

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St. E.C.
Chicago: 933-935 Monadnock Block. New York: Rooms 1109-1111, 160 Broadway.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 10, 1909.

NO. 50.



There's a Constant Demand for

ROBINSON'S PATENT BARLEY

And being a food it is a line you should most certainly handle. There's no more healthy and nourishing food than this, and the profit is a good one. Why not have this profit for yourself?

Write for sample and particulars, or ask your jobber for it.

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

Agents for the Dominion of Canada

SYRUP SALES

should be booming with you now, and they will be showing you excellent profit if you are selling

"Crown Brand" Table Syrup

A suggestion to your customers to try a tin will make steady syrup business!

Make "Crown Brand" your leading syrup line and you will be surprised at the results.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER

UPTON'S

PURE

ORANGE MARMALADE

Often Imitated

Never Equalled



UPTON'S PURE JAMS

Are Delicious

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

The T. Upton Company, Limited

HAMILTON, - ONT.

“Thistle” Canned Haddies,
Kippered Herring,
Tunny Fish

Haddies that are never anything else but *real* Haddock, caught, cured and packed at St. Mary's Bay. Natural flavor distinguishes them from all others. Tunny Fish whose careful selection and packing compel approval from the Epicure. The “Thistle Brand.”

Cox's Gelatine

Pure—absolutely pure, and hence certain to produce the most economic results for the cook. Powdered or Shredded as the cook prefers, but always fulfilling the most exacting requirements.

Taylor's Peels

Candied or Drained, but in either case admitting of no argument as to their high quality. Made from specially imported fruit from which the essential oil has *not* been extracted. Lemon, Citron and Orange.

The name “Griffin” on a package or can of dried or canned fruit is a symbol that points the way unerringly to the highest quality. In selecting, in growing, in caution in packing, the “Griffin” brand excels. Seeded or seedless Raisins, Prunes, Apricots, Pears—each is the best there is or can be.

Griffin & Skelley's “Griffin's”
Dried and Canned Fruits

ARTHUR P. TIPPET & CO., Agents
Montreal



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

Oh! You Manufacturers
I still have time for another "live one." Don't you want your goods pushed? Write me to-day.
G. WALLACE WEESE
Manufacturers' Representative 30-32 Main East
"Face-to-Face Business" HAMILTON

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades' Journal.

10, Garfield Chambers, Belfast, Ireland

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

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.
Customs Brokers and Warehousemen

27 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.

Distributing Sole Agents

ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA

Largest warehouse in Ottawa Valley. Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.

Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

Try a Condensed Ad.
in the Grocer.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.

SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.

Warehousemen
ST. JOHN, - - - N.B.

Open for a few more first-class lines

**Selected Raisins,
Currants,
Evaporated Apples.**

Prices Right.

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

NEWFOUNDLAND
T. A. MACNAB & CO.
ST. JOHN'S, NEWFOUNDLAND
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

G. C. WARREN
Box 1036, Regina

IMPORTER WHOLESALE
BROKER, and MANUFACTURERS'
AGENT

Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.
Yours truly,
G. C. WARREN

W. G. A. LAMBE & CO.
TORONTO

Grocery Brokers and Agents.

Established 1885.

W. G. PATRICK & CO.

Manufacturers' Agents
and
Importers

29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited

AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

ON SPOT

Finest Bordeaux Whole Halves
SHELLED WALNUTS

New Three Crown Shelled Almonds

LIND BROKERAGE CO. Toronto
23 Scott Street

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and
Manufacturers' Agents.
WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted

E. SAVILLE WEBB

7 St. Stephens Street

BRISTOL, :: ENGLAND

TO

Brokers and Manufacturers' Agents

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, Importers and others
—looking for responsible representatives.
It costs you little and means much to you
if you are looking for agencies.

Write for particulars to

The Canadian Grocer

Montreal Toronto Winnipeg

TWO SNAPS

EXTRA QUALITY
PORK AND BEANS

PLAIN OR IN SAUCE.

2's, 80c. per doz.
3's, \$1.00 per doz.

Usual freight allowance on 5 gs. lots
ORDER NOW—We have only a limited quantity to offer.

A CHANCE IN
BROOMS

THREE LINES AT
\$4.00, \$4.25 and \$4.50 doz.

Extra values at the prices quoted.
Special quotations on 6 doz. lots at factory.
See our travellers.

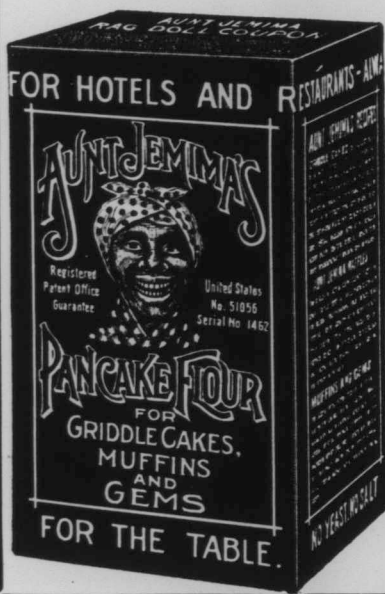
EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

**"I's in Town, Honey"
I brings yo' money!**

Aunt Jemima's Pancake Flour is Going to Sell Better Than Ever



Our everywhere advertising will take care of that. We will keep up the advertising so that you can keep up the selling.

AUNT JEMIMA'S PANCAKE FLOUR

is the best-known brand on the market. We intend to keep telling housewives about its fine qualities and about our unique coupon plan which increases your sales without increasing your work.

You can sell more of Aunt Jemima's Pancake Flour and make more money with less work than by handling any other brand on the market.

Aunt Jemima's Rag Doll Family

Aunt Jemima and her rag doll family are the most popular premiums ever given away. Every child wants them and they are given for the coupons on the packages. This plan never fails to work and soon spreads throughout the neighborhood.

YOU SELL THE FLOUR WE SEND THE DOLLS. Don't forget that Aunt Jemima's is the popular and reliable brand for a good profitable business. Order your stock from your jobber.

THE DAVIS MILLING COMPANY - ST JOSEPH, MO.
Manufacturers of the celebrated Aunt Jemima's Special Cake and Pastry Flour and Dav's Golden Sheaf Bread Flour

MacLaren Imperial Cheese Co. - Distributors for Toronto
Rose & Laflamme, Ltd. - " " Montreal
R. B. Wiseman & Co. - " " Winnipeg



**We Want to Give Your Little One
A FULL SET OF 4 DOLLS
FREE**

Just send us a request on your letter head (this is necessary) and we will send you FREE the entire Aunt Jemima family, all ready to sew and stuff.

The reason **OLD HOMESTEAD BRAND** Canned Fruit and Vegetables stand so high in the public favor is not far to seek, and will be found in the care and skill embodied in the manufacture of these well-known goods.

We intend to maintain, at any cost, our reputation for highest quality and unequalled purity, and we positively guarantee each can to contain no other fruit or vegetable than that which the label indicates.

Moreover, no preservatives whatever are either required or are they used in the **OLD HOMESTEAD** process of canning goods.

You have just missed handling the best if **OLD HOMESTEAD BRAND** is not on your shelves.

**OLD
HOMESTEAD
BRAND**
Canned Fruit
and
Vegetables

Order to-day
from your jobber

**Old Homestead
Canning Co.**
PICTON,
ONTARIO

Pl

E.

E.

Canada
Y&S
All Druggists



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Soft
Acme

Write

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To-c

Purity and



Perfection

are the theme of nearly every Canned Goods Advertisement. But, when you come to ask these firms to give you a positive guarantee of purity or to produce a Government Analysis, they nearly all fail to make good.

E. D. S. Brand Jams and Jellies

have been found by the Government Analyst to be 100% pure. Think what it means to sell a guaranteed article like "E.D.S." goods, backed in addition by systematic consumer advertising.

Let me have your enquiry

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

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

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE Co.
Montreal.

Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

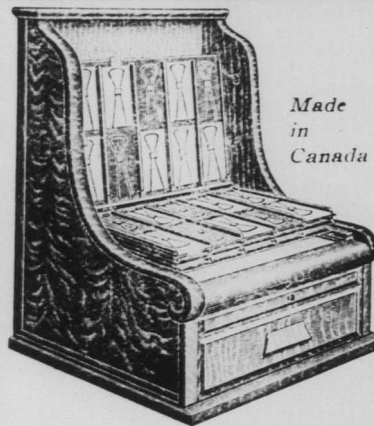
Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send
To-day

AGENTS

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



Made
in
Canada

The
RIGHT
and the
WRONG
WAY

Some people think they are doing things in the right way because they do not know that there is any other way.
Some people think their way is right because their fathers and grandfathers did the same as they are doing.
Some people have not stopped to think long enough to know that times have changed, and that what was all right in grandfather's day is not right at this time.

Get out of the rut.
Turn over a new leaf.
Be up-to-date.

Handle your accounts with only one writing.
Use a system that shows you just how you stand at all times.

THE McCASKEY CREDIT REGISTER SYSTEM

Will give you more information about your business in five minutes time than you can get from any other system in hours.

It will only cost you one cent to find out. Buy a postal and ask us for catalog.

DOMINION REGISTER COMPANY, Limited

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



SILENT SALESMEN—They are always at work making sales when you are somewhere else

Although CAMPBELL'S SOUPS are known to almost everybody—a reminder will greatly increase your sales and you want them increased, because you make a profit on every sale of 33 1/3 per cent. There is another reason for "reminding" people of CAMPBELL'S Soups—none are so good and everyone who buys them, instantly realizes that fact.

We will send you a number of these silent salesmen—as many as you need to make sales for you, while you are doing something else. They are neatly made and dress up your store like pictures dress a room.

JOSEPH CAMPBELL COMPANY, - Camden, N.J.

ROSE & LAFLAMME, 400 St. Paul St, Montreal—Canada Selling Agents.

21 kinds—look for the Red and White Label.

The Experienced Housewife

will bring all the family trade your way if your are selling

ASEPTO Soap Powder

"The Enemy of Dirt"

because she knows what a wonderful saving of time and labor this soap means to her in her washing and house-cleaning.

"Asepto" is equally handy for getting rid of dirt, whether hot or cold water is used, and is most economical.

Stock up to-day with this splendid seller.

The Asepto Soap Co.
ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line ask us for prices

We have the goods for household, mill, factory, warehouse and others

Capacity enlarged to
20,000
dozen per annum

Walter Woods & Co.
Hamilton and Winnipeg

Your Money Back

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

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

Please read the above again---

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

Pure Gold Goods

(Trade Mark Registered)

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

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

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

PURE GOLD MANUFACTURING CO., Limited, Toronto

Boston Baked Beans

your customers will appreciate the high quality of our Boston Baked Pork and Beans, plain and in tomato sauce, which line is in all sections proving a great seller.

Attractive Package Price Reasonable

Eastern Canning Co.
PORT CANADA, N.B.

Canadian Agents: C. A. Chouillon & Co., Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

When ordering from your wholesaler specify the above well-known brand

RESULTS

Satisfied Customers Increased Sales

Dominion Molasses Co.,
LIMITED

Hallifax, - Nova Scotia

This Is the Bottle!



It contains the purest fruits garnered from the famous Niagara Peninsula, and scientifically packed by a firm that "knows how."

Goodwillie's
Pure Fruits in Glass

have a reputation for quality which is always maintained.

Your wholesaler will quote you prices : : : :

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO

WE DON'T CLAIM FOR



that it will do everything from washing a baby to cleaning an engine, but we do claim that it is without a rival in chasing tar, dirt, grease or paint from soiled hands.

It is harmless and antiseptic and sells at sight. Order to-day.

THE SNAP CO., Limited
MONTREAL

UNSOLICITED

Weighed in the balance and NOT found wanting

Bowmanville, 26th October, 1909

Dear Sirs,

I beg to acknowledge receipt of yours of the 23rd inst. and also the receipt from the Express Company of the 5lbs. of Blue Ribbon Tea sent me for 60 ½lb. coupons, from your tea packages. I have to thank you for your promptness in delivery.

I have tried the tea sent, and find it equally good with the regular packages procured from the grocer. I mention this as some said the tea sent as a premium would not be as good as the regular package tea, but I have proved that it is equally good; in fact, I fancied it was better, but this may be imagination on my part.

Yours truly,

The Blue Ribbon Tea Co., Ltd.
P.O. Box 2554, Montreal.

MRS. ARTHUR H. SCOBELL,
Bowmanville.

To Further Benefit our Retail Friends

On receipt of an order for a 30-lb. case of our Red Label Tea, in black, green or mixed, accompanied by the coupon at the foot of this page, we will enclose an extra 5 pounds of our 40c. tea, in pounds or half-pound packages, free of charge—freight prepaid—this offer is good until January 31, 1910.

The Blue Ribbon Tea Co., Limited
266 St. Paul Street, Montreal, P.Q.

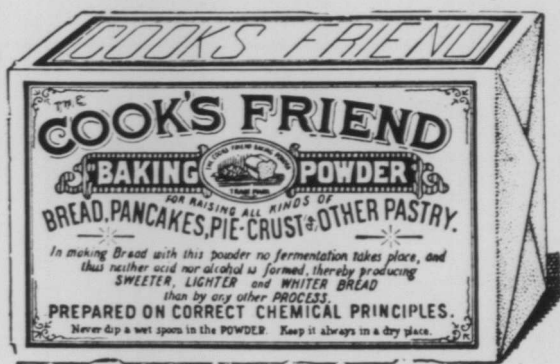


Our Meadow Cream Sodas

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

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

A LEADER
FOR OVER
50 YEARS



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

HOTEL DIRECTORY

HALIFAX HOTEL
HALIFAX, N. S.

THE GRAND UNION
The most popular hotel in
OTTAWA, ONTARIO. **JAMES K. PAISLEY, Prop.**

ACCOUNTANTS

Jenkins & Hardy Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto; 465 Temple Building, Montreal

Mr. Grocer :

When buying canned goods always remember that

"CANADA'S PRIDE"

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

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

To be had of the following wholesale grocers:

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

PACKED BY

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

STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

TRACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

Storage and Transfer Co., Limited

HAMILTON - - - ONT.

Safe
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Tourist Sleeping
through Trains.
Station Cars on

3-Through E

THE "TO

aves Winnipeg
ons at Toronto

The "Imperial Lim
15 and the "Atla
og connections a

Apply to the Nearest

Quality and purity combined
in



Safeguard

your interests

by handling only goods of unapproachable quality.

Especially in the case of your Sardines is this of vital importance, and the reputation of

"King Oscar" Brand Sardines

for uniform purity, sweetness and good packing recommends them to you as the best you can stock. You'll find they sell readily all the time.

CANADIAN AGENTS

J. W. BICKLE & GREENING

(J. A. Henderson)

HAMILTON - - - ONT.

By Special royal permission

Wonderful Soap

have made it a prime favorite on wash day and for all cleaning purposes. This is the kind of article which it pays you to handle, because it brings with it its good reputation.

The prices, moreover, will interest you. We have made good because we have always made good Soap. Let us hear from you.

GUELPH SOAP CO.

GUELPH

ONTARIO

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

**Ontario, Quebec and
Maritime Provinces**

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

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

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

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

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

The "Imperial Limited" leaves Winnipeg daily at 8.15 and the "Atlantic Express" at 8.00 daily, making connections at Montreal for all points East thereof.

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

XMAS CANDIES

☞ Mr. Grocer, I can supply you with a complete range at very reasonable prices.

☞ It will pay you to get my quotations.

☞ Quality in every instance guaranteed to be highest.

*Write me
To-day Sure.*

Victor Archambault

Wholesaler

SHERBROOKE, QUE.



**Be Sure
You Have
the "Tested"
Best—
Which Is**

White Dove Cocoanut

W. P. DOWNEY

MAKER

MONTREAL

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG



They look for this trade-mark when they buy salt, and insist on having

WINDSOR SALT

because they have found no other to equal it in fineness, dryness, flavor or purity.

The Canadian Salt Co.

Limited

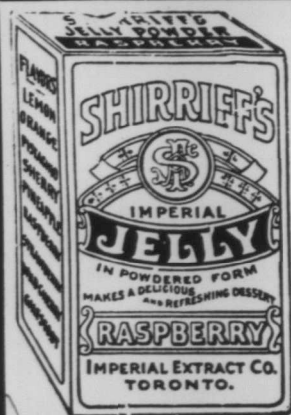
Windsor - - - Ontario

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining, and are the result of experience and modern machinery.

Manufactured by

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



Social Festivities at Christmas

will be calling for jellies innumerable! Are you handling

SHIRRIFF'S JELLY POWDERS

the kind which makes fine, natural-flavored jelly in the shortest time? Stock up at once.

The Imperial Extract Co. 8, 10, 12 Matilda St. TORONTO

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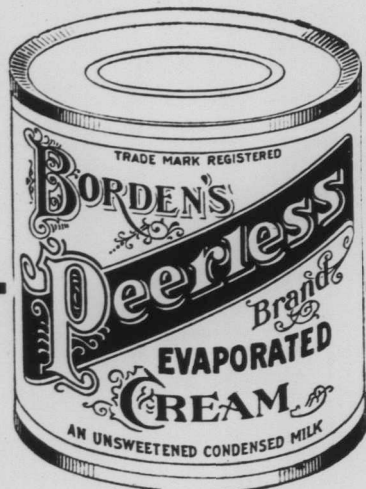
Scott,



The

J

Borden's New
Size Package



"Peerless Brand"
Evaporated Cream

Retails at 5c.

\$2 per case of 4 doz.

UNSWEETENED

¶ Your particular trade will have nothing but Borden's Brands. You can take no better way of pleasing **all your customers** than by recommending Borden's Brands and telling them why you do so.

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

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

Scott, Bathgate & Co., Winnipeg, Man. Mason & Hickey, Winnipeg, Man. Shallcross, Macauley & Co.,
Calgary, Edmonton, Vancouver and Victoria, B.C.



Nothing like it for Infants and Invalids. Like what? Why

Canada First Evaporated Cream

It is the purest, most easily digested, and nourishing evaporated cream made. It is perfectly sterilized, is unsweetened, and manufactured with the utmost care and cleanliness. Are you handling this Brand? It is worth recommending.

Order from your wholesaler.

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

JAPAN TEAS

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

S. T. NISHIMURA & CO.
Montreal and Japan

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy
The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

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



Comm

W. S. C
Green &

We are

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THE CANADIAN GROCER

ESTABLISHED OVER 200 YEARS

CHAMPION'S

MALT VINAGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

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

AGENTS

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

STERLING Brand MINCE MEAT for HOLIDAY TRADE

See that your stocks of mince meat are kept up at this time of the year. The demand for "Sterling Brand" is large all over the Dominion, for here you have a mince meat you can recommend to your best customers.

Done up in glass and 6 $\frac{1}{2}$, 12, 28 and 50 pound pails.

The T. A. Lytle Co.

Limited

Sterling Road :: TORONTO, Can.



CHRISTMAS SEASON

Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

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



A Sure, Fast Seller

Anything that is the above will certainly interest you. We have such a proposition in our

Holland Rusks

"The Food of Old Holland"

Delicious, nutritious, full of that "want more" quality which means repeat sales for you. Profits large.

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.
Makers of the Original

If your jobber cannot supply you, please notify

McGREGOR SPECIALTY CO.

672 Yonge Street, TORONTO



Saves time.
Saves money.
Saves you bags.

McGregor's Patent Bag Holder

Should be in every grocer's store.

KILGOUR BROS.

19 Wellington St. West, TORONTO

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BRAND

IN STORE

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

Phone or write for quotations
Long distance 596 free to buyers

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

"We consider it far ahead of any System we have ever used. No more working nights and Sundays to get our posting done, and our customers pay up promptly. We first bought one, and have since ordered another for our other store."

THE BROWN MEAT CO.,
Port Arthur, Ont.

The interior takes out and fits any safe, thus giving complete fire protection.



Huber Account Register and System

has done away with all bookkeeping and posting, and by avoiding errors has gained the customers' confidence. It is the latest, most accurate and most satisfactory way of keeping accounts, and is adaptable to any business. Shall we send you our Catalogue?

We Want Salesmen—Live Ex-Merchants Should Apply

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



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

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THE QUESTION OF QUALITY BEING SETTLED, WHAT ELSE INTERESTS YOU?

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RECEIVING ON SIMILAR GOODS.

A TIN CONTAINING AS MUCH AS A QUARTER POUND MORE LYE THAN IS USUALLY GIVEN.

A TIN WITH ROTATING COVER AND SIFTING TOP.

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS

TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO

Ewings' Club Jelly Powders

Have the reputation of being the most tasty, easily prepared and economical of all quick desserts and are consequently in highest favor with the housewife.

For this reason they are the most profitable line for the grocer to handle.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto

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The Famous Dayton Scale

More DAYTON SCALES sold than all other makes of Computing Scales.

Acknowledged by all to be the **BEST SCALE** in the world. And, being the **BEST**, it has been imitated.

We ask merchants to protect themselves by insisting on having the **DAYTON SCALE**, for the imitation is **never as good**.

Note the Low Platform

This Scale is **ABSOLUTELY AUTOMATIC**, is a **TOTAL ADDER**, and all weighings are given on the Chart in **CENT GRADUATIONS**.

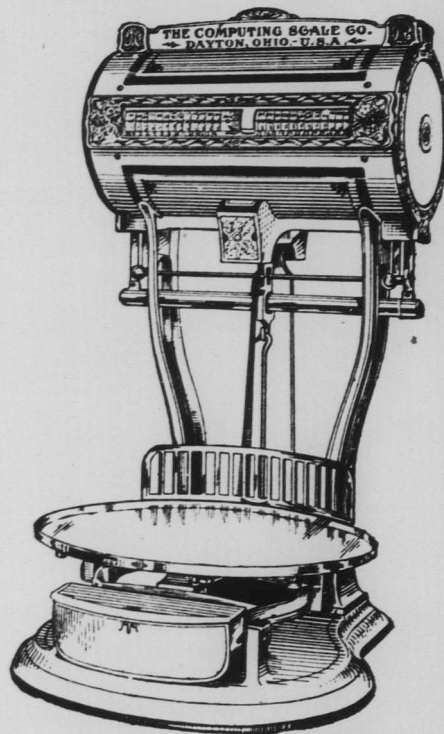
Made in Canada

Sold on **EASY MONTHLY PAYMENTS**, no interest charged.

Send name and address and we will have one of these **FAMOUS SCALES** demonstrated to you.

The Computing Scale Co. of Canada

164 King Street West - TORONTO, ONT.



Dayton Moneyweight Scale.
Note the Low Platform.

