

# 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, NOVEMBER 5, 1909.

NO. 45.



## KEEN'S OXFORD BLUE

The only argument necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it once—they will buy it always thereafter. That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE.

**FRANK MAGOR & CO.,** 403 St. Paul Street, **MONTREAL**  
Agents for the Dominion of Canada

## “Crown Brand” Table Syrup

Every grocer and general storekeeper in Canada sells table syrup. The majority of them find that “Crown Brand” pleases their customers best. It is clear, clean, bright, proper consistency, body, flavor and healthy. Try a sample lot. You can buy it in tins, 2 lbs. up to 20 lbs., also in bbls., half-bbls., kegs and pails.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



**Profits are Assured**

by satisfying customers

**Imperial Products**

satisfy everybody

Your business will increase and  
your customers be pleased by  
your handling



**MacLaren's Imperial Cheese  
Imperial Peanut Butter  
Imperial Dessert Jelly**

Manufactured and guaranteed pure  
by



**MacLaren Imperial  
Cheese Co., Limited**

TORONTO, ONTARIO

*Currants*  
*Of High*  
*Repute*

Aside from their high quality, the evenness of the packing is a feature that will appeal instantly in currants shipped by

THE  
GREEK  
CURRANT  
COMPANY

Fine, selected, high-grade in every respect and well deserving of the place they occupy in the front rank of popular estimation. The Greek Currant Co. has a reputation to conserve and that's why their product never varies.

ARTHUR P. TIPPET & CO. Agents  
Montreal

*Fruits*  
*Dried or Canned*

The "Griffin" Brand of dried and other fruits established the standard of quality from which all other brands are judged, years and years ago. *Comparisons* are made from the "Griffin" Brand.

GRIFFIN &  
SKELLEY

Their seeded and seedless Raisins, Canned Fruits, white and green Asparagus, Sterilized Prunes, Cured Fruits, are steady sellers to the most particular people — people who make a hobby out of "Quality." Best because no others are quite so good.

*Gelatine*  
*The Best*  
*There Is*

Cox's Gelatine (in powdered form) is as staple as sugar, tea or salt. It is as safe to stock up with as sugar, tea or salt. No other gelatine claims superiority, because it involves wasted effort so to do.

COX'S

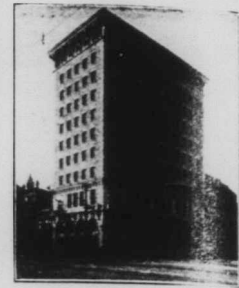
It is the absolutely pure gelatine. It never disappoints the cook. It never fails to accomplish the desired and expected result. And it maintains its unsullied reputation for quality steadily year in and year out.





Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>Oh! You Manufacturers</b> I still have time for another "live one." Don't you want your goods pushed? Write me to-day.</p> <p><b>G. WALLACE WEESE</b> Manufacturers' Representative 30-32 Main East "Face-to-Face Business" HAMILTON</p>	<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.</p> <p><b>SASKATOON,</b> Western Canada</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers <b>29 Melinda Street, Toronto</b></p>
<p>If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is <b>The Irish Grocer, Drug, Provision and General Trades' Journal.</b> <b>10 Garfield Chambers, Belfast, Ireland</b></p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen <b>ST. JOHN, N.B.</b> Open for a few more first-class lines.</p>	<p><b>MacLaren Imperial Cheese Co. Limited</b> AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers <b>TORONTO, Ont. DETROIT, Mich.</b></p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>Selected Raisins, Currants, Evaporated Apples.</b> <i>Prices Right.</i></p>	<p><b>ON SPOT</b> Finest Bordeaux Whole Halves <b>SHELLED WALNUTS</b> New Three Crown Shelled Almonds <b>LIND BROKERAGE CO. Toronto</b> 23 Scott Street</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen <b>27 St. Sacrament Street, Montreal</b> TEL. MAIN 778 BOND 28</p>	<p><b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers <b>TORONTO</b></p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. <b>WINNIPEG, MAN.</b> Domestic and Foreign Agencies Solicited.</p>
<p><b>Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.</b> Distributing Sole Agents <b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants</p>	<p><b>NEWFOUNDLAND</b> <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A.B.C. 5th edition, and private.</p>	<p><b>J. P. THOMAS</b> <b>25 St. Peter St. QUEBEC</b> Open to represent another progressive house in this territory. All connection and highest references. Write me to-day.</p>
<p><b>WAREHOUSE ACCOMMODATION IN OTTAWA</b> Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>G. C. WARREN</b> 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</p>	<p>TO <b>Brokers and Manufacturers' Agents</b> —Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies.</p>
<p><b>D. STAMPER</b> Wholesale Grocery, Fruit and Confectionery Broker. Manufacturers' Agent and Warehouseman. Importing Commission or Buying Agent. Warehouse: City Spur Track. Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office. P.O. Box 793 MOOSE JAW, SASK.</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>Write for particulars to <b>The Canadian Grocer</b> Montreal Toronto Winnipeg</p>

**NEW SEASON'S GOODS for Immediate Shipment**

WE CAN TAKE CARE OF YOUR ORDERS FOR

**CURRANTS, FIGS, DATES, PEELS**  
**CALIFORNIA PRUNES, PEACHES AND APRICOTS**

**RAISINS**

California Seeded, Valencias, Malaga (Table), Sultanas

OUR PRICES ARE RIGHT

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

**A PHENOMENAL SELLING LINE**



40c.	Grade costs you	30c.	per lb. in	lead packages.
50c.	" "	35c.	" "	" "
50c.	" "	35c.	"	in 5lb and 3lb fancy tins.
50c.	" "	36c.	"	1lb and 1/2lb " "
60c.	" "	42c.	"	in lead packages
75c.	" "	50c.	"	" "
1.00	" "	70c.	in 1/2lb	fancy tins
1.00	" "	72c.	" 1/4lb	" "

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

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

**RAM LAL'S PURE TEA CO., Limited**  
 266 St. Paul St., MONTREAL

**The Choicest of Mocha and Java**

**(And Nothing Else)**

**Scientifically Blended and Skilfully Roasted**

**Produces the Richest and Smoothest Coffee Money Can Buy**

This is the Formula for

**White Swan Coffee**

**If You Cater to the Select Trade**

**You Cannot Afford to Overlook This Brand**

**Every Tin Sold Means a Well Satisfied Customer**

**Packed in One Pound Square Tins. Sealed in Parchment Bags**

**Cases: 2 or 4 Dozen**

**White Swan Spices & Cereals, Limited      Toronto, Ontario**

Here it is!

**ASEPTO**  
**SOAP POWDER**

**" The Enemy of  
Dirt "**

Will save the user labor and money, without injuring the tenderest hands or most delicate fabric. There is a fine paying proposition for you in handling **ASEPTO!**

WRITE FOR DETAILS

**ASEPTO MFG. CO.**

**ST. JOHN, N.B.**

**BROOMS**

We Make

**Brooms of Quality**

ORDER NOW—Sample lot of our FINE CARPET, 4-String, Bamboo Handle, at \$3.60 per dozen. Sample lots only UP TO 10 DOZEN—just to show you our goods.

**Walter Woods & Co.**

**Hamilton and Winnipeg**

*To the Trade:*

THAT  
**CEYLON  
TEA**

**HAS THE CALL,—**

A statement recently made by the Grocery House which has the greatest number of important Retail Establishments, and is consequently in touch with the greatest number of consumers, of any in the country,—

IS  
**Convincing Evidence**  
THAT  
**Ceylon Tea is the Best**  
AND THAT  
**Ceylon Tea is the Cheapest**

# Money Talks ! Listen !

Supposing you were working for some other firm and we came along and offered you more dollars to work for us, what would you do? We know the answer !

Quit selling some other brand and get to work handling

## **OLD HOMESTEAD BRAND** **CANNED GOODS**

not to please us, but to make money for yourself.

We are satisfied you *can* sell **OLD HOMESTEAD BRAND** profitably, because *we* know just how good it is !

We guarantee every can to contain only the freshest fruit and vegetables (all doubtful stuff being rejected by our inspectors) and the goods are canned by skilled labor in an up-to-date, sanitary factory. Recommend **OLD HOMESTEAD** and you will be surprised how the repeat orders come in.

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**Old Homestead Canning Co.**  
PICTON - - - - - ONT.



# H.P. SAUCE

**Our New Advertising Scheme  
Is Selling It Faster Than Ever!**

Wide-awake Grocers are bringing it to the front.  
There's a large and quick turn-over on H. P. Sauce.

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

MIDLAND VINEGAR CO., BIRMINGHAM, ENG.



