escape shall be sufficient within the meaning of this Act if it consists of a rope not less than three-quarters of an inch in thickness, and of sufficient length to reach from the room or apartment in which it is kept to the ground below, and is kept in a coil or other convenient position in each of the said bed-rooms or sleeping apartments; and if the outside window or opening of such sleeping apartments or bed-rooms is provided with proper, secure and convenient fastenings or appliances to which one end of the rope may be safely secured or fastened; "Provided that the provisions of this subsection shall be deemed to be sufficiently complied with by the substitution for the rope therein mentioned with the approval of the inspector, of the fire escape known as 'the Natural Drop Fire Escape' consisting of a cylindrical casing made of canvas or any other suitable material and provided at the top with a metal ring supported by chains from the window, the lower portion of the casing extending into proximity with the ground." R.S. O. 1897, c. 264, s. 3; 63 V. c. 44, s. 1.

"The keeper of every hotel shall, in addition to the notices which he is now required by law to keep posted up in each of his sleeping apartments or bedrooms, also keep posted up therein a notice calling attention to the said fire escapes, and containing full directions for the use of the same, as well as a description of the outside stairway and the situation and means of egress to O. 1897, c. 264, s. 3; 63 V. c. 44, s. 1.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS—

- Beans—Firm.
- Fish—Steady.
- EGGS—Firm.
- Poultry—Advanced.
- Lard—Advanced slightly.

Montreal, Dec. 10, 1908.

A steady improvement has been noted in trade during the week. It is rather difficult to determine how much of this is due to the general awakening, and how much to the increased volume of business incidental upon the holiday season. The colder weather and snow, is regarded by business men as a favorable feature in addition to the general improvement. Lumbering operations can now get well under way, and in a country like Canada, where this industry constitutes one of its largest assets, favorable natural conditions are a great factor. There is, however, amid all these admirable elements an unfortunate feature in the water situation. Reports from the Eastern Townships report remarkable shortage, and in some cases, sources are dried up which have never been known to fail before. Trade in Montreal has not developed many features of especial note, aside from the general improvement, and tendency for firmer prices. Eggs, butter and cheese are all firm, and in good demand. The vegetable business, which has not been any too good for some time, has shown more activity. Fruits are meeting with a good sale, especially Christmas lines. Beans have shown signs of renewed vigor, owing to greater activity at western points.

The demand for some lines of provisions has been a trifle slow, but others have firmed up slightly. Sugar is steady. Maple products remain featureless. Canned goods are fairly active, while other lines are going nicely.

SUGAR—While the demand is not large, there is a steady inquiry of fair proportions. Quotations have shown no changes since last report.

Granulated, bbls	44 50
" 1-bbls	4 65
" 2-bbls	4 45
" 3-bbls	4 20
" Imperial	4 20
" Beaver	4 20
Paris lump, boxes, 100 lbs	5 35
" 50 lbs	5 45
" 25 lbs	5 65
Extra ground, bbls	4 90
" 50-lb. boxes	5 10
" 25-lb. boxes	5 30
Powdered, bbls	4 70
" 50-lb. boxes	4 90
Phoenix	4 25
Bright coffee	4 20
No. 3 yellow	4 10
No. 2 "	4 00
No. 1 " bbls	4 10
No. 1 " bags	4 05

SYRUPS AND MOLASSES — Grocers are buying molasses somewhat more freely this week, but adhere pretty generally to the hand-to-mouth method. Syrups are going fairly well. Prices are firm.

Barbadoes, in puncheons	0 37	0 39
" in barrels	0 39	0 41
" in half-barrels	0 41	0 42
" fancy	0 33	0 40
" extra fancy	0 33	0 42
New Orleans	0 22	0 35
Antigua	0 22	0 30
Porto Rico	0 22	0 40

Corn syrups, bbls	0 08	0 08
" 1-bbls	0 03	0 03
" 2-bbls	0 03	0 03
" 3-bbls	1 75	1 25
" 25 lb pails	1 25	1 25
Cases, 2 lb tins, 2 doz per case	2 40	2 40
" 5-lb. " 1 doz. "	2 75	2 75
" 10-lb. " 1 doz. "	2 65	2 65
" 20-lb. " 1 doz. "	2 60	2 60

MAPLE PRODUCTS—Some small improvement is noted, which is due to the general brightening up incidental to Christmas trade. No changes in prices have taken place.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin	0 40	0 65

TEA—Japan dealers report a better inquiry locally. At this season of the year there is a small demand for teas, as most merchants are busy with holiday lines, and are liable to neglect staple goods. This season, however, the lightness of stocks has kept the demand fairly good and steady.

Choicest	0 38	0 45
Choice	0 32	0 37
Japan—Fine	0 27	0 30
" Medium	0 22	0 23
" Good common	0 21	0 22
" Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
" Pekoes	0 19	0 20
" Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" Hysons	0 18	0 20
" Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 18
" " " " " " " " " "	0 19	0 27
" " " " " " " " " "	0 30	0 45

COFFEE—Coffee remains steady at unchanged figures.

Mocha	0 10	0 25
Rio, No. 7	0 08	0 11
Santos	0 12	0 15

DRIED FRUITS—In discussing the situation with a prominent dealer, he stated that their business had never been better, and in reviewing the situation, said, the remarkable feature of the trade since new stock had arrived, was the celerity with which available stock had been bought up. The goods which were not already sold, were disposed of almost immediately upon reaching America. This general activity has been fairly well distributed among all lines. Locally trade is good.

Figs—		
B-g figs	0 03	0 05
Tappets	0 03	0 05
Emes	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb.	0 05	0 05
Malaga Raisins—		
London layers	2 95	2 50
" " " " " "	2 50	2 50
" " " " " "	0 75	0 75
" " " " " "	1 30	1 30
" " " " " "	4 75	4 75
" " " " " "	5 75	5 75
" " " " " "	1 00	1 00
" " " " " "	0 07	0 08
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " " " " " " " " "	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 13	0 15
Peaches, " "	0 11	0 15
Pears, " "	0 13	0 14
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " " " " " " "	0 19	0 19
" " " " " " " " " "	0 8	0 10
" " " " " " " " " "	0 0	0 10
" " " " " " " " " "	0 0	0 10
" " " " " " " " " "	0 07	0 07
" " " " " " " " " "	0 06	0 07
" " " " " " " " " "	0 08	0 08
" " " " " " " " " "	0 19	0 09

RICE AND TAPIOCA—Reports from the primary rice markets state that re-

ceipts are only moderate and owing to low prices are in good demand. Honduras lines are scarce and fancy grades are also small in supply. Cables from abroad note steady markets. Locally wholesalers report small volume of trade with no changes. Tapioca presents no new features this week.

Rice, grade B, bags 250 pounds	3 15
" " " " " " " " " "	3 15
" " " " " " " " " "	3 25
" " " " " " " " " "	3 30
" " " " " " " " " "	3 40
" " " " " " " " " "	3 05
" " " " " " " " " "	3 5
" " " " " " " " " "	3 15
" " " " " " " " " "	3 15
" " " " " " " " " "	3 25
Tapioca, medium pearl	0 05

SPICES—The approach of the Christmas season has stimulated this commodity somewhat, especially cloves and cinnamon are more active. No new prices have been announced.

Peppers, black	0 16	0 20
" white	0 18	0 27
Ginger, whole	0 18	0 20
" Cochin	0 17	0 20
Cloves, whole	0 17	0 30
Cloves, ground	0 25	0 25
Cream of tartar	0 25	0 32
Allspice	0 12	0 18
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

BEANS AND PEAS — Considerable strength has been infused into this market, owing to renewed activity in the West. So far, however, quotations have not been affected. Locally demand has much improved.

Ontario, pick-rs	1 65	1 70
Rangoon Indians	1 70	1 70
Peas, boiling	1 38	1 40

EVAPORATED APPLES—Sale of new stock is proceeding in rather an indifferent manner, and quotations have not altered.

Evaporated apples, new	0 07	0 07
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CANNED GOODS

MONTREAL—Fish is the centre of attraction at the present time, while fruits and vegetables are meeting with a good sale. Meats are not as active as other lines.

TORONTO.—The amount of business passing at this season is rather a new feature. This is no doubt a result of the lighter buying in advance earlier in the season. Corn, peas and tomatoes are reported as the most active lines, with some attention being paid to fruits and fish.

	Per doz.	Per doz.
	Group 1.	Group 2
3's apples, standard	\$1.00	\$.95
3's apples, preserved	1.45	1.40
Gals. apples, standard	2.55	2.50
Gals. apples, preserved	4.00	3.95
Blueberries (Huckleberries)—		
2's standard	1.20	1.15
2's preserved	1.70	1.65
Gals. standard	5.05	5.00
Cherries—		
2's, red, pitted	1.95	1.90
2's, red, not pitted	1.55	1.50
Gals. red, pitted	8.00	8.00

THE CANADIAN GROCER

Gals. red, not pitted	6.50	2's. light syrup, "Globe"	1.25
2's black, pitted	1.95	3's. ditto	1.85
2's. black, not pitted	1.55	2's. pineapple, sliced	1.95
2's white, pitted	2.05	2's. do., grated	1.95
2's white, not pitted	1.65	2 1/2's. do., whole	2.45
Currants—			
2's red, heavy syrup	1.95		
2's red, preserved	2.20		
Gals. red standard	5.00		
Gals. red, solid pack	7.00		
2's black, heavy syrup	1.95		
2's black, preserved	2.20		
Gals. black, standard	5.25		
Gals. black, solid pack	8.00		
Grapes—			
2's white, Niagara, preserved	1.45		
Gals., ditto, standards	3.55		
Lawtonberries—			
2's. heavy syrup	1.95		
2's. preserved	2.20		
Gals., standards	7.55		
Peaches—			
1 1/2's. yellow, (flats)	1.70		
2's yellow	1.95		
2 1/2's yellow	2.65		
3's yellow	3.05		
3's. yellow, (whole)	2.30		
2's. white	1.85		
2 1/2's white	2.55		
3's white	2.80		
3's. pie, not peeled	1.45		
Gals., pie, not peeled	4.30		
Gals., pie, peeled	6.05		
Gals., assorted pie fruits (add 5 p.c.)			
Plums—			
2's. Damson, light syrup	1.00		
3's. ditto	1.40		
2's Damson, heavy syrup	1.15		
2 1/2's. ditto	1.80		
3's. ditto	1.90		
Gals., Damson, standard	2.90		
2's Lombard, light syrup	1.00		
3's. ditto	1.45		
2's Lombard, heavy syrup	1.20		
2 1/2's. ditto	1.85		
3's. ditto	1.95		
Gals., Lombard, standard	3.05		
2's G. Gage, light syrup	1.40		
2's. G. Gage, heavy syrup	1.55		
2 1/2's ditto	1.85		
3's. ditto	2.05		
3's. G. Gage, light syrup	1.85		
Gals., G. Gage, standard	4.05		
2's Egg, heavy syrup	1.55		
2 1/2's ditto	1.85		
3's. ditto	2.05		
Raspberries—			
2's. red, heavy syrup	1.95		
2's. red, preserved	2.20		
Gals., red, standard	7.65		
Gals., red, solid pack	9.80		
2's. black, heavy syrup	1.95		
2's. black, preserved	2.20		
Gals., black, standard	7.05		
Gals., black, solid pack	9.80		
2's. rhubarb, preserved	1.80		
3's. rhubarb, preserved	2.45		
Gals. rhubarb, preserved	3.30		
2's. strawberries, heavy syrup	1.95		
2's. strawberries, preserved	2.20		
Gals., strawberries, standards	7.05		
Gals., strawberries, solid pack	9.80		
Gooseberries—			
3's. heavy syrup	2.15		
2's preserved	2.40		
Gals., standards	6.00		
Gals., solid pack	8.00		
Pears—			
2's Flemish Beauty	1.70		
2 1/2's Flemish Beauty	2.00		
3's Flemish Beauty	2.15		
2's Bartlett's	1.90		
2 1/2's Bartlett's	2.20		
3's Bartlett's	2.35		
3's pie, not peeled	1.30		
Gals., pie, peeled	4.05		
Gals., pie, not peeled	3.55		

Ceylon tea continue to climb and spices are a little firmer in feeling. Otherwise staple goods are on a pretty steady basis.

SUGAR—The refined market is unchanged, with very little interest displayed. European raw markets have fluctuated as usual, down and up. No new estimates of European beet crop have been brought forward and, generally speaking, the sugar situation is without change of importance in any direction and looks favorable to the continuance of about present values, both at home and abroad, for the immediate future.

Willett & Gray sum up the world's visible supply as follows:—Total stock of Europe and America, 1,835,851 tons, against 1,756,238 tons last year at the same uneven dates. The increase of stock is 79,613 tons, against an increase of 113,890 tons last week. Total stocks and afloats together show a visible supply of 1,879,851 tons, against 1,813,238 tons last year, or an increase of 66,613 tons.

Paris lumps, in 50-lb. boxes	5 5
" in 100-lb. "	5 5
" in 25-lb. boxes	5 8
St. Lawrence granulated, barrels	4 6
St. Lawrence Beaver	4 3
Reddish extra granulated	4 6
Reddish Imperial granulated	4 3
Acadia granulated, (bags and barrels)	4 5
W. laceburg	4 4
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 "	4 20
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — Some quantities of these goods are being sold by firms who do business in the north. Otherwise there is little doing.

Medium	0 30	0 35
Bright	0 40	0 45
Per case		
2 lb. Tins, 2 doz. in case	2 40	
5 " " "	2 75	
10 " " "	2 65	
20 " " "	2 60	
Barrels	0 13	
Half Barrels	0 03	
Quarter "	0 13	
Pails, 3 1/2 lbs. each	1 75	
" 2 1/2 "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
" 12 "	4 81	
Quarts, 24 "	4 81	
Pints, 24 "	2 50	
Molasses—		
New Orleans, medium	0 30	0 35
" bbls.	0 28	0 30
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 50
West Indian	0 30	0 35

TEAS—High grade Ceylons continue to climb in price, as they have been doing for the past couple of months. A cable received by a local broker on Tuesday noted also a firmer feeling in the other grades. This places all Ceylons on a very strong basis.

In reviewing the situation, Thompson Bros., of London, weekly circular dated Nov. 26, says:—At this time of the year there is always a certain amount of speculation rife as to the amount of crop likely to be manufactured, and as to whether or not there will be an early or a late close. It is, of course, premature yet to be able to form an opinion one way or the other, but from Mail advices received, except from Assam, the crop is hardly likely to be so large as last year. In this connection it is interesting to note that for the first time since the commencement of the season, the total quantity of Indian tea offered in London is in excess of last year, thus removing what has been somewhat of an incubus to the market. With the lowest quotation steady and a good general demand for

ONTARIO MARKETS.

POINTERS—
 Sugar—Steady.
 Teas—High grade Ceylons scarce and dear.
 Apricots—Firmer.
 Nuts—Demand excellent.
 Spices—Firm.

Toronto, December 10, 1908.

Business continues on about the same basis as reported last week. Considerable brightness is evident and some of the wholesale houses are enthusiastic over present conditions. Others are less expressive but say that business is all right. This week the bulk of the orders is for fruit and nuts. While the greater part of the regular Christmas buying has been done, retailers in a great many cases seem to have bought rather lightly and an abundance of sorting orders is keeping matters active.

The beginning of sleighing has been a benefit to retailers at country points particularly. City grocers report business as fairly quiet but expect a big fortnight before Christmas.

The markets have been fairly steady during the week. The higher grades of

THE CANADIAN GROCER

better grades a firm market has been maintained throughout the auctions for 73,640 pkgs. from all sources. The position of tea shows on the whole an improvement, from which a continued moderate increase in the Customs returns may be looked for.

COFFEE—Local business is exceptionally good this week, with prices steady. The primary markets are slightly easier, though not enough to affect local conditions.