THE CREAM OF THE TRADE

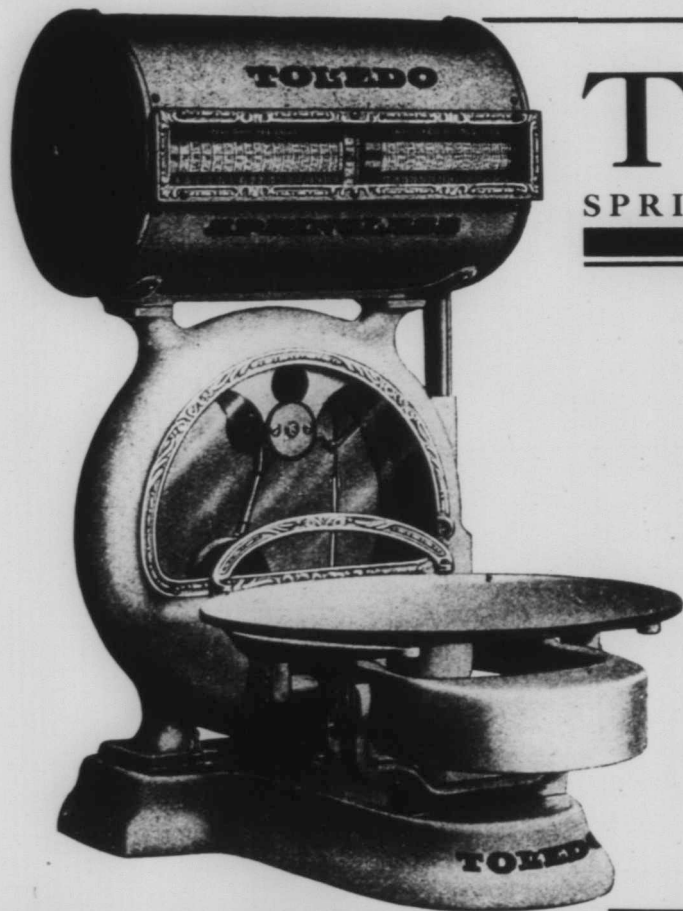
— IS SECURED WITH THE —

RIVERDALE BRAND

The only sure, steady and sound way to retain it is to keep on selling this brand of canned fruit and vegetables, which is the standard of quality and excellence. It represents something that bears out exactly what we claim — absolute purity.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO



TOLEDO

SPRINGLESS COMPUTING SCALE

SAVES
Money, Labor and Time } What More Could You Ask?

Our representative will be pleased to explain fully the advantages of a Toledo over other types of computing scales. This places you under no obligation to buy. Why not investigate?

PRICES from \$40.00 up. EASY TERMS. LIBERAL ALLOWANCE FOR OLD COMPUTING SCALES.

SEND FOR ILLUSTRATED BOOKLET

REMEMBER—Our scales contain absolutely "NO SPRINGS" and are therefore always accurate in any temperature.

TOLEDO

COMPUTING SCALE COMPANY

335 Yonge Street, TORONTO, Ont.

Offices: — St. John, Montreal, St. Thomas, Winnipeg, Regina, Moose Jaw, Saskatoon, Calgary, Edmonton and Vancouver.

Better value than

Chase & Sanborn's High Grade Coffees

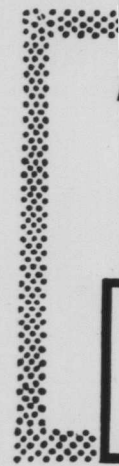
is beyond the purchasing power of money

This is the secret of the coffee trade of thousands of grocers

Are you one of them ?

Chase & Sanborn, Montreal

The Importers



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is. The
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W. H

HOW MANY CUSTOMERS HAVE YOU

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

Wide-awake grocers are making a leading line of

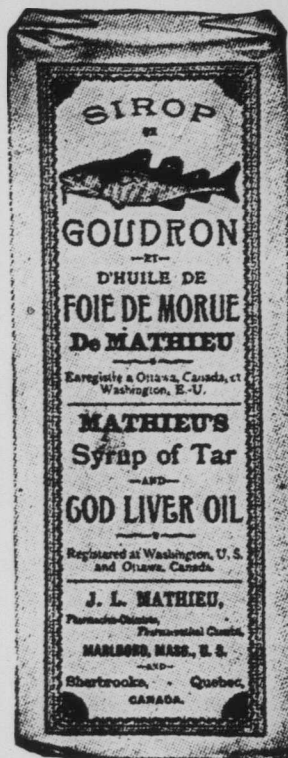
W. G. Patrick & Co., Toronto and Montreal
 R. B. Seaton & Co., Halifax, N.S.
 The Midland Vinegar Co., Birmingham, Eng.
 W. H. Escott, Winnipeg, Man.



St. Lawrence

GRANULATED
 and
GOLDEN YELLOWS

made only from Pure Cane Sugar.
 The St. Lawrence Sugar Refining Co., Ltd.
 Montreal



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

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

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

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

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

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

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

Distributors for Western Canada:

Foley Bros., Larson & Co., Wholesale Grocers and Confectioners,
 Winnipeg, Edmonton, Vancouver.
 L. Chaput, Fils & Cie., Wholesale Depot, Montreal.

GOOD COFFEE

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

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

AURORA COFFEE

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

W. H. GILLARD & CO. Wholesale Grocers Coffee Importers **HAMILTON**
 BRANCH HOUSE: SAULT STE. MARIE

ROWAT & CO.

Glasgow, Scotland



The house with the reputation for highest quality.

For many years known to Canadian grocers through

Rowat's Pickles and Olives

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

Paterson's Worcester Sauce

How are your stocks of these specialties?



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



Reindeer Milk and Jersey Cream

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

“Turn Your Spare Time Into Money.”

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

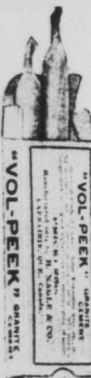
THE CANADIAN GROCER
TORONTO, CANADA

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Your
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A Right Selection

of **teas** is of vital importance to every **grocer**. There need be no fear of the result if you are handling

"MELAGAMA" THE TASTY TEA

which has long since established itself as a prime public favorite.

Your **BULK TEA TRADE** will also be safe in our hands. Allow us to convince you. Samples and prices cheerfully forwarded.

MINTO BROS. - - **TORONTO and BUFFALO**

AGENTS WANTED

We require agents for the sale of our high-class Grocers' Specialties in the cities of Ottawa, Kingston, Hamilton, London, Winnipeg, Regina, Calgary, Edmonton, etc.

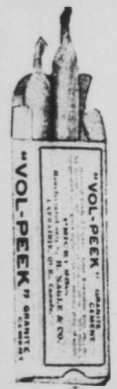
The sole agency will be given for the city and the territory surrounding.

The goods are all of the very finest, and enjoy an enviable reputation all over the world. They are manufactured in England and have been pushed in Montreal and Toronto, where there is a good demand.

Please state lines already handled when you reply and give a banker's reference.

X.L., care of CANADIAN GROCER

"VOL-PEEK"
GRANITE CEMENT
Mends Holes in Everything



A sure-selling specialty which you retail, at good profit, at 25¢ a package—similar to the illustration. Supplied to you in attractive counter display cases, as herewith shown.

Order a trial lot.

H. NAGLE & COMPANY, Montreal, Que., Sole Manufacturers
Agents:

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



McLEAN'S WHITE MOSS COCOANUT

The brand that the housewife can invariably depend upon for Christmas cooking.

The Canadian Cocomanut Co.
Montreal

CALIFORNIA FRUITS

We Have Now In Store

A FULL ASSORTMENT OF 1909 CROP

PRUNES—G. & S. "Santa Clara."
California Cannery "Santa Clara."

RAISINS—G. & S. Seeded, "Fancy" and "Choice," 16 oz. pks.
"Owl" Seeded, 16 oz. pks.

Dried APRICOTS, PEACHES and PEARS.
10 and 25 lb. boxes.

Canned APRICOTS, PEACHES, CHERRIES and PLUMS.
CALIFORNIA GREEN AND WHITE ASPARAGUS.
1 lb. and 2½ lb. tins. Full size and tips.

Quality is fine.

Send us your orders at once.

Prices satisfactory.

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers,

MONTREAL

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

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

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

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

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

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

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

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Adamson, J. T.
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Allan, Robt., Co.
Allison Compton
American Tobacco
Andrews & Munr
Archambault, V.
Aspeto Mfg. Co.
Aylmer Condense

Balfour, Smye & C
Belden, R. B.
Benedict, F. L.
Birkle, J. W., & C
Blue Ribbon Food
Borden Condense
Bostock, J. J.
Bowril, Ltd.
Bowser, S. F. & C
Brack & Co.
Bristol, Geo. & Co

Campbell Co., Jon
Canada Maple Ex
Canada Sugar Ref
Canadian Biscuit
Canadian Coconut
Canadian Milk Pro
Canadian Pacific F
Canadian Salt Co
Capstan Manufact
Cargill, H.
Ceylon Tea Assn.
Champion & Slee
Chase & Sanborn
Christie, Brown &
Clare & Little
Clark, W.
Clawson & Co.
Computing Scale C
Concord Canning C
Cannors Bros.
Constant, H.
Cowan Co.
Cox, J. & G.
Crothers, W. J.

Davies, Wm., Co.
Davis Milling Co.
Dignard, Ltd.
Dominion Cereal Co

ALL TEA DETERIORATES WITH AGE

Even in our sealed lead packages we do not consider that tea a year old should go to the consumer. Every pound of



that you have in stock that is more than six months old, please ship it back to us. We will pay the freight and refund the money you paid for it.

"SALADA" is as good as gold.

IF THIS CASE IS FORWARDED TO YOU AFTER

(Date inserted here)

ship it back at once, as the tea is old, and should not have been retained by the wholesaler after the date mentioned.

We take the very greatest care to serve you with the finest tea possible, *but all tea deteriorates with age.* Therefore, even in our sealed lead packets we cannot guarantee "SALADA" to keep without declining in quality.

If you receive old tea into stock your customers will soon note its want of freshness, and this will have the same effect on your trade that stale goods always have.

The date of packing is stenciled on the lid of every box when it leaves our premises. Please consult it and see that your shipment is not more than three months old. If there is no stenciled date on the box, it must have been scraped off for a purpose.

Yours respectfully,

"SALADA" TEA CO.

We put a copy of this circular in every box shipped from our warehouse for YOUR protection.

INDEX TO ADVERTISERS

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Uses and Abuses of Due Bills for Handling Produce

Bowmanville Grocers Charge Other Merchants 10 per Cent. for Taking Care of Country Produce — Abuses Creeping in Make Regulations Necessary—Checks are Being Used Where They Were Never Intended.

Owing to abuses which have crept into the due bill or check system adopted by Bowmanville merchants in handling farmers' produce, steps are being considered by the Board of Trade of that town to restrict their use. In many ordinary mercantile transactions it appears that the checks or due bills were practically taking the place of currency. As the result of an arrangement with the grocers, exclusive stores which could not conveniently handle produce were the clearing houses for these checks on a ten per cent. discount basis.

In country towns, where there is no open market, the farmer disposes of much of his produce in exchange for goods, and the grocery or general store is usually his chief market. In many places, when the farmer's produce is of greater value than the amount he wishes to trade, the merchant gives him a due bill, instead of cash, for the balance. It is an optional matter with the farmer, but the due bill frequently represents a small percentage premium.

The due bills are generally in the form of a small aluminum check, which states its value on one side, and on the other, the name of the firm issuing it.

Grocer Charged 10 Per Cent.

In a large town such as Bowmanville, there are many exclusive merchants who have no facilities for handling produce. The boot and shoe man, dry goods merchant, clothier, jeweler and druggist, do not want to be bothered with it. An arrangement was made between Bowmanville grocers and the majority of other merchants, whereby the latter agreed to trade out the farmer's due bills at par and, at the end of the month cash them with the respective grocers who charged 10 per cent. discount for the accommodation afforded in taking all of the produce.

Here is how it worked out. A farmer taking butter to the grocer could either receive goods in exchange, cash or due bills representing 10 per cent. advance on regular price. When the cash price of butter is 20 cents, for example, the farmer would receive due bill for 22 cents. Each grocer issues his own due bills, and on the first of each month redeems those that belong to him, deducting in each case the amount of the grocery bill due by the dry goods man or other merchant receiving his checks. If, for example, the other merchant had any one grocer's due bills amounting to \$100, and against this was a grocery bill amounting to \$20, this would be deduct-

ed and the grocer would give cash for balance, less 10 per cent. discount.

The majority of farmers prefer due bills, and it meant something to Bowmanville. In one of the neighboring towns there is a better market for produce and hence, cash prices more attractive to the farmer. The due bills, therefore, have had some influence in holding the country trade for Bowmanville. There were those who claimed that the expense in connection with it, however, was not equally divided. When the farmer went to a clothing store, for instance, where prices were all marked in plain figures, he would plunk down, say \$20 in due bills for a suit of clothes. At current prices of produce, he was paying \$18 for the suit and that amount in cash the merchant received when the grocer reclaimed his checks at the end of the month. One dry goods merchant states that he cashed upwards of \$200 in due bills at the end of each month—equivalent to \$240 a year in discounts.



Form of due bill or check given in exchange for produce in Bowmanville. They are issued by the grocer or other merchant handling produce, are accepted in payment for goods in stores not wishing to take produce, and are later redeemed by the issuers on a 10 per cent. discount basis.

An Abused System.

After a fair trial some dissatisfaction was found with the system. Abuses began to make their appearance. The original intention was to use the checks solely as a method of dealing with the produce problem, confining them to the merchants who issued them, and in no way to recognize it as a general substitute for currency. Inquiry along King Street, Bowmanville, shows that here and there merchants have been using them in trade with each other, and that they have got into the hands of people who were never entitled to the privileges which they represented. It is even stated that the checks found their way into the receipts at the dime theatre and that one of the town physicians was tendered due bills for professional services. As the farmer is a close bargainer, a mer-

chant now and then would find himself granting a slight discount and then accept due checks, representing a further reduction. One merchant stated that one or two of his town customers had complained that, while they had to pay cash, the farmer got a discount. He received little sympathy when he explained that while it was one of the problems of business for which he had to pay, the town stood to gain more than it lost.

Grocers Say They Lose.

The grocers have their own opinion in the matter. They state that in some cases, they lose more than 10 per cent. in handling the produce and that, all things being equal, the dry goods merchant and others have the better part of the bargain. Butter represents a considerable item, but they state that it would be decidedly invidious to discriminate on quality. The grocers admit that abuses have crept in, but that proper regulation is necessary. Some of them question the advisability of giving checks. There are farmers, they state, who buy their groceries in the country and trade out the checks in the other store of the town.

A dry goods merchant pointed to one advantage in the system. The checks, he said, were much more quickly converted into cash than an account. Experience had taught him, he said, that when some farmers had any amount of cash on hand they hoarded it, banked it, and ran an account with the merchant. The check was preferred to cash on account of the premium and sometimes caused the farmer to buy when otherwise he would wait or do without. This dry goods man said he had no objection to the system provided that it was subject to strict regulations.

At the meeting of the Board of Trade the majority stood out in favor of restrictions, which would confine the due bills entirely to the merchants who issued them. This is said to be the plan adopted in Oshawa.

Lessening Demand in Oshawa.

A grocer of that town writes The Canadian Grocer as follows:—"Our experience during the past year or two with due bills is that they are gradually being used less than formerly in Oshawa. This is caused, we think, by the demand being greater than the supply and by farmers preferring the cash. In one case, we pay them a cash price if they desire it, or an advance price if they exchange their produce for goods in our own store."

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The Value of Convincing Talks in Advertising

Things That the Grocer Should Take Into Consideration When Preparing Copy—Comparisons Made Between Ads. and Suggestions for Improvements.

Every newspaper one picks up now-a-days contains several advertisements of retail grocers. Particularly is this the case when the Christmas holiday season is not far distant and newspapers issued in December usually carry a good many grocery ads.

If, therefore, you are advertising your goods, store and name, be sure to make the best possible use of the space you buy in the local paper. Judicious and careful handling of it with regard to the goods you desire most to sell and the writing of copy that will bring results are necessary. A great many grocers buy space, but use it so poorly that they do not receive the results anticipated. Much depends on the talk—it is what you say to the prospective buyer that brings her to the store.

Consider the advertisement of Forsyth Jr., Dartmouth, N.S. This is represented by a two-column cut showing the ad. reduced from a half newspaper page size. That is one good feature of it, for the greater the space the better can the store news be set forth.

GROCERY SPECIALS

Choice new Table Raisins Choice new Valencia Raisins
 " " Seeded " " Vastizza "
 " " Table Figs, Cooking Figs, Florida Grape Fruit,
 Cranberries, California Tokay Grapes; Choice Honey in
 1 lb. sections, large consignment of Manzanilla and Queen
 Olives, stuffed and plain, at low prices; French Cherries in
 Marasquin.

REEKS & COMPANY
 Corner Talbot and Elgin.
 N. B.—Consignment Seal Shipt Oysters.

No. 1 Reeks & Company—As This Ad. Appeared in the Newspaper, it Was 4 1/2" x 3" in Dimensions.

The neat appearance of it is another commendable feature. It is symmetrical and not overdone by large display type. The phrasing, too, is interesting as illustrated by the lines: "Mary had a little Lamb, it's fleece was white as snow. These are two well known lines—so are Mott's Pure Breakfast Cocoa and Forsyth Jr.'s. Famous 30-Cent Tea." Apart from that every paragraph tells something that will be of benefit to the housewife. They tend to attract her to the store to get the goods they describe. Then there are prices attached to every article which makes the whole ad. all the more valuable. The phrase at the bottom: "The man who makes good his ads." is convincing and hence strengthens the impression made upon the reader. She is confident of getting just what is said she will receive.

Considerable difference will be observed between the Forsyth ad. and that of No. 1 Reeks & Company. The latter mentions a number of articles which the grocers have in stock, but does not say much about them. The buying public usually knows that a grocery store contains raisins, figs, grape fruit, etc., but it wants some reasons why it should purchase from a

certain store. Therefore it is always best to so word advertisements that the reader will be seized with a desire to buy the articles described.

No. 2 Reeks & Company ad. is a sug-

two methods of calling the public's attention to your goods and that is variety or change. A prominent newspaper manager stated to a merchant a few days ago that it was desirable from the paper's standpoint that advertisements should be frequently changed. The eye of the average reader spots at a glance something that appeared in the issue of the preceding day and if an ad. is left for some time without any variation of the matter, it goes by unnoticed.

- FORSYTH JR'S. STORE NEWS. -

<p>Howards Self-raising Flour</p> <p>Try a 10 lb.</p> <p>Cranberries</p> <p>For 10 lb.</p> <p>Raspberries</p> <p>For 10 lb.</p> <p>Smoked Fish</p> <p>Try a 10 lb.</p>	<p>Cheese</p> <p>Try a 10 lb.</p> <p>Roll'd Oats</p> <p>For 10 lb.</p> <p>Roll'd Wheat</p> <p>For 10 lb.</p> <p>Flour</p> <p>Try a 10 lb.</p>	<p align="center">" Mary had a little Lamb It's fleece was white as snow."</p> <p align="center">Mott's Pure Breakfast Cocoa</p> <p align="center">Forsyth Jr's. Famous 30c Tea.</p> <p align="center">Mott's Tea.</p> <p align="center">Forsyth Jr's. Famous 30c Tea</p> <p align="center">FOR TWO WEEKS</p>	<p>Pickled Herrings</p> <p>Try a 10 lb.</p> <p>Coffee</p> <p>Try a 10 lb.</p> <p>Toilet Soaps</p> <p>Try a 10 lb.</p> <p>Evaporated Pears</p> <p>Try a 10 lb.</p> <p>Molasses</p> <p>Try a 10 lb.</p>
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FORSYTH JR., THE MAN WHO MAKES GOOD HIS ADS.

A Well Written Ad. Reduced From Half Page Newspaper Size.

gestion on how No. 1 might be improved. The naming of prices to the consumer is always preferable, as experienced advertisers will say.

STALE AND WORTHLESS ADS.

Necessity of Presenting Something Different to the Reader is Emphasized by Harry Theobald.

There are two branches of advertising used by grocers which require careful attention to effect the value they are supposed to bring. One is newspaper advertising the other is window dressing.

There is a similar feature to these

The newspaper manager knows the public he is catering to better than the advertiser, and the latter should be quick to appreciate that an ad.' value lies in its power of drawing the reader's attention. The manner in which the ad. is prepared is an important detail, but it is not in the same class as the fundamental principle that an ad. becomes stale and worthless when the same old words: "We carry an up-to-date line of etc." appears from day to day. This is a matter that the grocer who is using printer's ink should never overlook. Changing his window display is identical from its advertising value, and both are important methods used in a grocer's publicity methods.

Buy Raisins Now!

They are just freshly imported and in splendid condition. Note the convincing lowness of our prices.

Choice New Table Raisins, Valencia and Vastizza Raisins.

9c. lb., 3-lbs. for 25c.

We have some splendid honey in 1-lb. sections—better drop into the store and look around.
You're welcome anytime.

Reeks & Company, Corner Talbot and Elgin.

No. 2 Reeks & Company Ad.—This is Just a Suggestion by the Ad. Critics on How No. 1 Might be Improved to Bring Better Results.

Practical Methods Used in Retail Grocery Stores

How Village Merchants United to Kill Mail-Order Trade — Vancouver Merchant's Method in Selling off Old Goods — Attachment to Funnel Aids in Pouring Vinegar—A Geographical Dried Fruit and Sugar Window.

Killed Mail-Order Competition.

Perth, Ont., Dec. 8.—A traveler is responsible for the following:—Some time ago the merchants of the village of Eganville found that quite a lot of business that should rightly be theirs was going to Toronto's departmental stores "cash with order." The merchants being friendly, got together, considered the matter and secured a man to find out just who in their community were receiving their goods from Toronto. This gentleman got to work and a list of names was secured.

The merchants each received a copy of this list and had among themselves an understanding that when any person on the roll asked for credit, they should be refused and told that as departmental stores had been receiving their cash business they should ask them for credit.

It is claimed that results have justified the above action, that customers have come to see that the local merchants offer real advantages to local trade. They have given the matter some thought, and at present very little that can be bought at home is sent away for.

Stocking the Store Front.

Ormsdown, Que., Dec. 3.—A valuable system is in use in the store of A. Bastien, to facilitate sales of any overstocked or perishable lines. According to Mr. Bastien all that is necessary is to have the front of the store stocked only with those goods, having those farthest forward which it is most desirable to sell first. He claims that any line of goods can be quickly disposed of in this way.

Selling off Old Goods.

Vancouver, B.C., Dec. 7.—"It's easy enough to keep busy when things are coming one's way," remarked a shopkeeper to The Grocer, the other day, "but the point is to keep going on the dull days. These always come once in a while, and then it is that we take a look over the goods in the store, segregate old stock, and pick out something that might go as bargains. The old stock is 'played up,' that is put on display, either in the window for a short time, but generally on a table inside, and marked at a good clearing price. The other goods are first-class, and knowing our customers we ring up those on the telephone, who, we think, would be most interested, offering them at a very slight reduction. The line selected is a good one, but for some reason has been going slow, and the price quoted is not such as to kill profits, being just a little

cheaper than ordinary. It may be argued that in this way customers are stocked up, but we find that we lose little, and moreover the customer, buying at a better price, uses more freely. It not only means, therefore, that business comes quicker, but it clears out a line that is apt to stand on the shelves. We find it pays to have a change to attract a customer's attention, when in the store, and there's nothing better than new goods."

Fills Vessel More Quickly.

Perth, Ont., Dec. 8.—A merchant has a simple and not costly device to assist him in pouring vinegar through a funnel into a vessel. He fastens a small strip of wood to the outside of the funnel, which keeps it from pressing to tightly against the neck of the vessel being filled. This allows the air to escape freely and the jar to be more quickly filled.

Children Should Receive Consideration

St. Johns, Que., Dec. 8.—"In my store children receive fully as much consideration as their parents," said R. Goold, one of the progressive local retailers. "I figure this way: If a child is given some inferior article, or is made to wait until everyone else is served, though they came in after she did, you are sure to hear from it sooner or later. In all probability you will hear that her mother is trading elsewhere."

A Clerk Who Studied Geography.