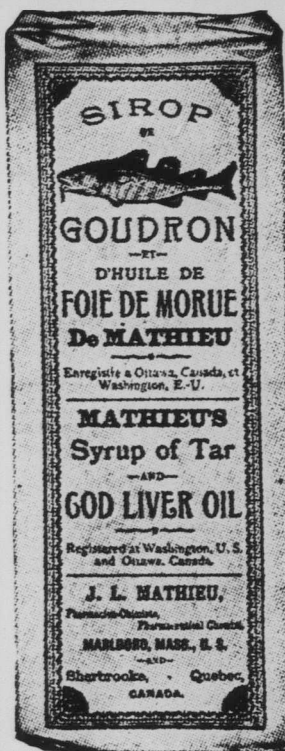
## Counter Check Books

*"Get  
The  
Best"*

**LOBLAW  
CREDIT  
SYSTEMS**

The CARTER-CRUME COMPANY, Ltd.  
TORONTO and MONTREAL

Mention this paper



**MATHIEU'S  
SYRUP**

of Tar and Cod Liver Oil  
AND

**MATHIEU'S  
NERVINE POWDERS**

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

Their sale has increased enormously—  
Thousands of testimonials attest their wonderful value—  
They never become dead stock—  
They afford dealers a good profit—  
Those who once use them make them a household remedy—  
Dealers who do not carry them simply lose sales that go elsewhere.

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

Sold by all wholesale dealers

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

Distributors for Western Canada:

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

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

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

# SYMINGTON'S, COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST  
THOMAS SYMINGTON & CO.

TO BE HAD OF ALL  
WHOLESALEERS

**ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!**

**EDINBURGH**

*The best is as easy to secure as any other kind—and it pays much better in the long run.*

## QUAKER SALMON

is the best salmon packed.

**Have You Yet Ordered?**

::

### MATHEWSON'S SONS

Wholesale Grocers

202 McGill St. : : MONTREAL

## 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

# OK

THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.  
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.  
Hamilton, Ont.—James Somerville  
Ottawa, Ont.—Wackenzie & Co.  
London, Ont.—Wm. G. Cole & Co.  
Quebec, Que.—The F. Abel Co.

## You'll find us ON THE SQUARE

for it is a square deal when you stock up with **SNAP!**



We claim that for removing dirt, tar, grease or paint from the hands **SNAP** is without a rival, and a generous public by calling for more **SNAP** amply backs up our assertion.

Surely you are not going to be left out in the cold! Order to-day.

### SNAP CO., Limited

MONTREAL

**"Keep up with the Twins"**



"Keep up with the Twins"

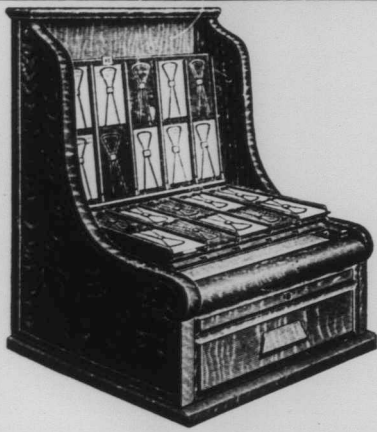
Handle . . . . .

**GOLD DUST  
WASHING POWDER**

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

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

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



— THE —  
**MCCASKEY  
REGISTER  
SYSTEM**

MADE IN CANADA

Coudersport, Pa., 1 25 09

Mr. C. R. Graybill (Salesman)

Dear Sir:

You told us that the register would help to collect our accounts, and I will tell you a little about it up till now.

The second day we used it a man owing us \$63.87 came in and after getting one of the slips with his account on, said, "I want to pay my bill," I said, "pay it all?" and he said, "yes, and hereafter I want to pay every week," and his bill had not been settled in full before in five years.

The next evening a lady came in and paid a bill of nearly eight dollars that had been hanging fire for over two years.

Here is a little note we got from a lady a few days ago. I will not give the name:

"Our account is so large that I am ashamed to see it on the bills and if my husband does not settle, I want you to get right after him." The next day we got a cheque; the amount was \$136.92.

It is surely a crackerjack for credits. Two of our men have been sick with the mumps since you were here and the book-keeper has been doing up groceries instead of sitting at the desk, and we have got along alright.

(Signed) Harrison Gates.

The McCaskey collects accounts. Let us tell you how.

**DOMINION REGISTER COMPANY, Limited**

Successors to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

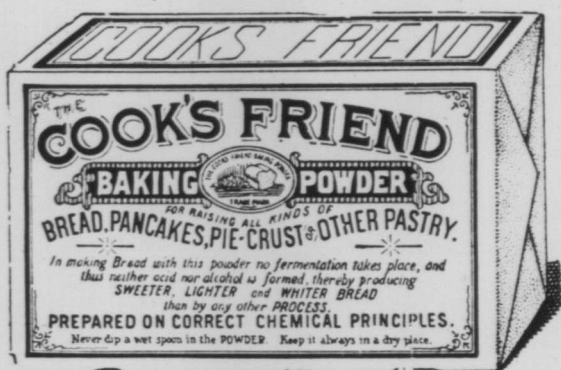
TORONTO



**Reindeer Milk  
and  
Jersey Cream**

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

**A LEADER**  
 FOR OVER  
**50 YEARS**



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

**A "SPECIAL" FOR SUBSCRIBERS TO**  
**The Canadian Grocer**

At the beginning of 1909 we promised full value for every penny of the price. We have many assurances that we have fulfilled our contract thus far. If Busy Man's has pleased you this year, you may safely expect a greater magazine in 1910.

To subscribers of The Canadian Grocer we will send Busy Man's one year for one dollar and fifty cents. This is a discount of 25 per cent., and applies only to subscribers to this paper.

Fill in one of the attached forms and get the best combination that any business man can buy at the price.

If you are already a subscriber to The Canadian Grocer or Busy Man's (or both) the subscriptions will be extended one year from date of expiration.

The MacLean Publishing Company, Ltd.,  
 10 Front Street East, Toronto.

Herewith is \$3.50 for which send The Canadian Grocer and Busy Man's Magazine one year.

Name .....

Street .....

Place .....

If you already take The Canadian Grocer and Busy Man's your subscription to Busy Man's will be extended one year from date of expiration.

The MacLean Publishing Company, Ltd.,  
 10 Front Street East, Toronto.

Herewith is \$1.50 for which send Busy Man's Magazine one year.

Name .....

Street .....

Place .....



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## Stop Driving Trade Away



from your store! You can get hold and retain the better-class family trade (than which none is more desirable) by handling preserves of acknowledged purity.

# E.D.S. BRAND JAMS and JELLIES

have been found by the Government Analyst to be one hundred per centum pure. They have jumped right to the front rank of public favour through sheer merit, and will prove a most profitable article for you to sell.

SEND FOR PRICES

**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.

### "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

### A Great Selling Team

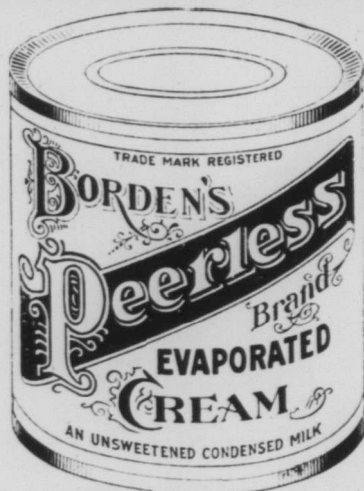
¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

Borden's  
New Size  
Package

Retails at 5c.



"Peerless Brand"  
Evaporated  
Cream

\$2 per case of 4 doz.

UNSWEETENED

**ORDER NOW**

**BORDEN'S CONDENSED MILK COMPANY** ESTABLISHED 1857

**WILLIAM H. DUNN**

**Montreal and Toronto**

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

**Canada First**

is the purest, richest and most digestible product in the line of evaporated cream that any grocer can handle.

ORDER FROM



**Evaporated Cream**

It is a perfect infant food, efficiently sterilized and unsweetened. It creates steady custom.

YOUR JOBBER.

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

**McCready's Pickles**

You cannot stock any better. Made from finest home grown vegetables and finest spices and vinegar made on the premises.

NEW SEASON PACK NOW READY.

ORDER AT ONCE EITHER IN BOTTLES OR IN BULK.

**Thos. McCready & Son, Limited**

Bonded Vinegar, Pickle and Sauce Manufacturers

St. John, N. B.

Distinctive Appearance

**"PANSY"**

The best broom value on the market—the "PANSY" is just the right weight and size, and has that springiness which is only found in the higher grade broom corn. Housewives who have once used the "PANSY" will have no other.



Distinctive Quality

**BROOM**

We can supply you with Brooms of any grade—but the "PANSY" is the broom we recommend, and the one which you will find most profitable to handle. There is no other on the market "quite so good."

*Write for price list.*

**H. W. NELSON & CO., LTD.**  
TORONTO, CAN.



**"White Dove"**  
**Cocoanut**

The Cocoanut with the high reputation for *quality*.

The profitable line for *you* to handle.