Willett & Gray, in a review of the situation, say in part:—

“Strange to say, although we are now in the month of December, there is no fresh news forthcoming about the growing crop, nor any estimates from Rio or Santos. Of late years the Centro de Cafe in Rio has given out an estimate by the 1st of December, and their figures may be looked for any day. On the receipts in Brazil so far, compared with the crops from 1903-04 to 1905-06, the present crop in Santos does not appear to be larger than 9,000,000 bags, and considering the inducements for the planters to send down their crops as fast as possible, as 20 per cent. extra duty will be levied on any quantities received in Santos after the 9,000,000-bags limit shall have been reached, it must be supposed that the crop has been marketed this time just as rapidly as in those other years. The crop in San Paulo this season has been very irregular, some planters securing a very good yield, while others had even less than the small crops of last year; so that the planters who had good crops would ship them out quickly, whereas those who had only small crops were obliged to send them forward at once on account of financial necessity. Negotiations for the San Paulo Consolidated Loan, while not officially reported as finished, can be so considered. The majority in the House of Deputies in Rio was very large in favor of the Guarantee Law, while the majority in the Senate was assured before the discussion commenced.”

DRIED FRUITS—There is an excellent demand for practically all lines this week, and while retailers have not bought so heavily in advance as in former years the sorting orders are bringing the business pretty well up to former years. Figs, dates, and raisins are all moving well. Fancy table raisins are in extra good demand, and wholesalers' stocks in these are light. Apricots are being bought freely and are reported firmer on the coast, present prices being very favorable. Low prices in Valencia raisins still continue. Quotations generally are about the same as last week.

Prunes —	Per 1
40-50's, 25-lb. boxes	0 69
50-60's, " "	0 81
60-70's, " "	0 08
60-70's, 50-lb. boxes	0 08
80-90 " "	0 07
90-100, " "	0 07
Apricots —	
Choice, 25-lb. boxes	0 12
Fancy, " "	0 14
Candied and Drained Peels —	
Lemon	0 09 0 11
Orange	0 10 0 12
Figs —	
Elmeca, per lb.	0 08 0 12
Tapioca, " "	0 03 0 04
Bag Figs	0 02 0 01
Currants —	
Fine Filiatras	0 06 0 07
Patras	0 08 0 06
Uncleaned, to less.	

Raisins —	
Sultana	0 07 0 13
" Fancy	0 11 0 12
" Extra fancy	0 14 0 15
Valencia, new crop	0 05 0 06
Seeded, 1-lb. packets, fancy	0 09 0 10
" 16 oz. packets, choice	0 09 0 10
" 12 oz.	0 08

Dates —	
Hallowes	0 06 0 06
Sais	0 05
Fards choice	0 08 0 08
choice	0 07

NUTS—While several lines are being held firmer in primary markets there is no change locally. Demand is exceedingly good and there are evidences of a good Christmas trade in these.

Almonds, Formigetta	0 12
Tarragona	0 13
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
Filberts	0 10 0 12
Pecans	0 16 0 18
Brazils	0 15
Peanuts	0 10 0 12

RICE AND TAPIOCA—A steady staple demand is being felt with no changes.

Rice, stand. B.	Per lb.
Bangoon	0 03 0 02
Fatas	0 03 0 02
Japan	0 05 0 05
Jaya	0 05 0 07
Sago	0 05 0 06
Seed tapioca	0 06
Tapioca, medium pearl	0 05

SPICES—Dealers report demand very good. Peppers particularly have a stronger feeling in primary markets, and, indeed, this firmness prevails through all lines of spices. Local prices, however, are unchanged.

Peppers, blk p re.	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Cloves, whole	0 35 0 50
Cream of tartar	0 28 0 35
Allspice	0 23 0 25
" whole	0 16 0 19
Mace ground	0 17 0 20
Mixed pickling spices, whole	0 10 0 10
Cassia, whole	0 15 0 20
	0 30 0 25

BEANS—Not a great deal of interest is displayed. Supplies seem to be a little difficult to secure. Prices are unchanged.

EVAPORATED APPLES—There is little demand for these goods at present and no new features are evident.

Evaporated apples	0 07 0 07
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HIDES AND SKINS—The local market is quiet and pretty well cleaned up. The feeling in Chicago is easier this week pointing to a downward tendency.

No. 1 inspected steers, 60 lbs. up	0 11
No. 2 " "	0 09
No. 1 " cows	0 09
No. 2 " "	0 08
Country hides, cured	0 08 0 08
City Calf skins	0 12
Country Calf skins	0 10 0 12
Lambkins	0 60
Horse hides, No. 1	2 50 2 75
Rendered tallow, per lb.	0 05 0 06
Horse hair, per lb.	0 29

A PARTICULAR CUSTOMER.

“Ma wants a pound of cheese exactly like what you sent us last. If it isn't exactly like what she got before she won't take it,” said the small boy.

The grocer turned to his numerous customers and remarked blandly:

“Some people in my business don't like particular customers, but I do. It's my delight to serve them and get them what they want. I will attend to you in a moment, little boy.”

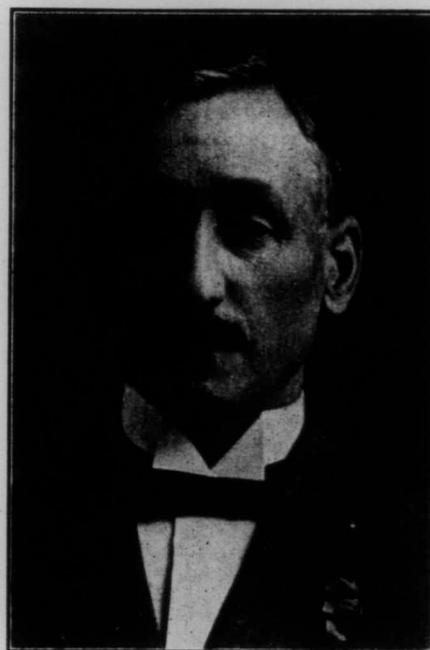
“Be sure and get the same kind. A lot of pa's relations are visiting our house, and ma doesn't want 'em to come again,” the small boy explained.

BUSINESS MEN IN PUBLIC LIFE.

MAYOR J. A. ROBB.

Of Valleyfield, Que., Recently Elected Member House of Commons.

James A. Robb, member for Huntingdon, Quebec, in the Dominion House, was raised on a farm at Trout River, educated at the district school and Huntingdon Academy, and at the age of sixteen was apprenticed as miller with the late James McDonald, Valleyfield, Que. After putting in seven years in the flour mills at Valleyfield, he worked some time in the best mills in Milwaukee and Minneapolis, subsequently returning to Valleyfield, where he acquired a partnership in the milling firm of McDonald & Robb. Mr. Robb has taken a large interest in local politics. He



MAYOR JAMES A. ROBB, M.P.

served on the school board as trustee for a number of years. In 1902 he was elected alderman in Valleyfield city council, and in 1906 was elected mayor, and re-elected in 1908. At the last general Federal election was elected to represent his native County of Huntingdon in the Liberal interests. Mayor Robb has been an active member of the board of managers of the Presbyterian church for over twenty years. He is a past grand master of the I.O.O.F., and an ardent supporter of good clean athletic sports.

TRADE NOTES.

Prince Rupert now has a Board of Trade. It starts with a membership of 42.

J. S. Davidson, late of the firm of McKinnon & Davidson, has commenced in business for himself, having purchased the stock of G. Kaphalagos, Sudbury.

Methods of Attracting Holiday Trade

The Grocer Should Make Every Preparation to Bring the Customers Into His Store—Some Novel Ideas Which Will Aid in This Work.

Adequate methods of preparation for the business of the holiday season are absolutely necessary. There is little use of merchants endeavoring to console themselves or satisfy themselves by saying that to sell Christmas goods there is no need of an elaborate publicity campaign, either by interior and window display, or through the daily and weekly newspapers, because the "giving" spirit in the buying public is so active that it is a positive certainty that they will buy the goods.

Although the reason given for their lassitude is quite plausible, it isn't rational. Just because the people are sure to buy Christmas goods is no reason why a grocer should be so confident that he will enjoy their patronage without soliciting it.

As the competitive spirit has become so universal and so merciless, the grocer will find it imperative that he make strenuous endeavors to convince the buying public of the superiority of his goods if he hopes to maintain his business.

The first thing to do is to carefully inspect invoices and order sheets to ascertain whether the necessary goods have been ordered, and in sufficient quantity, and, second, to remind the jobbers and agents of your desire to have the goods delivered promptly.

The second thing to do is to remove goods, although seasonable, to less prominent positions in the store, to make room for the Christmas goods.

It will also be both appropriate and profitable to decorate the stores with evergreens, holly, and attractively designed and arranged lights. Everything that is calculated to increase the attractive power of your store and thereby increase the possibility of increasing your sales, in gaining new patrons and securing them for future patronage should without the slightest hesitation be done.

Then comes the arrangement of the Christmas goods. To array these in the most attractive and sales-effecting way possible is essential to the success of the holiday season's business.

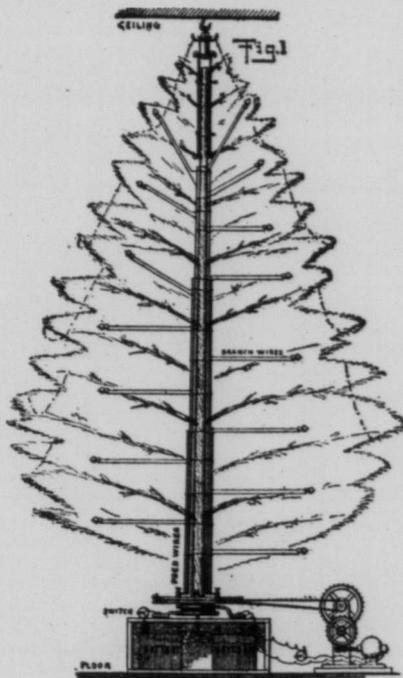
A REVOLVING CHRISTMAS TREE.

There is nothing more impressive at Christmas time than a revolving Christmas tree, lighted by electric lamps. A simple, yet inexpensive way of arranging a revolving Christmas tree, that will not upset and is easy to put up and take down year after year, is shown in the accompanying sketches from the Scientific American. The initial cost is the only one except the recharging of the batteries every year, which can be done from an ordinary lamp socket, using a number of lamps as a rheostat.

First locate in the ceiling, at the selected place for the tree, a beam or lath, and with the point of a sharp knife cut out a V in the ceiling paper, and bend the point of the paper to one side. Into this exposed part of the ceiling screw a

hook about 3-16-inch in diameter. To this the tree is hung as hereinafter described. When the tree is taken down and the hook unscrewed, the V-shaped piece of paper may be pasted back to cover the hole and leave no marks in the ceiling.

The inside or stationary part of an old bicycle pedal is fastened to the above-mentioned hook. To the outer or revolving part are secured two wires about 12-gauge and 2 feet long. These wires



Wiring of Revolving Tree.

are securely fastened on opposite sides of the tree, preferably bent under a branch (Fig. 1). A piece of tin may be cut and fastened at the top of the pedal, from which the tinsel and strings of glass balls may be hung.

To the lower part of the tree is secured an arrangement as shown in Fig. 3. This consists of a large grooved pulley about 12 inches in diameter by $\frac{1}{4}$ -in. thick, made out of ordinary pine board. The groove may be made with the edge of a half-round rasp. To the upper side of this pulley are secured three or more small brackets, which are fastened to the tree with wood screws. On the under side of this pulley are secured and insulated from each other two metal discs or rings, such as brackets for ordinary gas globes, terminating on top of the pulley with binding posts. Into the centre is driven a tenpenny wire nail. A small box placed on its side may be put on the floor under the tree with a small hole to receive the nail. This forms a guide for the lower end of the tree. The box may either be nailed or weighted down, so as to keep the

tree steady. Fastened on the box and insulated from each other are two copper brushes, one for each ring respectively. A small electric motor, such as is usually sold for \$1, is now placed about 18 to 24 inches from the large pulley. As a rule, these motors run too fast for this purpose. A wire may be coiled about the motor shaft and soldered fast to form a worm which may mesh with a train of clock wheels. These can be obtained from any watchmaker. To the shaft of one of these wheels a small pulley is secured about one inch in diameter (Fig. 1). Wrap this pulley with cord, and put some resin on, so as to increase the friction. Now place a small endless cord over the large and small-grooved pulleys. The motor should be connected up with a dry-cell battery, and by placing in the circuit a switch or push button, the motor may be started at will.

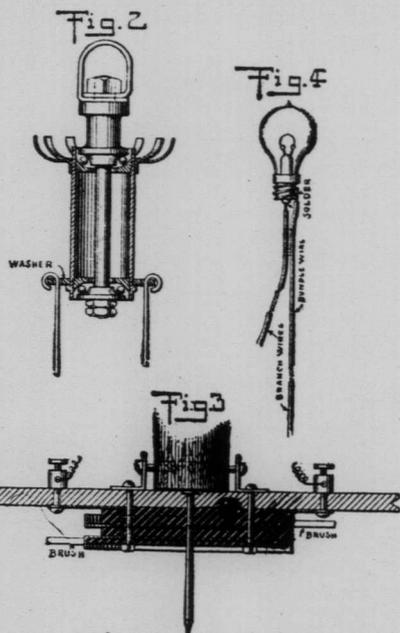
The tree is now ready to revolve, and should make five to seven revolutions per minute. The batteries may either be kept in the box under the tree or in the cellar, where they will be out of the way. Two small holes may be drilled in the floor, about 2 inches apart. A pointed copper wire about 8 gauge may be pushed through the rug or carpet into these holes and connections made to these wires with the batteries in the cellar and to the brushes on the top of the box, and by putting a switch in the circuit the current may be turned on or off.

From the binding posts on top of the large pulley, the feed wires are run on opposite sides of the trunk of the tree to their respective lamps; ordinary bell wire will answer the purpose. It has been found best to run several of these feed wires, and to put about five lamps on each set. This gives far better and more uniform distribution of the electricity to the lamps than when large wires are used, as the top lamps get very little or no current. The lamps used in series from the ordinary current are by far too bright, as it simply puts the tree in the "shade." A soft light is the more desirable, and the tree may be decorated to a better advantage with battery lamps, as no unsightly sockets or heavy cords are used, and there is no danger of fire. The wires are soldered on the lamps, as shown in Fig. 4, and may be placed on the hands of the images used in decoration of the tree. The lamps may also be enclosed in small Japanese lanterns, which will greatly add to the beauty of the tree.

Another pretty effect may be obtained by using an ordinary tree candle with its usual holder hung on a bough. To do this, remove the wick by boring a small hole in the centre of the candle, into which insert the wires, already soldered onto the lamp, letting the lamp rest on the top of the candle (Fig. 5). Of course, the more lamps used, the prettier the effect. A 7-foot tree will require from 25 to 35 lamps.

The connection between the lamps and

the feed wires may be done by twisting the ends together. Care should be taken that the ends of the opposite wires do not touch each other, and that no tinsel comes in contact with them. Run the branch wires on top of the branches. A

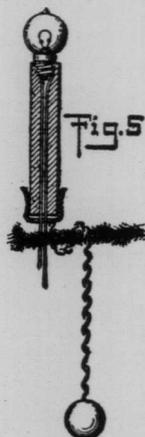


Details of Mechanism.

diagram of the wiring is shown in Fig. 1.

When all the lights are turned on, start up the motor and see that everything is all right and that all the lamps are burning bright before decorating the tree. Then the lamps may be moved to suit the ornaments.

The box under the tree, as well as the motor may now be covered up with cotton batting and small twigs cut from the lower branches of the tree.



Electric Candle.

Instead of placing the tree in front of a window, it may be placed in the centre of a dining-room table. The table may be opened about six inches to let the trunk of the tree pass through. Some of the lower branches will have to be cut off. The chandelier may be removed and a small hook screwed on the gas pipe, from which the tree may be

suspended. To close the opening in the table, two tablecloths must be used, and a few twigs may be placed where the cloths meet.

A double floor switch may be employed, to one side of which the wires from the motor and to the other the wires to the lights may be connected. By manipulating the switch with the foot, the motor may be started or the lights turned on independently of each other.

TO PREVENT TREE UPSETTING.

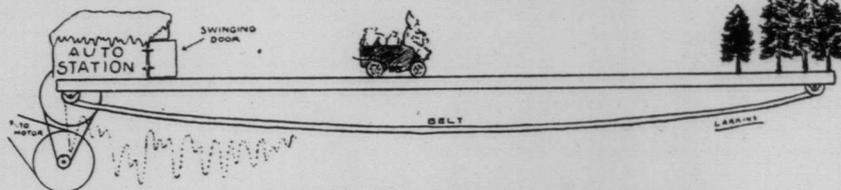
The Christmas tree can be safely supported by the use of fine, almost invisible, wire. Fasten three or four wires to the main body of the tree at a point near the top. Draw each wire tight, and secure to the brads in the door and window frames, or the picture molding, at opposite sides of the room. Twist one or two of the wires about strong limbs to prevent the tree from turning. This arrangement obviates all necessity for marring the floor.