Peterboro, Ont., Dec. 8. — Peterboro grocers have been making a specialty of advertising dried fruit just now, and many creditable displays are to be found in different windows. With the coming of the mince-meat pie, and Christmas cake season, the demand for raisins, currants, peel, etc., reaches a maximum, and the grocers are not slow in taking advantage of that fact. Among the smaller stores, J. C. Tully, has a neat and attractive display and further uptown P. Connal & Son have a "fruit" window that is neat and tasty. A good idea has been struck by Walter Fitzgerald, who has in charge the windows of White & Gillespie. He has used a floor of raisins and currants and has outlined with lump sugar the boundary of Ontario, with Peterboro located by a small lump and a little banner, with the name of the city. An artistic show card has the words, "We lead the Province." The window is attractive and the design has been effected carefully, and in good taste.

Dealt Fairly With the Public.

Brockville, Ont., Dec. 8.—Allan Cameron, who two weeks ago sold his grocery stock and retired from mercantile life, closed a career of forty-five years behind the counter, thirty-five of which were spent in Brockville and ten in New York City. Mr. Cameron's first venture in Brockville was in the boot and shoe business on the corner of King and Buell Streets, which he sold to D. W. Downey. He was in the stand five years, when he returned to New York for a similar period. Coming back to Brockville he went into the store he has just vacated, remaining there twenty-six years. In all his dealings with the public Mr. Cameron enjoyed the respect of everyone.

Thirty-five Feet of Show Window.

Peterboro, Ont., Dec. 8.—The importance of window displays is realized by R. C. Braund, who during the past few weeks has torn out thirty-six feet of the wall on the north side of his store and has replaced the two small windows with one entire length of plate glass. Five large plate glass windows were required, and the store now has as fine a show window as will be found in any of the largest stores in the centre of the city. The windows will be provided with a suitable background for the displaying of goods, and as Mr. Braund carries a heavy and varied stock, he felt that the advertising the window will afford will soon pay for itself. It is also attractive, and when suitably decorated will give the building an appearance that will prove a good drawing card. Suggestion to the passerby has always been one of Mr. Braund's favorite methods of reaching the people. Although situated away from the centre of the city, there is considerable traffic past his establishment, and previously he made a practice of using small bill boards on which he would announce a special sale of some particular line of goods. One day it would be sugar, another soap, and so on, and no one could hardly go by the store without noticing these advertisements. He will now have about thirty-five feet of show window in which he can have ample scope to display his goods.

Bell Bros. are opening the store in Elora, Ont., formerly occupied by Wm Campbell.

E. F. Mitchell, who has been salesman for Geo. Burfoot on Bloor Street, Toronto, for over 10 years has opened a new grocery store at 1556 Queen Street West.

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Flat Rate Business Taxation System Recommended

Manitoba Business Men Again Discuss Extra-Provincial Corporations Act—Provincial Government Awaiting Their Decision—Whole Matter Turned Over to Board of Trade.

Staff Correspondence.

Winnipeg, Dec. 8.—Following the verbal agreement between the committee, which had been dealing with the Extra Provincial Corporations Act, and the provincial government to the effect that the act would not be enforced until the government again heard from the committee, the solicitor engaged by the local business men began at once to draft a letter outlining the various grievances and suggesting changes in the legislation.

It was the purpose of the committee to have this letter forwarded on to the government as soon as they could have it sanctioned by the general body from which the committee was appointed. Accordingly a general meeting was called on November 30. Instead, however, of the body endorsing the letter, the men present plunged into a long and spirited discussion over the various clauses of the Act. This fact did not demonstrate that the letter, which was in reality the report of the committee, was not satisfactory, but it did demonstrate that there were a great number present who were not familiar with the Act and were not aware of its far-reaching effect.

The Real Opposition.

Those, however, who had familiarized themselves with the situation enlarged upon a phase of the Act which is a basis, perhaps, for the whole feeling of opposition. This was the system of taxation which the government, according to the Act, intended to bring into operation. The Act states clearly that the taxation would be according to the capital stock of the outside company. This would simply drive away the business which is at present being done by large capitalized companies.

As one speaker, who represents a London firm, capitalized at £20,000,000, said, it would be absurd that his company would continue to do business here for a few hundred dollars per year.

The fact also that the solicitor's letter presented by the committee did not deal with this matter, had the tendency to create a widespread interest in the matter of the basis of taxation.

R. H. Bryce, a dry goods commission merchant, spoke strongly in favor of a system of taxation according to the amount of business the company does in the province. Mr. Bryce, however, did not suggest any method by which the government could get at each company's list of sales in the province. In case this was done each company would have to submit an annual report stating definitely the volume of the business transacted, and this, few companies would care to do. In any case the government could easily be defrauded.

A Flat Rate Proposition.

J. B. Nicholson, a grocery commission merchant, brought forth another system as a basis of taxation. His proposal was a flat-rate scheme such as that in operation in British Columbia. Mr. Nicholson did not stipulate any amount, but he suggested that a tax

of \$150 yearly might satisfy all companies doing business within the province, and also the government, if the matter was urged upon them.

This was put into a form of a motion by Mr. Nicholson and finally seconded and carried, that the committee's letter be approved and the government approached regarding a flat rate system in addition to the contents of the letter. The meeting then adjourned.

In Hands of Board of Trade.

On December 3rd another general meeting of the Brokers' Association, the Grain Exchange, and the Board of Trade was held for the purpose of delegating a specified body to take up the matter of presenting the petitions passed at the previous meeting, to the Government. Chairman J. B. Nicholson suggested that the Board of Trade should be given the matter entirely as many members of that board were already interested in the question.

It was argued, however, that should the Board of Trade be given the matter to deal with they should not be limited to carry out the motion passed at the previous meeting, namely that the former committee's letter be approved and forwarded to the government.

It was carried unanimously that the Board of Trade be given charge of the whole matter and deal with the Act as it stands and that the letter and all previous suggestions serve that body as information only.

SELLING EXTRA GOODS.

London, Eng., Nov. 30.—(Staff Correspondence)—A new and convenient aid

to selling has been devised by a London (England) retail grocer, who finds that his trade in Christmas fruits is benefited considerably as a result. He has made up a shallow box or tray, divided into numerous compartments about three inches square, every division containing a fair sample of each grade of raisins, currants, etc., he has on hand, as well as spices, peels, etc., commonly used in pudding, mince meat, etc. He is thus able to show a customer in a moment, without trouble, not only what she may have enquired for, but also the various other ingredients she is likely to need during the Christmas season.

This method would seem to be a great success as compared with the usual form of bringing forward a scoopfull of the fruit under inspection, and there is considerably less waste. Besides this, a comparison of values is made easier. Of course, the customer will have confidence in her retailer if she is willing to buy from sample. Altogether, the little plan works well and might profitably be applied in other lines of goods.

PERSONAL NOTES.

A. P. Tippet, Montreal, of A. P. Tippet & Co., was in Toronto during the week. While there he made a friendly visit to the office of The Canadian Grocer.

Archdale Wilson, Hamilton, Ont., manufacturer of fly-pads, accompanied by his family, intends spending the winter in the south of England. He expects to return to Hamilton before March 1st next.

J. Dunfee, who has successfully conducted a grocery business in Port Hope, Ont., for many years, has started out on the road for Eby, Blain, Limited, Toronto. His territory lies between Oshawa and Lindsay. Mr. Dunfee is succeeded in Port Hope by Harold E. Martin.

ANOTHER OLD STORE.



Although the above old store does not equal in age some of the others published, it is nevertheless pretty old when the time of settlement of the vicinity in which it is located is taken into consideration. The proprietors are The A. Ronald Co., Minesing, Ont., (Simcoe County). The photograph as here represented was taken of the store

as it appeared when built in 1870 by the grandparents of A. Ronald, who came to Canada from Scotland five years before. The store has been in constant use ever since, and is now being operated by the third generation. It has been enlarged since then by an addition to the front and a warehouse for oils, also flour and feed at the side.

The Canadian Grocer

Established 1886

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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DRAWING UP FOOD STANDARDS.

It is not at all probable that the new Food Standards for Canada will all come into effect at any early date. Manufacturers would necessarily be much inconvenienced if this should occur, as many of them would lose heavily by the expense of labels and possible failure of filling orders for future delivery.

During the week several manufacturers have been in Ottawa consulting the Chief Analyst regarding the Food Standards. The department is busily engaged working on the standards, but they are taking them up section by section. At the present standards for the milk products are under the eye of the analyst, and these will in all probability be decided upon some time in January. Following them, wines and liquors will come up, and so on to the finish. It will be a year or more before all the standards are drawn up, and manufacturer will no doubt be given plenty of time to work off their labels and fulfill their contracts.

It must not be supposed that a new law has to be passed by the Canadian parliament. When standards have been decided upon, the authorities will be in a position to enforce the present law relating to food adulteration, etc., as they will then be in a position to know exactly when a food doesn't measure up to the requirements.

A Canadian daily newspaper announced the other day that the Food Standards would be ready by January, but this information was, of course, erroneous. Only one section of it is likely to be finished by that time.

The Inland Revenue Department appears to be moving cautiously. It realizes that there is a great deal of thin ice about and is keeping its eyes open. It is trying to avoid the experience of

the United States, where the new pure food laws have created so much trouble among the trade.

The Department realizes that the questions involved should not be left wholly to the permanent officials for solution and consequently it has sought and obtained the co-operation of the men in the trade who are directly interested and competent to advise.

It does not follow that the Department will be wholly guided by what the manufacturers of food products may suggest, but it does indicate a disposition to secure the co-operation of practical men. Before the new regulations are put into force a draft will be submitted to those interested for further consideration and advice.

It is understood to be the intention of the Government only to deal at present with those food products which are not concerned with so-called poisonous ingredients, such as various kinds of preservatives. This was the rock which the authorities in the United States ran up against and naturally the Canadian Government desires to avoid a like experience.

It is to be hoped that the Department, in drawing up its new regulations, will not overlook the interests of the vast body of retailers throughout the country who are the distributors to the consumers of the various food products. They should be consulted.

NO AMALGAMATION YET.

There is as yet nothing definite in the independent canners' amalgamation proposition. The matter is still in abeyance and will be for two or three weeks at least.

Garnet P. Grant, Montreal, who is one of the chief promoters of the project, when asked by The Canadian Grocer this week what the situation was, stated that as yet there was nothing to report. He was going out west for a few weeks and until his return could not give any information, but anticipated something happening about the beginning of the year.

Further enquiries by The Grocer bear out what was stated last week. Some of the independents approached claim that the terms of amalgamation are not satisfactory to them. The idea of allowing the promoters to place values on their plants does not meet with their approval and as well they do not care to take stock in the new concern to the value of their establishments and properties and take chances on other management making the venture a paying success.

One canner said that he had been sent the proposed terms of amalgamation but that his firm had not even considered them because they were not at all satis-

factory. This seems to be the general situation and unless matters take a different turn, an amalgamation is not the probable outcome of the present proposition.

PROPOSED VINEGAR MERGER

During the past few days there has been great activity among Montreal vinegar men. Two meetings were held at the Windsor Hotel to discuss plans for the merger to which The Grocer has referred in a previous issue.

The first intention was to have purely a selling agreement among all the manufacturers, but some have proved hard to handle and the probability now is that only the larger concerns will be in the by them that there is at present not a different basis from what was originally intended. The plan and names of the concerns are still a secret but will be published shortly.

The men who met in Montreal claim to represent almost half the vinegar production of this country. It is claimed by them that there is at present not a living margin in pure vinegar and that something of this kind must take place soon.

This is the fourth attempt to organize in the past twenty years. The other three were incomplete and not properly handled, so proved failures.

Ontario men interested in vinegar, maintain that the merger has been advanced to place the market, so far as Quebec is concerned, on a better basis, as price cutting had been prevalent there. Toronto jobbers are selling white wine vinegar to the retail trade at 23 cents per Imperial gallon and are fairly well satisfied, although their percentage of profit is not large.

The amalgamation is not likely to be completed for a couple of weeks, and if it is, the tendency will be to firm up prices.

GOOD NEWS FOR TRAVELERS.

Commercial travelers will no doubt be gratified at the announcement of Hon. Mr. Hanna, the Ontario Provincial Secretary, that hotels throughout that province are to be standardised.

If there is one thing which tends to make the life of the commercial traveler miserable it is the condition of many of the hotels in which he is compelled to live. Accommodation in many instances, scarcely deserves the name while sanitary conditions are often vile.

Mr. Hanna says that standardization will be complete by the end of the year

and that hotels and their houses will be deprived of the

It is to be Secretary will be carried out. The task will be judging from often character past in regard to treatment, a enforcement There must

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Failure to clas according to the a retail business a smaller net bal year than might

and that hotel keepers who do not keep their houses up to the standard will be deprived of their license.

It is to be hoped that the Provincial Secretary will see that the instructions are carried out to the letter of the law. The task will be by no means easy, judging from the indifference which has often characterized hotel keepers in the past in regard to government regulations. The situation demands drastic treatment, and strong and prompt enforcement of the regulations. There must be no winking at infractions of the law. Unfortunately this has been the weakness in the past. It has not been the absence of regulations. It has been the weakness of officials. Possibly stronger regulations may produce stronger officials.

As Mr. Hanna is a man of forceful character we may confidently expect that he will put some of the same qualities into his inspectors.

Commercial travelers can themselves materially assist in the enforcement of the regulations by reporting to the Department any infraction thereof. Their health as well as their comfort demand they should do so.

ADULTERATED BUTTER.

Dr. J. J. McCarrey, chief of the food inspection department of Montreal, has just seized large quantities of adulterated butter. The adulteration consisted in adding sufficient milk to the butter to enable butter costing 24 cents per pound to be sold for 22 cents with a larger margin of profit.

Seven alleged guilty parties are known and there seems to be little doubt that many more are engaged in the business.

It has not as yet been discovered how the butter was obtained, but it is a well known fact that there are machines in the market which are advertised to make two pounds of butter from one pound of butter and a pint of milk.

The present law, passed in 1902 says that butter must contain not more than 16 per cent. of water. The butter seized contained as high as 35 per cent. Of course there was no harmful adulterant introduced so it seems likely that the grocers concerned will be let off with a warning and the seizure of the butter. Some of the wholesalers talk of taking the case up and investigating, but nothing as yet has been done.

CLASSIFY PROFITS AND LOSSES.

Failure to classify profits and losses according to the various departments of a retail business is often responsible for a smaller net balance at the end of the year than might otherwise be secured.

Such a classification need not be very elaborate, but it should be carefully planned and accurately carried out.

An exchange instances the case of a general merchant who, in addition to a general line of grocery goods, is carrying more or less in the way of agricultural implements, housefurnishings, sporting goods, and a line of paints and varnishes. Unless he has adopted a system of properly departmentising his accounts, he cannot tell for the life of him what percentage of his profits has come from each of these kinds of goods. In fact, he may be actually losing money on one department and making an excellent percentage on another.

Merchants whose books are kept in such a way as to show the profits or losses from each branch of their business know what a satisfaction such figures are. If it is known that the hardware and paint department is proving profitable, for instance, the suggestion that it pays to push these goods is naturally followed by more sales and bigger profits another year. It may be that the merchant could make some sort of a rough guess at these profits without the figures; but there is much greater satisfaction and safety in knowledge.

It isn't necessary that a merchant should be an expert bookkeeper to departmentise his accounts. If he doesn't care to work out a system himself, a few dollars spent for a set of books especially planned for retail merchants' accounts would be an excellent expenditure; and the time required to keep these books, once a start is made, would probably prove to be little or no more than that formerly spent in puzzling over less up-to-date forms of accounts.

AGAINST INSURANCE LEGISLATION.

The Committee of Insurance Premium Payers of Canada, with John A. Gunn, Montreal, as honorary secretary and H. G. Meir as secretary, have issued a neat booklet on "The Insurance Act," setting forth among other things the claims of companies organized under the name of The All Canada Fire Insurance Federation and the views of the Premium Payers respecting the provisions of the Insurance Act as affecting their varied interests. This matter was referred to in The Grocer of Nov. 26th, when business men were urged to write their representative in the House of Commons requesting him to use his influence against the passing of the proposed legislation. It is to be hoped that many have done this, as the passing of such legislation will tend to the raising of fire insurance rates in Canada.

NO CHANCE FOR MAIL ORDERS.

If all merchants throughout the country used the same aggressive methods to keep the trade in their home towns and villages as does Thos. Mulcahy of Orillia, Ont., the large catalogue houses wouldn't have a great deal to do outside the places in which they are located.

Mr. Mulcahy issues regularly a large circular setting forth his general store news in detail and giving convincing talks. A copy of the latest issue has reached the office of The Canadian Grocer, and in it the proprietor has placed particular emphasis on the "shop early" idea so much in evidence around Christmas times.

The circular is headed: "The Big Store With The Big Christmas Stock," and the introductory paragraph reads as follows:

"Take time by the forelock—plan a few weeks ahead by turning your thoughts Christmasward. All is in readiness throughout every department of our big store. Never were we so well prepared for big Christmas selling. Never have we bought so largely and so well—buying which was planned and done months ago in the greatest markets of Great Britain, Europe and Canada.

"Stocks and assortments are now at their best. Now is the Golden Time to Buy. Every line is complete, and the early buyers have the benefit of an immense variety to choose from of good, useful things which make very acceptable and practical gifts.

"Shop now and avoid the crush and hurry of the last week."

This talk is followed by four large pages setting forth goods and their prices and specific reasons why they will be suitable as Christmas gifts or for Christmas use. For instance, under the heading "Give the Boys Hockey Boots" it says: "No gift one can think of will please the boys more than a pair of hockey boots. We have a splendid assortment of the best makes."

Such advertising as this is what gives ideas to the readers. There is no doubt in the world that the Mulcahy store will dispose of a good many pairs of skates through that one little ad. in the circular and there are a hundred other similar suggestions which must bring sales.

No mail-order house can expect to do business in the face of such advertising, and the sooner merchants learn this the better will it be for the general trade of the country.

Concerning the Retail Salesman and His Work

The Value to Salesmen of Remembering Names of Customers—
Why it is Appreciated by Them—Flattery Goes a Long Way
in Interesting Them in the Store in Which You are Employed.

By A. K. McRae.

Salesmen in the store should realize more than they do the advantages of remembering names of customers. This is a qualification that should be developed if not already an accomplishment, as it frequently is the means of gaining new customers.

For instance if a lady enters for the first time, the store in which you are an employe and requests you to send an article to her address, make it a point to remember that name and if possible the address. The next occasion, when she calls, she will recognize the interest you show and feel quite flattered. The probability is that you gain a new customer for the store and although you may not be aware of it at the time, you may later discover that she appreciated your thoughtfulness and service.

Most people feel flattered when they see their names appearing in the public newspaper—so long as no scandals, etc., are connected with them—and they always want to see them spelled correctly. This applies to customers coming into the store as well. They appreciate first of all the fact that you haven't forgotten their names, but they do not like it if you pronounce or spell them wrongly. A little care and attention to this matter will have beneficial results.

The "Just as Good" Phrase.

The salesman who familiarizes himself with the names of customers and greets them in a friendly but unobtrusive way will not go far wrong. Never ask a customer bluntly what his name is. Play no favorites. The salesman who drops one customer to take up another because the latter is one that he calls his own is not building a business for

Look the customer straight in the eye when you address him. Show him that he is your sole concern for the time being.

Be most careful about trying to persuade a customer to take something in place of that for which he inquires. A customer asking for something not in stock should never be told in so many words that there is a substitute "just as good." Cut out that phrase. Earnestly recommend as possibly acceptable whatever you think will satisfy, but leave the impression always that the customer better knows what he wants than you do.

The salesman who has the initiative to beat out a new path in the field of salesmanship is the man who will be the manager later.

Some salesmen will take suggestions from a customer more readily than from their employer. You should guard against this.

There is a sentiment in business, and the salesman who realizes this fact in impressing himself upon the buyer will always have an advantage over any competitor who does not.

A strong point to cultivate is to take real interest in the welfare of your customer and the place in which he is located.

If you are permitted to participate in the social life of a customer, don't overdo it.

Buyers are always laying pitfalls for the salesman. If you happen to catch on before you fall, don't make any point against him from it.

A salesman is often placed in a position where he is compelled to talk against time. Make this conversation as entertaining and instructive as possible, if you wish to retain the buyers confidence.

LICENSE FEE AT \$200.

This is Likely to be Passed Against the Pedlar by Montreal City Council.

Montreal, Dec. 4.—The regular monthly meeting of the Retail Grocers' Association was held in their offices, 270 St. Catherine St., Montreal, Thursday evening, Dec. 2. Officers present were: J. A. Dore, president; J. D. Boileau, 1st vice-president; J. I. Lussier, 2nd vice-president; A. Laniel, treasurer, and A. Sarrazin, secretary. About 35 members attended.

Letters from four of the city hospitals were read asking for a subscription. Each was voted \$10.

A report of the last picnic finances was read by the treasurer, showing that a net profit of about \$423 was made. The report was heartily cheered by the members present.

The feature of the meeting came in the speech of the president, Mr. Dore, who referred to the fact that the by-law to raise the peddlars' license fee to \$200 was to come before the city council on Monday night for the second reading. He said it was of vital importance to all members to be present at this reading, as upon it depended the final outcome of the whole matter. Furthermore the prospects were very bright for a successful ending, as a majority of the council had expressed themselves as favoring it.

Before the meeting a delegation from the pedlars' association had called on the R.G.A. officials to see if some amendments could not be inserted in the measure. No satisfaction was given them, however, as it seemed a certainty that the measure would go through as the grocers wished without any compromise.

It was decided to hold a euchre at the Auditorium on the 13th of January, for which the tickets were to be \$1 each,

with a limit of 600 tickets to be sold. Committees were appointed to look after this affair, the chairmen of which are as follows: J. A. Dore, chairman of the general committee; J. I. Lussier, chairman of the euchre committee; A. Laurendeau, chairman of the dance committee; A. Laniel, chairman of the banquet committee; J. D. Boileau, chairman of the reception committee; A. Sarrazin, chairman of the finance committee.

A treasurer's report was read as to how many of the members had already paid their dues. It showed that about 150 had paid under the new \$5 rate, which was more than had paid at the same time last year under the old \$2 rate. It is thought that there will be no more trouble than usual in collecting the remainder.

RAISING PEDLAR'S TAX.

Montreal, Dec. 8.—(Special).—A by-law to raise the tax on street vendors from \$50 to \$200, passed its second reading before the city council Montreal, Monday afternoon, Dec. 6. It only lost a motion for the third reading by a few votes. There seems to be little doubt that it will pass when brought up again.

A circular was sent out to every member by the Retail Grocers' Association, asking all who could to be present at this council meeting. It was hoped that the effect of so many interested grocers would have considerable weight with the members of the council.

A letter from the pedlars' association was read offering to compromise at \$100, but though a motion was brought up by Ald. Lesperance to this effect, it lost by a considerable majority. The final vote was 25 to 18 in favor of the by-law.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

MacLaren Imperial Cheese Co., Ltd., have received from the first prize English dairies a shipment of the very finest English stiltons, well aged and matured, and of excellent quality for Christmas trade.

Snowdon & Ebbitt, Montreal, who have for many years looked after the interests of Rowat & Co., Glasgow, in Ontario and Quebec, for pickles and olives, will in future have charge of the sale of Paterson's Worcester Sauce, too. This line is now being manufactured by Rowat & Co., who purchased the recipe and good-will from the originators of the sauce.

The "Salada" Tea Co. have hit upon a novel and unique suggestion to the puzzled Christmas gift-giver. They offer (through advertisements appearing in the daily press throughout Ontario) to send 5, 10 or 20 pounds of "Salada" Tea in original cases, upon receipt of the price and the name of their grocer, express charges to be prepaid. As requests come in they will credit the account of the grocer whose name is given with the regular profit. They ask the co-operation of the trade in drawing the attention of their customers to this suggestion. They claim that not only will the gift be appreciated three times a day as long as it lasts by the recipient, but in some cases it will serve to take business away from the pedlar.