MADE BY

**W. P. DOWNEY**  
MONTREAL

"We will never be buried with the unknown dead--- we ADVERTISE. There's the whole thing in a nutshell --- we ADVERTITSE; and, therefore, we CANNOT be unknown."

**MONTREAL BUSINESS**

is worth going after. If you are not represented here correspond with us. If your proposition is a good one we will take it up

**Snowdon & Borland**

Manufacturers' Agents  
34 Guardian Building :: MONTREAL

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

**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.**



It dries them up **Common Sense**  
**KILLS** { *Roaches and Bed-Bugs*  
*Rats and Mice*

All Dealers and 381 Queen St. W., Toronto, Ont.  
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

# 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



**"Mephisto"**

BRAND  
**Lobster**

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

**Fred Magee**  
PRODUCER  
Port Elgin, N.B., and  
Pictou, N.S. Canada

## SUGARS

The best are the cheapest.  
Ask for, and see that you get

*Redpath*

**Extra Granulated**

and other grades of refined. Supply your customers with only the best sugars obtainable.

IT WILL PAY!

Manufactured by

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



## 2 BUSINESS BRINGERS

**Shirriff's**

**Orange Marmalade & Flavor Essences**

Noted for their flavor and purity.

A sure bait to land the better-class trade.

**Imperial Extract Co.** 18-22 Church St.  
TORONTO





ESTABLISHED OVER 200 YEARS

# CHAMPION'S

## IS THE BEST VINEGAR



LONDON, ENGLAND  
MADE FROM THE FINEST MALT  
COMMANDS A PREFERENCE OVER ALL OTHERS

AGENTS

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

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

The season of mince  
pies draws near, and

## STERLING Brand MINCE MEATS

are on popular call. Here  
is quality mince meat,  
that has won popular favor  
on its merits. Done up in  
glass and in 6½, 12, 28 and  
50 pound pails.

Made in Canada by

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

Limited

Sterling Road :: TORONTO, Can.



NEW SEASON'S

## Fine Old English Mincemeat and Plum Pudding

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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  
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We have such a proposition in our

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"The Food of Old Holland"

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

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Makers of the Original

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**BULK—25 lb. Pails and 60 lb. Tubs**  
**ALL WHOLESALERS.**

**NICHOLSON & BROCK, - - - TORONTO**

**GOOD COFFEE**

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

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**AURORA COFFEE**

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BRANCH HOUSE: SAULT STE. MARIE

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

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To-day

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have a world-wide reputation for flavor and quality. They are invariably packed in such a way as to reach the importer in as fresh and crisp condition as when they leave our factory. Order from nearest agent.

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

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39 Bonsecours Market

Buyers of Poultry, Game, Eggs and Feathers  
Prompt Remittance—No Commission  
Reference—any Bank.

(Our Own New Modern Cold Storage Plant Just Completed.)



**STOCK WHITE MOSS COGOANUT**

and you will be sure that you are carrying the finest, purest cocomanut—the kind your most critical customers will appreciate.

**The Canadian Cocomanut Company**  
Montreal

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The laborious connected with old style of ing accounts entirely gone show the pr amount owing account can't business. H Huber System send our full

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BRAND

IN STORE

Finest Selected Valencias, Sultanas, Malaga Raisins, all kinds  
Finest Figs, Peels, Apricots, Peaches, Nectarines  
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Finest New Santa Clara Prunes  
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Long distance 596 free to buyers

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

The *Made in Canada for past three years.*  
**Huber Account Register and System**

Practical  
Durable  
Simple



The laborious tasks connected with the old style of keeping accounts are entirely gone in the Huber System. The counter checks show the present purchase, past indebtedness, and total amount owing to date with one writing. The amount of any account can thus be instantly given. It is adaptable to any business. Hundreds of Canadian merchants have used the Huber System for past three years, and we shall be happy to send our fully descriptive booklet telling what they think of it.

SEND TO-DAY TO  
**R. B. Belden & Co., - 178-180 Victoria St.  
TORONTO**

*St. Lawrence*  
Sugar

**GRANULATED**

and

**GOLDEN YELLOWS**

made only from  
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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

**Club Jelly Powders**

Tell your customers that there is AN EXTRA PACKAGE in each carton of these Jelly Powders - for making the cream for the jelly.

*This is a good selling pointer*

**S. H. EWING & SONS, Montreal and Toronto**

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion.

Contractions count as one word, but five figures (as \$1,000) are allowed as one word.

Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded five cents must be added to cover postages, etc.

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**PROBABLY** the most talked about machine in Canada is the Hainer Book-keeping Machine. Everybody helps to sell it who has seen it or it will sell itself when exhibited. It combines in one machine the cash and credit register, time recorder and account register. We want representatives everywhere—men alert, intelligent, not afraid to hustle. Write for our proposition. Book-keeping Machines, Limited; head office and show rooms, 424 Spadina Ave., Toronto. Branches, Vancouver, Winnipeg, Montreal. (tf)

**WANTED**—Traveler on commission in Toronto and district to sell Wagstaff's Fine Old English Mince Meat and Plum Puddings. One with connections or an agent preferred. Apply Wagstaff, Ltd., Pure Fruit Preservers, Maple Ave., Hamilton. (45)

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

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**CASH AND PACKAGE CARRIERS.**—20 years' experience inventing and building modern store service appliances. Our guarantee.—We will install a system of our Carriers in your store; you use them ten days, and if you do not find that they give you better and quicker service than any other wire carriers, pneumatic tubes, cable carriers or cash registers, we will remove them at our expense. Write for catalog and testimonials from reliable houses using our carriers. The Gipe Carrier Co., 99 Ontario Street, Toronto, Canada. (tf)

**INSTALL** an Otis-Fensom Hand Power Elevator. Costs only \$70. Merchants and other business men can turn a second story lumber room into a properly equipped warehouse, leaving ground floor unhampered by reserve stock, packing cases, etc. When power is available, we suggest a belt-driven elevator operated by motor or line shaft. Write for catalogue containing illustrations of the different kinds of elevators we handle. Otis-Fensom Co., 1401 Traders Bank Building, Toronto. (tf)

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**PEERLESS CARBON PAPERS AND TYPEWRITER RIBBONS** are unequalled in typewriting, manifolding and wearing qualities. Our "Klear Kopy" Carbon was awarded a contract over 43 competing lines by one of the world's largest governments. All up-to-date dealers in stationery, typewriters and office supplies, handle our goods. Ask them or write us direct for prices and samples. Peerless Carbon & Ribbon Manufacturing Co., Toronto, Canada.

**SAVE 50% OF THE COST OF HANDLING** merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley Street, Toronto. (tf)

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**THE money** you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Company, 285 Yonge St., Toronto.

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**GROCERY, crockery and confectionery business** for sale in best farming section of Western Ontario; good sized thriving village; stock \$2,200 in first class condition. Best location. Newly remodelled premises. Address, Box 324, CANADIAN GROCER, Toronto, Ont. (47p)

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**A. C. LANDRY, Jobber, Ste. Flavia Station, Que.** Open to buy Prime White Beans and Evaporated Apples.

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**THE BUSY MAN'S MAGAZINE** is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. BUSY MAN'S is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to day. The Busy Man's Magazine, Toronto.

**EXPORT TRADE DEPARTMENT.**

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

**DAVID SCOTT & CO.**

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



**THE L**  
**HOLBROOK**  
Worcestershire  
**SAUCE**  
**Punch Sau**  
**Pure Mal**  
**Vinegar**  
**Pure Pickl**  
**HOLE**  
**DO**  
for first

# GOODWILLIE'S PURE FRUITS

In Glass



Those particular customers of yours desire something extra fancy in the matter of quality.

When they ask for preserved fruits ensure their satisfaction by giving them **Goodwillie's pure fruits in glass.**

Of delicious natural flavor, quite unequalled anywhere.

Request your wholesaler to quote you prices.

AGENTS

Rose & Laflamme, Ltd.

Montreal and Toronto.

## THE LARGEST SAUCE FACTORY IN THE WORLD

**HOLBROOK'S**

Worcestershire  
**SAUCE**

Punch Sauce

Pure Malt  
Vinegar

Pure Pickles



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Winnipeg: J. D. Brack & Co.

Calgary: Campbell, Wilson & Horne

Edmonton: A. McDonald Co.

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Canadian-American Branch  
40 Scott Street, Toronto, Canada

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to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 181 for yearly rates

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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**



The Prosperity of the Country  
 and the popularity of  
Keystone Brand Brushes  
 and Brooms

have combined to force upon us a further addition to our plant. We have just completed the installation of new machinery and now hope to be able to fill orders promptly.

QUALITY TELLS.

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 LIMITED  
 PORT ELGIN, - ONTARIO

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.

**T**HE RETAILER classes the houses who advertise in his trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

# JAPAN TEAS

Jobbers please write for samples when in the market.