A HOLIDAY ATTRACTION.

The accompanying sketch, from the Merchants Record and Show Window shows a simple little device that can be used effectively at the top of a Christmas window background. The drawing indicates the mechanism clearly. A runway a few inches wide is placed horizontally across the top of the back. It has a roller at each end, over which an endless belt travels. To the belt is attached a toy automobile loaded with bags of toys. Santa Claus is the driver. At one end is an auto having a spring door which opens from the inside out. At the other end are some miniature fir trees. From the front of the runway hangs a fringe of imitation icicles which conceal the belt. When the motor is started up the auto runs out of the station door, across the back and disappears among the trees at the other end. This performance is repeated indefinitely. The ends of the runway should be concealed so that the onlooker cannot see the auto pass under on the return trip. By making an inclined instead of a horizontal runway a coasting hill or toboggan slide may be constructed on the same principle. In this case a number of Teddy Bears could be made to slide down hill in a very natural manner.

FOLDING TREE STAND.

The accompanying cut shows a simple way to make a support for a Christmas

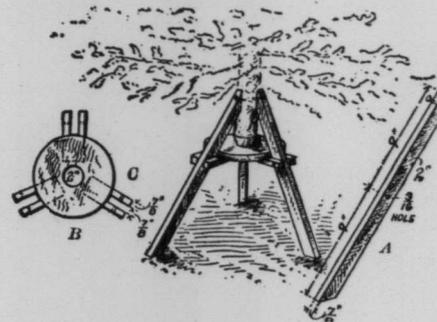


A Mechanical Holiday Attraction.

tree. The material should be of hard or tough wood that will not split easily, writes A. V. Searing.

Make three pieces like A, of 7/8x2 1/2-inch strip, also three pieces like C, of 1/2x2 1/2-

C pieces to the underside of the disc B with screws. Bore holes in the arms of each C piece to just receive a 3-inch inch strip, and one piece like B; for this the bottom of a peach basket will do very well. In the centre of the disc B bore a 2-inch hole to receive the sharpened base of the tree. Fasten the wire nail. In the top of each leg, A, as shown, insert a small nail or screw to form a point that will press into the tree. Now place a leg A in the slot sawed out of C, and pass a 3-inch wire nail through the holes.



Folding Tree Stand.

When the Christmas tree is taken down the legs may be unhinged and the stand folded and packed away for use next year.

DON'T BE A GROUCH.

Don't you believe that if you, personally, directed a little more attention to your customers, your business would increase?

Manufacturers often hire men outside of the regular salesmen to call around and simply say good day to a customer and if the customer has any kicks against the goods or the firm, he stands ready to remedy them.

If, when you went to your wholesale house to buy groceries, instead of a salesman coming over to greet you, the president, vice-president or secretary of the concern shook your hand and showed you the goods they had in stock, wouldn't you feel more apt to run up a larger order than if one of the house salesmen waited upon you, and wouldn't you feel as though your business was appreciated by the firm?

A picture in an advertisement doesn't need translating, for it speaks all languages.

Temper is such a good thing that we should never lose it.

If you have trade days in your town, take advantage of them to display in your window the comparative prices and quality of your goods with catalogue-house supplies.

Hints on Show Card Writing

A Method of Advertising Which Grocers Might Well Take Wider Advantage of — Not so Difficult as Most Merchants Suppose—Pictures Clipped From Magazines and Pasted on Cards Make Designs Attractive—The Materials to Use

By J. L. Wyckoff, Manager Rowat & Co.'s Branch Store, London.

Up-to-date show cards are one of the most important methods of advertising for merchants, yet few grocers take advantage of this inexpensive way of selling their goods. How many grocery stores you pass to-day and see a neatly arranged window display but not a card calling attention to the quality and price of goods displayed, or if any cards appear they are so slovenly made that they seem to mar what otherwise might have been a profitable and attractive window display?

Card writing is not so difficult as it at first appears. With a little practice anyone could make fairly good cards. Select a plain type of letter, the plainer the better, and one that can be made with single strokes of the brush, that is, one single down-sweep of the brush forms the stem of the letter, another the top, etc. Go at it deliberately and carefully and you will be surprised in a short time to find yourself writing cards neatly and rapidly.

Have as few words on your cards as possible, something that can be read in a moment as people pass the window. In making price tickets, if you have such words as "choicest," "finest grown" or some others as a heading, and underneath the price you will find them far more effective than if the prices only appeared.

Spacing is Important.

After deciding what shall be the wording on the card, sketch it in roughly with a lead pencil or chalk on dark cardboard. The spacing of the letters and general layout of the card must be done very carefully. This is more important than having the letters accurately drawn as good composition and spacing will make an attractive card even if the letters are a bit irregular; the only lines you need to rule are the top and bottom, indicating the height of the letters. All the rest is done freehand.

A very attractive and serviceable card is one having a dark background with the letters in white. Have some kind of a design on one side of the card, appropriate to the wording, if possible. This need not be drawn or painted on the card, but may be a picture clipped from some magazine and pasted on the card. Now draw a black line about an eighth of an inch wide with the brush all around the picture and close up to it. This is to cover up the edge so that at a short distance you cannot detect that the picture was pasted on the card.

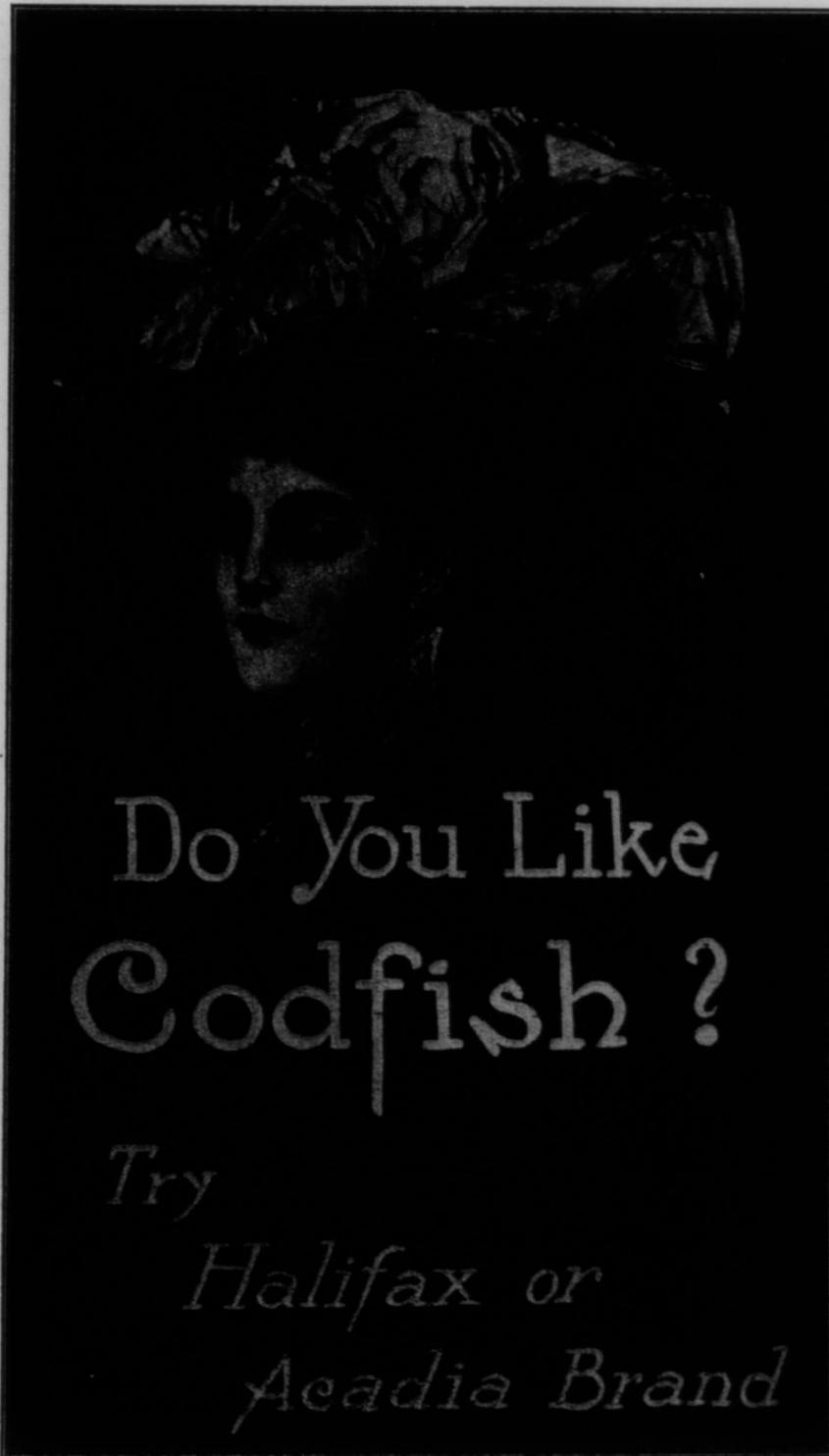
The Materials to Use.

For general use eight-ply white cardboard, with a matt surface, is the best, and for the dark cards get "carbon

black" about eight or ten-ply in thickness.

The brushes are called "Red Sable

Riggers," and Nos. 9 and 12 are the best sizes. These will make a fine line or as broad as the brush itself.



SHOW CARD WRITING—A Sample of Mr. Wyckoff's More Elaborate Designs.

THE CANADIAN GROCER

Stafford's white and black show card inks are about the best paint to use, although I use mostly the kind I mix myself by taking about half a teaspoonful of dry paint, bought at any hard-

eral of the ideas he has mentioned in the article, but also how very striking these cards can be made. Mr. Wyckoff's designs are not all so elaborate as most of those shown, but, unfortunately, the

opened under the name of Canadian produce companies. Many firms are making use of the word Canadian to aid them in the sale of goods. Several firms are handling Canadian apples almost exclusively, and one of them has this year imported and disposed of 43,000 barrels. The development is not confined to fruit. Lines of other Canadian produce and of Canadian manufactures are being more and more largely handled.

There is a tendency on the part of importing houses to use the Canadian trade index for the purpose of corresponding with many Canadian firms for the handling of lines they produce. Some of the Leeds fruit men came to Canada and made direct arrangements with Canadian fruit growers. He thinks this plan of direct negotiation might be carried on with profit in regard to other lines.

J. A. Chesley, Canadian Trade Commissioner at Cape Town, reports to the Trade and Commerce Department that last year South Africa imported 288,297,636 pounds of wheat, valued at \$4,178,660. Of this Australia supplied 244,000,000 pounds odd. Canada sent 1,449,119 pounds, worth \$5,168, as against 3,607,258 pounds, valued at \$11,514 in 1906. The bulk of the importation is of wheat, our grain only being needed for mixing purposes.



SHOW CARD WRITING—An Effective Design With Picture. The Original was 22 by 15 inches in size.

ware store and in any color, on a piece of glass, adding a few drops of alcohol—this is to break the paint—and grind with a palette knife or an ordinary table knife will answer just as well. Then add common mucilage until about as thin as a thick paste and grind thoroughly. Put this mass into a saucer and add water until it is about like thin maple syrup. If this is properly mixed you will have a paint that will flow freely from the brush and dry quite rapidly.

Some Further Hints.

Do not use too many colors on a card. Good combination is blue letters with underlining in red or black. These go very nicely together.

Try to make your cards original, different from your neighbors. Study the advertisements in magazines for good layouts. You will be surprised with the

simpler ones were done in colors which do not permit of reproduction.—Editor.]

CANADIAN TRADE GROWING.

Trade Commissioners at Leeds and Cape Town Make Encouraging Reports.

The trade of Canada with the North of England is growing rapidly. A few years ago there was practically no direct business done and all Canadian produce sold in the North of England was disposed of as American. A great change has now been brought about.

Trade Commissioner J. B. Jackson, of Leeds, in a recent report to the Ottawa authorities, says:

The progress of Canada and of Canadian affairs in general are followed here with such close interests that in the eyes of the people anything coming



SHOW CARD WRITING—One of the Simpler Designs.

number of good ideas you will get from the advertising pages of the different magazines.

[Several cards written by Mr. Wyckoff himself are reproduced herewith. These show, not only how he carries out sev-



SHOW CARD WRITING—A Striking Card for Everyday Use.

from the Dominion seems to carry additional attraction and interest. This is worth a good deal in trade, and many firms have realized the importance of it, and establishments are being

RETAIL MERCHANTS' ASSOCIATION NOTES.

A meeting of the general executive of the Toronto Association was held on Thursday evening, Dec. 10, to consider several important matters.

The association is preparing a rejoinder to the literature of various co-operative societies and associations which have been formed in Canada. The reply will be published about Dec. 15 and will go fully into the history and experience of such societies in Canada and other countries.

Jas. Eadie, provincial organizer of the association, is visiting the branches in St. Catharines and Niagara Falls, where officers will be elected this week.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Jos. Cote, Quebec, tobacco importer, is offering a wide range of smokers' requisites to the trade. His values are attractive. The chief sellers of the firm in the cigar line are, Cake Walk, Golden Flower, My Best, V.H.C., St. Louis, Champlain, Havana, Second, at 5c, and El Sergeant at 10c.—Advt.

A correspondent writes that most of the Canadian manufacturing plants are now running full force. He expresses the opinion that if merchants lose much time in placing their orders for late fall and winter goods, they will stand an excellent chance of not getting the goods till a very late date. This holds true especially of lines which require time and attention in their preparation. Brushes and brooms, to take a familiar example, will not prove satisfactory either to the merchant or to his customers unless special care is put on their manufacture. Merchants should remember these facts when tempted to delay in placing their orders.

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THE BANK OF MONTREAL

The ninety-first annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the Institution yesterday, at noon.

There were present:—Sir George Drummond, K.C.M.G., president; Sir Edward Clouston, Bart., vice-president and general manager; Sir William C. Macdonald, Sir Thomas G. Shaughnessy, Hon. Robert Mackay, Messrs. R. B. Angus, E. B. Greenshields, Charles R. Hosmer, David Morrice, Alexander T. Paterson, G. F. C. Smith, Huntly R. Drummond, Lieut.-Col. Prevost, B. A. Boas, James Tasker, W. R. Miller, James Kirby, K.C., R. W. Shepherd, Roswell C. Fisher, Henry Mason, Wm. Stanway, W. B. Blackader, Bartlett McLennan, Henry Joseph, R. Campbell Nelles, Henry Dobell and M. S. Foley.

On motion of Mr. R. B. Angus, seconded by Hon. Robert Mackay, Sir George Drummond, President, was unanimously voted to the chair, after which it was resolved: "That the following be appointed to act as scrutineers: Messrs. G. F. C. Smith and Bartlett McLennan; and that Mr. James Aird be secretary of the meeting."

Sir Edward Clouston then submitted the report of the Directors as follows:

THE DIRECTORS' REPORT.

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1908.

Balance of Profit and Loss Account, 31st October, 1907\$ 699,969.88
 Profits for the year ending 31st October, 1908, after deducting charges of management, and making full provision for all bad and doubtful debts 1,957,658.68
\$2,657,628.56

Dividend 2½ per cent. paid 1st March, 1908..\$ 360,000.00
 Dividend 2½ per cent. paid 1st June, 1908 .. 360,000.00
 Dividend 2½ per cent. paid 1st Sept., 1908 . 360,000.00
 Dividend 2½ per cent. payable 1st Dec., 1908 360,000.00

\$1,440,000.00
 Amount credited to Rest Account ...\$1,000,000.00 2,440,000.00

Balance of Profit and Loss carried forward\$ 217,628.56

Since the last Annual Meeting Branches have been opened at Stirling, Ont., Gretna, Man., Grimsby, Ont., St. Hyacinthe, P.Q., Hosmer, B.C., and Sherbrooke, P.Q., and Sub-Agencies at Magrath, Alta., Cardston, Alta., and Peel Street (Montreal). The arrangements mentioned in our last Report for opening a Branch at Prince Rupert have not yet been completed. The Sub-Agencies at Sherman Avenue (Hamil-

ton) and Queensville, Ont., have been closed.