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" " "

Red Seal, in ca
Crystal diamon
" " "

Extra ground, 1
" " 2
" " 50-lb

Powdered, bbls
" " 50-lb
Phoenix

Bright coffee...
No. 3 yellow...
No. 2 " " 5
No. 1 " " 5
Bbls granulated
above bag p

SYRUPS
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The Markets—Canned Tomatoes Likely to Advance

Inside Information Indicates this to be the Tendency—Other Canned Vegetables High—No Change Anticipated in Sugar Market in Near Future—Heavy Demand for Dried Fruits, Nuts and Peel—Evaporated Apple Prices Easier.

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

QUEBEC MARKETS

POINTERS—

Sugar—firm.
Coffee—firm and rising.
Walnuts—very scarce.
Canned Vegetables—firm.

Montreal, Dec. 9, 1909.

Christmas trade is now in full swing, and all dealers report good volume of business. In fact from all reports this year will equal, if not surpass any recent year. Some few lines report a falling off, but the general feeling is firm, with a tendency toward higher prices.

Sugar is expected to remain firm for some time to come in spite of a lower market in New York for refined. Dealers say it is due to competition only, as raws are high, and rising.

Syrups are in better demand than has been looked for, as trade had been falling off for some time. Molasses have their usual good trade.

There promises to be a shortage of high grade teas in the near future, as retailers report their stocks insufficient, and wholesalers have little available for them. Consumption seems to be on the increase.

Walnuts are scarce and of poor grade this year, thus stimulating the demand for shelled goods.

Canned fruits are showing decided weakness, while on the other hand vegetables are firm with a higher tendency.

Reports generally are good, and the dealer who isn't making money had better look into the conditions existing in his own store to find the cause.

SUGAR—The sugar situation this week is one of considerable interest, owing to the varying conditions in different sections. In Winnipeg prices have been raised to correspond with the all-rail freight which now has to be paid. In New York prices are from 5 to 10 cents lower, because of competition, in spite of the fact that raws are on the up grade with little indication of a weakening. Here prices are firm at last quotations, with no immediate prospect of a change either way. If anything the tendency is for higher prices.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" 50 lbs.	5 60
" 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" 100 lb. boxes	5 30
" 50 lb. "	5 40
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½
Extra ground, bbls.	5 15
" 50-lb. boxes	5 35
" 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30

Bbls. granulated and yellow may be had at 5c. above bag prices.

SYRUPS AND MOLASSES—For this time of year both molasses and syrups

are having an exceptional sale. Syrups show the greatest increase, as they were in very slight demand a short time ago, while now retailers all seem to be stocking up. Molasses has had a steady and constant demand for some time past. Prices are steady.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " " barrels	0 44	0 46
" " " half-barrels	0 46	0 48½
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
" 4-bbls.	0 03½	0 03½
" 38-lb. pails	1 80	1 80
" 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz. "	2 85	2 85
" 10-lb. " 1 doz. "	2 75	2 75
" 20-lb. " 1 doz. "	2 70	2 70

TEA—Japan teas are having a greatly increased sale of late. Dealers report a shortage in some lines, combined with a greatly increased demand. Other lines are firm, with little stock on hand, and not much activity. Prices are unchanged.

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

COFFEE—Coffee is firm in all lines, particularly Rio and Santos. Sales are good, and the situation looks promising for future business. The one fear is that the quantity for free export of these two lines will be all used up by the end of January. If such is the case there will be quite a rise in price.

Mocha	0 18½	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—All lines show decided firmness, particularly peppers and nutmeg. It is thought by dealers here that the government will not be in a position to take definite action regarding whole Food Standards inside of a year at the least. In case this is so, manufacturers will have time to dispose of present stocks and prepare for the new conditions, which will undoubtedly mean higher prices.

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

BEANS AND PEAS—Sales of beans have been heavy lately, and this in spite of continued firmness in price. Dealers pronounce the situation the best

for some years. Peas have only had a fair sale, and show a little weakness. No changes in price have been reported as yet, however.

Ontario prime pea beans, bushel	1 85
Peas, boiling, bag	2 50

EVAPORATED APPLES—Eating apples are plentiful as yet and this has kept down the demand for the evaporated goods to a considerable extent. There are also some of the cheaper lines of fall goods in the market. Trade, therefore, has not come up to expectations. Prices are steady, and no advance is looked for until after New Year's at least.

Evaporated apples, prime	0 05½ 0 09½
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DRIED FRUITS—Currants seem to be having a heavy trade for this time of year. It is usually pretty heavy just before Christmas, but this season seems to be better than the average. Figs are in good demand while dates seem to be somewhat dull. Other lines are brisk as usual at this time of year.

Currants, fine filigras, per lb., not cleaned	0 05½
" " " cleaned	0 06½
" Patras, per lb.	0 07½ 0 08
" Vostizzas, per lb.	0 08 0 09
Dates	
Hallowees, old, per lb.	0 04 0 04½
" new, per lb.	0 05
Sais, old, per lb.	0 04½
" new, per lb.	0 05
Raisins	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07½
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½ 0 08
" " 4-crown, per lb.	0 08½ 0 09
" sultana, per lb.	0 07½ 0 10
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 05½
" 4-crown layers, per lb.	0 06

NUTS—Shelled walnuts are in great demand. This is probably owing to the generally poor quality of this year's crop. Under such conditions people would rather see what they are buying. Stocks do not seem to be large enough to fill a continued demand of present proportions. Reports from New York indicate a strong market there, with prospects of shortages particularly evident in all lines of walnuts. Prices are firm and unchanged.

In shell—	
Filberts, Sicily, per lb.	0 12
" Barcelona, per lb.	0 10½
Tarragona Almonds, per lb.	0 11½ 0 12½
Walnuts, Grenobles, per lb.	0 13 0 15
" Marbots, per lb.	0 12½
" Cornes, per lb.	0 11½
Shelled	
Almonds, 4-crown selected, per lb.	0 32 0 33
" 3-crown "	0 31
" 2-crown "	0 30
" (in bags), standards, per lb.	0 26 0 27
Cashews	0 15 0 17
Peanuts	
French, No. 1	0 07½ 0 07½
Spanish, No. 1	0 10
Virginia, No. 1	None
Pecans, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 26 0 27
Broken	0 18 0 19

RICE AND TAPIOCA—Tapioca shows a slightly firmer condition in the primary market. The demand has increased to a considerable degree, which seems to be the main reason. Rice is dull with a slightly weaker tone. Prices are steady as yet.

SIMCOE

Strawberry Preserves

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

Cases contain 2 dozen each

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

Simcoe Strawberry Preserves are guaranteed
to be absolutely pure, made from FRESH
strawberries in season and the finest
quality granulated sugar

to be absolutely pure, made from FRESH
strawberries in season and the finest
quality granulated sugar

Nothing but Strawberries and Sugar

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

CANADIAN CANNERS
LIMITED

Hamilton - - - Canada

THE CANADIAN GROCER

THE CANADIAN GROCER

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

CANNED GOODS

MONTREAL.—The feeling in canned vegetables is firm, with a leaning toward higher prices. In fruits the situation is very unsatisfactory. Demand is only mediocre, and seems to be falling off slightly. Several causes are assigned, but the most likely seems to be the failure of the working class to buy these goods. Last year prices on these lines were raised to such an extent, that dried fruits took the place of the canned, and it is now very hard to stimulate buying among people who have become accustomed to them for the higher priced canned goods.

Canned meats and lobsters are firm.

Peas, standard, dozen	81 05
Peas, early June, dozen	1 07 1/2 1 10
Peas, sweet wrinkled, dozen	1 10 1 12 1/2
Peas, extra sifted, dozen	1 52 1 50
Peas, gallons	3 87 3 92 1/2
Beans, dozen	0 85
Corn, dozen	0 80 0 82 1/2
Tomatoes, dozen (Ontario and Quebec)	0 82 1/2 0 90
Strawberries, dozen	1 37 1 40
Raspberries, 2s, dozen	1 75
Peaches, 2s, dozen	1 65
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 60
Pears, 3s, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard, dozen	0 95 1 00
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon	
1 1/2 lb. tins, per dozen	1 87 1/2
1 1/2 lb. flats, per dozen	1 30
1 1/2 lb. flats, per dozen	2 02 1/2
Other salmon	
Humpbacks, dozen	0 95 1 00
Cohoos, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00

TORONTO.—There is no let up to the strength of the canned vegetable market this week. While prices do not show any appreciable advance to the retail trade there is every reason to believe that in the no distant future they will be raised again. Peas and corn, of course, are running short and everybody knows this. In the canned tomato market, however, there is much speculation. Some jobbers claim that at present there is no indication of a raise, but from the movements of canners, this is quite probable. The representative of one firm stated this week that his company had been approached by a competitor wanting to purchase 10,000 cases.

He declined to sell—or practically did, when he asked 90 cents—because he believes the market is going up to a dollar before the new pack next fall is available.

Fruits are only attracting a fair attention just now, but salmon and lobster are firm.

Beans	0 80 0 85
Corn	0 80 0 85
Peas	1 05 1 42 1/2
Pumpkins	0 75 0 82 1/2
Tomatoes, 3s	0 80 0 85
Strawberries, 2s	1 40 1 50
Raspberries, 2s	1 60 1 67 1/2
Peaches, 2s	1 65
" " 3s	2 65

Lawtonberries	1 65
Red pitted cherries, 2s	1 75
Gallon apples	2 40 2 45
Bartlett pears, heavy syrups, 2s	1 65
" " light " 2s	1 15
" " heavy " 2s	2 40
" " light " 3s	1 70
Lombard plums, 2s	0 80 0 85
Clover Leaf and Horseshoe brands salmon:	
1 1/2 lb. tins per dozen	1 90
1 1/2 lb. flats per dozen	1 25
1 1/2 lb. flats per dozen	2 12 1/2
Other salmon prices are:	
Humpbacks, per dozen	0 95 1 00
Cohoos, per dozen	1 45 1 50
Red Spring, per dozen	1 55 1 65
Red Sockeye, per dozen	1 65 1 70
Lobsters, halves, per dozen	1 85 2 20
Lobsters, quarters, per dozen	1 40

ONTARIO MARKETS

POINTERS—

Canned Tomatoes—Probable advance.

Sugar—Firm but little demand.

Syrup and Molasses—Good sellers.

Evaporated Apples—Prices easier.

Toronto, December 9, 1909.

It is a remarkable fact that almost every article carried by a wholesale grocer is looking upwards, and while higher prices are likely to rule in many lines, there is nothing that threatens a loss. It may therefore be said that the wholesale trade could not possibly be in better shape. This may also be said to include the retailer who should share in this happy condition of affairs.

Against this nothing stands in the way more than stupid jealousy. Our country is in a prosperous condition and the retailers are entitled to a share of the good things that are going. What they must do is to learn to be fair to one another.

SUGAR—Although some New York refineries have shaded prices 10 points there has been no change in Canada and from present appearance none are in sight in the near future. Immediate raws are scarce and hard to obtain, but futures are easier and good crops are looked for. Demand is limited as a general rule to the weekly supply of wants as the Christmas trade in refined sugar is not large.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " " 4 barrels	5 60
" " " " 100 lb. boxes	5 70
" " " " 50 lb. boxes	5 80
" " " " 25 lb. boxes	5 90
" " " " cases, 20-5 boxes	6 55
" " " " Dominos, cases, 20-5 boxes	7 55
Paris lumps, in 100-lb. boxes	5 80
" " in 50-lb. "	5 70
" " in 25-lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Redpath extra granulated	4 85
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 5 1/2
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—There is an active demand for these goods which is usually the case at this time of the year. As the most of these goods are now sold in packages at certain prices there is seldom a change.

Syrups—	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " " "	2 85
10 " " " "	2 75
20 " " " "	2 70
Barrels, per lb.	0 03 1/2
Half barrels, per lb.	0 03 1/2
Quarter "	0 03 1/2
Pails, 384 lbs. each	1 80
" " 25 "	1 30

Maple Syrup—	
Gallons, 6 to case	4 80
" " 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	5 40
Molasses—	3 00
New Orleans, medium	0 31 0 33
" " bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

TEA—There is nothing special to report in the tea market. The firm feature is not quite so keen, yet the present prices are likely to remain unchanged. As the fact of tea being dearer is pretty well known by the people in general, this would be an opportune time to cultivate a taste for higher grades of tea. Cheap tea is always the dearest unless it is sold without a reasonable profit. Good tea brings back a customer, but poor tea will do the other thing.

Reliable reports from the British market state that India and Ceylon teas are close upon two cents higher than they were a year ago. This shows the firm condition of the primary markets.

COFFEE—There is a fair demand for coffee and orders are satisfactory. Selling green coffee is almost out of the question, with the exception of some German districts where the people still have their own roasting pans and hand coffee mills. These coffee mills are, as a rule, attached to the wall of the kitchen, and the grinding of the coffee in the morning is always an indication that if you overslept yourself it required a hustle to get ready for breakfast.

Rio, roasted	0 12 0 13
Santos, roasted	0 15 0 17
Maricao, roasted	0 16 0 18
Mocha, roasted	0 25 0 24
Java, roasted	0 27 0 30
Rio green	0 08 0 09

SPICES—The spice season is pretty well over and therefore no change in the prices of any will be looked for.

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

DRIED FRUITS—All kinds of dried fruits are decidedly firm with a strong upward tendency. Grocers who have supplies on hand should advance their prices, and make the profit to which they are justly entitled. The goods in almost all lines cannot be repeated at the same price. If the goods at any time drop after the retailer has bought them he is at once forced to cut out part, if not all, of his profit, but when they go up, he foolishly continues to sell at his old price. This is not fair to himself and decidedly wrong to his competitor.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes	0 11 1/2
40 to 50 " "	0 10
50 to 60 " "	0 08
60 to 70 " "	0 07 1/2
70 to 80 " "	0 07
80 to 90 " "	0 06 1/2
90 to 100 " "	0 06
Same fruit in 50-lb. boxes 1/2 cent less.	

Apricots—	
Standard	
Choice, 25 lb boxes	
Fancy	
Candied and Draine	
Lemon	
Orange	
Figs—	
Elemes, per lb.	
Tapnets, " "	
Dried peaches	
Dried apples	
Currants	
Fine Filletras	0
Patras	0
Uncleaned	1c
Raisins—	
Sultana	
" fancy	
" extra fancy	
Valencia, new	
Seeded, 1 lb packets	
" 16 oz. packe	
" 12 oz. "	
Dates—	
Halloweas	0
Sairs	0

NUTS—Th
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Almonds, Formiget	
" Tarragon	
" shelled	
Walnuts, Grenoble	
" Bordeaux	
" Marbots	
" shelled	
Filberts	
Pecans	
Brazils	
Peanuts, roasted	

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Rice, stand. B.	
Standard B. from n	
Montreal	
Rangoon	
Patna	
Java	
Carolina	
Sago	
Seed tapioca	
Tapioca, medium p	

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Evaporated apples.
BEANS—
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Beans, per bushel.

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POINTERS.
Reductions
oats, syrups
Advanced—
New Good

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THE CANADIAN GROCER

Apricots—			
Standard.....	0 15		
Choice, 25 lb boxes.....	0 15		
Fancy.....	0 17		
Candied and Drained Peels—			
Lemon.....	0 09	0 11	Citron..... 0 15 0 18
Orange.....	0 11	0 12	
Figs.....			
Elemes, per lb.....	0 08	0 10	
Tapnets, ".....	0 03	0 04	
Bag figs.....	0 03	0 04	
Dried peaches.....	0 08	0 08	
Dried apples.....		0 07	
Currants.....			
Pine Filiatras.....	0 06	0 07	Vostizaa..... 0 08 0 09
Patras.....	0 08	0 08	
Uncleaned in less.			
Raisins—			
Sultana.....	0 05	0 05	
" fancy.....	0 06	0 07	
" extra fancy.....	0 08	0 09	
Valencias, new.....	0 06	0 06	
Seeded, 1 lb packets, fancy.....		0 08	
" 16 oz. packets, choice.....		0 07	
" 12 oz. ".....		0 06	
Dates—			
Hallowees.....	0 06	0 06	Fards choicest..... 0 08
Sairs.....	0 05		choice..... 0 07

NUTS—The nuts for Christmas are now all in the hands of the retailers and the rush in the wholesale houses is over, and prices will be at a standstill.

Almonds, Formigetta.....	0 11
" Tarragona.....	0 12
" shelled.....	0 32
Walnuts, Grenoble.....	0 13
" Bordeaux.....	0 11
" Marbots.....	0 29
Filberts.....	0 12
Pecans.....	0 16
Brazils.....	0 15
Peanuts, roasted.....	0 08

RICE AND TAPIOCA—There is nothing but the ordinary regular business in these lines to report. Tapioca is handicapped by the high price of eggs, which generally enter into partnership with it to produce a dainty dish.

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

EVAPORATED APPLES—The early, and rather too keen rush for these goods has considerably moderated and prices are easier.

Evaporated apples.....	0 08	0 09
Beans, per bushel.....	1 75	1 80

MANITOBA MARKETS

Corrected by Wire.

POINTERS.

Reductions—Evaporated apples, rolled oats, syrups, peanuts.
Advanced—Valencia raisins, lard.
New Goods—Currants, walnuts.

Winnipeg, Dec. 9, 1909.

There is a general firmness in the market just now due to the closing of navigation and the heavy demand for immediate shipments in small lots in a large range of goods. As the holiday season approaches the specialty trade increases, and the wholesale houses take on active appearances, although the volume of goods moving in any one line may perhaps be lighter than at any other time of the year. The fact also that rural customers are freed from all agricultural obligations for several months once more, has tended to liven the retailers' trade throughout the country. It has often occurred in the west that merchants could not get in goods during the severe winter months, and

precaution is taken at an opportune time to stock such staples as are continually in demand.

Collections have become better during the past few days and it is evident that returns for wheat are being made.

SUGAR—It is reported that there are such manipulations on the New York market as to keep the price of sugar very firm with possible advances. In some quarters the following prices have been slightly advanced.

Montreal and B.C. granulated, in bbls.....	5 20
" " in sacks.....	5 25
" yellow, in bbls.....	4 50
" " in sacks.....	4 75
Icing sugar, in bbls.....	5 55
" " in boxes.....	5 75
" " in small quantities.....	5 80
Powdered sugar, in bbls.....	5 55
" " in boxes.....	5 20
" " in small quantities.....	6 05
Lump, hard, in bbls.....	6 15
" " in 100-lb. cases.....	6 15

SYRUP AND MOLASSES.—The sudden and unexpected check in the syrup trade has lowered the prices. Wholesalers have stocked heavily preparatory to a larger trade than they have realized. The following are the ruling prices just now, but it is reported that they cannot go lower.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case.....	2 25
" " 5-lb. tins, per 1 ".....	2 75
" " 10-lb. tins, per 1 ".....	2 55
" " 20-lb. tins, per 1 ".....	2 60
" " 1 barrel, per lb.....	0 04
Sugar Syrup, per lb.....	0 03
Beehive Brand, 2-lb. tins, per 2 doz. case.....	2 25
" " 10 " ".....	2 55
" " 20 " ".....	2 60
Barbadoes molasses in 1/2-bbls., per gal.....	0 50
Porto Rico molasses in 1/2-bbls., per gal.....	0 60
Gingerbread molasses, 1/2-bbls., per gal.....	0 40
New Orleans molasses 1/2-bbls., per gal.....	0 36

MAPLE PRODUCTS—There is no change in the trade or the market price. The quantity moving is quite limited, although it is better than it was during the summer. Prices are stable and will continue so.

Sugar, per lb.....	0 13
Syrup, gallons, 1/2 doz. to case, per doz.....	2 50
" " 1 doz. to case, ".....	5 35
" " 2 doz. to case, ".....	2 85

FOREIGN DRIED FRUITS—These are the line of goods that are having the greatest sale. Prices in the whole list are firm. The goods are all in and the quality is excellent. Owing also to the fact that many lines such as Valencia raisins are limited in quantity, prices have gone up, and Valencias, particularly, are firm at the following prices.

Smyrna Sultana raisins, uncleaned, per lb.....	0 08
" " cleaned, per lb.....	0 09
Valencia raisins, Rowley's, f.o.s. per case, 28 s.....	1 85
" " selects " 28 s.....	1 95
" " layers " 28 s.....	2 05
California raisins, choice seeded in 1/2-lb. packages.....	0 06
" " fancy seeded, in 1/2-lb. packages.....	0 06
" " choice seeded in 1-lb. packages.....	0 07
" " fancy seeded in 1-lb. packages.....	0 08
Raisins, 3 crown muscatels, per lb.....	0 06
Prunes, 90-100 per lb.....	0 04
" " 70-80 ".....	0 05
" " 60-70 ".....	0 06
" " 50-60 ".....	0 08
" " 40-50 ".....	0 08
" " 30-40 ".....	0 08
Silver prunes.....	0 09
Currants, uncleaned, loose pack, per lb.....	0 06
" " dry, cleaned, Filiatras, per lb.....	0 07
" " wet, cleaned, per lb.....	0 08
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.....	0 08
Pears, per lb.....	0 08
Peaches, standard, per lb.....	0 09
" " choice.....	0 15
Apricots, standard, per lb.....	0 16
" " choice, per lb.....	0 11
Plums, black pitted, per lb.....	0 09
Nectarines, per lb.....	0 09
Dates, new, per lb.....	0 07

NUTS—A small quantity of the unshelled nuts are on the market for Xmas trade, but the great majority

will not be in until next month. All lines shelled and unshelled are moving freely.

Shelled Walnuts, in boxes, per lb.....	0 26
" " small lots, per lb.....	0 27
" " Almonds, in boxes, per lb.....	0 35
" " small lots, per lb.....	0 36
Peanuts, Virginia, per lb.....	10 0 13

ROLLED OATS—We quote these down 10 cents per 80 pound sack. The commodity is quite plentiful and merchants are well stocked. This line fluctuates more freely than anything else on the wholesaler's list.

Rolled oats, 80 lb. sacks, per 80 lbs.....	1 95
" " 40 " " " " ".....	1 00
" " 20 " " " " ".....	0 52
" " 10 " " " " ".....	0 24

RICE AND TAPIOCA—Japan rice is weaker just now as a result of the low price at which it is being purchased from the producer. Never before had rice such a low market in the west.

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

HONEY—This is still going out quite freely. These prices rule this week, but advances are expected soon. In fact some 12 oz. jars have been sold at 2.12 recently.

Honey, 2 1/2 lb. tins, per tin.....	0 37
" " 5 lb. tins, per tin.....	0 75
" " 12 oz. jars, per dozen.....	2 10
" " 60-lb. tins, per lb.....	0 12

CORNMEAL—The market is steady and firmer.

Cornmeal, per sack.....	2 10
" " per 4 sack.....	1 05
" " per bale (10, 10's).....	2 35

EVAPORATED APPLES—At last after many efforts on the part of the wholesalers the price of evaporated apples has been reduced. It has been long felt that the price has not been in keeping with the stocks. The prevailing price to-day is 9 1/2 cents per lb.

CANNED GOODS—There is no change in prices, and although the following are nominal only, since a general price does not prevail, it is believed that wholesalers are selling at prices below those quoted.

Beans, per case 2 doz.....	1 98
Corn, per case 2 doz.....	1 75
Tomatoes, per case 2 doz.....	2 00
Strawberries, per case 2 doz.....	2 90
Raspberries, per case 2 doz.....	3 25
Peaches, per case 2 doz.....	3 60
Pears, per case 2 doz.....	2 70
Plums, per case 2 doz.....	2 80
Salmon (Horseshoe Brand), per case 4 doz.....	7 00

FRESH FRUITS AND VEGETABLES—Many of these lines are becoming scarce and prices are firming as a consequence. Apples are abundant and the Ontario product is excellent in quality.