**S. T. NISHIMURA & CO.**  
 MONTREAL and JAPAN

**Tea**

"SALADA" week, and native purity tea of unvar

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 Allison Company Co.  
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 Aylmer Condensed M

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 Ballou, S. & Co.  
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 Downey, W. W.

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 Ely, Dan Limited

# Tea to be Good Must be Fresh



"SALADA" is grown in the finest tea gardens of the Island of Ceylon, picked every week, and reaches you fifteen weeks later in hermetically sealed "SALADA" packets. Its native purity and fine flavor are perfectly preserved. You are able to guarantee your customers tea of unvarying good quality.

Do you sell your share?

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Dunlop, W. W..... 38	Easton Canning Co..... 39	Richards Pure Soap..... 46	Woods, Walter, & Co..... 4
<b>E</b>	Ely Bean Limited..... 3	Robertson, R., & Co..... 39	<b>V</b>
Easton Canning Co..... 39			Young, W. F..... 53
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# Symposium of Opinions on Short Terms of Credit

# Resume

What the Trade Says About the Principle of it—Example Furnished by Fruit and Produce Association—Some Retailers Claim Bigger Profits on Account of the Shorter Terms and Explain Why—a Check on the Unscrupulous Buyer.

The principle of shorter terms of credit is meeting with favor from retail merchants. A concrete example of the principle was supplied during the past summer by the action of the Toronto Fruit and Produce Association, which prior to May 1st issued a notice to the effect that all accounts must be settled weekly after that date.

It is well known to Grocer readers what the effect of this ultimatum was on grocers who handled fruit and produce. Many of them were indignant that good-pay grocers should be black-listed if they should happen to neglect the payment of their accounts within a specified time. Others looked at the matter in a different light, believing that this policy was the proper one to pursue.

There are arguments in favor of both contentions. It was not, however, with these arguments in view, that The Grocer interviewed different members of the retail and wholesale trade, regarding the shorter terms of credit. With the principle of it, practically all were of the same opinion and many went so far as to say that they made more money out of fruit during the past season because the weekly terms of credit existed. There may, of course, have been other causes—and others were suggested—which were conducive to the better profits in fruits.

## Checks the Unscrupulous.

One of the greatest benefits of the shorter terms of credit to the trade in general is that it prevents the unscrupulous grocer or fruit dealer, who begins a business in the spring with the intention of buying on long credits and slashing prices in order to secure trade. That he is detrimental to the business of the community in which he is located is evident. He is dishonest if he doesn't pay his debts and unfair if they are not paid within a reasonable time. He is usually in the business for all he can get out of it, regardless of the injury he does his competitors.

Several retail grocers gave it as their opinion that the short terms of credit had prevented the working of many of this class and indirectly had allowed them to make more money on fruit this season than they ever did before with the same outlay and labor.

## Prevents Over-Buying.

Others maintained that the principle of the short terms of credit had caused them to be more careful in buying from the fruit market. Occasionally they used to visit the market and if they saw a block of fruit offered at what they considered an extra good bargain, they purchased it. The chances were that when

they came to sell such a quantity by retail, they found themselves overloaded, and thus the "big money" they anticipated making was turned to losses. The fruit rotted and had to be thrown away.

Several retailers throughout Ontario, as well as some of the wholesale fruit dealers, maintain that for this reason, the former made more money out of fruit this year.

A jobber in relating his experience said that when the shorter terms of credit were established last May, he had 113 delinquents on his books. To-day he had only 20. He had been told by several retailers, who in the beginning had opposed the scheme, that they were now entirely in favor of it. They had always kept ahead in their fruit department, bought what they were sure they would reasonably sell, and made good profits. Another admitted this, but claimed that a year ago the same could not have been accomplished. This year was a remarkably good one for fruit, and the majority of the Toronto jobbers had little difficulty in disposing of practically everything that was consigned to them.

## Splendid Keeping Qualities.

No doubt there were other profits. A retailer attributed a great deal of his better fruit year to the fact that the Canadian crop was so excellent, that the quantity harvested was large, fruit was cheaper and therefore more of it was sold.

"When peaches retail at \$1.25 per basket," he said, "the probability is that an intending purchaser will either pass them by or buy a single basket; but if they are 70 or 75 cents, she will likely take 2, 3 or even 4 baskets."

A jobber in reviewing the situation maintained that the good year was due to the fact that the keeping qualities of the fruit were superior to any past season. He had been 26 years in close touch with the Toronto market, and had never seen the fruit better. It was a significant fact that not once during the whole season did the scavenger have occasion to cart away a single barrel of spoiled fruit from his stand at the market. His firm had always sold all their fruit—with the exception of what deteriorated—but this year more than ever had been disposed of, principally, he thought, because more had come in. More attention had been paid to spraying, picking and packing, and the fruit had been in much better condition. Weather conditions, so far as selling was concerned, were also in favor of a profitable year.

This particular jobber was one of those not on the list requiring weekly pay-

ments. He was, however, in favor of the principle of shorter terms of credit, and thought that they may have done some good, particularly in checking the unscrupulous buyer. So far as preventing over-buying was concerned, he maintained that naturally no fruit retailer would be caught more than once. He might "get stuck" on a shipment, but it was not reasonable to expect that the error would be made again.

Retailers in places outside Toronto were almost unanimously in favor of the principle of the short term of credit. It helped them to receive more prompt payments from their customers; in fact, it gave them an impetus to look more closely after their accounts, and, as observed among the opinions of others, the price-cutter and dishonest dealer were kept more securely under control.

## A PROHIBITIVE DUTY.

From St. Vincent it is reported that West Indian Arrowroot crops were good, but that the arrowroot industry is in a very unsatisfactory condition owing to over-production. What is desired is that something should be done to open the Canadian market. The duty of 20 per cent. ad valorem imposed by Canada is declared to be prohibitive. Cotton can only be grown on lands at low elevations near the coast, whereas arrowroot can be grown in all parts of the island. It has been grown to such an extent that the market is overstocked, and prices have become unremunerative. Anything under 2d. per lb. it is said to be not worth growing. The exports of arrowroot from St. Vincent in 1908 were 5,194,727 lbs., valued at £29,517.—British Trade Journal.

## OFF TO THE WOODS.

No less than three members of the staff of the "Salada" Tea Co. are now in the wilds of Northern Ontario. J. K. Chambers, W. H. Barron and E. F. Whittemore. It is hoped that these ardent sportsmen will have good luck and prove themselves mighty Nimrods. Two weeks in the bush will make them keener than ever when they hit the business trail again.

## SOME CANADIAN IMPORTS.

The imports of coffee into Canada during the year ending March 31st, 1909, according to the Trade and Commerce Department, Ottawa, were 10,151,741 lbs. valued at \$1,001,016; chicory root, 233,670 lbs., valued at \$10,950; cocoa, 5,579,221 lbs., valued at \$1,049,707; green tea, 8,983,083 lbs., valued at \$1,400,812; and black tea, 23,546,596 lbs., valued at \$3,679,473.

In previous issue Grocer references to meetings of the R trade relations between British West Indies. A session in the various sittings were considerable interest see the betterment between these two

One of the principal mission was to encourage the trade between British West Indies and to increase late years and to reasonably have to more especially he was due to the preference Canadian Government was to consider by be possible to promote to enquire an advantages the British may be able to import from Canada by the reduction of on the other hand, in Canada for West especially for sugar and secured and extended

The commission composed of Burleigh; Sir John Dickson-P Fielding, Hon. Wm McCarthy, Hon. Geo four's private secretary Cowell, secretary of

The commission held at Ottawa, on September of the itinerary Toronto, Sept. 27th; N.B., 29th to 30th; 2nd; Montreal, Oct.

Ottawa evidence will be from government with the trade relations countries.

Business men were evidence at Toronto quite transportation principal drawback of the trade between Canada, and several attention to the almost—as high as 6 Demerara. Canadian West Indians the reform in these districts actively needed. As a the sitting in Toronto the issue of Oct. 1st, to further into the



# Resume of the Evidence before the Royal Commission

Results of the Preference Given to the West Indies by the Canadian Government—Other Preferences Desired by Canadian Manufacturers — Better Transportation Facilities Required—Improvement Wanted in Cable Service.

In previous issues of The Canadian Grocer references have been made to the meetings of the Royal Commission on trade relations between Canada and the West Indies. A resume of the discussion in the various cities in Canada where sittings were held should prove of considerable interest to those anxious to see the betterment of trade relationship between these two countries.

One of the principal duties of the commission was to enquire to what dimensions the trade between Canada and the British West Indies had already attained; what increase had taken place in late years and to what causes it may reasonably have been attributed, and more especially how far such increase was due to the preference granted by the Canadian Government. The second duty was to consider by what means it may be possible to promote and extend this trade; to enquire and report as to what advantages the British West Indian colonies may be able and willing to give to imports from Canada, more particularly by the reduction of duties, and whether, on the other hand, the existing markets in Canada for West Indian produce, especially for sugar and molasses, may be secured and extended.