With deep regret the Directors have to record the death of their esteemed colleague, Sir Robt. Reid, who had been a member of the Board for upwards of eight years.

The vacancy on the Board has been filled by the election of Mr. C. R. Hosmer.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

(Signed) G. A. DRUMMOND,
 President.
 Bank of Montreal, 7th December, 1908.

the money markets of the world are abnormally easy, but the volume of trade has been considerably diminished. Measured by the value of imports, the shrinkage in Canada within a year has been approximately 20 per cent., namely, from \$362,460,000 to \$297,300,000, the figures being for the twelve months ending October 1st, 1907 and 1908 respectively.

On the other hand, the value of domestic exports in the same period has been well maintained, being \$231,500,000, as against \$244,200,000 last year.

The daily business of the country, as gauged by bank note circulation, at no time showed a shrinkage exceeding 5 per cent.

In view of the great excess to which imports had grown over domestic ex-

GENERAL STATEMENT.

The General Statement of the position of the Bank, 31st October, 1908, is as follows:—

LIABILITIES.

Capital Stock	\$ 14,400,000.00
Rest	\$12,000,000.00
Balance of Profits carried forward	217,628.56
	\$12,217,628.56
Unclaimed Dividends	2,803.01
Quarterly Dividend, payable 1st December, 1908.....	360,000.00
	12,580,431.57
	26,980,431.57
Notes of the Bank in circulation	\$12,417,132.00
Deposits not bearing interest	38,766,918.23
Deposits bearing interest	105,192,365.64
Balances due to other banks in Canada.....	112,312.36
	156,488,728.23
	\$183,469,159.80

ASSETS.

Gold and Silver coin current	\$ 5,168,887.33
Government demand notes	9,542,088.25
Deposit with Dominion Government required by act of Parliament for security of general bank note circulation	600,000.00
Due by agencies of this bank and other banks in Great Britain ...	\$7,331,267.66
Due by agencies of this bank and other banks in foreign countries...	11,959,588.00
Call and Short Loans in Great Britain and United States	40,689,956.00
	59,980,811.66
Dominion and Provincial Government Securities	956,562.07
Railway and other Bonds, Debentures and Stocks..	8,105,233.57
Notes and cheques of other Banks	3,492,713.65
	87,846,296.53
Bank Premises at Montreal and Branches	600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets	\$94,762,020.73
Debts secured by mortgage and otherwise	176,404.85
Overdue debts not specially secured (loss provided for)	84,437.69
	95,022,863.27
	\$183,469,159.80

Bank of Montreal,
 Montreal, 31st October, 1908. E. S. CLOUSTON, General Manager.

THE PRESIDENT'S ADDRESS.

The President, in moving the adoption of the directors' report, said:—

A year ago business in the United States was staggering under a sudden collapse of credit and acute money stringency, while in Canada the brakes had been applied and the slowing down process had begun. To-day the situation is much improved, confidence has been largely restored, credit is again good,

ports, amounting to upwards of 100 million in 1907, the subsequent contraction in imports must be regarded as a healthy condition. The gap between exports and imports may be still further contracted with advantage, and it is to be hoped that this process will be steadily continued. No doubt this reform was assisted by the repeated recommendations of economy emanating from all financial quarters, and it is gratifying

THE CANADIAN GROCER

to note that the liquidation process compelled by monetary conditions has been accomplished in Canada with, upon the whole, little disturbance, and practically without any great disaster.

Commercial loans have been reduced by the banks sixty millions, or upwards of 10 per cent., with a contraction of less than 5 per cent. in the volume of domestic trade as measured by note circulation.

Immigration has fallen off about 50 per cent., but the quality of late has been good, farmers and farm laborers predominating.

The great feature of the year has been the excellent crops secured by the Northwest Provinces, Manitoba, Alberta, Saskatchewan, variously estimated as in wheat 105 to 115 million bushels; oats, 100 million bushels; barley, 25 million bushels; in addition crops of flax, potatoes, etc. The money value of the grain crops to these farmers will approximate 125 million dollars earned by a territory practically deserted up to a comparatively recent date. We have further from the same territory the report that an unusually large percentage of fall ploughing has been done, that the land is in the very best condition, and a very considerable increase in acreage indicated for next season.

The export demand for our surplus farm products has been above the average, and a large proportion of these has already been marketed. In Ontario and Quebec, however, the brilliant prospects of spring were somewhat clouded over by a long continued mid-summer drought. As regards the special business of this port, the exports of wheat and oats were in excess of last year, being respectively 27,485,034 and 1,268,803 bushels. Most other grains were somewhat short.

Shipping—There is a widespread depression in shipping the extent of which may be imagined from a report from the North of England that about a million tons of steamers were already laid up, and many more will require to go into the ranks of the unemployed during the winter. Notwithstanding this the trade of the St. Lawrence has fairly well held its own. Some voyages, no doubt, were unremunerative on account of vacant space, but both passengers and freight were, upon the whole, profitable, which is another proof of the advantages which the St. Lawrence route possesses. The tendency in all new vessels is towards increased size and carrying capacity, demanding due provision in all harbor and channel work of the future.

The Lumber Trade—The exports of lumber and deals for the past year to both Europe and the United States have fallen below those of the year previous, both in volume and value. Pine deals have declined \$3 to \$4 per 1,000 feet, and spruce \$2 per 1,000 feet, from which decline there has already been a partial recovery. This is considered a favorable omen, and a sign that the depression which has hung over the lumber trade for some time past is about to be dispersed, and that a more active business in the future may be looked for.

The British market shows an improvement, Liverpool advices being of a more cheerful tone. Quebec pine and spruce deals are being enquired for, and as stocks are somewhat heavy, their realization would be a great help to the trade.

The opinion seems to prevail that the turning point has been reached, and that better times are near at hand.

Exports—As regards the exportable products, it may be said that eggs, cheese, ham, bacon and meats, butter and apples, all showed a falling off, and wholesale grocery houses after having felt the depression in business in the past year, now speak of a decided improvement, with brightening prospects for the coming year.

Exports of Produce—The value of the principal exports of produce from this port during the past season of navigation are computed as follows:

Grain and flour	\$32,948,000
Butter and cheese	19,157,000
Hams and bacon	2,101,000
Total	\$54,206,000

If to the above we add the exports of cattle, \$4,716,700, we have a grand total of \$58,922,700.

Dry Goods—The effects of the panic of last October were not immediately felt by the dry goods trade. The general trade was so good in 1907 that the full effect did not appear until January, 1908. For six months previous to that a certain amount of taking in of extra canvas had been going on, as money had been very scarce. Arrangements had been made before October for a probable decrease in sales for spring, 1908, but the decrease in turnover was a great deal more than anticipated, reaching as much as 20 to 30 per cent. from 1st January to 1st June. After that the improvement began, and for the fall six months the loss of business was about half this amount, or 15 per cent.

Buying has been conducted everywhere on conservative lines for next spring season, 1909, which is just beginning. Orders taken in advance by the travelers are very fair.

The capacity of the Canadian cotton mills and calico printers is likely to be taxed in many lines to its full capacity, as they have received large orders which last year were placed in Manchester. Fine and coarse wools have advanced in England, and manufacturers of woolen dress goods in France have refused orders, except at an advance in price.

The good crops have helped collections very much, and the financial state of the retail trade is quite satisfactory. Comparatively few bad debts have been made by the wholesale trade during the year. (This is one of the features of this panic, as the Bank of Montreal returns show.) Generally the prospects seem distinctly improved, and the outlook decidedly hopeful.

Iron and Hardware—While some of our large wholesale firms complain that business has fallen off in the past year, everything points to an increased trade in the future. Manufacturers of iron and steel report increasing orders for future delivery, and a heavy spring business is anticipated.

Leather—Both business and profits have been curtailed in the past year, owing partly to the increased cost of hides, and the low price of leather, but prospects for the coming year are most encouraging. The allied trade of boots and shoes shows very similar results for the year.

Railway Construction—The past year certainly was, and the present holds out the prospect of being emphatically the era of railway construction. The Grand

Trunk Pacific between Prince Rupert and Moncton is likely to occupy a considerable time, while it cannot be overlooked that most of the other railways in the country have been occupied with extensions, much greater than the public have any idea of. For example, the Canadian Pacific Railway at the end of June had over 700 miles under construction in different sections of the country, and the Canadian Northern was also engaged in increasing its mileage in Quebec and the western provinces.

The vast importance of the improvement of the agricultural products of the country must be an excuse for introducing a subject occupying a great deal of attention in other countries as well as here, and closely bound up with the prosperity of the country, and, of course, of this and other banking institutions. When we reflect that the annual value of the products of the soil of Canada must exceed four hundred millions of dollars, any percentage in increase in quantity or improvement in quality of our crops becomes of enormous importance. For example, if by selection of the seed or by hybridizing, with the light thrown on this subject by Mendel's discovery, the wheat plant can be made to increase its yield or shorten the period of ripening, even by days, it might mean the difference in the Northwest of saving or losing a large percentage of the crop.

In the magnificent installation of Sir Wm. Macdonald at St. Anne's, which, after all, is only the continuation and culmination of his work in the same direction all over the Dominion, this question of improvement in the grain plant and in the fertilizing of the soil has been a subject of careful research and experiment, and no doubt will continue to be so.

Dr. Robertson is sanguine enough to state that within five years past an increase of more than 25 per cent. has been obtained over large areas in Canada, on the average yield per acre of wheat, barley and oats, by improvement in the quality of the seed sown. It is not too much to hope that this improvement will continue as fresh discoveries are made and their application extended, and that the research and experimental department of the Macdonald and other colleges will prove the most important institutions in the country.

I beg to move: "That the report of the Directors now read be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

THE VICE-PRESIDENT.

The Vice-President then spoke as follows:

Since I last had the pleasure of meeting you and giving an account of my stewardship, we have passed through a very momentous financial year. For several months our American neighbors were not, practically, on a specie basis, and though in Canada we considered that we were in a fairly sound condition, we were somewhat in the position of a man living in a fireproof house with his neighbor's residence ablaze. He believes himself safe, but is natur-

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ally nervous as to the result. I said, in a fairly sound condition, for though our state was satisfactory enough for normal times, the country's great prosperity had brought about an abnormal demand for money. We were over-trading on inadequate capital; everyone from the Government to the individual was spending too much and living too extravagantly. Canada's financial resources were strained to the utmost, and when in addition, there came a crisis in the United States, and extraordinary conditions elsewhere (witness a 7 per cent. Bank of England rate), we certainly had grounds for uneasiness, and good reason for putting on the brakes, financially, in rather an emergent manner. Fortunately, some of us had begun to do so before the crisis arrived. The general result of all this disturbance has been beneficial, and what I said last year; that we would eventually reach a better and a sounder basis, is coming to pass. Largely as the result of a harvest of exceptionally high quality, which is realizing excellent prices, Canada to-day is in a good commercial position, and can look to the future with renewed hope and satisfaction. Not that we are in a condition to start a boom; but if our people will continue the conservative policy which is at present animating their conduct of business, we will emerge stronger and better in every way.

Reference to the record of commercial failures which, during the past year, have increased from \$10,000,000, the average of recent years, to \$16,000,000, brings home the reality of the dangers which have threatened our industrial welfare. These are large figures, but considering the strain and stress of the times, the great expansion in business, and the heavy stocks carried last autumn, we may reasonably consider the commercial community to have weathered the storm fairly well, and I think it may be claimed that the banks did their share in carrying them through a season of trouble.

During the year we have had three bank failures—the Sovereign Bank of Canada, La Banque de St. Jean, and the Banque de St. Hyacinthe. It is hardly necessary to state that in no case have the noteholders suffered, and it is worthy of notice that since the circulation came more directly under the supervision of the Canadian Bankers' Association, there has been no failure of a bank which has disclosed any tampering with its circulation, either by over-issue or otherwise.

Through the assistance of a number of the banks, the Sovereign Bank is being liquidated without loss to its depositors. This was a case of "modern" banking, where unusual methods were adopted to attract deposits, and depositors can hardly be blamed if in the future they look askance at any bank which adopts catchpenny means of soliciting the savings of the people. They will certainly be justified in considering such devices signs of weak-

ness on the part of the institution employing them.

The two other banks which I mentioned were small affairs, whose failures affected only the communities they served, but to the credit of those communities be it said that they behaved with admirable self-control, under trying circumstances. In each case the difficulty was too serious to warrant outside banking assistance. Whilst, however, the failure of the St. Jean institution was consequent upon mismanagement, the responsibility for which the criminal courts have been called upon to fix, that of the Banque de St. Hyacinthe shows how bad business, contracted originally by over-ambitious management, because an ever-increasing incubus, which must infallibly prove the downfall of a small and localized concern.

In July last, a brief Act of Parliament amended the Bank Act to the extent of enabling banks during the usual season of moving the crops (1st October to 31st January), to issue additional notes to the amount of 15 per cent. of each bank's combined capital and reserve.

Although desirable as a precaution against any sudden shortage of currency, such as our neighbors sometimes suffer from, very little use has yet been made of the privilege by the banks. This season, at least, it was not a necessary facility, as shown by the fact that, at the close of October, the balance of notes of chartered banks available for circulation exceeded \$19,000,000; this, too, notwithstanding an usually heavy crop, which had to be moved in a limited period.

The explanation is, no doubt, that the increased number of branch banks in the country has become an important factor in assisting the crop movement, giving the farmer quick payment for his grain and aiding the prompt deposit of its proceeds. Thus circulation is returned to the banks with little delay, enabling them to re-issue notes and taking them out of the pockets of the farmers, where, in former years, they became locked up.

The prominent feature of the present situation as contrasted with that of a year ago is the world-wide plethora of money. The contrast is rendered greater by the fact that the late stringency was intensified by senseless hoarding, not only by individuals, but, in some cases, by banks. Such hoarding aggravated that want of confidence by which it was begotten, and rendered the crisis more acute. When, after the turn of the year, the normal financial loosening took place, the hoarded funds came out and swelled the supply of available cash. This soon became of unusual volume, owing to an enforced general liquidation and a desire to place business on a basis more commensurate with the capital employed.

When Europe untied the purse strings once more, she facilitated the liquidation of government and municipal advances

at home by the flotation of loans in foreign countries. Thus it has come to pass that our deposits have increased \$17,000,000, while our loans, other than call, have decreased \$10,000,000, making our present percentage of immediately available assets 57 per cent., as against 43 per cent. a year ago. Containing such features, the financial statement laid before you shows an exceptionally strong position—stronger, indeed, than is necessary. Unfortunately, it is not a money-making position, as the rates ruling in the London and New York markets, where we are obliged to carry a large portion of our reserves, are unusually low, and I am afraid we cannot look forward to very good profits during the coming year. But, after all, lean years will come, and, as history repeats itself, it proves, in its application to banking at least, that conservative methods are the only ones which can safely be employed alike in times of prosperity and leanness, to build, in fair weather, a structure which will not be shaken by the inevitable storm.

The Vice-President having seconded the motion, Mr. Roswell C. Fisher referred to the asset of \$600,000 for bank premises at Montreal and branches. "Last year we were told no reason was seen for altering the statement. I think there is one, as the shareholders do not know in the slightest degree the value of the premises, and, therefore, cannot criticise the expenditure. If we knew approximately how much was being spent in additions to bank premises all over this country, we would probably be in a position to criticise. We might also say if statements are not correct in one case, how are we to know that the others are not equally incorrect?"

The Vice-President—"The new board coming in will take the matter into consideration, and see if they will alter the formal statement. I think that, if an error at all, it is an error on the right side, and if all the Bank's assets were valued in the same way as its real estate, the Shareholders should be very well satisfied as to its position.

The motion for the adoption of the directors' report was then put and was carried unanimously.

Mr. B. A. Boas remarked: "Before moving the resolution I hold in my hand, I have a few words to say, and I have no doubt all the shareholders will join with me in congratulating our Vice-President on the great honor which has been shown him by His Majesty the King. We all trust he will live for many years to enjoy the distinction and to be the guiding spirit of this Bank. I now move:

"That the thanks of the meeting be presented to the President, the Vice-President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. Henry Dobell, and unanimously concurred in, after which Mr. Charles R. Hosmer moved: "That the thanks of the meeting be given to the General Manager, the Assistant General Manager, the Inspec-

tors, the Managers and other officers of the Bank for their services during the past year."