Pumpkins, per lb.....	0 01
Carrots, per lb.....	0 50
New potatoes, per bushel.....	0 40
Native cauliflower, per dozen.....	1 00
Native cabbage, per lb.....	0 01
Native celery, per doz.....	0 40
Native o.c.s., per bushel.....	0 40
Native lettuce, per doz.....	0 30
Native onions, per doz.....	0 30
Native radishes, per doz.....	0 30
Native cucumbers, per doz.....	0 75
Ontario tomatoes, per basket.....	0 75
Oranges.....	3 75
Lemons.....	4 50
Apples, Ontario, per box.....	3 75
Grape Fruit, per crate.....	5 50

MEATS—

Clark's 1 lb., pork and beans, plain, per case.....	2 70
" " 2 " " " " ".....	2 30
" " 3 " " " " ".....	2 20
" " 1 " tomato sauce, per case.....	2 20
" " 2 " " " " ".....	2 30
" " 3 " " " " ".....	2 20
" " 1 " Chili " " ".....	2 70
" " 2 " " " " ".....	2 30
" " 3 " " " " ".....	2 20
Boneless pigs' feet, round, 1's, 3 dozen.....	1 95
" " square, 2's, 1 dozen.....	3 15
Boiled beef, round, 1's, 2 dozen.....	1 60
" " 2's, 1 dozen.....	2 85
Corned beef, square, 1's, 2 dozen.....	1 55
" " 2's, 1 dozen.....	2 80

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Cambridge sausage, round, 1s, 4 dozen	2 30
" " " " " " 2s, 2 dozen	4 25
English lrawn, round, 1s, 2 dozen	1 95
" " " " " " 2s, 1 dozen	3 15
" " " " " " 1s, 2 dozen	1 95
" plum pudding, round, 1s, 2 dozen	1 65
" " " " " " 2s, 1 dozen	3 25
Geneva sausage, oblong, 1s, 2 dozen	4 25
" " " " " " 2s, 1 dozen	3 75
Jellied hocks, round, 1s, 2 dozen	10 65
" " " " " " 2s, 1 dozen	3 90
Paragon lunch tongue, round, 1s, 2 dozen	7 75
" " " " " " 2s, 1 dozen	8 60
Ready lunch veal loaf, square, 1s, 2 dozen	2 70
" " " " " " 2s, 1 dozen	1 30
Ham loaf, oblong, 1s, 4 dozen	1 30
Beef loaf, assorted, oblong, 1s, 2 dozen	2 51
Roast beef, round, 1s, 2 dozen	1 60
" " " " " " 2s, 1 dozen	2 85

EGGS—Prices are firmer at 28 to 30 cents per dozen. Thus far all supplies are from Ontario.

BUTTER—The creamery trade is excellent as is also the No. 1 dairy. There is little change in the market situation.

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Dec. 9, 1909.

Turkeys are likely to be high this Christmas. At present 21 cents wholesale, is being asked and the probability is that higher prices will rule in the next few weeks. Eggs have advanced, pork products are higher and beans have also been marked up.

Present quotations are:—

Sugar—			
Standard gran.	4 85	4 95	
Austrian	4 75	4 85	
Yellows	4 35	4 75	
Flour, Manitoba	6 45	6 55	
" Ontario	5 75	6 05	
Cornmeal, bags	1 47	1 50	
Rolled oats, bbls	5 15	5 20	
Buckwheat,			
west. grey, bag	2 90	3 00	
Val. raisins, lb.	0 05½	0 06½	
Cal. raisins, seed-			
ed	0 07½	0 08½	
Currents, lb.	0 07	0 07½	
Prunes, lb.	0 05½	0 06	
Rice, lb.	0 03½	0 03½	
Beans, hand			
picked, bus	2 00	2 10	
Beans, yellow			
eye, bus	3 40	3 50	
Cheese, lb.	0 13	0 13½	
Lard, compound			
lb.	0 13½	0 13½	
Lard, pure, lb.	0 17½	0 17½	
Pork, domestic			
mess.	28 50	29 00	
Pork, American			
clear	30 00	33 00	
Pork, clear			
backs	31 00	31 50	
Beef, American			
canplate	17 00	18 00	
Beef, Canadian	16 75	17 00	
Molasses, fcy.			
Barbados, gl	0 34	0 35	
Butter, dairy,			
lb.	0 25	0 27	
Butter, cream-			
ery, lb.	0 26	0 29	
Eggs, doz.	0 27	0 35	
Potatoes, bbl.	1 20	1 40	
Canned goods—			
Peas, doz.	1 10	1 50	
Corn, doz.	0 85	0 90	
Tomatoes, dz	0 95	1 00	
Raspberries,			
dozen	1 85	1 90	
Strawberries,			
dozen	1 55	1 60	
Salmon, case			
Red spring	6 50	6 75	
Coloes	6 00	6 25	
Peaches, 2s,			
dozen	1 70	1 80	
Peaches, 3s,			
dozen	2 70	2 80	
Baked beans,			
dozen	1 15	1 25	
Fish—			
Cod, dry,	2 75	3 00	
Herring, salt,			
half bbls	2 30	2 60	
Herring,			
smoked, box	0 08	0 08½	

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Dec. 9, 1909.

The feature of the grocery markets this week is an advance of fifteen cents per barrel in all grades of flour. Otherwise the prices throughout the list are pretty steady. Produce continues to arrive in large quantities, and sales are heavy. Hogs are coming in more plentifully, but the price is firm. All the hogs marketed find a ready sale at ten cents per pound. Poultry is in good supply on the local market, and prices are a little lower than they were at this time last year. Butter is very firm and although there is a fairly good supply coming on the market, the price continues to show an upward tendency. The most of the butter is only fair quality, and the sales in consequence are not quick. Good winter butter is in demand, even at the high price.

All the retail grocers are now making good displays of dried fruits, but the sales so far are rather light. The unseasonable weather is keeping trade back to some extent. The roads are in a bad condition and as a result the

travel from the outside districts is not very heavy.

Creamery prints			
per lb.	0 27	0 28	
Creamery solids			
per lb.	0 27	0 28	
Dairy, tubs, lb.	0 21	0 23	
Fresh eggs, doz.	0 30		
Case eggs	0 28		
Sugars—			
Extra Standard,			
granulated	4 80		
United Empire	4 55		
Austrian, bags,			
granulated	4 70		
Bright yellow	4 60		
No 1 yellow	4 50		
Flour h. wheat			
per bbl.	6 55	6 75	
Flour, Ontario			
blends, bbl.	5 75	5 85	
Cornmeal, bag	1 70	1 75	
Oats	0 54	0 55	
Pork, American			
per bbl.	26 50	28 70	
Pork, clear bbl	32 50		
Beef, American			
plate per bbl.	16 50	17 50	
Beef, Canadian			
per bbl.	16 00		
Hams smoked	0 16½		
Pork, fresh	0 09	0 11	
Codfish, quintal	5 50		
Herring, pickled			
per bbl.	5 00		
Apples, per bbl.	1 50	3 00	
Potatoes, P. E.			
Island, bag	1 15		
Onions, Spanish			
per lb.	0 02½		
Onions, American,			
per lb.	0 02½		
Onions, Canadian,			
per bag	1 50		
Molasses, fancy			
Barbados, bbl.	0 38		
Molasses, fancy			
Barbados, pun	0 34		
Beans, bushel	2 20		
Roll-d Oats, bbl.	5 50		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Dec. 9, 1909.

This week marks an advance in Eastern eggs that has been anticipated. They are now quoted at 35 cents, running from 33 cents. There is also a higher price for locals, which retail at about 70 cents, according to the freshness. Butter, too, is up five cents, being now quoted at 40c, retailing at 45 cents. Even at this the quality is not up to standard, some of the generally reliable creameries supplying an article that is not near high-class.

Wilbur Smith, manager of the Crown Broom Works, of this city, has returned from the southern broom corn fields, and relates some interesting facts about present conditions in the trade. He states that the 1909 crop is practically all sold, having been bought standing in the fields. Many manufacturers, who did not foresee this are without stock. It is not a question of price, but of getting the corn, in face of an absolute shortage. The result is that there will be less variation in the price of brooms. Practically all the broom corn is raised in the States of Kansas, Oklahoma and Illinois. Two-thirds of the crop in Oklahoma and Kansas was destroyed by hot winds. It is now estimated that the total yield of the crop just harvested will be 15,000 to 20,000 tons. The normal consumption is between 45,000 and 50,000 tons. It has been figured that 16,000 tons of broom corn will produce 17,280,000 brooms; 16,000,000 families on this continent use brooms. The 1909 crop will thus give each family about 1 1-12 brooms for the year. Ordinarily, a small family will use three, so that there will be plenty of demand for any surplus stock that manufacturers may have on hand.

Sugar, standard			
granulated	5 60		
Val. raisins, lb.	0 05½		
Cal.	0 07		
Prunes	0 05½	0 07½	
Currents	0 06½	0 07½	
Dried apples	0 11	0 13	
Flour, standard,			
bbl.	6 90		
Cornmeal, p. 100			
lbs.	2 60		
Beans, per lb.	0 03½	0 04½	
Rice, per ton	68 00	76 00	
Tapioca, per lb.	0 03½		
Evaporated			
apples	0 08½		
Butter, Eastern	0 29	0 31	
Butter, local			
creamery	0 40		
Butter, Western	0 22	0 25	
Eggs, Eastern	0 33	0 35	
Eggs, local	0 60		
Cheese, per lb.	0 14½	0 15½	
Beans	0 27½		
Canned Goods—			
Peas	1 00		
Tomatoes	1 32½		
Corn	1 00	1 10	
Apples	3 42½		
Strawberries	2 15		
Raspberries	1 65		

TRADE NOTES.

John Goos, grocer, Walkerton, is succeeded by W. P. Taylor.

Peter Anderson has sold his grocery business at Guelph to Wm. Hood.

Fleming & Dixon, grocers, etc., Hagersville, Ont., have sold to C. S. Brown.

Mrs. I. E. Watson is the latest to enter the grocery business at Orillia.

Homer Precious, Guelph, has sold his grocery business to Robt. A. Robertson.

Geo. E. Armstrong has sold his general store business at Perth to William S. Newman.

The Ridgeway grocery firm of Mitton & Campbell has dissolved partnership. Mr. Campbell will continue the business.

Madden & Diehl, grocers, Toronto, have dissolved partnership. Each will conduct grocery businesses of their own.

Ed. McMillan, who has been in the employ of J. M. Bothwell, grocer, Barrie, for the past three years has joined the staff of E. A. Sibbald, Orillia.

Mrs. J. Wiley, of Gravenhurst, has disposed of her grocery stock and has gone to join her son, Frank, in the grocery brokerage business in Winnipeg.

The partnership existing between John C. Wilson and Charles S. Brunton, grocers, at Elgin and Waverley Sts., Ottawa, has been dissolved. Mr. Wilson will continue the business, while Mr. Brunton is going into the commission agency business.

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 Broker and Manufacturers' Agent
 DISTRIBUTING
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W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
 Manufacturers' Agents
 SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
 We have an established connection and can handle a
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**VICTORIA
 FRUIT GROWERS' ASSOCIATION**
 The largest packers and shippers of first-
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 OFFICE AND WAREHOUSES
 COR. WHARF AND YATES STS. - VICTORIA
 Branch at 140 Water Street, Vancouver.

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 522 Bastion Street, Victoria, B.C.
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Do you want live representation?
 We are in touch with the trade.
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THE CANADIAN GROCER
 British Columbia Office at Room 11, Hartney Chambers,
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 H. HODGSON Manager

The WEST INDIA CO., Ltd.

Solicits orders for, and enquiries regarding, all descriptions of West India
 Produce, including :

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot

Prices and full information gladly furnished. Write us to-day.

St. Nicholas Building

MONTREAL

Simcoe General Delivery System Saves Money

How it Was Evolved and its Present Operation—Four Delivery Wagons in Use Where Formerly There Were Ten — Drivers Work on Schedule Time—Every Customer Has a Card in the House.

By Bruce Thompson.

The general parcel delivery system, after having been in operation in Simcoe for some two or more years, has proven to be satisfactory in every respect, taking into consideration both the merchant's and his customers' interests.

The merchants did not all join in this "union," as it were, at once, but probably one or two at a time, until to-day practically every merchant has done away with his own delivery system and has joined in the "union" by patronizing "Parcel Delivery."

Previous to having this system, there were to be seen about our town delivery wagons, numbering around nine or ten, and these for the one reason that most of the merchants had their own outfits for delivering. These wagons did the work for eleven stores, one of them doing the work for three, including a dry goods, liquor and a departmental store.

The Simcoe merchants began to feel that it was useless to have so many wagons over the same ground, so the present method for doing the work was considered.

In a short time a couple of them joined with the other three stores, which as stated had already been using this method, and at the same time another man became proprietor of the delivery business.

Following this change of ownership, another citizen started at the same work with his own new wagon, delivering for three of the grocers.

His business was purchased soon after, and since then it has been sold to still another, who is operating it to-day.

Such is the history of the growth and adoption of the "Parcel Delivery" in Simcoe.

The Working of the System.

The said business, to-day as owned by a business man of our town, consists of four wagons, and drivers for the same, while on extra busy days of busy seasons of the year assistance is given them, thus making five delivery outfits altogether.

With this number of wagons, etc., the work is being done for eleven stores, where before there were nine wagons doing the work for an equal number of business places.

This shows what has been accomplished by working together.

Simcoe merchants are glad to-day that they have this system in operation. The men employed for this work are (for they must be), steady, respectable and polite.

Remembering that they do the work of delivering to practically every home in Simcoe, it will no doubt be of interest to the reader to know how the work is divided.

The town is divided into four sections—one for each driver. Previously when there were three wagons doing the work, it was divided into three sections. The men work together and help one another, thus making their duties pleasant.

Like railroad trains, they have a time table, which they go by. The accompanying illustration represents the second time table which has been printed, the first showing an hour service. It was

PARCEL DELIVERY
FORENOON 9 O'CLOCK 10:15 O'CLOCK 11:30 O'CLOCK
AFTERNOON 2:15 O'CLOCK 4:15 O'CLOCK 5:45 O'CLOCK
SATURDAY EVENING 8:00 O'CLOCK 9:30 O'CLOCK
PLEASE PUT THIS CARD
UP BY YOUR TELEPHONE AND DO YOUR ORDERING TO SUIT WITH ADDITIONAL HOURS OF DELIVERY

Copy of Card Simcoe Merchants Have Distributed in Homes of Consumers.

then felt an unnecessary need for the driver to cover practically the same ground so many times each day, therefore, the present time-table was printed and it is satisfactory.

Makes Merchants More Prompt.

The merchant, when first accepting this system found a change in this respect, that he had to work on time as well as the drivers. Previously he could get his orders ready when he liked, but now he must have them ready at the hour of delivery.

The request at the bottom of the card explains itself. These cards have been placed in the homes of the customers of the various stores, and they have long since learned to govern themselves accordingly.

Needless to say, the merchants are saving time and money, and are free from all the worries that usually accompany the delivering of goods.

The population of Simcoe is about 8,000.

NEW COMPANIES.

The Niagara Land and Fruit Co., with head office at Toronto, is a new Ontario concern, organized for the purpose of conducting a canning and evaporating business; to grow, pack, buy and sell farm and orchard products, and to act as commission agents. The provisional directors are John A. Milne, John H. Hunter, Jr., and Wm. C. Tolton.

An Ontario charter has been granted to Banada Food Products, Ltd., with head office in Toronto, to manufacture and deal in all kinds of products of bananas, and to do the business of manufacturers in prepared foods of all kinds. Provisional directors are W. H. Reid, C. H. C. Leggott, Gordon Russell, Margaret Wilson and John C. McDonald.

The Gavin McIntosh Co., Toronto, has been given an Ontario charter, as general, wholesale and retail dealers in all kinds of provisions. The provisional directors are J. M. Ferguson, E. V. O'Sullivan, and J. A. McNevin.

Wesley Garbrocht, who has been a salesman for Jno. Sloan, Galt, Ont., has accepted a position with Hugh Walker.

The Vancouver representative of The Grocer writes:—It will not be long before new California strawberries find their way to Vancouver. They are already in Seattle. There is a bigger demand for them in that city, and consequently the few that are available do not offer opportunity for any to reach here.

LUCKY CHANGE OF MIND.

EDITOR CANADIAN GROCER.—Kindly allow me a space in your valuable journal to say a few words. I appreciate the push and vim of your paper and if all our merchants would do likewise, there would be few hard times among them. I don't know how you can do so much for so little money. A few years ago I took The Canadian Grocer for one year and quit. A friend of mine asked me later if I was a subscriber and I told him no.

He wanted to send it but I refused; however it came and before six months was up I sent him his money.

A traveler the other day said to me: "Mr. . . . I appreciate your business."

I replied that I wanted no flattery and asked him to explain himself. "Ten years ago," he said, "I could take all you own away in a wheelbarrow and to-day your store is four times the size and you are complaining that you want more room."

I told him my success was due in a large measure to the influence of The Canadian Grocer.

A SUBSCRIBER.

Elora, Ont., Dec., 1909.

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Winnipe

Take Time by the Forelock!

The three Western Provinces have had an exceptionally prosperous year, and there is money out there to spend on just the commodities you manufacture! Don't delay! Get in on the ground floor! We will help you with our experience, and handle your goods for you on an equitable commission basis. We have special facilities in our large track warehouses at the three strategic business points.

It will cost you nothing to ask us to detail our proposition.

Write us to-day

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY

WINNIPEG

EDMONTON

Storage for all classes of Merchandise. Also Cars distributed at Calgary, Winnipeg and Edmonton.

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128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

CANADA'S PRIDE
THE
MAPLE LEAF
AND
GUNNS



MAPLE LEAF
FANCY CURED
BREAKFAST BACON
A Real Breakfast Treat — Not Like Ordinary Bacon
But "Cured for Epicures."
TRY IT FOR YOUR MOST PARTICULAR CUSTOMERS.
GUNNS Pork and Beef Packers
LIMITED TORONTO

Never had a can of
milk returned to us yet

Banner and Princess Brands of Condensed
Milks—and two brands of Powdered Milk—
manufactured by J. Malcolm & Son, St.
George, Ont., are the best brands that skill
and science can produce. No dead stock
on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Dressed Poultry

is our specialty

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

Turkeys, Geese, Ducks, Chickens and Hens

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

THE DAVIES CO.,
WM. DAVIES LTD.

Established 1854 James St., TORONTO Phone Main 119

Order Now
For Your Christmas Trade

FEARMAN'S
English Breakfast Bacon

FEARMAN'S
"Star Brand" Hams

FEARMAN'S
English Mincemeat

ALSO

Stilton Cheese

F.W. FEARMAN CO.

LIMITED

HAMILTON, :: :: ONT.

BUTTER
EGGS
POULTRY
GAME

¶ We require large quantities of each of
the above lines and shall be pleased to
quote prices f.o.b. your station. Write us

The WM. RYAN CO.

LIMITED

PACKING HOUSE:

FERGUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

No 4

The shorter consequent hundred cured m Lard is lean hog unusually which is

The rec fair, but feed flav able. Th the store been well fine and -stable fed of lard. quick lun some but The marl export de that will and New high price

The che aging feat holders of has such that a lar ed there spectiv c vet any d tending to cheese, an will contin

The egg usual qua can be ex year, are -storage eg likely requ provision fairly well fair outloo

PROVIS this week, price, and It is expec some impr lar has be trade in th

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

Pork—
Heavy Canada sh
Bean pork
Canada short cut
Heavy clear pork,
Clear fat backs,
Heavy flank pork,
Plate beef, 100 lb
" 200
" 300

No Alarm Necessary Over the Winter Egg Supply

Fresh Eggs are Scarce as May be Expected Now, But Storage Stocks are Large—Firm Provision Market on Account of Hog Shortage This Week—Stored Butter Going Into Consumption—Poultry Attracting Attention.

The supply of hogs this week is shorter than last week and prices in consequence are firm and about 10c a hundred higher. There is no change in cured meats and the demand is good. Lard is high on account of too many lean hogs, and also on account of the unusually high price of cotton seed oil, which is largely used as a substitute.

The receipts of fresh made butter, are fair, but with a larger percentage of feed flavored butter, which is undesirable. This will now be displaced by the stored creamery butter, which has been well kept, and which turns out fine and is preferred to the fresh made stable fed article. With the high price of lard, and the cotton seed oil high, quick lunch patrons may hope to have some butter as shortening in their pies. The market is steady with very little export demand, at least, not at a price that will suit our dealers. Australian and New Zealand butter is affecting the high price of Danish butter.

The cheese market has some encouraging features about it in favor of the holders of cheese. The Canadian cheese has such a good reputation in England that a large part of our cheese is wanted there at our own price, quite irrespective of the prices of other makes, yet any difference in the price, has a tendency to lead people to try cheaper cheese, and if they are at all suited will continue to use it.

The egg market is in good shape. The usual quantity of new laid eggs, that can be expected at this time of the year, are available, and the stock of storage eggs is considered equal to all likely requirements. On the whole the provision situation is in a healthy and fairly well balanced condition, with a fair outlook for the future.

MONTREAL.

PROVISIONS—Provisions are quiet this week, there being no changes in price, and sales being somewhat light. It is expected that next week will see some improvement. The weather so far has been too warm to stimulate trade in these lines.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 163
Cases, tins, each 10 lbs., per lb.	0 163
" " " 5 " " "	0 163
" " " 3 " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 163
Pails, tin, 20 lbs. gross, per lb.	0 163
Tubs, 50 lbs. net, per lb.	0 163
Tierces, 375 lbs., per lb.	0 163
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 113
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12
" " " 5 " " "	0 124
" " " 3 " " "	0 124
Pails, wood, 20 lbs. net, per lb.	0 12
Pails, tin, 20 lbs. gross, per lb.	0 111
Tubs, 50 lbs. net, per lb.	0 113
Tierces, 375 lbs., per lb.	0 113
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50
Bean pork	23 00
Canada short cut back pork, bbl. 45-55 pieces	28 00
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 00
Heavy flank pork, bbl.	28 00
Plate beef, 100 lb. bbls.	7 75
" " 200 "	15 00
" " 300 "	22 00

Dry Salt Meats—	
Green bacon, flanks, lb.	0 144
Long clear bacon, heavy, lb.	0 144
Long clear bacon, light, lb.	0 15
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 144
Large sizes, 18 to 25 lbs., per lb.	0 15
Medium sizes, 13 to 18 lbs., per lb.	0 16
Extra small sizes, 10 to 13 lbs., per lb.	0 16
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17
" " " small, 9 to 12 lbs., per lb.	0 174
Breakfast bacon, English, boneless, per lb.	0 164
" " " "	0 16
Windsor bacon, skinned, backs, per lb.	0 17
Spiced roll bacon, boneless, short, per lb.	0 144
Hogs, live, per cwt.	8 40
" " " dressed, per cwt.	11 50

BUTTER—Roll butter is scarce, and the price is very firm. Receipts of fresh made are increasing considerably, owing to the lower prices paid for exported cream on the other side, and the situation generally seems to be righting itself. The local market is steady but quiet. Large seizures of adulterated butter have been made by the health officer, Dr. McCarrey, here, as will be noticed elsewhere in this issue.

Receipts for the week are 5,883 packages as against 5,231 packages same week last year. For the season they are 370,497 packages as against 398,896 packages same season 1908, showing a decrease of 28,399 packages.