The commission consisted of Lord Balfour, of Burleigh; Sir Daniel Morris, Sir John Dickson-Poynder, Hon. W. S. Fielding, Hon. Wm. Patterson, R. H. McCarthy, Hon. Geo. Gordon, Lord Balfour's private secretary, and H. Russell Cowell, secretary of the commission.

The commission held its first meeting at Ottawa, on Sept. 22nd. The remainder of the itinerary was as follows: Toronto, Sept. 27th to 28th; St. John, N.B., 29th to 30th; Halifax, Oct. 1st to 2nd; Montreal, Oct. 4th to 5th.

Ottawa evidence was secured principally from government officials in touch with the trade relations between the two countries.

Business men were prominent in the evidence at Toronto. The lack of adequate transportation was urged as the principal drawback to an improvement of the trade between the West Indies and Canada, and several witnesses drew attention to the almost prohibitive cable rates—as high as 6s. per word from Demerara. Canadians share with West Indians the strong feeling that reform in these directions is imperatively needed. As a complete report of the sitting in Toronto was published in the issue of Oct. 1st, it is not necessary to go further into the points brought out

in the evidence. The chief witnesses were J. D. Allen, who was chairman of the deputation of the Toronto, St. John, and Halifax Boards of Trade which made a trip through the West Indies; Hedley Shaw, of the Hedley Shaw Milling Co.; G. M. Murray, secretary of the Canadian Manufacturing Association; H. N. Cowan, manager of the Cowan Co., and Sir Amelius Irving.

## Want Preference on Flour.

At St. John, New Brunswick, the fish exporters, who gave evidence, agreed that they required no preferential tariff on fish or lumber, fearing no competition in those articles. The witnesses favored a preferential duty on flour, which they believed would turn towards Canada the whole of the British West India flour trade of 500,000 barrels annually. They advocated the establishment of storage warehouses at Atlantic ports, with goods for West Indian markets, which would enable orders to be executed immediately, and would avoid the delays caused by the long Canadian railway journey to the seaboard.

## A Combine Contention.

The Canadian sugar refiners were heard at Halifax where R. E. Harris, director of the Acadia sugar refinery, was under examination for several hours. He maintained that the planters from the British West Indies took all the advantage of the preferential tariff, leaving nothing for Canadian importers. He alleged that higher prices were charged by them for sugar landed in Canada than for that landed in New York. He opposed reciprocity between Canada and the West Indies unless safeguards were provided against the present combination by the planters, which he said threatened to extinguish the Canadian sugar refining industry.

## The Montreal Sitting.

Of the points brought out at the Montreal sitting of the Royal Commission investigating trade relations between Canada and the West Indies, three seemed to be of the most vital interest. They were: the matter of better transportation, the establishment of a reciprocal preferential tariff; and the improvement of the cable service.

On the first point nearly all witnesses were agreed that, under existing conditions, very little could be done to improve trade, the present service being too slow. Cold storage was not pro-

vided for fruit imports, and for this reason most of such cargoes came through New York.

W. H. D. Miller, of Stevens & Miller, in talking to a representative of The Grocer, expressed a concise opinion of the whole subject.

## A Fortnightly Service.

Suggestions as to speed of steamers seemed to coincide. They should be moderately fast, at least 13 to 14 knots per hour, and should run every fortnight. Montreal seemed to be the choice as a summer port with Halifax or St. John during the winter months. The chief reason advanced in favor of Montreal being chosen as the summer terminal was that its central situation enabled most economical boat or rail shipments to all parts of Canada. For instance, shipments would be made entirely by boat to or from any point on the great lakes. It was argued that a much better freight rate could be given if the rail haul could be largely dispensed with, and this could only be accomplished by making Montreal the summer terminal.

J. Russell Murray, importer, who is largely interested in the transportation question, on account of his fruit trade, suggested that if such a line could be started, the steamers should call at some of the St. Lawrence river ports on each trip, making the calls alternately, thus giving these ports direct connection, and not materially interfering with speed.

Regarding cable service, he agreed with Lord Balfour that it would be impossible to improve it much on account of the volcanic sea bed over which the wires had to pass. Breakages were frequent and unavoidable. A system of wireless seemed to him to be the only practicable solution of the difficulty.

## Against the Preference.

The only dissenting voice on the preferential tariff was that of the sugar refiners, who wanted the tariff on both raw and refined sugar done away with. All other witnesses thought more complete reciprocity would be very beneficial to all concerned. Lists were presented by one witness as to what lines should be included in such an arrangement.

A good suggestion was made by one man, the establishment of a government bureau in Montreal to look after Canada-West Indies interests. It would need only one well-informed man to constitute

such a bureau, and he could do a great deal of good toward keeping merchants in both colonies in touch with each other.

Generally speaking, the commission had the effect of bringing men of varied interests together on the common ground of trade improvement, and emphasized the fact that they all had the same troubles, or practically the same. It was shown that it is only a question

of obtaining concerted action to enable proper steps to be taken to remedy the present defects, chiefly three, as was stated before—poor transportation facilities, poor cable service, and an inadequate reciprocal tariff. When these are remedied, it is prophesied that Canada and the West Indies will be as close together as any two Canadian provinces are now. It is certainly worth a big effort to obtain such a result.

protects the groceries from a coal oil taste.

#### Selling by Weight.

There is one Hamilton grocer who keeps no dry measures in his store; he sells all his potatoes, carrots, etc., by weight and he is anxiously waiting to see the government adopt a standard of 75 lbs. as the legal weight of a bag of potatoes. It will be more easily handled he maintains.

"Here is a good thing," remarked a merchant referring to rubber hooks for his tea scoops.

"You see we have a number of tea chests here with different varieties of tea, and we use two scoops to handle all these teas. These were usually thrown into the chests where the last teas were taken from, and when you wanted one again you often had to look through all to find it. Now we drop them on these two rubber hooks, where they are always handy and always in place. The reason I got rubber hooks is to save the scoops from becoming dinged and from making a noise when you hurriedly throw them on.

"I have another hobby of my own, which may seem rather ancient, but after all I prefer it to small bags for spices and other articles in small quantities, and that is the old fashioned 'ceorocopia' or cone shaped twirls. We have a particular knack in making them, which we do when we have time, and they are cheaper, save the string and a salesman can do one up in one-third the time it takes when he uses the ordinary bag, and the packages look better."

"Some time ago," said another grocer, "I saw an article in The Canadian Grocer referring to the question of biscuit manufacturers invoicing their goods at retail prices with 20 per cent. off. I consider that a good idea and it should be put into practice."

Still another desires to see the Division Court Act amended so as to give it some practical value to merchants and advocates that the matter be taken up with the government at the earliest possible opportunity.

#### HINTS FOR WINDOW SIGN.

This dainty toilet soap is a flesh beautifier—better than all cosmetics.

The way to find out about these is to step inside and examine them.

Get a can of this chloride of lime and disinfect your premises this spring.

Tell your cook that spring vegetables are now ready and fresh every day.

We don't keep a "bargain" store, and yet you will find bargains all over the store.

We are compelled to go from the sublime to the ridiculous, as our prices are ridiculously low.

The lightest and most palatable cakes and wafers are always found here—and freshly baked.

## A Retail Grocer's Grievance Against the Jobber

Maintains that the Cutting Out of Cash Discounts is Unfair—Touches on the Secret Rebate Problem—Practical Suggestions on Store Methods by Hamilton Merchants—Live Questions in the Minds of the Trade.

Special Staff Correspondence.

Hamilton, Ont., November 3.—The cutting out of many of the cash discounts formerly given by wholesalers is the subject of much adverse criticism by Hamilton grocers.

One of them remarked in discussing the question: "I am not at all satisfied with what they have done in this respect; I maintain the giving the cash discount is the only fair way to do. It may not be fair that a strong grocer can purchase 10 cases of goods cheaper per case than a weaker one can buy one or two cases, and yet this is being done right along.

"But there is no reason why the man who pays cash should not have an allowance on his money, and in an upright, honest way.

"It is a well-known fact that some grocers have cheek enough to take money to the wholesale houses, and by a humiliating shuffle get a rebate; but a man possessed with the dignity of a business man will not stoop to such means, and yet he often feels that he is entitled to it."

#### Separate Place for Fish.

The necessity of keeping groceries provisions, fish, etc., in different departments is well exemplified by a Hamilton grocer.

"I keep my goods in four departments," he said; "it is obvious that I should not place fish for instance in proximity to groceries."

He also took particular interest in the training of the salesman in the store and advocated salesmen reading their trade paper carefully—more especially articles in reference to themselves.