This was seconded by Sir Thomas Shaughnessy, and was unanimously agreed to.

The Vice-President, in returning thanks, said: "With reference to Mr. Boas' kind remarks, I do not look upon the honor given me by His Majesty as an honor to me personally, but because of the position I occupy—I was chief executive officer of this Bank and also President of the Bankers' Association—it is an honor to the Bank of Montreal and to the Canadian Bankers' Association."

Mr. W. R. Miller moved: "That the ballot now open for the election of Directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was seconded by Mr. James Tasker, and was carried unanimously.

THE DIRECTORS.

The ballot resulted in the election of the following directors:

R. B. ANGUS,
SIR EDWARD CLOUSTON, BART.,
HON. SIR GEORGE DRUMMOND,
K.C.M.G., C.V.O.
E. B. GREENSHIELDS,
CHARLES R. HOSMER,
SIR WILLIAM C. MACDONALD,
HON. ROBERT MACKAY,

DAVID MORRICE,
ALEXANDER T. PATERSON,
JAMES ROSS,
SIR THOMAS G. SHAUGHNESSY,
K.C.V.O.,

THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G., G.C.V.O.

The Honorary President, the President and the Vice-President will, in the ordinary course of business, be elected at to-day's meeting of the Directors.

BARRIE CORRESPONDENCE.

December 8.—Saturday's market was a record breaker, owing to the fine sleighing and the Christmas shopping being at hand. New laid eggs are almost an impossibility and what few were offering were sold at 35c a dozen. A remarkable thing occurred that we seldom see at this time of year, that is the large number of held eggs that were offering and sold at twenty-five cents a dozen. Butter, which is being sold in all the surrounding districts at two and three cents lower, still remains at 25c a pound, and we don't expect to see that price advance, as the supply is now ahead of the demand. Turkeys, dressed, brought a good price according to the outside markets, as high as 13½c being paid by the buyers, while 12½c was the general price. Chickens, crate fed, sold at 12c; ordinary plump at 10c, and hens at 7c. Ducks were 12½c a pound and very scarce at that. Geese were in abundance and sold from 8c to 10c lb.

The peddler nuisance, which seems to be the topic of the business men just now, is as bad in our county as in any other, and upon calling upon various business men of this town your correspondent finds they all denounce the peddler and agree that a high license should be imposed on them so as to rid the country of them. The local council only last summer raised the license from \$10 to \$50, and should by the efforts of the Retail Merchants' Association raise it again this or early next year to \$200 anyway.

W. J. Lennox, of Ivy, is issuing circulars this week announcing that he will, after Jan. 1st, 1909, conduct his business on a strictly cash system and asks his customers to assist him in his efforts. We wish him every success.

Last Saturday at noon the main street in our town was completely blocked by the loads of grain waiting to be unloaded at S. Calwell's and Brown & Co.'s storages. Never in one day has so much grain been handled for at least ten years.

This week has seen some heavy buying in holiday fruits by some of the merchants, principally in oranges, as practically all fruits in this line will have to be in stock by the first or middle of next week. The large sizes in navels this year are very scarce and high and the prices paid in large lots will range from \$3.15 to \$3.25, while the smaller sizes are being bought at even money. Mexicans are being bought heavily on account of their fine color and they make a good "cheap" orange. One merchant reports having bought them this year in a large quantity at \$2 a box for assorted sizes.

QUALITY THAT TALKS—ATTRACTS—SELLS

The way to get the people coming to your store and passing by the man 'round the corner, is to sell

FARMER BRAND

CANNED FRUITS AND VEGETABLES

Every can is a splendid advertisement for the man who sells it. The reason we are able to produce goods of uniformly high quality is the fact that all our stock is grown upon our own 3,000 acres of the finest garden land. That's the basis of quality—good raw material. Then, look at our Canning Factory! Positively, it is modern and sanitary in every particular; and the people who operate it are clean and highly skilled in their trade.

Farmers' Canning Co., Limited, BLOOMFIELD
Ontario

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.

H. & A. B. LAMBE, Hamilton.

C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.

MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.

A. E. CURREN, 54, Bedford Row, Halifax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON, Eng.

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

Christmas Gift 12 Times a Year!

By sending your friends A YEAR'S SUBSCRIPTION TO

Busy Man's Magazine

You are really sending a gift every month. Its monthly arrival will be a 'constant reminder.' Its usefulness will not pass away with the season. Each succeeding issue means a greater appreciation on the part of the recipient because each number will be read with increasing interest.

Its stimulating and inspiring articles make Busy Man's a most appropriate gift from employer to employee.

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

The Busy Man's Magazine, _____ 1908
10 Front Street East, Toronto.

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

Address _____

Enclosed is Two Dollars to pay for same.

Name _____

Address _____

YOUR CUSTOMERS WANT

foods that you can absolutely guarantee. There is both safety and good profit for the grocer in selling

HEINZ

57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

because he can unhesitatingly recommend them to his best trade. They stand every test of the Pure Food Laws and are guaranteed to suit. Money back to your customer if they ever fail to please.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

It Is Time—

you got in that order for Christmas goods. Send it in now and ensure choice stock for your Holiday Trade.

STAR BRAND SUGAR CURED HAMS

Smoked or already Cooked.

THE FINEST BREAKFAST BACON

on the market—**FEARMAN'S STAR BRAND.**

PURE LARD

in 1-lb., 3-lb., 5-lb., 10-lb., 20-lb. and 60-lb. pails.

OLD ENGLAND MINCE MEAT

in 6-lb., 12-lb., 28-lb. and 70-lb. pails.

Carefully selected and all made under Dominion Government supervision.

F. W. Fearman Co.

LIMITED

Hamilton, Ont.

GOVERNMENT BULLETIN NO. 144
ISSUED JAN 3 1908

CONDENSED MILK, Sweetened.

	Total Solids.	Water Fat.
REINDEER MILK	72.68	8.61
CLOVER "	71.78	7.91
EAGLE "	68.50	8.00
GOLD SEAL "	69.12	7.33
SILVER COW "	70.34	7.04
NESTLE'S "	68.35	7.97
PHEASANT "	69.29	5.10
CHALLENGE "	68.00	7.37

STERILIZED CREAM, Unsweetened.

JERSEY CREAM	27.06	8.05
ST. CHARLES "	27.06	7.10
PEERLESS "	26.98	6.50
CARNATION "	24.94	6.93

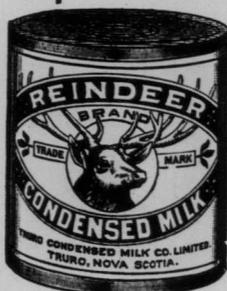
The Government Endorses Superior Quality of the Truro Brands

Reindeer Condensed Milk

is 7½ per cent. richer, and

Jersey Sterilized Cream

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



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



Butter Eggs Cheese Poultry

(Live and Dressed)

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

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

The good business speculation, which the progressive merchant has developed to stated buyers' interest phase any a peri the cc

The position and the Hogs here, 49 to 53 to year. continues, are on an ice Danish what large creasing a please Canada willing mous remark ers. receive cepts year's They that weight are ru of the case, receipt end se

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To the Grocery Trade of Canada

Gentlemen,—

“GET A MOVE ON”

Add

Mason's
Number One Sauce

to your stock. Its use “makes eating a pleasure and life worth living.”

A 3-lozen case of ½ pints Mason's Number One Sauce will cost you \$4.95 and sells at \$7.20. That'll do, won't it ?

ALL JOBBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted Throughout the
Dominion

BARRELS

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

H. CARGILL & SON
CARGILL, ONTARIO.

SALT

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

TORONTO SALT WORKS
125 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

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

Write or phone us with best quotations.

Rutherford, Marshall & Co.
Wholesale Produce Merchants.

TORONTO.

Poultry Wanted!

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

P. POULIN & CO.
39 Bonsecours Market, Montreal

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

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

All round, prices are a cent higher than last week.

Spring chickens, per lb, live.....	0 09	0 11
Spring chicken, dressed.....	0 11	0 13
Hens, per lb., live.....	0 06	0 07
Hens, per lb., dressed.....	0 08	0 10
Young ducks, per lb., live.....	0 09	0 10
Ducks per lb., dressed.....	0 11	0 12
Turkeys, per lb., dressed.....	0 13	0 14
Geese, per lb., dressed.....	0 08	0 09

WINNIPEG.

BUTTER—There has been no change in the local market. For No. 1 dairy the produce houses are paying 22c f.o.b.

Winnipeg, for No. 2 19c, and for No. 3 17c.

EGGS—Buying price is still 25c f.o.b. Winnipeg for candled eggs.

CHEESE—There is very little Manitoba cheese on the market, but what there is is quoted at 13¾c per lb. Ontario is selling at 14½c to 14¾c per lb.

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

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

GROCERY TRADE CHANGES

Notes From All Sections of Canada Telling of the Opening of New Stores, Sales, Assignments, Dissolutions and Discontinuance of Business.

Ontario.

Wm. Kaeding, grocer, Windsor, has assigned.

L. Roberts, baker and grocer, Barrie, has assigned.

L. A. Cummings, grocer, Chatham, has assigned.

E. R. Almas, grocer, of Hamilton, has sold his business.

J. L. Reaume, general store, Kearney, has assigned to R. Tew.

August Lentz, grocer, of Hamilton, has sold out to L. G. Perry.

Wm. Kaeding, grocer, of Windsor, has assigned to Gaspard Pacaud.

Louis Ravelle, general store, Grand Bend, was burned out recently.

E. Raines & Co., grocers, Toronto, have been succeeded by H. Abram.

Ross & Michael, general store, North Bay, have assigned to R. Richardson.

John H. Cranston, grocer, of Merrickville, has assigned to Albert E. Baker.

J. A. Cunningham, general merchant, Maynooth, has assigned to J. C. De Rocher.

W. D. Beatty, general merchant, Horning's Mills, has assigned to John T. Ferguson.

The premises of Poole & Co., grocers and crockery dealers, Woodstock, Ont., were damaged by fire last week.

Western Canada.

McKillop & Menzies, general merchants Oakburn, Man., are dissolving.

W. H. McGregor, confectioner, Grand View, Man., has sold to John Banning.

S. Pearlman, general storekeeper, of Portage la Prairie, has sold his McGregor branch to E. E. Turner.

Quebec.

Robillard & Co., grocers, Ville Emard, have registered.

J. P. Belanger, general merchant, of St. Thuribe, has assigned.

Elzear Depelteau, general merchant, St. John's, has assigned.

D. Tousignant, grocer, St. Pierre Les Becquets, has compromised.

S. A. Collette, grocer, Montreal, has assigned to Alex Desmarteau.

Bell & Co., general merchants, Cowansville, have compromised.

Joseph Belisle, general merchant, Bonaventure River, has assigned.

The assets of J. T. Sequin, grocer, Montreal, are advertised for sale.

The assets of T. Pare, general merchant, Tring Junction, have been sold.

The business of Albert Thorpe, confectioner, Montreal, is advertised for sale.

Joseph Gervais, general merchant, St. Canute, has assigned to Vincent Lamarre.

Charles Gaouette, general merchant, Kingsbury, has assigned. The assets will be sold.

FIRE IN BRANTFORD WHOLESALE HOUSE.

Geo. Watt & Sons Suffer Loss From Damage by Water—The Blaze a Small One.

On Friday morning, Dec. 4, fire broke out shortly after eight o'clock in the wholesale grocery house of Geo. Watt & Son, at the corner of Dalhousie and King Streets, Brantford. The previous afternoon, it is said, an oil can leaked in the office near where were placed some brooms and boxes. On opening in the morning, James O. Dowd, seeing the mark on the floor from the oil, struck a match to investigate. As he did so the top of the match flew into the oil. At once the flames sprang up and fire commenced to work its way up the partition. There was a lot of smoke and the fire would have been a bad one had it not been for the prompt arrival of the city fire department. A stream of water was turned on the blaze and in short order the fire was extinguished. The warehouse was heavily stocked with Christmas groceries and damage from water will reach \$1,000.

Holly Wreaths -- Christmas

Joseph Brown & Sons' Ad. SEE IT? PAGE 71

The makers of "Gillett's Goods" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Perfumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



ESTABLISHED 1852.

Merchants should recommend food products that are produced in **CLEAN** factories.

There will be a good demand this year for

Clark's Corned Beef

We are advertising it largely and it is such great value that you may confidently order a good supply. Don't forget our other lines all tried and proved!

- Clark's Pork and Beans
- Clark's Ox Tongue
- Clark's Veal Loaf
- Clark's Mince Meat
- Clark's Sliced Beef

WM. CLARK

Manufacturer

MONTREAL



BOVRIL, LTD., are purveyors to H.M. King Edward VII, to H.M. the King of Spain and to H.M. the King of the Belgians.

Two Thirds

of the

BOVRIL

we make is used in the kitchen and the grocers sell it. Are you getting your share of the trade? Just a word of reminder to your customers will increase your sales.

All kinds of Gravies, Soups and Roasts are improved in flavor and made more nourishing by the addition of a little Bovril.

Take a bottle home to YOUR wife.

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

The Name

Cowan's

on Chocolate Confections stands for clean, honest manufacture—absolute purity—wholesomeness—and above all, captivating flavor.

Maple Buds,
Chocolate Cream Bars,
Milk Chocolate Medallions,
Nut Milk Chocolate
and many others

The Cowan Co., Ltd.
Toronto, Canada

By Royal  Letters Patent

Nelson's

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

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

Nelson's

Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

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

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

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

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

Mott's

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

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

Every Jobber Can Supply You

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

SELLING AGENTS:

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

Keep Korn Kinks Handy!

No use putting your Korn Kinks on the top shelf unless you like climbing up and down all day for exercise. Keep your

KORN KINKS

within easy reach. You make a good profit without trouble when you sell **Korn Kinks** as we create the trade and you supply the demand.

THE H-O MILLS
HAMILTON, - - - ONTARIO

MAESTRANI

GENUINE

SWISS MILK CHOCOLATE

- ☞ Unequaled for delicious flavor.
- ☞ Low prices but highest quality obtainable.
- ☞ Samples and prices FREE. Write to-day.
- ☞ Sales quick and steady. Excellent profits.
- ☞ **Particularly seasonable just now for your Xmas trade.**

Send in a trial order at once.

If you get MAESTRANI you get absolutely the best genuine Swiss Milk Chocolate on the market.

It is the Acme of Perfection!

SCHLESINGER BROS. & CO.
 SOLE CANADIAN AGENTS
 16 PLACE ROYALE, MONTREAL

MAPLE SUGAR

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

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
 Manufacturer

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

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas
 Clean and White

Quebec's leading Flour and Grain House.

C. A. PARADIS, Dalhousie St., Quebec

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

EPPS'S

GRATEFUL AND COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
 In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

NUTRITIOUS AND ECONOMICAL

COCOA



TRADE WINNERS.

Pop Corn Poppers, Peanut Roasters and Combination Machines.

MANY STYLES. Satisfaction Guaranteed. Send for Catalog.

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

Holly Wreaths -- Christmas

Joseph Brown & Sons' Ad. SEE IT? PAGE 71



GOX'S
 INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:
 C.E. Colson & Son, Montreal
 D. Masson & Co., "
 A. P. Tippet & Co., "

J. & G. COX
 Ltd
 Gorgie Mills
 EDINBURGH

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

BIG SE

Toronto Six-

There' Toronto League enthusiast the offic evening wards t the inte intense carried season.

The m the 4th sentativ wholesal T. Kinr C. Renr Eby, Bl Roull ; Atkins ; Jas. Lu F. Pyne man, G C. S. M May, se

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BIG SEASON IN HOCKEY LEAGUE.

Toronto Wholesale Grocers Will Have a Six-Team Schedule and Lots of Fun This Winter.

There'll be something doing in the Toronto Wholesale Grocers' Hockey League this season all right if the enthusiastic organization meeting held in the offices of R. S. McIndoe on Monday evening of th's week is any evidence. Towards the close of the season last year the interest in the league became very intense and this interest bids fair to be carried on and to grow the present season.