Creamery, solids, lb.	0 26
Creamery prints	0 264
Dairy, tubs, lb.	0 21
Fresh dairy rolls	0 22

CHEESE—Dealers say that they are now becoming convinced that there is the smallest storage stock in Montreal that there has been for some years. This has produced a firmer feeling, though no changes in price have taken place as yet. There has been very little cable inquiry of late, though after the Christmas holidays, trade is expected to pick up. Receipts for the week are 10,036 boxes, as against 3,934 boxes same week last year, showing a decided increase. For the season they are 1,948,195 boxes as against 1,893,631 boxes same season 1908.

Quebec, large	0 114	0 12
Western, large	0 114	0 12
" " " twins	0 124	0 13
" " " small, 20 lbs.	0 12	0 124
Old cheese, large	0 15	0 16

EGGS—There have been practically no receipts of new laids and other lines have been so small as to be almost negligible. As a consequence the stored stock has been drawn on heavily, and prices as a result are firm. Prospects are for higher prices in the near future.

Receipts for the week are 657 cases as against 1,036 cases same week last year. For the season they are 188,151 cases as against 192,434 cases same season 1908, both showing a decrease.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen (nominal)	0 22

POULTRY—The local market is higher. This is probably due to the delay in the country in marketing, as the quantity coming forward this season is not by any means equal to former ones at this time. The quality of deliveries is fair, but the better grades are un-

doubtedly being held back in large quantities for the Christmas trade.

Chickens, per lb.	0 14	0 15
Hens, per lb.	0 12	
Young ducks, per lb.	0 15	0 16
Turkeys, per lb.	0 17	0 18
Geese, per lb.	0 10	0 11

HONEY—Honey is having a fair sale in view of the near approach of the Christmas season. No particular line is being favored, but just a generally brisk demand. Prices are firm.

White clover comb honey (nominal prices)	0 14	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 114

TORONTO.

PROVISIONS—The local market shows little change from week to week. The supply of hogs is always less than the packers are prepared to handle. The market, therefore, is quiet, with a good steady local demand. Lard is firm and high on account of the scarcity of cotton seed oil which is largely used as a substitute.

Long clear bacon, per lb.	0 14	0 144
Smoked breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 14	0 144
Light hams, per lb.	0 15	
Medium hams, per lb.	0 15	
Large hams, per lb.	0 14	0 144
Shoulder hams, per lb.	0 12	0 124
Backs, plain, per lb.	0 184	
" " " pea meal	0 184	0 19
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	28 00	29 00
Lard, tierces, per lb.	0 154	0 16
" " " tubs	0 154	0 164
" " " pails	0 16	0 164
" " " compounds, per lb.	0 10	0 114
Live hogs, f.o.b.	7 40	
Dressed hogs	10 75	11 00

BUTTER—There is nothing alarming from a consumer's standpoint in the butter situation. Open weather and late pastures made a great saving of the winter feed, which will be felt all winter in a good supply of butter. The stocks in storage are quite ample to meet all the requirements.

Fresh creamery print	Per lb.
Fresh creamery solids	0 27
Farmers separator butter	0 25
Dairy prints, choice	0 25
Tub butter	0 22
Baking butter	0 21

CHEESE—The local cheese market still remains dull, without anything in sight that will cause a change. Farmers seem to have such a control over the situation, that the chances of the speculator of a margin of a few cents a lb. are made impossible. This may look profitable from the farmer's point of view, but the dealer is an indispensable factor in the cheese industry, and if he is shut out from his share of the profits for a time, it will have to be balanced up at another time. It is, therefore, not sound business, unless the profits are fairly distributed. So far as the local market is concerned the profit is quite sufficient, but why should we pay more for our cheese at home, than is paid for the same cheese in other countries?

Cheese, new, large	0 124	0 124
" " " twins	0 124	0 13

EGGS—People may talk, for they must have something to say, but do not allow yourself to be carried away with the idea that eggs will soar to a dollar a dozen. The stock of cold storage eggs on hand are considered quite sufficient to meet the winter requirements. The weather has been mild, and we are getting near the time when with good

THE CANADIAN GROCER

care, and at all favorable weather, hens will start to lay. So far as the winter is concerned, therefore, we may consider ourselves well provided for. There is one thing, however, that may be regarded with more seriousness by the farmers. With the high price of fowl and the high price of feed, a good many hens are killed which ought to be kept for layers. Whether this is carried on to such an extent that it will affect the production of eggs next summer, is not certain, but it is a matter that farmers might consider.

Fresh eggs.....	0 25	0 26
Select eggs.....	0 25	0 28
Strictly new laid.....	0 35	0 40

POULTRY—The poultry market is quiet, but is getting ready for the great holiday rush. As a large quantity of poultry is likely to pass through the hands of country grocers, they should give the farmers every possible assistance to make the most out of their poultry and at the same time give the best value to the consumers who will have to pay a high price for it. They should urge upon them the advantage of having them fat before they kill them, and they should be instructed to dress them properly for the market.

Early spring chicken, alive, per lb.....	11	0 12
Spring chicken, dressed.....	0 15	0 16
Hens, per lb. dressed.....	0 11	0 12
Turkeys, per lb., large.....	0 18	0 20
Spring ducks, alive.....	0 11	0 12
" " dressed.....	0 14	0 16
Geese.....		0 12

HONEY—The honey market remains unchanged with a fair demand.

Honey, extracted, 60 lb. cans.....	0 104	0 11
" " 10 lb. pails.....	0 11	0 12
" " 5 lb. pails.....	0 12	0 12 1/2
" comb, per dozen.....	2 25	2 50

WOULD THESE BE CHINA EGGS?

A remarkable feature in the cargo of the Empress, which arrived at Vancouver last week from Hong Kong, was 116 barrels of eggs, brought from China for shipment to the United States. It was stated to be an experimental shipment in an effort on the part of Shanghai dealers to work up a trade with Canada and the States along this line at this time of the year, particularly on the Coast, where eggs are high in price and fairly old in age. Chinese have a reputation for preserving eggs, even into the years of time, but whether the quality is preserved in shipments of this kind remains to be found out by actual test.

HOW TO PREPARE POULTRY.

Farmers should be urged by merchants to prepare their fowl better for the market. They should learn that it pays them to put all the meat on them they can, for that is what the consumers want and not merely bones. They should pen them up and starve them long enough to have their crops perfectly empty before they kill them. They should then be caught and killed immediately without causing them to become excited or heated. They will then bleed better, which will improve the meat.

They should be picked without scalding and this must be done immediately after they are killed, and be finished before they get cold. They should be laid out in nice shape to get thoroughly

cold, but not frozen, before they are packed. They should be packed in boxes of not more than 100 lbs. if possible, and should be packed in layers, with paper between each.

For the Christmas market they may be sent in any time now, but none should reach large centres later than Wednesday, Dec. 22. They should be clean, every particle of dirt or blood washed off and packed in a way that they keep their shape.

TRADE NOTES.

A. M. Campbell, of Campbell & Tipton, worth, general merchants, Lacombe, Alta., has purchased his partner's interest in the business.

A Brockville grocer has summoned a farmer to appear at police court charged with selling him 103 bushels of bad potatoes.

F. H. Anson, superintendent of the Ogilvie Flour Mills Co., Ltd., has been on a business trip to Europe.

At the annual meeting of the St. John's, N.B., Board of Trade held on Monday, Theodore H. Estabrooks, was elected president. Mr. Estabrooks served two years as vice-president of the board.

Mr. Swift, of Swift & Co., the big Chicago packers, was in Toronto on Tuesday of this week. While it is stated that he was in Ontario with a view to consider the establishment of a factory, nothing definite could be learned. There is considerable talk just now of Armour & Co. locating in Toronto, but the rumor cannot be confirmed.



BOVRIL

has attained the highest perfection in fluid beefs. It has for years been universally regarded as the standard by which all others are judged.

It occupies this unique position because no expense has been spared in its preparation.

It is a Canadian product and its excellence has obtained for it a world-wide reputation. So much so that there is no country where it is not to be found. Don't experiment with foreign imitations of dubious quality when you have a tried and proven article in reach.

That Bovril Limited will always lead is certain. The company possesses the stability of the British institution, and it will continue to manufacture THE ONLY ONE FLUID BEEF, and to do its share in the development of the Empire, through the judicious management of its vast pasture lands, comprising millions of acres, located in Australia and the Argentine.

The Prominent Display of Bovril at this Season Ensures Profitable Sales.

BOVRIL LIMITED

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THE CANADIAN GROCER



Just Read the Directions!

GROCERS—

get familiar with the many uses of

GILLETT'S LYE

and recommend it to your customers for making soap, cleaning of all kinds, and as a disinfectant. It's a sure trade bringer. REFUSE SUBSTITUTES and the various "Just as good" kinds. They may cost you a few cents less per case, but do they pay you as well as the old reliable—the standard—**GILLETT'S LYE?**



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Sell Clark's Meats

BENEFIT BY CLARK'S ADVERTISING

All the benefit of Clark's liberal advertising comes through the grocer.

If you are not handling Clark's Meats you are losing the benefit of all this advertising.

You are also disappointing customers who ask for Clark's Meats.

There is not a single reason why you should not handle Clark's Meats, and the most substantial one of all why you should—**IT WILL PAY YOU.**

Clark's Pork and Beans

Clark's Mince Meat

Clark's Ham, Tongue or Veal

Clark's Ox Tongue

Clark's Sliced Smoked Beef

Clark's Chateau Baked Beans

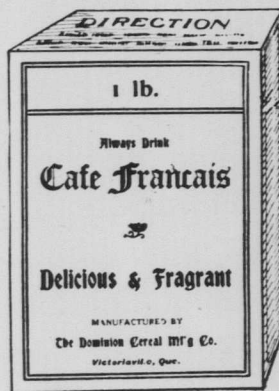
and **CLARK'S INGLASS BRAND MEATS**

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

WRITE FOR SPECIAL PRICE LIST

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties



Cafe Francais

"Coffee without the after effects"

No more splendid seller is on the market to-day than Cafe Francais.

Everywhere appreciated, its sale is increasing in leaps and bounds.

Stock this profitable line before your competitor.

Dominion Cereal Mfg. Co.

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

GROCERS MEET ON SUNDAY.

Have Trouble in Overcoming the Damage to Their Trade Done by a Price-Cutter.

Toronto, Dec. 9.—The Hebrew grocers of Toronto have fallen in line with the Retail Merchants' Association, and are now a strong section of the Toronto branch, under the name of the Hebrew Division of the grocers section of the Toronto Branch of the Retail Merchants' Association of Canada. They also realize the necessity of organizing in order to defend their interests against unfair competition. These people have 182 grocery stores in the city, and a population of about 40,000, and their affiliation with the general merchants of the city is considered to be an advantage to the general trade.

They too, like the Gentiles, have their troubles among themselves. One firm, in the heart of their district, is cutting and slashing prices, and robs the others of their trade. They want this firm to be "decent," or they will in a body withdraw their patronage from the wholesale houses who now supply them all. They are also of the opinion that the manufacturer should regulate the price of his goods.

On Sunday night last, they held a meeting and talked over the situation. Forty-three were present and determination to correct matters marked the session. As an instance to show how strict

they are, one of their number was stationed at the door to see that only those who had paid their fees were admitted. Sunday with the Hebrew race is, of course, not a holy day, hence their meeting.

TRADE NOTES.

J. W. Garbrocht, Galt, Ont., has sold to Mr. Foster.

Peter Anderson, Guelph, Ont., has sold to Hood Bros.

J. A. Good & Co., Market Grocery, Berlin, Ont., sold to A. & E. Heller.

Wm. Ziegler, of Berlin, Ont., has sold to A. Kost of Johnstown, Penn.

F. H. Reid, of the Manufacturers Sales Co., Montreal, was in Toronto last week.

E. H. Souder, of Hespeler, Ont., becomes the proprietor of the grocery business of Thos. Henry, Galt, Ont. The latter has been retained as manager.

FOR SALE.

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

BASKETS

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,
Clothes Baskets,
Grain and Root Baskets
and Patent Strawboard
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,
OAKVILLE, ONT.**

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

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.



You Are Interested

in saving money and we claim we can save you money on your soap purchases! It is surely not too much trouble to write and ask us how we can do this.

Let us hear from you to-day.

Our full line is

- RICHARDS—
- Quick Naptha Soap
- Snow Flake Soap
- Chips
- Ammonia Powder
- 100° Pure Lye
- Toilet Soaps

**RICHARDS SOAP CO.
WOODSTOCK - ONTARIO**

Mr. Merchant,

Are you handling

**Royal Purple Stock
and Poultry Specifics**

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

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



FOR QUALITY
George Kemp, Limited
LONDON - ENGLAND

\$ \$ \$ \$

in these dainty lines

Do not miss
**YOUR
SHARE**

STOCK
NOW

BISCUITS

- Stars
- Rainbow (iced)
- Cinderella (mixed)
- Cocoanut Fingers
- Currant Wafer
- Chocolate Shortbread
- Highland Shortbread

EXPORT AGENTS:

**H. Collings & Co.,
16, Philpot Lane - London, E.C.
ENGLAND**

There is no stable profit where there is no lasting reputation.

That's a self-evident proposition—just as plain as “two and two make four.”

Profits may flow in for a while, even when a merchant handles second rate goods.

But, shrewd grocers do not bother much about *transient* success.

They're out for the trade that stays—the trade worth while—*the trade that pays.*

And that trade can only be clinched by handling *first-quality, high-grade* goods.

That's why a vast majority of grocers prefer to handle

CHRISTIE BISCUITS

They realize the significance of Christie reputation—a reputation based on high-grade, honest-quality goods.

Besides, there's a Christie biscuit for every taste—we manufacture 600 varieties.

N.B.— Christie Biscuits sell more than biscuits

CHRISTIE, BROWN & CO., Ltd.

Cowan's Cocoa and Chocolate



have been growing more and more popular in Canadian homes for many years—until now no grocer who carries a high-class stock can afford to be without them.

The Cowan Co., Ltd.
Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

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

25-lb. Pails and 75-lb. Tubs

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

DESICCATED COCONUT and COCONUT FAT

Finest Quality Manufactured.

J. H. VAVASSEUR & CO., Limited 4 Lloyds Ave. LONDON, ENG.

Factories—Ceylon

Telegrams—Citronella, London

Christmas Biscuit Specialties

Around the holiday season you will find a ready sale for our famous Biscuit Specialties. Our biscuits in animal form should interest you especially. These come in the shape of horses, cows, pigs, dogs, and will be largely used in the household around Christmas and New Year's. Be the first in your town to sell them.

Order Immediately to Secure Prompt Filling of Your Order

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

How

So sens situation which mig affect the vantage dented cro the whea other side and almos weather ca or the oth is immed wild spec Owing to which are spirit, and with the r ply and de up in Chic is at least

Russia is as if it we accept the take chanc the market seems alr away from some time wheat in tl in our cou than last y whether sol year again looked for

FLOUR— Wheat has r it did last y not needed filled their r of them, in in winter w brisk. Deal from now or Prices are tions.

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

ROLLED ing to find sales show q last week ar last year.

Prices are are brisk. F in all lines is

Fine oatmeal, bags standard oatmeal, 1 Granulated " Golddust cornmeal, Botted cornmeal, 100 Rolled oats, bags... barrels

FEED—Mar increased dem export trade. demand. Pric The cause of be the necess stocks, and it

How Speculative Interests Move Wheat Market

Every Rumor Coming From Southern Hemisphere has its Influence—Not Much Depending on Supply and Demand—Flour Market Shows no Change.

So sensitive and touchy is the wheat situation that every little incident which might in the smallest degree affect the prices of wheat is taken advantage of. Even with the unprecedented crop of the northern hemisphere, the wheat-producing countries on the other side of the equator are watched and almost the daily variation of the weather causes a flutter, either one way or the other. A report of frost or rain is immediately responded to by such wild speculative markets as Chicago. Owing to these unnatural influences, which are entirely of the gambling spirit, and have nothing whatever to do with the more sensible feature of supply and demand, prices are a few cents up in Chicago, while in England wheat is at least 6 pence per quarter lower.

Russia is still pouring out its wheat as if it were trying to get it out and accept the present prices rather than take chances on future values. While the market fluctuates almost daily it seems almost impossible to move it away from the point it has held for some time. That there is far more wheat in the hands of the farmers, both in our country and the United States than last year is a well known fact, and whether some John Patten will this year again boost the price to the point looked for remains to be seen.

MONTREAL.

FLOUR—Sales are brisk at present. Wheat has not been moving as freely as it did last year at this time, but it was not needed by the millers, they having filled their requirements, or a large part of them, in the past two weeks. Trade in winter wheat patents is particularly brisk. Dealers look for a good trade from now on.

Prices are firm at last week's quotations.

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

ROLLED OATS—Oatmeal is beginning to find its winter popularity, and sales show quite an increase over both last week and the corresponding week last year.

Prices are firm in all lines, and sales are brisk. From now on a good trade in all lines is looked for.

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

FEED—Manitoba bran is in greatly increased demand for both local and export trade. Ontario bran is also in demand. Prices in all lines are steady. The cause of the demand is supposed to be the necessity for laying in winter stocks, and it is thought prices will not

be more attractive than they are at present.

Ontario bran, per ton	20 00
Manitoba shorts, per ton	22 00
bran, per ton	20 00
Mouillie, milled, per ton	27 00
straight grained, per ton	31 00
Feed flour, 98-lb. bag	1 55 1 75

TORONTO.

FLOUR—There is no change whatever from last week in the local flour market. It has been rather a dull week. Receipts of wheat from farmers are a little more liberal, but they do not seem to be in a hurry to buy it out, having every confidence that wheat will, at least, hold its own.

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

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

CEREALS—Both wheat and oats are firm, but the prices are the same as last week. This being the case the manufactured goods, although in good demand, are quoted at the same figures as last week. With potatoes considerably below their relative value with other foods, the consumption of cereals may suffer to some extent on that account.

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

LARGE POTATO YIELD.

The government reports show the yield of potatoes of the whole of Canada to be 99,087,000 bushels, or 25,297,200 bushels more than last year. The price last year was about 20c a bag higher than this year. With cheap potatoes and bread moderate, some think we should be content even if turkeys are high and new laid eggs hard to reach. It is interesting to note that New Brunswick leads the maritime provinces with a total yield of 12,247,000 bushels. Quebec province leads in the Dominion with an estimated production of 30,853,000 bushels.

SPEAKERS FOR BANQUET.

Representatives of the Federal and Provincial Governments, and of the Opposition in both houses, will be present at the annual banquet of the Dominion Commercial Travelers' Association, to be held in the Windsor Hotel, Montreal, Dec. 20. McGill and Laval universities, too, will be represented by speakers. Arrangements being concluded augur well for the success of the event. Tickets are selling in greater number than ever before. The executive hope that members, and travelers generally, will make a special effort to attend the affair. The new Red Room of the Windsor will be used.

A good habit

to cultivate is that of ordering that delightful kind of Soda Cracker which always reaches you in a crisp and fresh condition. The name of this kind is



and they are so good, because they are made of purest materials, by highly skilled labor, in an up-to-date biscuit factory.

Specify "Mooney's" every time; it will pay you.

The Mooney Biscuit and Candy Co., Ltd.

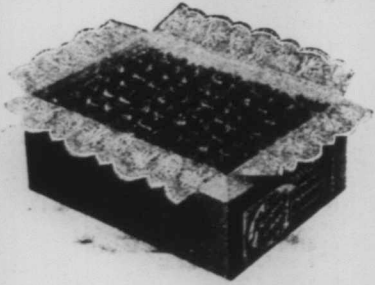
STRATFORD - CANADA



COX'S GELATINE

When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

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



WHEN MRS. GRANT COMES IN TO BUY HER XMAS MINCE MEAT TELL HER YOU ARE SELLING THE FINEST CHOCOLATES AND THAT YOU WANT HER TRADE.

That You Will Get It For The Asking Is Certain Because She Knows You and Your word Is Her Guarantee.

Better for you that HER GROCER should supply the confectionery than the store up the street.

Having in stock

"CHOCOLATE BORDO"

will enable you to conscientiously make the statement suggested in the opening paragraph, for these chocolates have been 25 years quality leaders.

Your Profit Is Not Forgotten.

The Montreal Biscuit Company
Wholesale Confectioners
MONTREAL
FREE—To all inquirers a neat and convenient 1910 Pocket Calendar.

ROLLED OATS

FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.

APPLE BARREL

Let us quote you on your requirements for the coming season. Also staves, hoops and heading for sale.
H. CARGILL & SON
CARGILL, ONTARIO

HOLLAND HERRINGS

In 10 lb. Kegs
—GET—
GARLAND BRAND
They are the best
Packed by
Palvast and Van der Vliss, Holland
WRITE
W. H. ESCOTT
BROKER, - WINNIPEG
Direct Importer, for a Car

SALT

Car Lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

A. C. LANDRY

Wholesale and Retail Merchant
STE. FLAVIE STATION, QUE.
Makes a specialty of jobbing
Flour, Grain and Groceries
of all kinds

The GRAY, YOUNG & SPARLING CO., Limited

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

GRATEFUL

COMFORTING

EPPS'S COCOA

The Choicest of all
Cocoas

The Most Delicious
The Most Nutritive

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

The LEADING COCOA of MANY GENERATIONS

Special Agents C. E. COLSON & SON, Montreal
Nova Scotia, E. B. ADAMS, Halifax. Manitoba, BUCHANAN & CORDON, Winnipeg

MILK

is the one universal food. The best and purest form in which it can be obtained is

TRUMILK AND MILKSTOCK

The only milk powders soluble in cold water. Light to carry. Better in taste than any other form of milk in cans. Will keep after can is opened. Not injured by freezing.

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO

THE CANADIAN GROCER



The Dreadnaught of the Flour Seas

DEAR Merry England is getting competition these days that's simply fierce. There's a bunch of outsiders "over there" casting languishing looks of envy on her trade and commerce.

Some have even displayed a desire to steal a bite now and then. So England is busy—*building Dreadnaughts.*

* * * *

To be sure, said many, Dreadnaughts digest a lot of the yellow metal. Why not build torpedo boats, submarines, and such?

Because Dreadnaughts as yet are the only successful factor to inspire certain parties with proper respect.

It isn't a question of *expense*, you see, but of "*what we have we hold; what we haven't got, we're after.*"

* * * *

Well, thought we, the position of the Tight Little Isle is much like that of the tight (?) little merchant.

He's tight if he wants to, isn't he?

You've got keen competition, too—neighbors mighty anxious to annex your trade, *present and prospective.*

Business is a battle, Brother Grocer.

He wins who is *best equipped.*

* * * *

Now, there's FIVE ROSES.

A *good* flour, milled entirely from the *heart* of Red Manitoba Spring Wheat berries, the world's prime cereal.

Sure, it's the Dreadnaught among flour brands, Brother Grocer.

Because it fears no competition, and is most effective in protecting *your* trade.

The trade you have, it HOLDS; the trade you haven't got, it helps you to GET AFTER.

* * * *

It isn't a matter of price.

It's *results* that count, Brother Grocer, when you need the business.

The housewife wants white, wholesome, palatable breadstuffs; she also covets flaky, crinkly pie crust with a flavor that is its own monopoly.

And she means to get it—if not from YOU, *elsewhere.*

But she gets it *always*, if you sell FIVE ROSES.

Why don't YOU?

FIVE ROSES FLOUR

LAKE OF THE WOODS
MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Merchants Closing Out Mail Order Competition

The Grocers of Orillia do Not Allow Catalogue Houses to Get Much of a Foothold—Employ Aggressive Measures—Jealousy, However, Rules Among Them—Want of Organization Felt.