"Where clerks do not take The Canadian Grocer," he remarked, "the 'boss' should hand them over his own and find out what they learned when reading it; the paper is full of information too valuable for any clerk to miss."

#### Not Afraid of Light.

Another grocer is a strong advocate of keeping windows in good shape and well lighted. "I think money spent in

good light is well spent," he said. "To have windows well dressed with a few attractive price-cards, and lighted up every night after the store is closed is good advertising. Bright light is bound to draw trade.

Speaking on another subject, he said: "I am always very careful not to over-rate anything; it is far better if the goods turn out above what they were represented, than below, you know.

"We sometimes load our delivery wagons in front of the store and sometimes at the rear. For some reasons I like to load up at the rear, but I realize the fact that to load up a good big load in front of the store has a valuable advertising effect.

#### How to Gain Confidence.

"To gain the confidence of the people is the great secret in business," he continued, "and this cannot be done in a day; it takes years, but when once established the success of the business is assured. It is not enough to be honest, but you have to understand the nature of the goods you sell, so that you can talk intelligently about them."

In every walk of life one crosses paths of individuals who appear to have missed their calling in life, as the old saying goes. The grocery store requires more than anything else an obliging proprietor and obliging salesmen. Where these are lacking the want is usually reflected in the whole store. Imagine a merchant greeting a representative of a trade paper who is collecting and suggesting practical store methods being greeted in this ungrammatical and discourteous language: "Times is good; everything is lovely; I have no time to read The Grocer; it may be all right for you, but 'taint for me."

This same grocer, nevertheless, has worked out a good idea in handling his coal-oil. It is carried in a box or tank under the delivery wagon and taken out by tap at customers' houses, whenever wanted. It is handy, saves cans and

Succe

#### Western M

Stratheona, business men way into political election of Jas chant, to fill t ona Federal no other nomin from Lanark ir school in Winn et. In 1886 I held as a clerk monton and be W. Johnston V About twelve brother, R. B. vez, he moved formed a part chants and be business which time to develop

#### Early Cl

Niagara-on-th ing on Monday. Grocery closed ing and will e winter months. probably be fol chants, as durin the business is ti Their early clo chants a chance at home or to vi some people may ing of the sto as others do, go do their shoppi quire a little leis running smoothl

#### Displays B

St. John, N.B. age grocer, who keeps his stock i of sight, the ide in St. John migh improvement. T square glass case, that was used f box at the top. storage room wa and now the glas lent place for kee and dry and keep crushed or broken them to customer course, no longer of package biseni tip effectively.

#### Equipment

New Glasgow, N ing the value of both outside and i

# Successful Methods Adopted by Canadian Grocers

**Western Canadian Merchant Becomes Member of Parliament—Niagara-on-the-Lake Grocer Closes Early Every Night—How a St. John Grocer Displays Bread—Special Show Card Sells Goods—What to do with Used Butter Boxes.**

## Western Merchant in Parliament.

Stratheona, Alta., Nov. 2.—Western business men are steadily working their way into political life, as the unanimous election of Jas. H. Douglas, general merchant, to fill the vacancy in the Stratheona Federal riding proves. There were no other nominees. Mr. Douglas went west from Lanark in 1868, and after attending school in Winnipeg he qualified as teacher. In 1886 he entered the mercantile field as a clerk. In 1893 he went to Edmonton and became senior clerk for the W. Johnston Walker firm in that city.

About twelve years ago with his brother, R. B. Douglas, then of Winnipeg, he moved to Stratheona and they formed a partnership as general merchants and began the building of the business which they still own and continue to develop.

## Early Closing Every night.

Niagara-on-the-Lake, Nov. 3.—Beginning on Monday, November 1, the Central Grocery closed at 7 o'clock in the evening and will continue to do so for the winter months. Mr. Ryan's example will probably be followed by the other merchants, as during the winter season little business is transacted after 7 o'clock. Their early closing will give the merchants a chance to spend their evenings at home or to visit their friends. While some people may not like the early closing of the stores, they will soon do as others do, go out in the afternoon and do their shopping. The merchants require a little leisure, so as to keep things running smoothly at home.

## Displays Bread in Glass Case.

St. John, N.B., Nov. 2.—To the average grocer, who sells bread and who keeps his stock in a barrel or a bin, out of sight, the idea adopted by a grocer in St. John might offer a suggestion for improvement. This dealer had a large square glass case, with plate glass shelves that was used for butter, with an ice box at the top. Some time ago a cold storage room was built for the butter and now the glass case makes an excellent place for keeping bread. It is clean and dry and keeps the loaves from being crushed or broken, as well as displaying them to customers. The ice box is, of course, no longer utilized, but pyramids of package biscuit are displayed on the top effectively.

## Equipment of a New Store.

New Glasgow, N.S., Nov. 2.—Recognizing the value of an attractive store, both outside and inside, James McArthur

& Son, have completed a new and elaborate grocery establishment.

From the outside it is particularly ornamental with its brick facings and large windows, but inside it is more handsome. The counters are of handsome varnished oak, while along the wall on either side are convenient and handsome oak fixtures, and bins, patterned after the latest design in up-to-date grocery store equipment. The building is heated with steam, the ceilings are of ornamental steel and painted a clean white, the floor is of hardwood, and everything suggests that they have not spared any expense in making the store attractive. Even the tobaccos are given special attention in a handsome case with patent equipment for keeping the goods moist. The lighting arrangement is also very prettily arranged. The store is being carefully stocked with a large list of the best groceries, and long experience has given the firm an advantage in this respect.

## How Butter is Tainted.

Perth, Ont., Nov. 3.—“We retailers should, it seems to me, object to the using of butter boxes the second time,” remarked a local grocer recently.

“Very often while waiting for enough to accumulate to ship back, they are piled in a yard or it may be that they are used in front of the store to pile basket fruit upon. Here they very often receive that attention from canines, which we do not wish our fruit to get. These same boxes may be returned to the creamery or may be bought at a low figure by a commission house to be again used for butter. Do you wonder then that boxes are sometimes dirty, or butter tainted, when it comes in these packages?”

## Dummy Barrels and Boxes.

Quebec, Nov. 3. — There are many times when it is not convenient to display a full barrel, say of cranberries. It is a simple matter to make a tray which will fit in the top of an empty barrel, and when filled, gives the same advertising effect as a full one. A single barrel can be made to do the work of three or four in this way, and makes cheap and good advertising. A Quebec grocer works out this idea with good results.

## Post Salesmen on Leaders.

Montreal, Nov. 3. — “Bronsdon's,” confectioners, Montreal, have a “special” every day, and advertise it fully, both by newspaper and window display. It is an idea they say that is not used

half enough. Specialize on some one line every day and advertise it, either by show cards, window display, newspaper ads., or any combination of the above. It will pay. See that the store salesmen know what you are doing.

## Special Show Card Sold Goods.

St. John, N.B., Nov. 2.—“Not exposed to the Dust of the Street,” is the way one of the local retail grocers recently advertised a big window display of grapes in baskets. The idea found favor with his customers, for he reports that sales were excellent.

“I have found,” he said, “that putting grapes, plums, berries and other fruits out at the door or along the outside of the windows, is not the best plan in the world to get and keep trade. While no doubt many people have their attention drawn to goods thus prominently displayed, yet on the other hand it is not always in the best interests of the dealer to adopt such methods. On a dusty day fruits will collect a lot of dirt and in a short time will lose their attractiveness, and people have often looked and then passed on, remarking that things didn't look clean. It struck me that a good window display with a card such as I have now, would appeal to the lovers of cleanliness, and I have found that I was right, for my sales have increased in consequence.

“This method of piling a whole lot of stuff, especially perishable goods out on the sidewalks, does not appeal to me as in the best interests of the dealer, as the goods so exposed soon suffer, and in consequence, often times have to be reduced in price to get rid of them.”

## A Perth Advertising Scheme.

Perth, Ont., Nov. 3.—C. A. Farmer & Son, Perth, Ont., place a sticker bearing the firm name, lines of goods handled, and address, on all package and bottle goods they sell. Take this label on a bottle of crisp pickles for example. The majority of families use pickles direct from the bottle. Every time that bottle is placed on the table those around it cannot help but be aware that Farmers' sell pickles, and if they like the pickles they say that “Farmers' sell goods pickles.”

It works out in the same way with many other package and bottled goods. The label used is the following, printed in white letters on red paper an inch and three-quarters by an inch in dimensions:

C. A. Farmer & Son, groceries, china, confectionery and fruit, Gore Street, Perth, Ont.

## Montreal Concerned in Italian Cheese Frauds

**Consignment from Italy Destined for New York Ordered by Wireless to Montreal—False Weights Given on 220 Cases Representing a Saving of More than \$1,000 on One Shipment—United States Customs Officers Implicated.**

Montreal, November 3.—One of the most important customs frauds of recent years has just come to light in New York. Antonio and Philip Musica have just been tried for defrauding the U.S. Customs on importations of Italian cheese.