The meeting, which, by the way, was the 4th annual, was attended by representatives of practically all the Toronto wholesale grocery houses, as follows:— T. Kinnear & Co., T. H. Kinnear and C. Rennie; Warren Bros., Otto Lang; Eby, Blain & Co., Harold Meath and W. Roull; Davidson-Hay, S. Wylie and L. Atkins; H. P. Eckhardt, B. R. Brown; Jas. Lumbers Co., "Wes" Lumbers and F. Pyne; Grocery Brokers, P. F. Millman, Geo. Hortop and T. C. Webber; C. S. Morrow, vice-president, and A. S. May, secretary-treasurer.

How enthusiastic the meeting was may be imagined from the fact that it lasted two hours and a half.

One of the important items, of course, was the election of officers, which went in the following way: Hon. president, R. S. McIndoe; Hon. vice-president, Thomas Kinnear; president, W. G. Lumbers; vice-president, C. S. Morrow; secretary-treasurer, A. S. May,

54 Wellington Street East; patrons, H. P. Eckhardt, Col. Jno. I. Davidson, Hugh Blain, W. A. Warren, W. H. Millman, F. W. Humphrey, J. Scott, James Lumbers. C. S. Morrow and Gordon Humphrey were appointed official referees.

A new departure was made this year in arranging that each wholesale house shall enter a team of its own. This will provide six teams instead of three under the grouped system of last year.

The teams, with their colors are; H. P. Eckhardt & Co., black sweaters and red trimmings; Eby-Blain, black sweaters with yellow trimmings; T. Kinnear & Co., dark blue sweaters; Jas. Lumbers Co., white sweaters with blue trimmings; Brokers I., white sweaters with red and green trimmings; Brokers II., red sweaters with white trimmings.

The league has exhibited commendable enterprise in securing the new Excelsior covered rink for games three nights a week. This will give excellent opportunity for spectators, and will assure satisfactory ice. 'Varsity ice has also been secured three nights a week for practice.

Undoubtedly the fight for the Tillson trophy will this season be a stiff one.

The result of last season's play is handed out by Secretary May as follows:

	Goals		Goals	
	Won	Lost	for	Agst.
T. Kinnear & Co. ..	3	1	28	8
Jas. Lumbers Co. ..	2	2	13	16
Grocery Brokers ..	1	3	10	23

The league, during its three years of existence, has done a great deal to foster acquaintance and good fellowship among the various members of the Toronto wholesale houses, and as such deserves every support.

TRADE NOTES.

F. X. Lamontagne, La Tuque, is offering to compromise.

J. A. Rousseau, general merchant, Plessisville, has compromised.

A. Du Tremblay, general merchant, Roberval, is offering to compromise.

W. A. Lebelle, general merchant, Laverlochere, has assigned to Vincent Lamarre.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

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



Canada's Standard For Years

White Moss Coconut

You know it from experience.

The Canadian Coconut Co., Montreal



Just the Finest Goods for Christmas
CARR & CO.'S BISCUITS

You can always sell the best goods at this season of the year. If you have not handled CARR & CO.'S fine lines now is your time to get your customers to try. It will pay them and you.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Montreal and Toronto, Eastern Provinces
Hamblin & Brereton, Winnipeg, Lakes to the Rockies
The Standard Brokerage Co., Ltd., Vancouver, B.C., British Columbia

FRUITS, VEGETABLES AND FISH

Christmas Demand Brightening the Fruit Markets — Vegetables Held More Firmly and Potatoes Expected to Advance — Good Business in Frozen and Salted Fish.

HOLLY

Have two cars of well berried stock. Price is right. Do not put off ordering your holiday fruits, etc., too late. Stock is now alright.

Oranges, Lemons, Grape Fruit, Dates, Figs, Nuts, &c.

Our first car CALIFORNIA CELERY is now here and selling well. Let us have your order.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

MONTREAL.

GREEN FRUITS—Valencia oranges are cheaper, being quoted at \$3.25 to \$3.75 per case. The price of California navels has been fully maintained. Delaware holly is quoted this week at \$4.25 per case, and evergreen wreathing at \$1.75 per bale. Nova Scotia cranberries are weaker, selling for \$7.50 in barrels. Cape Cods have not changed. Locally trade is fair and other lines have not presented any new features.

Christmas Decorations—	
Evergreen wreathing, 1 ale.	1 75
Delaware holly	4 25
Almeira, extra fancy	
" extra choice	6 50
" fan y	5 10
" 17, 20, 216, 2 size	6 10
California navels, 98, 126, 150 size	3 40
" 17, 20, 216, 2 size	3 25
Floridas, 126, 15, 76, 200	3 25
Mexican oranges, 1.6, 200, 216, 150 size	2 40
Valencia 420 size	3 75
Valencias 714 size	4 25
Grape fruit	4 25
Lemons, choice, 300 size	3 00
Bananas	1 50
Pears, boxes	1 75
Pineapples, extra fancy, 24 size	3 50
" 30 size	5 10
Cranberries, early blacks, 1 bl	12 00
Nova Scotias, early blacks, 1 bl	7 50
Apples, Fameuse, XXX, 5 bl	8 00
" XX	5 50
" Overts Jennetings XX	3 50
" Spies, XXX	2 25
Baldwins, Greenings, Russetts, XXX	2 10
" Spies, XX	5 50
" Spies, XX	4 25
" Spies, XX	3 25
" Spies, XX	3 75

VEGETABLES—Quite a number of advances are noted this week, among which are, sweet potatoes, which are selling at \$1.75 per basket. Cauliflowers, \$3 dozen. Parsley is firmer. Celery is quoted by the crate at \$5 to \$6.50. Lettuce is higher now, selling at \$1, and cabbage is ruling at \$1.50. Other lines are unchanged. Locally business is fair.

Oyster plant doz	0 60
Artichokes bag	1 00
Leeks, bunch	0 10
Paranips, bag	0 15
Sweet Potatoes, basket	0 80
Marrows, dozen	1 75
Cauliflowers, dozen	1 00
Parsley, per doz bunches	3 00
Sage, per doz	0 30
Savory, per doz	0 75
Celery, crate	5 00
Water cress, large bunches, per doz	6 00
Spinach, box	0 70
Green peppers, doz	0 50
Beets bag	0 75
Carrots, bag	0 60
Spanish onions, large crates	3 25
Lettuce, per doz	3 50
Radishes, doz	1 00
Horse radish, per lb	0 60
Cabbage, bb's	0 15
Montreal potatoes, bag	1 50
Green Mountains	0 75
New Brunswick potatoes	0 95
Onions large bag	0 60
Red onions, barrel	0 90
Turnips, bag	1 25
Pumpkins doz	3 00
Squash doz	0 65
Brussels sprouts	1 00
	1 50
	0 15

FISH—Haddock is somewhat scarce and the price is slightly firmer, being quoted at 4½ to 5c this week. All lines of fish are selling well, having gotten well into the Advent season. Bloaters are plentiful. There is an extra good demand for pickled and salted lines. Labrador herrings and new green cod are selling exceptionally well.

Fresh and Frozen Fish.	
Qualla salmon	0 07 1/2 0 08
E.C salmon, frozen	0 08 1/2 0 09
Haddock, per lb	0 04 1/2 0 05
Fresh halibut	0 08 1/2 0 09
Mackerel	0 10
Dore	0 07 1/2 0 08
Steak cod	0 05 0 05 1/2

Frozen Grass Pike	0 66	0 06 1/2
Whitefish, lb	0 06 1/2	0 07
Lake trout	0 09	
Sea trout, lb	0 10	
Flounders, lb	0 10	
American live lobsters	0 24	
Bullheads (dressed)	0 10	
New Smelts	0 10	
Sea herring, per 100	1 70	1 60
To n code, btl	2 25	
Smoked—		
Haddies (exp) 15 lb. bxs., per lb	0 06 1/2	
Bloaters, per box, large, Yarmouth	1 00	
Smoked herring, per box	0 16	
Kipperd herring, 1/2 box	1 00	
Prepared—		
Skinless cod, new, 100 lb. cases	5 25	
Shredded cod, 1/2 lb. cartons, 2 doz. cartons		
in box, per box	1 81	
Dry cod, in bundles 112 lb., per pound	0 06	
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06	
Boneless cod, 20-lb. boxes	0 08	
Boneless cod, 20-lb. boxes	0 09	
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05	
Boneless fish, 25 lb. bxs., loose	0 18	
Pure cod, in crates, 1 and 2 lb. bricks	0 05	
Salted and Pickled—		
No. 1 Labrador herring, brls.	5 50	
" 1/2 brls.	3 35	
Oysters, bulk, per gallon	1 30	
Standards, bulk	1 40	
" quart tins, sealed	0 40	
Paper pails, per 100 qt. size	1 50	
Boiled lobsters, lb	0 18	
Live	0 15	
Standards, 4 gals	6 8 1/2	
Selects	7 60	

TORONTO.

GREEN FRUITS—The fruit market is active and firmer, especially apples and oranges. Northern Spies, which at present have the preference above all other varieties, are bringing as high as \$5.50 a barrel. The extra good quality of navel oranges, together with the scarcity of well-ripened fruit for the time of the year is causing a sharp advance of fruit to arrive for Christmas. So far the receipts of navels are about 25 per cent. less than was expected. While the navels are the favorite fruit and most in demand, there are on the market many other varieties which for present use are quite equal to them if not preferable. Mexicans, Floridas, Cubans, Porto Ricans and Jamaicas are all about the same price. A car of excellent Jamaicas has just arrived. These are all shipped in barrels containing about 30 dozen, and while not so well assorted as the others, for quality and flavor they may be considered as good, if not better, than any at present on the market. Very few Valencia oranges come to Toronto. Several cars of fine Royal grape fruit are among the latest arrivals. One of these cars contains a novelty never seen on this market before which is 15 barrels of pink flesh grape fruit. These are said to be the first grown of this variety and are likely to be picked up very quickly. Cape Cod cranberries are also held more firmly being a dollar per barrel higher.

Grapes, Almeira, keg	5 25	7 00
Apples, Spies	4 0 1/2	5 50
" Kings	3 00	3 50
" Greenings	2 25	3 00
Oranges Jamaicas, bbl.	4 10	4 50
" boxes, new	2 25	2 50
" Mexican, boxes, new	2 25	2 50
" Florida, boxes, new	2 25	2 50
" Navels	3 00	3 50
California navels	3 00	3 50
Lemons, Messina	3 00	3 25
" California, box	4 25	4 50
Bananas Jamaicas, firsts	1 50	1 85
" Jamaicas eight.	1 0 1/2	1 25
" jumbos	1 50	1 75

"Golden Flower"

REDLANDS NAVELS

the very highest class

CHRISTMAS ORANGE

ask

McWILLIAM & EVERIST, Toronto

Lemons

ST. NICHOLAS

and

HOME GUARD

are waxy

J. J. McCabe

Agent

32 Church Street, Toronto

Cranberries, Cape Cod bbl.....	16 00
" " crate	5 41
" Nova Scotia, bbl	8 00
" Ontario, 6-acs	2 50
Citrons, doz	0 75
Grape Fruit, Florida, box	3 50 4 00
Pineapples, Florida, crate	3 50 4 00

VEGETABLES—There is no change in price of potatoes. The arrivals during the mild weather were very heavy and large quantities are in stock. Cold weather always causes an advance owing to the expense of protecting them from frost, and therefore a slight rise may be expected. Other lines are unchanged.

Beets, Canadian, bag	0 45 0 50
Potatoes, Ontario, per bag	0 70 0 75
" New Brunswick, per bag	0 80 0 85
" sweet, barrel	3 50 4 00
" hamper	1 75
Onions, Spanish, per 50 lb. crate	1 35
" Canadian, dried, bag	0 80 0 90
" Valencia extra, cases	3 00 3 10
Carrots, new, per bag	0 35 0 45
Cabbage, Canadian, per doz	0 50 0 60
Squash, basket doz	0 50 0 75
Cauliflower doz	0 75 1 25
Celery native doz	0 25 0 40
Pumpkins, dozen	0 50 0 65
Turnips	0 30 0 35

FISH—The fish men are busy. Cold weather put life into the frozen fish trade, almost the only kind of stock in hand. Ciscoes are selling as low as 50c a basket. This is owing to an over supply during the mild weather. Some of these, however, are not in first-class condition and have to be sold at a loss.

Perch, large, per lb	0 06 0 07
Blue pickerel, per lb	0 05 0 07
Herring, medium, per lb	0 05 0 06
Whitefish	0 10 0 11
Cod, frozen	0 08 0 19
Trout, fresh, per lb	0 10 0 11
Halibut	0 09 0 10
Haddock, frozen	0 07
Salmon, Silverside	0 10 0 12
Pike	0 05 0 07
Pickrel, yellow	0 05 0 09
Soft shell crabs, doz	4 00
Herring, Dicky, smoked, bundle 5 boxes	0 85
" Rippered, 15-lb. box	1 30
" Labrador, keg	3 00
Mackerel, each	0 18 0 20
Smelts, per pound No. 1	0 10
" No. 2	0 12
Oysters, Long Island	1 60
" " medium selects	1 75
" " extra	1 85
" shell, per 100	1 50
Ciscoes, basket	0 50 1 00
Finnan Haddie, smoked, 15-lb. package	0 08
Boneless cod, quail on toast	0 06
" " imperial	0 05
" " steak	0 06 1/2
Shredded cod, doz	0 90
Acadia cod, crate	2 40
" tablets, box	1 60
Bloaters	1 25
Qualla	0 09
Catfish, dressed	0 10

CORRECT REPORTS FROM THE WEST.

Frank O. Creed, of the F. F. Dalley Co., Hamilton, has just returned from an extended trip to the coast. During a call at the Grocer office, Mr. Creed spoke enthusiastically of the business outlook in the West and said that his business was largely increased over last year. "I can vouch for the information sent in by your special Western correspondent," said Mr. Creed, "for I found on reading The Grocer every week that it gave a pretty thorough resume of the conditions I found as I traveled through the

Louis Erichsen, of Wm. Erichsen & Son, manufacturers' agents, Vancouver, is in Toronto this week calling on the grocery trade. Mr. Erichsen has just returned from an extended trip to Great Britain and Europe, where he was successful in picking up several new agencies.

Holly Wreaths -- Christmas

Joseph Brown & Sons' Ad. SEE IT? PAGE 71

FRUIT for XMAS

Our Navels are conceded by all to be the finest leaving Toronto this season. **Every Orange** Ripe and **Fine Color.**

Holly, Holly Wreaths, Wreathing, Pineapples, Tomatoes, Bananas, Cucumbers and other delicacies.

FULL STOCKS

PROMPT SHIPMENTS

WHITE & CO., Limited

TORONTO and HAMILTON

"THE SIGNAL"

of victory is flying o'er the brands of California Oranges packed by the Stewart Fruit Co. Quality has merited it. Ask for the Navels bearing The Signal. Your now customers will bring more.

District Agent, - - - W. B. Stringer

Fresh Arrivals This Week

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders. Price and quality always right.

HUGH WALKER & SON GUELPH, ONT.

FLORIDA ORANGES, \$2.50 per box PORTO RICO ORANGES, \$2.40 per box
MEXICAN ORANGES, \$2.25 " CALIFORNIA NAVELS, \$3.25 to \$3.50 "

We have also full lines of Grape Fruit, Lemons, Malaga Grapes, and other seasonable goods, at attractive prices.

THE DAWSON COMMISSION CO., TORONTO

Our outlet for Poultry, Butter and Eggs is the best.

General Stores

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

Hardware and Metal

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

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

MONTREAL.

(Between the 2 Depots)

St. Antoine Market

O'Connor's Fish Market

Prompt remittance. Ship at once.

(f.o.b. Montreal)

Ducks, lb. 12½c.

Geese, lb. 09c.

Chickens, lb. 13c.

Turkeys, lb. 13½c.

We are paying:

POULTRY!