Special Correspondence.

Orillia, Ont., December 8.—The merchants here are principally the sons of pioneer merchants who saw the beginning of this prosperous town, and who have been able to start their boys in business life, under more favorable conditions than they begin themselves.

The merchants derive a good deal of benefit from the tourists during the summer months and in that way have an advantage over towns not so favorably situated.

In Orillia a large portion of the groceries are handled in general stores. This causes a little friction between them and those who confine themselves strictly to groceries. Whether this is pleasant or otherwise, it seems to have the effect of stimulating business, for the stores on the whole are busy and are a credit to the town. Different in one respect at least from Barrie its neighbor, few of the merchants call around for orders at the houses. This saves them considerable expense they claim, and gives them time to keep their stores in good shape and more attractive to their customers.

All the best dealers in groceries are readers of The Canadian Grocer and some insist on their salesmen and salesladies reading it. They realize the need for men who can give the best possible service to the people. "Good service more than prices win the trade, and to keep up-to-date we look to The Grocer as a great help," remarked one grocer.

Watch Mail Order Houses.

"We cannot complain much about our citizens patronizing mail order houses," said another. "We do our best to give satisfaction, and I think our customers have convinced themselves that they cannot do better anywhere else."

"Too many of our country town merchants admit that the mail order houses are under-selling them, and instead of hustling themselves they sit down, look blue, neglect their business, and find fault with their neighbors. Wherever the merchants are united, work together for the interests of the town and try altogether to give good service to the people, they need not be much alarmed about encroachments from the large cities," was the opinion of one of the most active business men in Orillia.

"The merchants of this town, I am sorry to say," remarked another, "are too jealous of each other. There is never anything gained by it, but very often it leads to losses, and is always an injury to the town. We should have an association and meet together to discuss

matters of importance, and cultivate a friendly feeling."

In nearly every town one finds some old "back-numbers" who, as a rule, fell behind in the race and blame everybody but themselves. They get into a rut, and will not admit that it is necessary for them to get out, but vainly attempt to hold the people to their antiquated ideas. Such men are to be pitied. They will never mingle with their fellow retailers; they will not read their own trade paper, and consequently will not bring themselves in touch with up-to-date ideas and methods. They have scarcely a good word for anybody but a great deal of fault to find with many. Such men are no help to the general trade of the town; their conditions are misfortunes and they deserve the kindest consideration from those who are in happier circumstances.

If the merchants in towns could realize the value they could derive from each other through neighborly friendliness, and the assistance they could be to each other, they would not be without their regular meetings if for no other purpose than to see one another and find out what a lot of good fellows they were.

The motto, "Live and let live," would not exactly meet their views but rather, "Live and help others to live."

THE FOOD VALUE OF NUTS.

Scientists Claim Them to be Useful to the Human System.

Scientists have been studying the effect of animal food upon the human system, and some have come to the conclu-

sion that many of the diseases to which man is heir come direct from eating animal food. A German scientist advances the theory that children fed upon meat become quarrelsome, ill-natured and disposed to fight, taking on animal instincts with the habit of an animal diet.

Scientific investigation has opened our eyes to many evils of which our forebears never dreamed. The diseases of animals, which were little known, their effect upon the human system when taken into the stomach, and recent investigations into the quality of the work of health officials, conduce to make one a little chary of accepting meats exposed for sale on the public markets.

Tell Your Customers That :

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

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

CLAY PIPES

The best in the world are made by
McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



THE CANADIAN GROCER

For these evils there is a remedy—the use of nuts, which are among the best and most wholesome food products known to science. They average from 50 to 70 per cent. fat, and from 15 to 33 per cent. proteids, therefore, if measured by their chemical food values, as a natural substitute for meats, they are superior, for no other reasons than their purity and cleanliness.

However, that which makes nuts such an excellent article of food is that their nutritive elements are almost perfectly proportioned, that is to say, a normal body requires so much water, proteids, carbohydrates, mineral salts and fat to sustain it healthfully each twenty-four hours, and in nuts these elements are found more correctly proportioned, ac-

ording to the requirements of the body, than in any other article of food known to chemists.

They have done their part in the past, in that they furnished a great part of the food of primitive men, bringing them up from a barbarous people to a state of intelligent and intellectual manhood.—California Fruit Grower.

OFFERING MONEY PRIZES.

The newly incorporated Institute of Certified Grocers, London, Eng., has offered some splendid prizes for business examinations of grocers' assistants. The chief prize is one of £100 a year for ten years. The institute's first examination for the £100 income prize will be held

in London next April. The subjects will be knowledge and valuation of commodities, principles of advertising, laws affecting the trade, methods of business, such as salesmanship, canvassing, stock-taking and practical tests in tea and coffee blending.

Robert Dowsley, 1488 Queen St. West, Toronto, has sold his business to Jaques & Donnelly, two young men, who expect even to outdo the splendid business carried on by their predecessor. To assist them in getting a good start they have secured the services of James Rae, who for years carried on the same store and is well acquainted in that part of the city.

PROFIT IS ELUSIVE!

In these days of keen competition, if your profits are going to increase, every means must be utilized to 'cage the flying dollars.' How about a tobacco department in your store? This is a line which will yield you a good profit, with very small outlay, especially if you feature the

7-20-4 CIGAR

This cigar, made by a reputable firm, has proved a great public favorite, and will prove a ready seller. Let us have your enquiry to-day.

The SHERBROOKE CIGAR CO., Sherbrooke, Que.

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

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

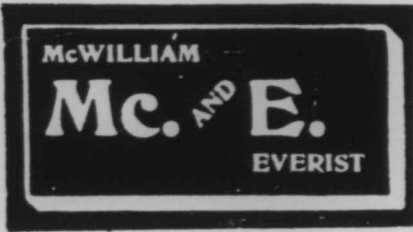
Imported Leaf Exclusively

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

CHRISTMAS FRUITS, ETC.

Navel, Florida and Mexican Oranges, Tangerines, Grape Fruit, Pine Apples, Almeria Grapes, Cranberries, Figs, Nuts, Dates, Celery, Head Lettuce, Hot House Tomatoes, etc.

Send in your orders early so we can give you best selections.



25-27 CHURCH ST. - TORONTO

St. Nicholas

Tracuzzi, Messina, Packer

The Brands OF Lemons

You will eventually handle

McCabe, Toronto Agent

Home Guard

Weakness in Apple Prices on the British Market

Shippers a Little Afraid of Losing Money—Fruit Market Generally Quiet, but a Big Trade is Expected Next Week—An Active Advent Fish Market.

MONTREAL.

GREEN FRUITS.—There is a decided scarcity of good late Valencias, which has resulted in an increased price, \$5. Some inferior goods are on the market as low as \$3.50, but desirable qualities are only to be had in limited quantities. Jamaica grape fruit is slightly higher, ranging from \$3.50 to \$4 per box. Other lines are steady, with trade slightly better than last week. Next week a large increase is looked for, as Christmas is only two weeks away.

Apples, Baldwins, per bbl.	4 00
" Greenings, per bbl.	4 00
" Russets, per bbl.	4 50
" Kings, No. 1, per bbl.	5 00
" Sides, per bbl.	5 00
" Fameuse, per bbl.	4 00
" Mackintosh reds, per bbl.	5 0
" No. 2, per bbl.	4 50
" Tallman Sweets, per bbl.	2 50
" Wealthys, No. 1, per bbl.	4 50
" No. 2, per bbl.	4 00
Bananas crated, bunch.	1 75
Cranberries, per bbl.	7 75
Cocoanuts, doz.	4 25
Grape fruit, Florida, per box.	5 00
" Jamaica, per box.	3 50
Grapes, Almeria, per keg.	5 50
" Concordia, per basket.	0 17
" Niagara, per basket.	0 17
Lemons, Verdillia, box.	3 25
" Maoris, box.	3 25
Limes, per box.	1 00
Oranges, late Valencias, per box.	5 20
" Floridas, per box.	3 00
" California navels, per box.	3 00
" Porto Rico, per box.	2 50
" Mexican, per box.	2 40
" Jamaica, per crate.	4 50
Pineapples, Floridas, box.	3 00

VEGETABLES.—Trade has brightened up to a certain extent on account of the approach of Christmas. Supplies are somewhat limited, but sufficient are available to fill all demands so far. Dealers are hoping for increased trade next week, and are making preparations to meet it. Prices are firm, with a slight upward tendency in view of the expected increase in trade.

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

FISH.—Fish trade is active on account of Advent, and several lines already show traces of shortage. Consequently prices are advancing. Haddock is scarce, owing to stormy weather on the coast. Green cod also has advanced due to large demand and a limited visible supply.

Frozen fish sales are good, though

mild weather is interfering to a certain extent.

In prepared and smoked fish demand is good and prices are maintained.

FRESH	
Market cod, per lb.	0 08
Perch, dressed, per lb.	0 10
Pike, headless and dressed.	0 07
Salmon, B. C.	0 12
Sea trout, per lb.	0 14
Steak cod, per lb.	0 06
Barbotte.	0 10
Dore, per lb.	0 10
Eels, fresh, per lb.	0 08
Halibut, per lb.	0 10
Haddock, per lb.	0 05
Herring, fresh, per 100 fish.	1 80
Mackerel.	0 10
FROZEN	
Dore, winter caught, per lb.	0 08
Flounders.	0 08
Halibut, per lb.	0 09
Herring, per 100.	1 75
Lake trout.	0 08
Mackerel.	0 10
Pike, headless and dressed.	0 07
Steak cod, per lb.	0 06
Salmon, B. C., red, per lb.	0 09
Salmon, Gaspe.	0 18
Salmon, Qualla, per lb.	0 06
Smelts, 10 lb. boxes.	0 10
Whitefish, large, per lb.	0 10
Whitefish, small, per lb.	0 07

SALTED AND PICKLED	
Green cod, No. 1 medium, per bl.	7 00
" small, per bl.	5 50
" large, per bl.	7 50
Labrador herring, bbl.	5 25
Labrador herring, half barrel.	3 00
Labrador sea trout, bbls.	12 00
" half bbls.	6 50
No. 1 mackerel, pail.	2 00
No. 1 " half bbls.	8 00
Salmon, B. C., half bbls.	8 00
Salmon, B. C., bbla, red.	15 50
Salmon, B. C., pink.	14 00
Salmon, Labrador, bbl.	18 00
Salmon, Labrador, 1/2 bbls.	9 50
Salmon, Labrador, tierces, 300 lb.	26 00
Salt eels, per lb.	0 08
Salt sardines, 20 lb. pail.	1 00
Sardines, Quebec, bbl.	5 50

SMOKED	
Bloaters, large, per box.	1 10
Haddies, 15 lb. box, per lb.	0 07
Herring, new smoked, per box.	0 12
Kipper herring, per box.	1 20
Kipper herring, imported.	1 25
Smoked salmon, sugar cured, per lb.	0 25
SHELL FISH	
Lobsters, ea, per lb.	0 20
Oysters, choice, bulk, Imp. gal.	1 40
" Sealship, standards, Imp. gal.	1 75
" select.	2 00
" shell, per bbl.	7 00

PREPARED FISH	
Boneless cod, in blocks, all grades, at 5¢, 6¢, 8¢, 9¢ & 10¢.	per lb.
Dry cod in bundles, per bundle.	5 50
Skinless cod, 100 lb. case.	5 25
Shredded cod, per box.	1 80

TORONTO.

GREEN FRUIT.—The apple trade has not recovered from its sluggish condition of last week, and the reports from England are not very encouraging to those who have many thousands of barrels on the way to that market.

Snows are in better local demand than any others, and sell for \$3.50 to \$4 a barrel. Some of the lower grades of apples sell as low as \$1 a barrel.

Although yet somewhat unripe and ahead of their time, the navel orange is seeking the lead. For present use, however, there are other varieties a little better. The fruit market is slow. It is a little too early for retailers to lay in their Christmas goods, but next week is expected to make up for all the dullness that exists this week, all domestic grapes are now off the market.

Apples, B.
" B.
" G.
Bananas.
Cranberries.
Grapes, A.
Grape Fruit.
Lemons.
" F.
Oranges, C.
" M.
Pears, Cal.
Pineapple.

VEG

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Beets, per
Cabbage, C
Carrots, p
Celery, Ca
Onions, C
" M
" B.

Parasips, p
Potatoes, C
" A
" B
" C
" D
" E
" F
" G
" H
" I
" J
" K
" L
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" N
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FISH

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Goideyes.
Herring, L
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" La
Pickrel, B

Cod steak.
Flounders (in box).
Halibut.
Haddock.
Herring, pe

SMOK
Acadia, pe
" ta
Bloaters, p
Cod h, shr
" Bt
Cod steak, I
Cod, Imper
Ciscos, per
Haddie, F

Oysters, sta
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THE CANADIAN GROCER

Apples, Snows.....	3 50	4 00
" Spies.....	3 00	3 50
" Greenings.....	2 25	2 50
Bananas.....	2 00	2 25
Cranberries, per bbl.....	8 00	8 50
Grapes, Almeria per keg.....	5 50	6 00
Grape Fruit.....	3 50	4 00
Lemons, Messina.....	2 75	3 25
" Palermo.....	3 00	3 50
Oranges, Cal. navels.....	3 00	3 50
" Floridas.....	2 50	2 75
" Mexican.....	2 00	2 25
Pears, Can., basket.....	0 60	0 65
Pineapples, per case.....	2 40	4 50

VEGETABLES.—There is comparatively little doing in vegetables in the market. As has been the case for several weeks, the stores are all supplied by the local gardeners. Some imported lettuce is offered at \$1.75 per hamper, but it sells slowly. Cucumbers are still selling at \$1.75 per dozen. Spanish onions in large cases at \$2.50 a case.

Beets, per bag.....	0 60	
Cabbage, Canadian, per dozen.....	0 35	0 40
Carrots, per bag.....	0 50	0 55
Celery, Canadian, per doz.....	0 30	0 25
Onions, Canadian, per bag.....	1 00	1 25
" new, Valencia, crate.....	2 75	3 00
" Spanish.....	2 50	2 75
" half cases.....	1 50	0 75
Parsnips, per bag.....	0 60	0 5
Potatoes, Canadian, per bag.....	0 60	0 56
" sweet, basket.....	1 25	1 50
" sweet, per hamper.....	3 00	3 50
Radishes, per dozen.....	0 25	0 20
Tomatoes, hot house, per lb.....	0 25	0 40
Turnips, per bag.....	0 25	0 40

FISH.—The fish market is a busy one in spite of the mild weather, which never suits the fish men. Some fresh caught trout and white fish are coming in since the closed season is over, and are selling from 9 to 10c.

LAKE FISH (FROZEN)

Goldeyes.....	0 05½	Pickeral yellow.....	0 06
Herring Lake Erie.....	0 06	Pike.....	0 06
" Lake Superior.....	0 05½	Perch.....	0 06
" Lake Ontario.....	0 04	Trout.....	0 10
Pickeral, blue.....	0 05½	Whitefish.....	0 09½

OCEAN FISH (FROZEN)

Cod steak.....	0 07	Mackerel, each.....	0 20
Flounders (25 to 50 lb. in box).....	0 12	Salmon, pink, per lb.....	0 03
Halibut.....	0 09	" red.....	0 10
Haddock.....	0 06½	" sea dressed.....	0 13
Herring, per 100.....	5 00	Smelts, per lb.....	0 12
		Shrimps, per gal.....	1 15

SMOKED, BONELESS AND PICKLED FISH

Acadia, per crate.....	2 40	Herrings, Labrador, half barrels.....	2 90
" tablets, box.....	1 60	Herrings, Digby, bndle.....	0 60
Bloaters, per basket.....	1 00	Herrings, Imported.....	1 10
Cod h. shredded, box.....	1 80	Loch Fyne, per kit.....	1 25
" Bluenose.....	1 40	Kippers, per box.....	1 25
Cod steak, per lb.....	0 07	Quail on toast, per lb.....	0 05½
Cod, Imperial, per lb.....	0 05	Trout, pickled, 100 lb. barrels.....	6 00
Ciscoes, per basket.....	1 00		
Haddie, Finnan.....	0 08		

SHELL FISH

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

MONEY IN B.C. FRUIT.

Instances in Which Fruit Farms Have Proven Their Worth.

Victoria, B.C., December 6.—Fruit culture in British Columbia is fast becoming

one of the most important industries in the Pacific province. Apples, peaches, pears, cherries, plums and every other variety of fruit are cultivated with the most astounding results. Lord Aber-

deen purchased the Coldstream Ranch at Vernon, some years ago and is now developing its fruit resources as a large part of the operations of his holdings. His Lordship's twenty-acre patch pro-

XMAS FRUITS

We are Headquarters for everything in

Oranges Bananas Pineapples Lemons
Holly Wreaths and Wreathing Nuts Figs Dates,
etc. California Celery and other Imported Vegetable
Hothouse Tomatoes Fancy Apples in barrels or boxes
Oysters and Fish

Orders filled Promptly on shortest notice with best goods. Phone Main 6565.

WHITE & CO., LTD.

Toronto and Hamilton

NEW ARRIVALS

Fancy Sweet Sonoras
California Navels
AND Florida Oranges
FINE RIPE New Messina Lemons
Almeria Grapes

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



Are there not better Lemons? Yes, there are not.

FRATELLI FOLLINA, Palermo, Messina

This name on a box means the same as Sterling does to Silver.

Our Best Brands

BUSTER BROWN
HIAWATHA
LORD BERESFORD

It's the Sign of Quality.
The Guarantee of Value.
The Standard by which others are compared.

W. B. Stringer

Canadian Agent

Toronto

THE CANADIAN GROCER

duced \$10,000 worth of Northern Spies last year. Other equally good results are reported in other districts of the province. One cherry tree at Penticton produced eight hundred pounds of fruit, and another at Agassiz one thousand pounds. What would be the result of an acre of as many such trees as the soil is capable of feeding, can be imagined and calculated.

In Okanagan instances are reported of profits of from \$500 to \$600 per acre. At Kelowna, nine tons of pears and ten tons of prunes per acre are said not to be uncommon. Four acres of strawberries near Victoria returned the owner of the land \$2,598 net. Another owner reported 12,556 pounds of berries on one and a half acres, which sold for over \$1,200.

Nectarines, apricots, figs, almonds and several other of the less hardy fruits and nuts, have been tried with success. It is contended by those with experience that any fruit or vegetable which can be grown three hundred miles south of the International boundary line, can be produced in British Columbia.

This fruit industry can hardly be said to have commenced in British Columbia. It has just passed that point in the State of Washington where there are now over 100,000 acres planted out against barely 7,000 acres in 1901.

Vilandre Freres, Richmond, Que., have sold their grocery and feed departments to Mr. Roux.

R. H. Kenyon, who has conducted a general store business in Port Colborne, Ont., for the past three years, has dis-

posed of his business to Mr. Ward, of Toronto, who takes possession about the 20th of this month.

A RETAILER'S COMPLAINT.

Editor Canadian Grocer—The recent article in The Grocer re price maintenance, is read with interest in this section. The placing of a certain retail price on an article by the manufacturer certainly has some advantages. The trouble is though, that in many cases the manufacturers do not enforce their rule.

I have in mind a certain brand of soap. When an invoice of this line is received you find printed upon it something to the effect that "by the acceptance of this bill of goods you agree not to sell the article below the recognized retail price."

This soap costs almost 4c. and its retail price is supposed to be 5c. In a great many cases (particularly by departmental stores) this article is cut to 6 bars for 25c., seemingly without objection from the manufacturer. The enforcement of this rule would mean a definite profit for all and would place the retailer on even ground with his departmental store rival.

Again, let us consider sugar. What a boon it would be to retailers if the sugar refineries bound us to selling sugar at a certain paying percentage over wholesale price. Not one grocer in a hundred sees any sense in selling sugar at cost but even in spite of this the sugar part of our business that counts for so much in the turnover on our credit books and so quickly pulls down bank balance—counts for almost nothing on the profit sheet.

A SQUARE DEAL.

Perth, Ont., Dec. 8th, 1909.



SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Alterations and Fittings Drill Hall, Toronto," will be received at this office until 5.00 P.M., on Monday, December 20, 1909, for the work mentioned.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and on application to Mr. Thos. Hastings, Clerk of Works, Customs Building, Toronto.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, with their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The department does not bind itself to accept the lowest or any tender.

By order,

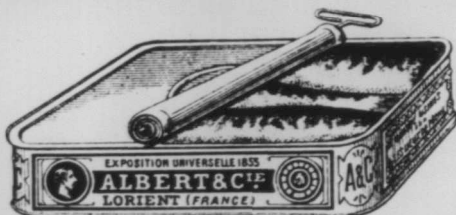
NAPOLEON TESSIER,
Secretary.

Department of Public Works,
Ottawa, November 30th, 1909.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department. (50)

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager



Ask for

"ALBERT & CIE"
French Sardines

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

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

It is a genuine satisfaction

to sell an article with a guarantee behind it. Are you stocking

CONCORD NORWEGIAN SARDINES?

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.

This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS:—R. S. McIndoe, Toronto.

A. H. Brittain & Co., Montreal.

W. A. Simonds, St. John, N.B.

Watson & Truesdale, Winnipeg.

Radiger & Janion, Vancouver and Victoria, B.C.

THE CANADIAN GROCER

NEW FROZEN SEA HERRING

These fish are just in. A seasonable line it will pay you to feature. Choice fish, large and bright—the kind you quickly sell.

Order a trial barrel shipped at once. When you write have us quote you on :

Smelts Salmon Halibut Mackerel Whitefish
Pickrel Pike Haddies Kippers Bloaters
also Bulk Oysters

Our stocks are complete. All of these lines are quoted in our weekly price list, which is yours for the asking.

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

LEONARD BROS.

The Largest Fish and Oyster Warehouse in Canada.
YOUVILLE SQUARE (Near Customs House.) MONTREAL

Four
Long
Distance
Telephones

YOU, Mr. Retailer

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



The answer is: become a SEALSHIPT AGENT.

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

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



THE
PUREST
AND
BEST

MR. DEALER

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

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

Manufactured by



St. Charles Condensing Co.
INGERSOLL, ONTARIO
CANADA



Different Views Regarding Collecting by Draft

Retailers Recommend it Because They Can Better Watch Cash Discounts—One Does Not Think the Bank is the Only Protection—A Legalized Method.

From the following letters to The Canadian Grocer, it is evident that "Collecting by Draft" is considered in different lights. Two of the three communications from retail grocers, it will be observed, favor that method, the third being a plea for settling accounts by cheque. They are as follows:—

In Favor of The Draft.

Editor Canadian Grocer,—I might say that in my own estimation that "Collecting by Draft" is far superior to the sending of cheques or other remitting forms.

My reasons for saying this are as follows:—1st, that it saves the chance of ever forgetting to remit; 2nd, that your wholesalers are accustomed to the usual terms you desire, and furthermore that if you are in the habit of taking discounts it enables you to do so without constantly thinking when you should send your cheque.

Of course, if a person is in the habit of running an open account with his wholesaler, it may be more convenient to mail a cheque, but I still think that

the system of drafting is a much more up-to-date way of settling your wholesale account.

W. R. BROWNE.

Cherry Valley, Ont., Dec. 6, 1909.

Likes Post Office Order.

Editor Canadian Grocer:—I carefully read your article in The Grocer of Nov. 26th, and noticed what was said about "Collecting by Draft." I do not like the draft. I am post-master here and if thirty days are given, as they usually are, I simply issue a post office order. I think wholesale houses should not draw on such close dating. There is no bank here and when a draft is made, it must be accepted and mailed back to the bank; then it must be entered up, its maturity watched and the money mailed to the bank—all told, a whole lot of trouble when the one remittance will do. I for one do not like drafts.