At the time the discovery was made, another cargo of 206 cases was on the water, invoiced to New York. The Musicas, it is said, communicated by wireless and had the destination changed to Montreal. At the latter port a new invoice was made out, giving the right weights of the shipment and it was re-shipped to a dummy concern, A. Mauro, in New York. Prosecution on this offence was thus avoided.

To enable the government to make out their case, immunity had to be promised to several of the men implicated, even to the extent of retaining one of them in the employ of the customs department.

Philip Musica, the son, testified that he alone, of the firm, was responsible for the entire system of frauds, in conjunction with several customs employees. The scheme was suggested to him, he said, by James Hyland, a customs inspector, who has been missing for the past month. Hyland introduced Musica to James F.

Vail, the deputy collector of customs for the port of New York, who arranged the deal.

The specific instance on which the prosecution was made, was the false weights of 220 cases of cheese landed by the S.S. Cretic recently. The shipment actually weighed 18,000 lbs. more than it was invoiced at, and the alleged fraud saved over \$1,000 to those concerned. The amount which has been lost to the customs is hard to estimate, as the frauds are said to have been going on for some years.

The scheme in detail was this, according to report: Consular invoices giving false weights on Italian cheese consignments, were verified by New York Customs officials. The money saved was divided between the shipper in Italy, the government weigher and his associates, and the Musica concern. One weigher, Hutcheson, testified that in the particular instance upon which the trial was based, he had received \$500 out of the \$1,050 saved. He added the statement, which hardly seemed necessary, that he was not a cheap man. Further questioning elicited the fact that it was customary among some customs officials to solicit merchants with a view to defrauding the government.

## Healthy Condition of Western Canadian Trade

**United States Banker Makes a Close Study of the Situation—Improvement Over Last Year—Board of Trade Wants Lowering of Telegraph Rates.**

Staff Correspondence.

Winnipeg, Nov. 2.—A United States banker visited the west recently for the purpose of investigating actual commercial conditions. As a result of the visit the following report was published across the line.—

"In the northwest trade is not only good, but real estate transactions are increasing, money is easy and a large number of tourists continue to visit the country. A good expansion and heavy immigration is expected next year. Weather conditions continue favorable throughout Manitoba and Saskatchewan. Threshing of wheat is about completed in the first named province, and it is well advanced in the last mentioned. The weather has been excellent for plowing, and a goodly increase in acreage is indicated. The railways have all the wheat they can handle, and the movement to date surpasses that of other years. Business failures for the week ending with Thursday last, number 24,

which compares with 30 last week and 32 in the same week last year. Bank clearings for the week terminating with Thursday of this week aggregate \$105,361,000, sixteen per cent. below last week's, but seventeen per cent. over those of the same week last year."

### Lowering of Telegraph Rates.

An important conference is to be held in the next few days, between a special committee appointed by the Winnipeg Board of Trade and James Kent, superintendent of the Canadian Pacific Railway, telegraph department, regarding the lowering of rates. It is not known whether it is possible to lower the rates or not, and the exact nature of the board's request is not known. A committee of the Board of Trade has also been investigating cable rates, and it is understood that appeals will soon be made to proper authorities regarding some immediate relief of the commercial

man's position in this direction. The board's action is in continuance of the pressure so successfully brought to bear by the Imperial Press Conference.

That which will mean much to the commercial life of the west in years to come, was seriously discussed in Prince Albert by the Board of Trade in that place. The board have decided to take up the proposition of making the Saskatchewan river navigable from Winnipeg through to Edmonton. They will at once draft a resolution to the Government, urging its attention to the project. The possibility of this project has been for years enthusiastically asserted by a few citizens of the west.

### REVERSED POTATO SEIZURE

The Divisional Court at Toronto, has allowed the appeal of C. J. McMillan & Son, of Hamilton, and reversed the decision of Judge Chadwick, of Hamilton, in the case of McMillan v. Thorp. A carload of potatoes was the cause of the dispute. The goods were seized by the sheriff and sold by George J. Thorp to settle a debt claim which the latter had against C. J. McMillan. The seizure and sale were upheld by Judge Chadwick, of Hamilton, and McMillan & Son appealed against this decision on the ground that the potatoes were the property of the firm and not of C. J. McMillan himself. The appeal was granted.

### THE BEATTIE CO. CASE SETTLED.

A case which has been before the courts for five years, that of Beattie v. Dickson, was settled last Thursday at Osgoode Hall, Toronto, before Justice Riddell, by the defendant agreeing to pay plaintiff \$5,000 and retain stock in the British America Assurance Co. which had cost \$10,800. The case arose out of the winding-up of Beattie & Co., of St. Mary's. The defendant Dickson had managed the business from the time of Mr. Beattie's death in 1888, until 1903, when the shop was destroyed by fire. It was then decided to wind up the business, but the parties could not agree. Mr. Beattie's widow laid charges of mismanagement of the estate against Dickson, but the Master at Stratford, who took account, said that the books had been accurately kept under Dickson. The plaintiffs had appealed this judgment, but have since come to an agreement out of court. The Beattie Co. had stores at St. Mary's, Thedford, Stratford and Ingersoll. The business conducted by Mr. Dickson at St. Mary's is a general store business—one of the finest in western Ontario. The Stratford and Ingersoll stores conducted by Mrs. Beattie are grocery businesses of exceptionally high character.

H. E. Henry, St. Catharines, Ont., who for the past nine years has conducted a thriving business at the corner of Niagara and Church Sts., has sold to his brother and Mr. Glackin. The new firm will be known as Henry & Glackin.

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## Department in Aid of the Retail Grocery Salesman

**Montreal Merchant Uses Scientific Methods in Training His Employees—Have to Serve Apprenticeship Before They are Allowed to Wait on Customers—Must Save Money Right From the Start, Which is Banked by Employer.**

A certain grocer in Montreal has a unique plan for hiring his clerks which proves satisfactory to both employer and employees.

No person can work in his store if he cannot save a part of his salary. A boy with him cannot get behind the counter to serve customers without the necessary training and this is not obtained by driving a delivery wagon and helping in a store for a few weeks. He must serve an apprenticeship for three years and one whole year before he can wait on a customer.

When this merchant engages a boy he must know how much money he requires to pay his way. If it should take all he can afford to give him, he won't hire him, unless he can cut down his expenses so that he can save money, which he regularly deposits in the bank for him. He claims that a boy who does not save something for himself in order to make headway in the world is not likely to try to help him get ahead.

Besides looking at it from a selfish standpoint, he also considers it his duty to help the boy not only to become a more valuable servant but as well to assist him in forming better habits.

### Duties During First Year.

The first year he must help the clerks by fetching things from the cellar or warehouse; in packing and unpacking goods and in making himself useful about the place, but he never allows him to serve a customer.

In this way he gets a thorough training in accuracy, promptness and obedience, as well as learning the rare accomplishment of saving, as his bank account is piling up.

This system has been so successful and satisfactory that rarely a clerk leaves until his bank pile is big enough to start him in business for himself. The first few years the bank deposits must necessarily be small, but as the salary advances the deposits are increased. So interesting does this saving become to them that they deny themselves a great many of the frivolities other boys indulge in, in order to add more to their growing bank account. The most pleasant and harmonious feeling exist between the firm and the salesman and all through the mutual interest in each other. The willingness, promptness and cheerfulness with which the work is done, show the wisdom of the system.

### Replenishes the Shelves.

The bulk of the stock is kept in the warehouse and in the cellar, and with this the apprentice is more familiar than the higher clerks. He watches the shelves and as soon as any line is nearly sold out he replenishes it, and in that way everything looks fresh and clean.

If this system or a similar one were adopted in general, the salesmen would soon become so expert in their work that the inexperienced who begin business without any training or experience would get little support.

To overcome the unhealthy competition

from incompetent grocers, it is necessary to raise the standard of service, and this can only be done through better trained salesmen.

### TRADE NOTES.

Joseph E. Hurst, 699 College Street, Toronto, has made an assignment to Jas. Hardy.

Graham & Co., Peterboro, Ont., are opening a new store, fitted up with new and convenient fixtures.

H. E. Martin, of Montreal, has purchased the grocery business of James Dunfee, Port Hope, Ont.

Robt. Pierson and Oscar Harris, St. Catharines, Ont., are having the interior of their stores repainted.

Hugh Walker has purchased the grocery business in Galt, Ont., formerly conducted by Wm. Mullett.

J. P. Carroll, St. Catharines, Ont., is opening a full line of groceries in a new store at 63 Henry St. this week.

C. B. Caswell, Richmond, Que., has purchased the business of G. J. Jamieson, grocer, and took possession on Nov. 1st.

T. C. Dobson, of Moncton, N. B., has moved to a new establishment which he has fitted up in modern and attractive style.

Clements & Payne, general merchants, Warsaw, Ont., have dissolved partnership, Thos. Clements continuing the business alone.