YOUR

SEND US

ESTABLISHED HALF A CENTURY

BLIND RIVER, Ontario

Frozen Fish

Wholesale Fresh, Salt and

THE CANADIAN FISH & TRANS. CO. LIMITED

GET OUR PRICES

for prompt shipment

Frozen Lake Fish

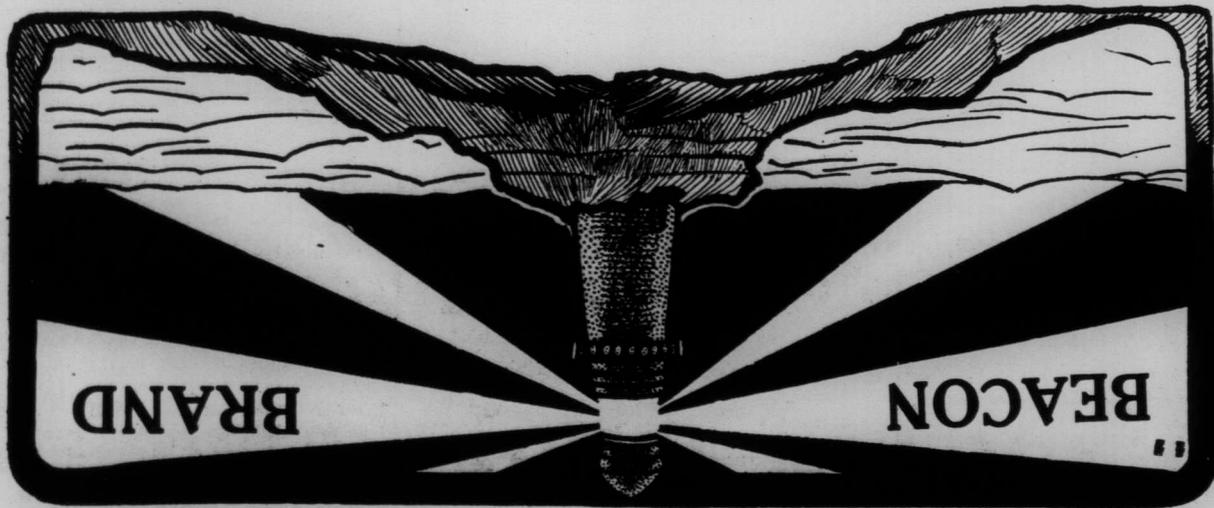
TORONTO

Church and Colborne Streets,

Fish and Oyster Distributors

The F. T. James Co., Limited

Get particulars of our new "Beacon Brand" Sanitary method of shipping oysters in sealed tins—used but once. The one and only solution to the question of unwatered—solid meat measure oysters.



SOME FISH TALK

READ WHAT WE SAY; THEN ORDER

NEW HADDIES, 6 1-2c per lb.

Choice, fresh cured stock, in 15-lb. boxes, arriving daily from our curing houses. A really attractive line at this Advent season and "a good buy" at the price.

LARGE FROZEN SEA HERRING, \$1.70 per 100 Fish

Another line that makes fine eating. And how does the price suit? Less than 1 1/2c per fish. Make your own quotation to the housewife. Good profit!

"SEALSHIPT" OYSTERS

These we are proud to offer you. They are the new kind, put up in airtight sealed carriers. No ice or water; all solid meats, and the real oyster flavor.

All other lines Fish and Oysters at low prices.

Get our New Price List, just out.

4 LONG
DISTANCE
TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.



Repeated orders tell
the quality of the

Famous
"Brunswick Brand"
Sardines



Connors Bros., Limited

Black's Harbor, N.B.
Montreal Agents: Leonard Bros.

A Pure Food

"Sealshipt" Oysters
are guaranteed perfectly
pure. No preservative
is ever used or needed
because "Sealshipt"
Oysters are packed in
airtight sealed cans with
ice around the can—not
touching the oysters.

"Sealshipt" Oysters

build trade for dealers who
handle them. They are so
much more delicious in flavor,
so much firmer, fresher and
more appetizing than any
oysters you ever had before
that once your customers have
tasted them no others will ever
satisfy.



"Sealshipt" Oysters will give you increased trade among the class
of customers you most desire to have come into your store.

If handle "Sealshipts" we help you sell them—by booklets, newspaper
advertising, etc. "Sealshipt" Agents are getting the Oyster business.

National Oyster Carrier Co.

South Norwalk

Connecticut

MAKING MONEY IN A BAD YEAR

Manager of Chicago Packing House Tells How Advantage Was Taken of Low Prices Early in the Year to Make Big Profits Later— Canadian Hogs Superior to United States Product.

T. J. Connors, general manager of Armour & Co., Chicago, who by the way is a Canadian and was at one time a resident of Toronto, was in the city last week renewing acquaintances. In conversation with the Canadian Grocer Mr. Connors spoke on various matters affecting trade in the United States and Canada.

"You people in Canada have hardly any idea of the depressing effect the recent monetary stringency had on trade in the United States," he said. "The big concerns which had money were all right, but the growing concerns and the men who of necessity had to obtain loans to continue their business were all but crushed out of existence and those who reached out after trade on any but conservative lines were sent to the wall. Armour & Co. weathered the storm all right because they had plenty of money, and this passing year roiled up a larger surplus than ever before. A year of depression is good for the man who has money, but bad for him who has little or none. Of course this is from the selfish standpoint. Last January Armour & Co. bought and packed 600,000 hogs. We found that the farmer as well as the tradesman was turning everything he could possibly let go into money, so we bought everything offering, and the price at which we bought them, four cents, was a great deal lower than we could buy now. We simply stocked the product, knowing there would be an advance later on. And this has come. The same thing was done with cattle, and we bought at a price lower than prevailed during the summer."

Summer a Beef Season.

Asked as to the cause of high meat prices last summer, Mr. Connors stated that beef prices are always higher in summer than in winter. "While more meat is eaten during cold weather than in the warmer months," said Mr. Connors, "yet there is more beef consumed during summer than at any other season of the year. No person cares for pork and fat meat during summer, and with the exception of some breakfast lines, very little pork product, comparatively, is disposed of. The great demand for beef during the summer makes a raid on supply with a consequent advance in price. To-day beef prices are lower, because with the advent of colder weather other lines are being asked for. Next summer prices will be up again. At present beef is at 7½ cents for the best grades, and by March next the price is expected to be 9 cents.

Superior Canadian Hogs.

Questioned regarding the hog situation, Mr. Connors said, "Well, we are paying 5½ cents, and getting plenty of them. In Canada I believe the packers are paying 6 cents and over. Your hogs are a little better than United States porkers on account of the feed the farmers give them. They have a firmer and drier flesh, while the U.S. pig is oily because he is fed on corn.

There are not sufficient hogs here, however, to keep a big packing-house going.

The Cattle Quarantine.

"The recent cattle quarantine is a good thing, and it is pleasing to see that both the Canadian and U.S. Governments are co-operating in trying to stamp out the disease. Dressed meats, however, should not be included. This meat bears the approval of the inspectors, is placed in refrigerator cars, and sealed while being shipped. Just now the meat is going to Europe via Portland because of the closing of New York and Baltimore ports.

"Some person has said that 'trade follows the flag.' This is not so—at least not to the man who wishes to make his business a money-maker. This continual crying-out because somebody else is getting business is poor policy. Some concerns, when they find they are losing their hold on a market immediately begin to cut prices. Armour & Co. never do that. Just as soon as a market proves a loser the company discontinues selling there and places its goods elsewhere. It has been found better to keep goods in stock and in storage rather than cut to get sales. We let the other fellow do that and sooner or later there will be one competitor less.

Features of British Markets.

"Certain lines of Canadian pork products have a good sale in England. The British consumer demands quality and is willing to pay the price. Undoubtedly Irish pork products are the best in the world, but not all pork that is sold as such in England comes from Ireland. The Danes are coming to the front in this respect and are sending first-class goods to the British markets. They are proving the greatest competitors of Canadians. The Danes' proximity to England is a distinct advantage in this and enables him to follow the markets more closely than the Canadian packer possibly could. In this way he knows when to kill and when not to send his products over.

"Canadian Wiltshire and Cumberland cuts have a ready sale in England," continued Mr. Connors, "and as these cuts take from Canada a great many backs and hams, there is a chance for the Chicago packers to come to Canada with backs, which are in demand for consumption. The duty, however, precludes doing any extensive business and it is only when a line proves profitable that Armour & Co. at least push business to the sale point."

A WIDEAWAKE CONSCIENCE.

From Warsaw, Ind., comes something entirely new in the way of a conscience of the old-fashioned type in the first-class working order. In these days of pure food agitation it is refreshing to hear that a prominent grocer of that town has caused to be inserted in various newspapers in that vicinity the following announcement:

"I want to make restitution and beg pardon of the people through the newspapers. When I was in the butcher business in Akron I mixed tallow with lard and sold it to my customers. I ask all of these people to forgive me of the offense, and if there are any who are not satisfied with just forgiving me, if they will send me a statement of the amount that they think they were wronged, honestly between God and man, I will make all wrongs right.—Journal of Commerce.

W. G. CRAIG & CO. LOSE BY FIRE.

Kingston Wholesale Grocer's Stock Burned in Disastrous Conflagration on Sunday.

W. G. Craig & Co., wholesale grocers, of Kingston, suffered serious loss in a fire early on Sunday morning, Dec. 6, which completely destroyed the fine building at the corner of Princess and Ontario Streets, occupied by the Wormwith Piano Company and the W. G. Craig Co.

The fire started in the varnish room of the piano factory about 2 a.m., and in spite of a fire wall rapidly spread to the premises occupied by the wholesale house and destroyed practically all the stock.

W. G. Craig & Co.'s loss is said to be about \$30,000. Of this \$28,000 was stock, and this was covered with \$26,000 insurance. Over \$1,000 tea was saved, many chests being carried out during the progress of the fire. According to local reports the direct loss on stock and office will not be exceedingly heavy, though the fact that the stock is destroyed at this season of the year is particularly unfortunate. It is understood that business will be renewed at once in other premises.

A VISITOR FROM JAMAICA.

Wm. F. Barry, Kingston, Jamaica, is in Montreal at present in the interests of his fruit business. Mr. Barry contemplates opening an office in Montreal in the near future for the more satisfactory transaction of his large and growing trade. He says the City of Kingston is being rapidly rebuilt and will be better than ever before, architecturally, as a result of the earthquake.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

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

Holly Wreaths for Xmas

We Have It
A Profit Winner for You!

Beautiful green wreaths of Holly with fine red berries.

Every family uses them for decorating.

The grocer is the man they ask for it. Be ready to supply your customers.

Do not let your competitor beat you. Fine profit. Great seller next two weeks.

Send a trial order, and you will give us

a repeat for New Year's.

Prompt shipment. Satisfaction guaranteed

Price: \$1.50 Per Dozen

Order before we are sold out.

Going quickly.

Wire us.

Also Can Supply You

with Xmas Wreaths in all Fruits and Nuts.

All Kinds Oranges

Fancy Almeria Grapes

New Messina Lemons

New Walnuts

Almonds and Pecans

New Golden Dates

and

FINEST BANANAS THE YEAR ROUND.

ALWAYS OUR LEADER.

Prices Right.

Satisfaction.

Our Style Pleases.

DON'T FORGET THE HOLLY

Joseph Brown & Sons, - Montreal

THE GROCER'S ENCYCLOPEDIA

Where the Supply of Cranberries on Canadian Markets Come From—How They Are Cultivated and Handled—In Great Demand at the Holiday Season.

CRANBERRIES — This familiar product finds in Canada a growing demand from year to year. They are cultivated in varieties in the New England States, in Nova Scotia, and grow wild in certain districts of northern Ontario. Cranberries, which bloom in the north, are picked by the Indians or settlers and no regular attempt has been made to market them, except in isolated cases. The cranberry, in order to enjoy a ready sale, must be as carefully attended to as any other product entering so largely into daily consumption.

There are several varieties of cranberries, such as Early Reds, Late Reds, Early Blacks, Bachelor, Centennial, Jersey, Early Howes, Late Howes and other specimens. The harvest is generally begun early in September, and continues until the middle of October, so that dealers in Canada are practically sure of a supply from the beginning of September until nearly the end of February the following year. The berries are raised on swampy, wet ground, and by the fourth year a good crop is generally assured.

The price of cranberries depends wholly on the supply. If the early harvest is a meagre one the figure is advanced, and if the late yield is liberal the price is inclined to drop. They are grown in New England States, particularly in Massachusetts, New Jersey, Cape Cod, and also in Wisconsin. The Nova Scotia berry is also cultivated to a fairly large extent, but they are not nearly as widely known, neither are they nearly as popular with the public, as the New England specimens. As to the harvest, it may be stated that the yield is on an average one barrel to the square rod, and the average picker can pick six bushels a day.

Cranberries will keep much better and longer in cool weather than in warm, but under no circumstances must they become frost-bitten. The secret of keeping them is to have them at an even temperature, neither too hot nor too cold. One crop of each variety is gathered each year. The opening price for the early varieties was about \$9 per barrel, and now the late varieties are going at \$15. The Nova Scotia berries generally sell from \$1.50 to \$2 less per barrel. The reason they are not in the same demand as the New England berries is that, generally speaking, they are not so dark in color in some instances and have not the flavor, the appearance nor tang of the more widely known New England brands.

All cranberries before being sent out from Cape Cod are carefully assorted as to color, size and quality. In Nova Scotia the same care is not observed and, of course, it cannot be reasonably expected that they can be marketed to such good advantage.

The darker, firmer and more like the rich, ripe cherry the cranberry is, the wider its demand. Cranberries are not merely delicious as a side dish with fowl, particularly with the toothsome turkey, but also when preserved by the good housewife, either as a jelly or a

sauce. In some instances cranberries are canned by factories, but not frequently. Cranberry jelly is, however, always a welcome morsel, particularly at Christmas and Thanksgiving periods. The demand for cranberries is so great that there are more sold in one day during Yuletide than in a week at other times.

Some of the points to be considered in the cultivation of cranberries is to select the place that will escape frost; a low piece of ground is the place generally chosen, although in some instances high ground, if surrounded with hills and high trees, is equally as good. In Nova Scotia cranberries require peat covered with sand. It is best to have the peat only a few inches thick, as it then requires only about four or five inches of sand.

Dealers have to guard particularly against the berries turning soft, as in case they do they are not marketable and prove a dead loss.

A Nova Scotia dealer writes in part: "I have a machine to winnow the berries with and then they run into a barrel. I then use sieves fifteen feet long and two feet wide, sitting on benches two feet high. The berries are put into the sieves and hand-picked. The dirt and little berries drop through the sieve to the floor, I then put the good berries into barrels holding two bushels and three pecks and ship them in small lots. It pays best to sell at once while the berries are in good condition. One great cause of berries spoiling is that they sweat in the barrel. The cause of sweating is that they get cold in the barrel during a cold spell of weather, and then the weather suddenly changes. The berries being cold, the warm weather condenses the moisture in the air, and the berries get wet. The secret is to keep the berries at an even temperature, either cold or hot."

To Avoid The Financial Crisis, Handle

SHAMROCK

**BIG PLUG
SMOKING TOBACCO**

It will pay you a good profit
Besides building you a trade

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

SMOKERS' ARTICLES

Merchants wanting finest and best articles for smokers for the Christmas and New Years holidays should call and see my stock, or wait for my travellers' calls before placing their orders—Satisfaction guaranteed.

JOS. COTE

IMPORTER AND WHOLESALE
TOBACCO DEALER

Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



They Pay!



**Ask the Man
Who Has
One!**

Guaranteed the Cheapest
Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
JOBBER

¼-lb. tins—3 doz. in case



Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

**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

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

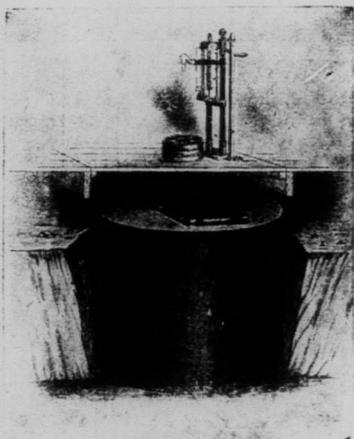
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.
Montreal; Kenneth H. Munro, Coristine Bldg.

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Berlin, Ontario**
Modern Store Fixtures



Cut 6—Under the Floor Outfit

Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

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



The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
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Toronto, Ca

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months...	17 00
" " " 3 months...	10 00
50 " " " 1 year.....	17 00
" " " 6 months...	10 00
25 " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, THE PRINTER AND PUBLISHER. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 10 Front St. East, Toronto.