M. GLEESON.

Greenwood, Ont., Dec. 6, 1909.

Editor Canadian Grocer,—We think "Collecting by Draft" the easiest and safest way for both the wholesaler and

retailer and you will find that 90 per cent. of those opposed to the draft system are weak financially. It acts as a double check on discounts, the wholesaler deducting them before making draft, and the retailer checking same before acceptance. It is also a saving to retailers in stationery and postage.

While we do not favor the returning of drafts, the retailer is not compelled to accept them and may have same returned if incorrect or unable to pay. It is very convenient to wholesalers. A good many firms get them discounted at the bank, and if it were not for this might be financially embarrassed at times. We do not look upon the bank as "an only protection," but a custodian. Banks are paid for the use of money, or for their services and while they may help in rating a firm or individual, other information is usually received outside the bank. We do not know of any reason why it should injure a person's or firm's credit, as it is a legalized way of collecting accounts between seller and buyer.

THOMAS BROS.

Campbellford, Ont., Dec. 4, 1907.

Fred and George Crocker have started a grocery store in South Vancouver, just outside the city boundaries. Fred Crocker has been for several years with H. O. Lee's grocery, in Mount Pleasant, while George has been in business for himself

TO THE Merchants of Canada

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

FINNAN HADDIES
ever produced, the famous

WACHUSETT FINNAN HADDIES

packed by

FREEMAN & COBB CO.
(Incorporated)

FISH

BOSTON - - MASS.

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

JUST WHAT YOU WANT FOR ADVENT

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

Prices on application.

D. HATTON & CO.

18 Bonsecours St. - - - MONTREAL

Wise Grocers

realize the importance
of handling only high
grade goods and

Always Feature

that line which is known
to have a quality all its
own, such as has

QUAKER SALMON

ARE YOU A WISE GROCER?

MATHEWSON'S SONS

Wholesale Grocers
MONTREAL

THE CANADIAN GROCER



Fortify Your Position as a Grocer

by adding a line of Canned Fish Goods that has "made good." There is nothing you handle that will add to your reputation for good or ill like the canned goods you stock. Your outlook is bright and your future is assured if you stock

Brunswick Brand Sea Foods

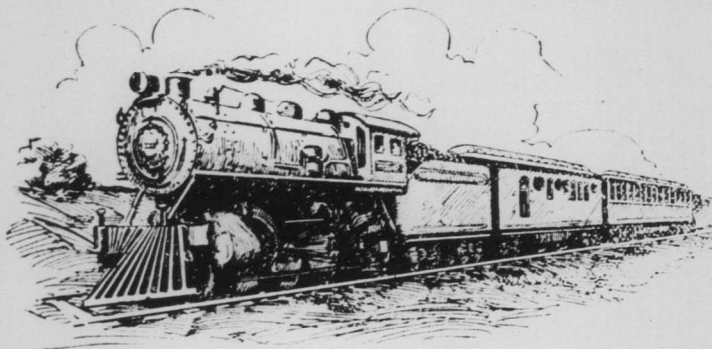
the brand that spells "quality." See that you have a full range on your shelves.

CONNORS BROS., Limited,
Black's Harbor, N.B.

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



**PROMPT
SHIPMENTS**



**ON MAIL
ORDERS**

Friend Retailer, Does this not appeal to you, where **quick** buying is the rule, not the exception? Making FISH and OYSTERS a specialty, combined with long experience in buying the best in these lines, gives us numerous advantages.

This is Advert, every Wednesday and Friday until Christmas being "fast" days.

— GET BUSY —

The F. T. JAMES CO., Limited

Packers and Shippers of "Beacon Brand"

Fish and Oyster Distributers

TORONTO



THE MAXIMUM OF EFFICIENCY IN THE GROCERY

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: "Modern Grocery Fixtures"



The Walker Bin and Store Fixture Co., LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

No More Bad Bills

There's absolutely no excuse for a grocer to complain of bad bills. There's a way to hold the credit customer in check and avoid losses.

Allison COUPON BOOKS

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

HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. \$2.00 a bottle at dealers or delivered. Horse Book 9 D free.
ABSORBINE, JR., for mankind, \$1 a bottle, removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass
LYMANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF **JAMAICA**

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



BOWSER

Self-Measuring

AIL TANKS afford a

CONVENIENCE

that alone is reason enough for installing the system.

"The convenience is mutual.

My customers are better and more quickly served; get clean oil of better quality that gives a firmer, clearer light.

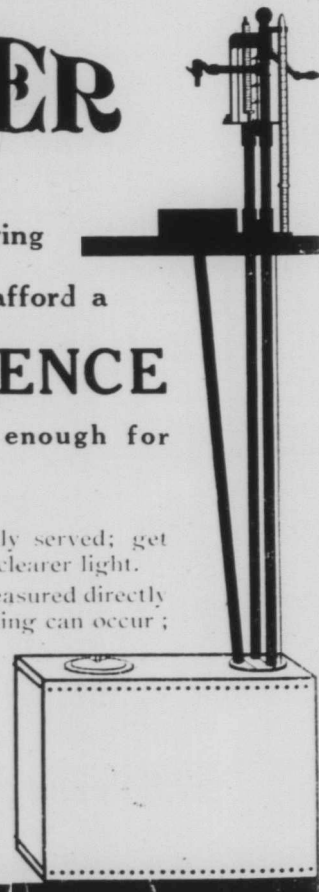
The barrels are easily emptied; the oil is measured directly into the customer's can; no slopping nor spilling can occur; the odor of oil is not found in the store.

Modern CONVENIENCES mean time and money. They draw and hold trade."

Catalog 5-K contains full information regarding Bowser Outfits.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., Toronto, Can.



When you want
STENCILS

in Brass, cut to order, send to us and get good Stencils.

If you have not got a

Bradley Stencil Machine

get one and save money.

We are sole agents in Canada.

Hamilton Stamp and Stencil Works, Ltd.

HAMILTON,

ONTARIO

—BUY—
Star Brand

COTTON CLOTHES LINES

—AND—
COTTON TWINE

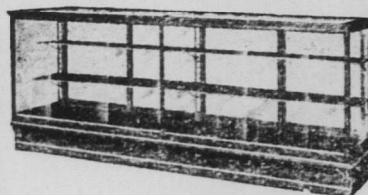
Cotton Lines are as cheap as Sisal or Manilla and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

Wolverine

Show Case



The best show case made in America for the money.

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

W. H. ESCOTT

141 Bannatyne Avenue,
Winnipeg, Selling Agent

No. 100.

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

Made by

Michigan Show Case Co., Detroit, Mich.



An exclusive special feature of

THE

Elgin National Coffee Mills

is the adjuster, by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a
LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Tea Lead,

Best Incorrodible

“Pride of the Island”

Manufactured by

BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: “Laminated,” London.
A.B.C. Codes used 4th and 5th Editions.

**LIMEHOUSE,
LONDON, E., ENG.**

Canadian Agents:

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

R. B. Wiseman & Co.

123 Bannatyne
Avenue East

WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg



ALWAYS RIGHT. SUN PASTE Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL JOBBERS

1/2-lb. tins—3 doz. in case.

Send Us Poultry

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

**TURKEYS GEESE CHICKENS
DUCKS FOWLS**

Must be A1 Stock Reference: Any Bank

P. Poulin 30 Bonsecours Market **Montreal**



BIG MONEY

in goods handled is desired by all grocers. Being made in Canada, and having to pay no duty,

Royal Polishes

yield a greater profit than any other similar line.

**ROYAL POLISHES COMPANY
MONTREAL**



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.

SOMETHING NEW

And what is more important "Something Good"

DOMELINE

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

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

C

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high

CANADI

GR
95 Br

THE

30 lb. wood pails...
Pure assorted jam
dozen in case.

Jell
MacLaren Impe
IMPERIA



Assorted fl



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

The GENUINE. 1



Prices—Onta
Less than 5 cases...
Five cases or more...

CURRANTS

We are proprietors of
"AFRODITE" brand, the best AMALIAS
 currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned
 currants

and importers and distributors of
 highest grade **PATRAS** and **VOSTIZZA**
 currants.

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

CANADIAN REPRESENTATIVES:

- W. H. ESCOTT, Winnipeg
- LAMBE & MacDOUGAL, London
- H. & A. B. LAMBE, Hamilton
- W. G. A. LAMBE & CO., Toronto
- H. D. MARSHALL, Ottawa
- ARTHUR P. TIPPET & CO., Montreal
- J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



Beaver Brand Valencia Raisins

Possess that uniform quality which
 makes them dependable season after
 season, and consequently a safe line
 to feature to the best trade.

Mahiques, Domenech & Co., the
 packers, have long been known to
 the trade, their brands, "M.D. & Co."
 (special fancy quality) and "W.
 Abel" (standard quality), having
 ever given satisfaction.

Rose & Laflamme, Ltd.

AGENTS

Montreal - - - Toronto

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

Jelly Powders

MacLaren Imperial Cheese Co., Limited.
 IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.



Assorted Case, Contains 4 doz. \$3.60
 Assorted Case, Contains 2 doz. \$1.80
 Lemon (Straight) Contains 2 doz. \$1.80
 Orange (Straight) Contains 2 doz. \$1.80
 Raspberry (Straight) Contains 2 doz. \$1.80
 Strawberry (Straight) Contains 2 doz. \$1.80
 Chocolate (Straight) Contains 2 doz. \$1.80
 Cherry (Straight) Contains 2 doz. \$1.80
 Peach (Straight) Contains 2 doz. \$1.80
 Weight, 8 lbs. to case. Freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
 Less than 5 cases..... \$5 00
 Five cases or more..... 4 95



WHITE SWAN SPICES
 AND CEREALS, LTD.

White Swan, 15
 flavors, 1 doz. in
 handsome counter
 carton, per doz., 90c.



List price.
 Shirriff's (all
 flavors), per doz.
 Discounts on applica-
 tion.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD
 LARD COMPOUND.

Tierces... \$0 12
 4-bbls. 0 12
 Tube, 60 lbs. 0 12
 20-lb. Pails, 2 00
 20-lb. tins.. 2 50
 Cases 3-lb. 0 13
 " 5-lb. 0 13
 " 10-lb. 0 13



F.O.B. Montreal.



GUNNS
 "EASI-FIRST"
 LARD
 COMPOUND.

Tierces... 0 12
 Tube 0 12
 20-lb. pails, 0 12
 20-lb. tins, 0 12
 10-lb. " 0 13
 5-lb. " 0 12
 3-lb. " 0 13
 1-lb. cartons 13

Licorice

NATIONAL LICORICE CO.

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

Licorice lozenges, 4-lb. glass jars..... 1 75
 " 20 5-lb. cans..... 1 50
 "Purity" licorice, 10 sticks..... 1 45
 " 100 sticks..... 0 73
 Dule, large cent sticks, 100 in box.....

Lye (Concentrated)

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

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
 16-oz. glass jars, 2 doz. in case... 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Pint Sealers (24 oz.), 1 doz in case, per
 dozen..... 2 00



SHIRRIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz... 1 55
 2-lb. " " " 2 80
 4-lb. tins, " " 4 65
 7-lb. " " " 7 35
 "Shredded"—
 1-lb. glass, doz.... 1 90
 2-lb. " " " 3 10
 7-lb. tins, " " 8 25



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen
 cases per doz..... \$0 95
 Parrot Food, 4-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 2-lb. pkts. 1 35
 Bird Cage Sand, about 1 1/2-lb. bags, 1/2-
 gross cases, per doz..... 0 30
 Bird Cage Grit, about 1 1/2-lb. bags, 1/2-
 gross cases, per doz..... 0 30

Mince Meat

Wethy's condensed, per gross, net... \$12 00
 per case of 3 dozen, net..... 3 00



ST. CHARLES CON-
 DENSING CO.

PRICES:
 St. Charles Cream-
 family size, per case
 \$3 50
 Ditto, hotel, 3 70
 Silver Cow Milk 4 55
 Purity Milk..... 4 25
 Good Luck.... 4 00

Mustard

COLMAN'S OR KEEN'S
 D.S.F. 1/2-lb. tins..... per doz. \$ 1 40
 " 1-lb. tins..... " 2 50
 " 1-lb. tins..... " 5 00
 Durham 4-lb. jar..... per jar 0 75
 " 1-lb. jar..... 0 25
 F.D. 1/2-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
 Minerva Brand—
 Minerva, qts. 12's \$ 5 75
 " pts. 24's 6 50
 " 1/2-pt. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE
 1/2-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases, doz..... 1 75

Soda

COB BRAND



Case of 1-lb. contain-
 ing 60 packages, per
 box, \$3 00
 Case of 1/2-lb. con-
 taining 120 pkgs. per
 box, \$3 00
 Case of 1-lb and 1/2-lb.
 containing 30 1-lb.
 and 60 1/2-lb. pkgs per
 box \$3 00

Case of 5c. pkgs. containing 96 pkgs. per
 box, \$3 00
 MAGIC BRAND Per case
 No. 1, cases 60 1-lb. packages..... \$ 2 75
 No. 2, " 120 1/2-lb. " 2 75
 No. 3, " 30 1-lb. " 2 75
 " 60 1/2-lb. " 2 75
 No. 5 Magic soda—cases 100—10-oz. pkgs
 1 case 2 85
 5 cases 2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

Soap and Washing Powders.

A. F. TIPPET & CO., Agents.

Marysop soap, colors	per gross	\$10 20
" black	"	15 20
Ortolia soap	"	12 20
Gloriola soap	"	12 20
Straw hat polish	"	12 20



3 doz. to box..... \$3 00
6 doz. to box..... \$7 20
30 days.



1 Box Price \$1.00
5 Box Price \$3.90
Freight paid on 5 box lot.



Or Quick Nix Soap (100 bars to case) in 5 case lots (delivered) - \$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—		
No. 1 White or blue, 4-lb. carton	\$0 07	
No. 1 " " 4-lb. "	07	
Canada laundry, 5-lb. draw-lid boxes	06	
Silver gloss, 5-lb. draw-lid boxes	08	
Silver gloss, 5-lb. tin canisters	08	
Edward's silver gloss, 1-lb. pkgs.	07 1/2	
Kegs silver gloss, large crystals	7	
Benson's satin, 1-lb. cartons	07 1/2	
No. 1 white, 4-lb. and 8-lb. "	07	
Canada White Gloss, 1-lb. pkgs.	06 1/2	
Benson's enamel, per box 1 50 lb.	3 00	
Culinary Starch—		
Benson & Co.'s Prepared Corn	07 1/2	
Canada Pure Corn	06 1/2	
Rice Starch—		
Edwardsburg No. 1 white, 1-lb. car.	0 10	
" " " " or blue,	"	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec

Laundry Starches—		
Canada Laundry, boxes of 46-lb.	\$0 06	
Acme Gloss Starch—		
1-lb. cartons, boxes of 40 lb.	0 06 1/2	
Finest Quality White Laundry—		
3-lb. Canisters, cases of 40 lb.	7	
Barrels, 200 lb.	0 06 1/2	
Kegs, 120 lb.	0 06 1/2	

White Gloss—		
1-lb. fancy cartons, cases 40 lb.	0 07 1/2	
5-lb. toy drums, 8 in case	0 08	
5-lb. toy drums, with drumsticks	0 08	
in case	0 08	
Kegs, ex. crystals, 100 lb.	0 07	
Brantford Gloss—		
1-lb. fancy boxes, cases 40 lb.	0 07 1/2	
Canada's Electric Starch—		
Box of 40 fancy pkgs., per case	3 00	

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

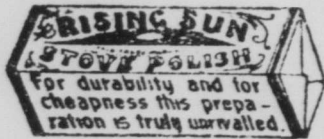
Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.

London, Ont.
One case, 30 fifty-cent packages (assorted) \$10 00
Six pairs (retail \$1 50) 6 00

Stove Polish.

Per gross
Living Stove, 5-oz. cakes, 4 gross boxes \$4 50
Rising Sun, 5-oz. cakes gross boxes 4 50
Sun Parts, 10c. size, 4 gross boxes 10 00
Sun Paste 5c. size, 4 gross boxes 6 00



For durability and for cheapness this preparation is truly unrivalled.

JAMES' DOME BLACK LEAD

Per gross
5a size 2 40
2a " 2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 700 lbs. 0 031 per lb.
Half-barrels, 350 lbs. 0 031
1/4 barrels, 175 lbs. 0 031
Pails 25 lbs. 1 30 each
38 1/2 lbs. 1 80
Plain tins, with label—
1 lb. tins, 2 doz. in case 2 50
5 " " " " " " 2 25
10 " " " " " " 2 75
20 " " " " " " 2 70
(5, 10 and 20 lb. tins have wire handles.)

Teas

THE "SALADA" TEA CO.

Wholesale	Retail
Green Label, 1 lb. and 1/2 lb.	\$0 25 \$0 30
Blue Label, 1 lb. and 1/2 lb.	0 27 0 35
Red Label, 1 lb. and 1/2 lb.	0 30 0 40
Red Label, 1 lb. and 1/2 lb.	0 36 0 50
Gold Label, 1 lb. and 1/2 lb.	0 44 0 60
Red-Gold Label, 1/2 lb.	0 55 0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE TEA
Cases 30 and 50 lbs. each—
Black, Mixed, and Green Ceylon.
25c. 1s. 20c. 1s. 21c.
30c. 1s. and 1s. 23c.
40c. 1s. and 1s. 28c.
50c. 1s. and 1s. 35c.
75c. 1s. and 1s. Vulcan, 50c.
100 lb. lots freight paid.



Blue Label, 1 lb. 21 0 26

Orange Label, 1 lb. and 1/2 lb.	0 23	0 40
Blue Label, 1 lb.	0 20	0 25
Brown Label, 1 lb. and 1/2 lb.	0 28	0 40
Brown Label, 1/2 lb.	0 25	0 40
Green Label, 1 lb. and 1/2 lb.	0 35	0 50
Red Label, 1 lb.	0 40	0 50

LAPORTE, MARTIN & OIE, LTD.

Japan Teas—
Victoria, hf-c, 80 lbs. 0 25
Princess Louise, hf-c, 80 lbs. 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs. 0 18
Duchess, cases 60 lbs. 0 19



Wholesale	Retail
Yellow Label, 1 lb.	0 20 0 25
" " " "	0 21 0 25
Green Label, 1 lb. and 1/2 lb.	0 24 0 30
Blue Label, 1 lb. and 1/2 lb.	0 25 0 35
Red Label, 1 lb. and 1/2 lb.	0 30 0 40
White Label, 1 lb. and 1/2 lb.	0 35 0 50
Gold Label, 1 lb. and 1/2 lb.	0 42 0 60
Purple Label, 1 lb. and 1/2 lb.	0 55 0 80
Embossed, 1 lb. and 1/2 lb.	0 07 1 00



Wholesale	Retail
Pink Label, 1 lb. and 1/2 lb.	30c. 40c.
Gold Label, 1 lb. and 1/2 lb.	35c. 50c.
Lavender Label, 1 lb. and 1/2 lb.	40c. 50c.
Green Label, 1 lb. and 1/2 lb.	50c. 75c.
Canisters	
Gold Tins, 5s	35c. 1.75 50c. 2.50
Gold Tins, 3s	35c. 1.05 50c. 1.50
Gold Tins, 1s	36c. each 50c. each
Gold Label, 1/2 lb.	18c. ea. 36 lb. 25c. ea. 50 lb.
Red Tins, 1/2 lb.	35c. ea. 70 lb. 50c. ea. 100 lb.
Red Tins, 1 lb.	18c. ea. 72 lb. 35c. ea. 100 lb.



Wholesale	Retail
Black, green, mixed	0 70 1 00
" " "	0 55 0 80
" " "	0 44 0 60
" " "	0 40 0 50
" " "	0 38 0 50
" " "	0 35 0 50
" " "	0 30 0 40
" " "	0 32 0 40
" " "	0 25 0 30
" " "	0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.

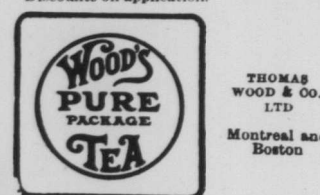


Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 50c.	\$0 20
1-lb.	0 21
Else Label, retail at 80c.	0 23

Green Label	" 60c.	0 80
Red Label	" 50c.	0 35
Orange Label	" 60c.	0 42
Gold Label	" 80c.	0 55



Pure Gold Jelly Powder 90 cents per doz.
Pure Gold Salad Dressing Powder per doz.
Discounts on application.



Wholesale	Retail
Wood's Primrose, per lb.	0 40 0 80
" 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.	

GILLET'S CREAM TARTAR	Per doz
1/2-lb. paper pkgs., 4 doz. in case	0 90
1/2-lb. paper pkgs., 4 doz. in case	1 80
Per case	
4 doz. 1/2-lb. paper pkgs. assorted	7 20
2 doz. 1/2-lb. paper pkgs.	
Per doz	
1/2-lb. cans with screw covers, 4 doz. in case	1 95
1/2-lb. cans with screw covers, 3 doz. in case	3 75
Per lb.	
5-lb. sq. canisters, 1/2 doz. in case	0 28 1/2
10-lb. wooden boxes	0 26 1/2
25-lb. wooden pails	0 26 1/2
100-lb. kegs	0 25 1/2
320-lb. barrels	0 24 1/2

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Chewing—Black Watch 5s.	56
Black Watch 11s.	38
Bobs 5s and 10s.	38
Bully 6s.	44
Currency 5s. and 10s.	38
Stag 5s.	38
Old Fox 12s.	44
Pay Roll Bars 7 1/2s.	56
Fry Roll 7s.	56
Plug smoking—Shamrock 6s., plug or bar	45
Rosebud Bars 6s.	45
Empire 5s. and 10s.	36
Amber 5s. and 3s.	60
Ivy 7s.	50
Starlight 7s.	50
Cut Smoking—Great West Pouches, 7s.	51

JOS. COTE, QUEBEC.

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

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Straw
berrie
"The
Sanit
Niaga
FREQUE
Every
ford
leaves
muda.
Indies
is awa
A de
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PICKI

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

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

MAY WE SEND OUR ILLUSTRATED LIST?

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

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
 Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Black-
 berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

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

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

FREQUENCY OF SAILINGS

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

PICKFORD & BLACK
 HALIFAX

OAKEY'S

The original and only
 Genuine Preparation for
 Cleaning Cutlery, 6d.
 and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

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

Wellington Mills, London, England

Queen City Water

White Oil

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

LUMP ROCK SALT

for Cattle

and all other kinds

Quality and satisfaction
our constant study

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

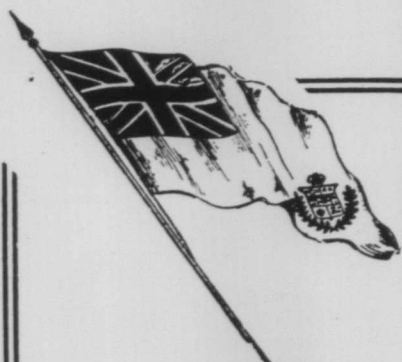
WETHEY'S LAUREL BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

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



Empire Brand
THE GUARANTEE OF QUALITY

4
FREE PHONES

Others Use Them
Freely
Don't Procrastinate

Goods in a Hurry!

At this season you may
want goods in a hurry

PHONE US

The goods will be
shipped at once.

A FULL STOCK OF ALL LINES

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON, ONTARIO

C

Montreal: 781-

VOL. XXI

The

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FRA

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EDW

53 Front St.