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THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. THE BUSY MAN'S MAGAZINE, Toronto.

THE market reports make HARDWARE AND METAL a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address HARDWARE AND METAL, Montreal, Toronto or Winnipeg.

MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited, Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

NATIONAL AID—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge street and Wilton Avenue, Toronto, Ont

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 P-y Street, Room 116, Toronto, Canada.

MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING. — The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for Grocers—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. MACLEAN PUBLISHING CO., Technical Book Dept., 10 Front St. E., Toronto.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

GROCERY traveller wanted for Ontario who can take sideline on commission. Box 235, CANADIAN GROCER, Toronto.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, CANADIAN GROCER. [1]

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

FOR SALE.

FOR SALE in Ontario—General store with grain and coal warehouse in connection. Retail business. This year will be over \$25,000. Situated in small village in good locality. No opposition. Box 238, GROCER, Toronto.

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year \$70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, CANADIAN GROCER, Toronto.

FOR SALE—Grocery, flour and feed. About \$1800; annual turnover \$11,000. Best manufacturing town east of Toronto. Box 236, CANADIAN GROCER, Toronto. (91)

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about \$1500; yearly sales \$8000 to \$7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

SITUATIONS WANTED.

RAILROAD secretary and steno., with many years experience in general manager's office, would like position as corresponding secretary in commercial line. 15 years in present position. Box 239, CANADIAN GROCER.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. THE CANADIAN FAIRBANKS CO., LTD., Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

Men Who Sell Things

By WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are: The Order Taker, Right Kind of Salesman, Letters to the Trade.

295 pp. Net \$1.00. By Mail \$1.10.

TECHNICAL BOOKS

10 Front St. East, Toronto



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Lea's

The Pickle with the
home-made
flavor

Turkey and Lea's Pickles make
the Christmas Dinner complete.
Have you secured your Pickle
for your Christmas Trade? Do
so before it is too cold to ship.

Packed by

The **Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

respo
Groce

Diamon
1-lb. tins,
1-lb. tins,
1-lb. tins

Cases.

4-dos....
3-dos....
1-dos....
3-dos....
3-dos....
1-dos....



81
Royal-D
1-lb. 11
" 80
" 11
" 11
" 11
" 11
" 11

Barrels-1
cent. d
OLE

Cleveland
"
"
"

barrels-1
cent. d

Crown Br
1 lb. tins,
1 lb. " 7
1 lb. " 4

THE
White Sw
1-lb. tins
1-lb.
1-lb.

Keen's Ox
In 10-lb
Gillett's M

Nelson's-
Pansy...
Good Lu
"

Bamboo
"
"
"

H-O.

Forcs, 36s.
Korn-Kink
Presto, 36s
Pancake, 1
Tapioca, 3s
Hominy, 3s



White Sw
White Sw
White Sw

**RISING
SUN
STOVE POLISH
IN CAKES**



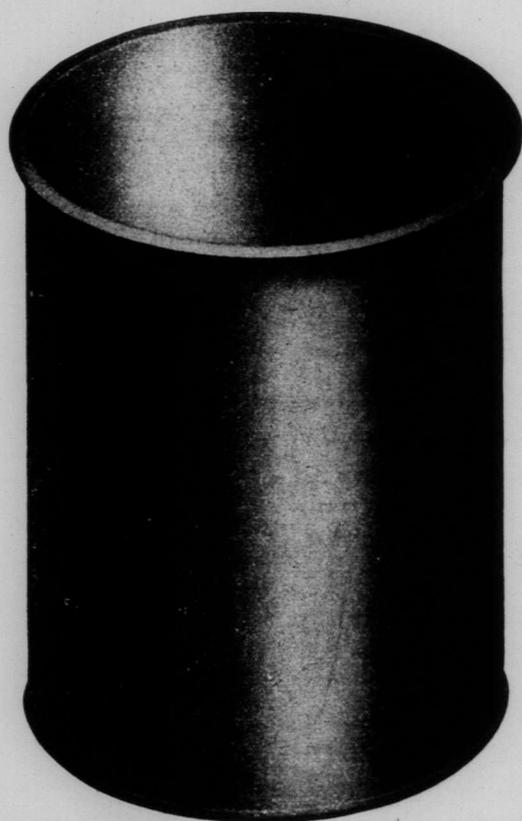
**SUN
&
PASTE
STOVE POLISH
IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

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



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

**Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.**

Max Amc Patents

MOLASSINE MEAL

Keeps Horses and Cattle in good health, prevents and cures Coughs, Colds, Diarrhoea, and other complaints. Prevents and eradicates Worms.

Particulars and Prices from

ANDREW WATSON

91 Youville Square - - 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.

THE CANADIAN GROCER
STRIKING FEATURES

PURITY appeals to all classes of consumers.
 UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.
 SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.
 They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:
 No 428 St. Paul Street, - MONTREAL

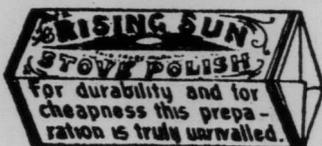


Soap and Washing Powders.
 A. P. TIPPET & Co., Agents.
 Maysop soap, colors.....per gross \$10 26
 black....." 15 80
 Oriole soap....." 10 40
 Gloriosa soap....." 13 00
 screw hat polish....." 18 90



3 doz. to box.....\$3 45
 6 doz. to box.....\$6 90
 30 days.

Starch.
 EDWARDSBURG STARCH CO., LIMITED.
 Laundry Starches—
 No. 1 White or blue, 4-lb. cartons.....per lb
 No. 1 " " 1-lb. "....." 0 06
 Canada laundry....." 0 08
 Silver gloss, 4-lb. draw-lid boxes....." 0 08
 Silver gloss, 6-lb. tin canisters....." 0 08
 Edward's silver gloss, 1-lb. pkg....." 0 08
 Kegs silver gloss, large crystal....." 0 08
 Benson's satin, 1-lb. cartons....." 0 08
 No. 1 white, 6lb. and 8oz....." 0 08
 Canada White Gloss, 1-lb. pkg....." 0 08
 Benson's enamel.....per doz 1 70 to 3 00
 Culinary Starch—
 Benson & Co.'s Prepared Corn....." 0 07
 Canada Pure Corn....." 0 06
 Rice Starch—
 Edwardsburg No. 1 white, 1-lb. car....." 0 10
 " " " or blue, " " "....." 0 08
 4 lb. lumps....." 0 08
 BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry, boxes of 40-lb. \$0 06
 Acme Gloss Starch—
 1-lb. cartons, boxes of 40 lb....." 0 04
 Finest Quality White Laundry—
 4-lb. Canisters, cases of 40 lb....." 0 06
 Barrels, 200 lb....." 0 72
 Kegs, 100 lb....." 0 36
 Lily White Gloss—
 1-lb. fancy cartons, cases 80 lb....." 0 08
 4-lb. toy trunks, 8 in case....." 0 08
 6-lb. enameled tin canisters, 8 in case....." 0 08
 Kegs, ex. crystals, 100 lb....." 0 07
 Brantford Gloss—
 1-lb. fancy boxes, cases 36 lb....." 0 08
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 3 00
 O'Leary's Starch—
 Boxes of 45 cartons, per case....." 3 60
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb....." 0 04
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb....." 0 07
 Crystal Maize Corn Starch—
 1-lb. packages, boxes 40 lb....." 0 07
 SAN TOY STARCH.
 pkgs, cases 5 doz., per case.. 4 75
Stove Polish.
 Rising Sun, 5-oz. cakes, 1-gross boxes \$5 50
 Rising Sun, 2-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1-gross boxes... 10 00
 Sun Paste 5c. size, 1-gross boxes.... 5 00



JAMES' DOME BLACK LEAD
 Per gross
 6a size.....\$2 40
 2a "....." 2 50
NICKLE PLATE STOVE POLISH.
 Pints.....2 90
 Quarts.....5 40
 1/2 gallons.....5 10
 Gall ns.....4 80
 gallons.....4 50

syrup
 EDWARDSBURG STARCH CO., LTD.
 "Crown" Brand Perfection Syrup.
 Barrels, 600 lbs.....0 03 per b.
 Half-barrels, 350 lbs....." 0 03
 Kegs, 150 lbs....." 0 03
 2-gal. pails 25 lbs.....1 25 each
 3 " 38 1/2 lbs.....1 75
 Plain tins, with label—
 1 lb. tins, 2 doz. in case.....2 40
 5 " " " " ".....2 75
 10 " " " " ".....2 65
 20 " " " " ".....2 60
 (5, 10 and 20 lb. tins have wire handles.)

ST. LAWRENCE STARCH CO., LIMITED.
 Bee Hive Brand Corn Syrup.
 Barrels, 60 lbs.....0 03 per lb.
 Half-barrels, 350 lbs....." 0 03 per lb.
 Kegs, 150 lbs....." 0 03
 2-gal. pails 25 lb.....1 25 each
 3 " 38 1/2 lbs.....1 75
 2-lb. tins, 24 in case, per case... 2 40
 5-lb. " 12 " " " ".....2 75
 10-lb. " 6 " " " ".....2 65
 20-lb. " 3 " " " ".....2 60

THE "SALADA" TEA CO.
 Wholesale. Retail.
 Brown Label, 1's, 1/2's.....\$0 25 \$0 30
 Green Label, 1's and 1/2's....." 0 27 " 0 35
 Blue Label, 1's, 1/2's, 1/4's and 1/8's....." 0 30 " 0 40
 Red Label, 1's and 1/2's....." 0 35 " 0 50
 Gold Label, 1's....." 0 45 " 0 60

LIPTON'S TEA
 Thomas J. Lipton
 75 Front St.
 East,
 Toronto.



Packed in air-tight tins only.
 Blue label 1's and 1/2's.....wholesale retail
 Orange " 1/2's, 1/4's and 1/8's....." 0 30 " 0 40
 Pink " 1/2's & 1/4's, tins....." 0 35 " 0 50
 Red " Dominion blend, 1/2's and 1/4's....." 0 44 " 0 60
 Gold " Afternoon blend, 1/2's and 1/4's....." 0 50 " 0 70



Blue Label, 1's.....0 20 0
 Blue Label, 1/2's....." 0 21 " 0 26
 Orange Label, 1's and 1/2's....." 0 23 " 0 30
 Brown Label, 1's and 1/2's....." 0 28 " 0 40
 Brown Label, 1/2's....." 0 30 " 0 40
 Green Label, 1's and 1/2's....." 0 35 " 0 50

Red Label, 1's.....0 40 0 60
 LAPONTE, MARTIN & OIE, LTD.
 Japan Teas—
 Victoria, hf-c, 90 lbs.....0 25
 Princess Louise, hf-c, 80 lbs.....0 19
 Ceylon Green Teas—Japan style—
 Lady, cases 60 lbs.....0 18
 Duches, cases 60 lbs.....0 19



Wholesale Retail
 Yellow Label, 1's.....0 20 0 25
 " " 1/2's....." 0 21 " 0 25
 Green Label, 1's and 1/2's....." 0 24 " 0 30
 Blue Label, 1's and 1/2's....." 0 25 " 0 35
 Red Label, 1's, 1/2's and 1/4's....." 0 30 " 0 40
 White Label, 1's, 1/2's and 1/4's....." 0 35 " 0 50
 Gold Label, 1's and 1/2's....." 0 42 " 0 60
 Purple Label, 1's and 1/2's....." 0 55 " 0 80
 Embossed, 1's and 1/2's....." 0 07 " 1 00



Wholesale Retail
 Pink Label, 1's and 1/2's.....30c. 40c.
 Gold Label, 1's and 1/2's.....35c. 50c.
 Lavender Label, 1's and 1/2's.....42c. 60c.
 Green Label, 1's and 1/2's.....50c. 75c.
 Canisters
 Gold Tins, 5's.....35c. 1.75 50c. 2.50
 Gold Tins, 3's.....35c. 1.05 50c. 1.50
 Gold Tins, 1's.....36c. each 50c. each
 Gold Label, 1's 18c ea. 36 lb. 25c ea. 10 lb.
 Red Tins, 1/2's 25c ea. 70 lb. 50c ea. 100 lb.
 Red Tins, 1/4's 18c ea. 72 lb. 35c ea. 100 lb.



Wholesale Retail
 Black, green, mixed, 1/2's.....0 70 1 00
 " " " 1's....." 0 55 " 0 80
 " " " 1 1/2's & 1/4's....." 0 44 " 0 60
 " " " 1 lb. & 1/2 lb....." 0 40 " 0 60
 " " " 1 lb., 1/2 lb. & 1/4 lb....." 0 35 " 0 50
 " " " 1 lb., 1/2 lb. & 1/4 lb....." 0 30 " 0 40
 " " " 1/2 lb. & 1/4 lb....." 0 32 " 0 40
 " " " 1/4 lb. & 1/8 lb....." 0 25 " 0 30
 " " " 1 lb....." 0 24 " 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.
KOLONA
 PURE CEYLON TEA
 Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 50c.....\$0 30
 " " 1/2-lb. " " "....." 0 21
 Blue Label, retail at 50c....." 0 23
 Green Label, " " "....." 0 30
 Red Label, " " "....." 0 35
 Orange Label, " " "....." 0 42
 Gold Label, " " "....." 0 55

RIDGWAYS.
 London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail
 Capital Household, 1's and 1/2's.....0 30 0 40
 Cold Cream, 1's and 1/2's....." 0 35 " 0 50
 H.M.B., 1's and 1/2's....." 0 75 " 1 00
 Ridgway's Standard Bulk Blend in stock at all our branches in Canada.



Wholesale Retail
 Wood's Primrose, per lb.....0 40 0 60
 " Golden Rod....." 0 35 " 0 50
 " Fleur-de-Lis....." 0 30 " 0 40
 Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.
 THE EMPIRE TOBACCO CO., LIMITED
 Smoking—Empire, 4s, 6s, and 12s.... \$0 46
 " Amber, 8s and 3s....." 0 60
 " Ivy, 7s....." 0 50
 " Rosebud, 7s....." 0 15
 Chewing—Currency, 12s. and 6s....." 0 45
 " Old Fox, 12s....." 0 48
 " Snowflake, 6s....." 0 51
 " Fay Bell, 7s....." 0 51
 " Stag, 10 oz....." 0 45
 " Bog, 6s, and 12s....." 0 45
 " " 10 oz. bars, 6s....." 0 45
 " Fair Play, 8s. and 12s....." 0 53
 " Club, 6s. and 12s....." 0 47
 " Universal, 12s....." 0 46
 " Dixie, 7s....." 0 58

JOS. COYE, QUEBEC.
 Cigars, per thousand.
 Cote's Fine Cherokees, 1-10.....\$15 00
 V.H.C., 1-20....." 25 00
 St. Louis (Union), 1-30....." 33 00
 Champlain, 1-30....." 35 00
 El Sergeant Premium, 1-30-1-40....." 55 00
 J. C. Ol, Havana P. Finos, 1-30....." 75 00

Veterinary Remedies.
 W. F. YOUNG
 Absorbine, per doz.....\$18 00
 Absorbine Jr., per dozen....." 9 00

Yeast.
 Royal yeast, 3 doz. 5 cent. pkgs.....\$1 10
 Gillett's cream yeast, 3 doz. in case... 1 10

VERRET, STEWART & CO.
LIMITED

Wholesale
Dealers in
SALT

MONTREAL

To Our Grocer Friends:

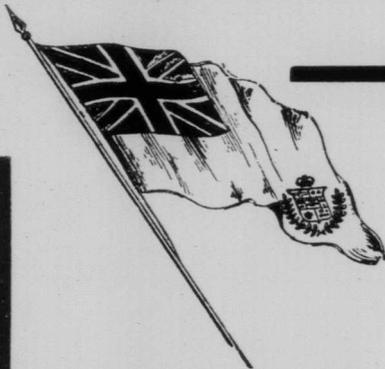
The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

Spices All kinds

Icing Sugar A special price

Nuts, Dates, Figs

And all Christmas Goods

READY FOR PROMPT SHIPMENT. We offer you a Bargain in **DAVIES' MEATS** --- 1 lb. Corn Beef and 2 lb. Corn Beef

SEE OUR TRAVELERS. WRITE OR PHONE US

4 Free Phones
USE FREELY

GEO. E. BRISTOL & CO.

Hamilton,

Ontario

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