Step outside and come into your store as though you were a customer instead of proprietor. You may see things you never dreamed of.

The partnership of Samuel T. Kirk, and Wm. J. Lee, grocers and milk-dealers, Kingston, Ont., has been dissolved, S. T. Kirk, continuing.

D. L. Gibbs, of Drayton, Ont., has purchased the grocery business of B. A. McEwan, Blyth, Ont., and has taken possession. Mr. McEwan expects to take a trip West.

Orlie Learn, St. Catharines Ont., who has been a salesman for Garner Bros. for some time has accepted a position in Welland. Mr. Robinson, of Merriton, is taking his place.

Two caddies of tobacco and a few dollars was the amount of the loot secured by burglars last week from the office of Fenwick, Hendry & Co., wholesale grocers, Kingston, Ont.

F. A. Verey, Toronto agent for the Edwardsburg Starch Co., Carleton, Ont., is receiving the congratulations of friends these times in view of a visitation from the stork last week.

Wright & Hughes, general merchants, Dresden, Ont., have made an assignment for the benefit of their creditors. The liabilities are estimated at more than \$20,000.

Brodie's Manufacturing Co. have amalgamated with the Allredie Pure Food

Co., of Bridgewater, N.S., under the name of the latter. A. H. Clements, of the former company, will be general manager of the concern, and A. W. Huggan, of Brodie's Mfg. Co., will remain in a prominent capacity. The business will be carried on entirely from Montreal, the factory of the Bridgewater concern being closed.

Frank Everist, of McWilliam & Everist, wholesale fruit dealers, Toronto, is being congratulated these days in view of his wedding, which took place last Tuesday.

### ENCOURAGE THE SALESMAN.

**Appreciation Should be Shown if They do Good Work.**

By Stanley Nicholson.

A lot has been written and a lot has been said about the importance of successful salesmanship in the grocery store, and while there may be few grocers who do not appreciate it, there seems to be many who do not express their appreciation.

Salesmanship, particularly in the grocery store, depends a great deal upon the proprietor. The employe may have exceptional ability, but rest assured the best that is in him will not come out, unless under favorable conditions.

The employer who appreciates the ability of a clever young salesman but is careful not to let the clerk know it, fearing that he may get "the swelled head" or want a dollar more in his pay envelope, is penny wise and pound foolish.

The manager who treats his salesmen in a stand-offish manner, and hands them down their wages as one might hand alms to a beggar, is not often to be found now-a-days managing a successful store. On the contrary it is the man who talks to and treats his clerks as his fellow men and even as his friends, taking a personal interest in them and yet holding their respect, who gets the best out of his clerks.

The salesman who on Saturday night takes off his apron after a hard week's work will sleep better, enjoy his Sunday more, and come back a more energetic enthusiastic and an all-round better salesman on Monday morning, if while saying good night he heard just a cheery word or two of appreciation from his boss.

### Should be Backed by Employer.

There are other ways, though, and more practical ways, in which salesmen can be helped and in which bosses can show their appreciation. One of these is in the general management of the store. The wise grocer will stand right back of his salesmen and will do his uttermost to help them make good the promises they make to their customers.

The clerks don't like being called down by some particular customer, "because those cans of lobsters didn't come in time for the salad." But they cannot say anything. They promised solemnly that the order would be delivered at a certain hour, at the very latest, so they have to take the "calling down" for faults that are really not theirs. The employer should take great pains to help in this way rather than hinder the good work of his clerks.

## Some Window Display Suggestions for Christmas

Season Has Arrived When Particular Attention Should Be Given to This Phase of Advertising—Methods Used by Prize-Winners in 1908 Contests—Care Needed in Changing Displays.

It is quite apparent that Canadian grocers are taking more interest in the art of displaying goods as the years go by. Readers of The Canadian Grocer have no doubt observed this long ago, from a study of the various windows, which have been shown from time to time in competitions or otherwise; and now

the ordinary in the grocery store is talked about by the local townspeople and grocery travelers—and hence the advisability of getting something new and at the same time profitable.

It is the aim of The Canadian Grocer to encourage a greater interest in window dressing, and in the last two issues

### Some Practical Hints.

Last year the first prize in the contest for the cities over 10,000 population (Class No. 1), went to Harry Young, a clerk in Fred Carne's grocery, Victoria, B.C.

His window, which is shown herewith, was banked up from the front about four feet on an angle. The sides are Sultanas and Valencias. Apples on the outside of them and currants in the middle. Peels form the dividing lines. A Merry Xmas is laid in cube sugar. The rest of the window is white bunting trimmed with holly and silver tinsel. On the



A First Prize Christmas Window Dressed in December 1908, in Carne's Grocery, Victoria, B.C.

with Christmas time only a few weeks away more energy than at any other time during the year should be expended in making attractive windows.

Grocers should not retain the idea that one display for Christmas is sufficient. Just as the advertisement in the daily or weekly newspaper should be changed, so should the display-window. It is advisable to see that a new window is put in every week, particularly between the Thanksgiving and Christmas seasons. Everyone knows how a window out of

announcements have been made of prizes offered for the best holiday window displays and newspaper advertisements used during the coming holiday season. Window displays arranged by window trimmers in Canadian grocery stores are also shown in this issue.

In offering prizes for displays a division has been made in which grocers and clerks doing business in the larger cities do not compete with those in the smaller towns and villages, a double set of prizes being awarded.

Top stand boxes of prunes and bon-bons, with tinsel around the sides of the boxes. Boxes of figs, with red and green ribbon trimming. Other rows are fruit, bunches of grapes and fancy boxes of candy and bon-bons.

Up the sides of the windows are pink boards with holly leaves and lettering in silver tinsel. The middle of the window is a large looking glass reflecting back the fruit in front, looking like a hole. The roof is all boxed in with white bunting with a hole in the middle for

light to be shined and filled with the roof with silver tinsel around the sides. At the top, forming a

### Price

The idea of a Son, Peterboro prize in C the quality of Quality. The doll, dressed in a crown of gold, a light can work trimmed a white sateen. The roof is made with silver paper and trimmed with silver hung in local finish. The floor built up at the whole was covered with batting. The window are arranged with price tie steps are placed layers, fancy b in fancy glass on each. On either pillars made from covered with wood top at turkey red cotton these five pillars cover, covered with holly. The different kinds sold at special Christmas season, each on it. A California seedless side of the queue the window.

In subsequent windows will be showing how simple

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T. H. Estabrook, proprietor of Re into for a few tea markets." Mr. asked about the times very firm. so persistent the tea, which have enable sale, are Mr. Estabrook of the St. John in Ottawa y Jan business i Government the in a dry dock i

### AN AVERAGE

Discussing the in France, C. N. writes under date is now in process ing. The first will probably be

## THE CANADIAN GROCER

the light to hang in. There are two hundred and fifty glass prisms attached to the roof with silver pendants here and there, with holly on the sides and silver tinsel around the hole were the lamp hangs. At the back are red ribbons twisted, forming a sun burst.

### Price Tickets Used.

The idea of the window of P. Connal & Son, Peterboro, Ont., which took second prize in Class I, was to emphasize the quality of the goods as the Queen of Quality. The central figure, a beautiful doll, dressed in royal robes, with a crown of gold on her head, stands under a light canopy made of light framework trimmed with silver paper, with a white sateen curtain as a background. The roof is made from paper covered with silver paper. The ridges of roof are trimmed with holly, with silver tinsel hung in loops along the eaves as a finish. The floor of the window was built up at the back with steps leading down to the front of the window. The whole was covered with white sheet cotton batting. Along the front of the window are arranged nuts of all kinds, with price tickets attached. On the steps are placed fancy table raisins in layers, fancy box candies, also candies in fancy glass dishes with price tickets on each. On either side of the steps are pillars made from a length of stove-pipe covered with white cotton, with blocks of wood top and bottom covered with turkey red cotton. On top of each of these five pillars are placed a cheese box cover, covered with white and trimmed with holly. These were all filled with different kinds of candy, which were sold at special prices during the Christmas season, each kind with a price card on it. A clothes basket filled with California seedless oranges, placed on each side of the queen's canopy, completed the window.

In subsequent issues other Christmas windows will be reproduced with ideas showing how similar ones may be arranged.

### FIRM TEA MARKET.

T. H. Estabrooks, of St. John, N.B., proprietor of Red Rose Tea, was in Toronto for a few days last week. "The tea markets," Mr. Estabrooks said, when asked about the trend of prices, "continues very firm." The advance has been so persistent that even in Ontario 25c teas, which have always had a considerable sale, are becoming impossible.

Mr. Estabrooks, who is vice-president of the St. John Board of Trade, has been in Ottawa with a deputation of St. John business men to urge upon the Government the necessity for establishing a dry dock in Canada's winter port.

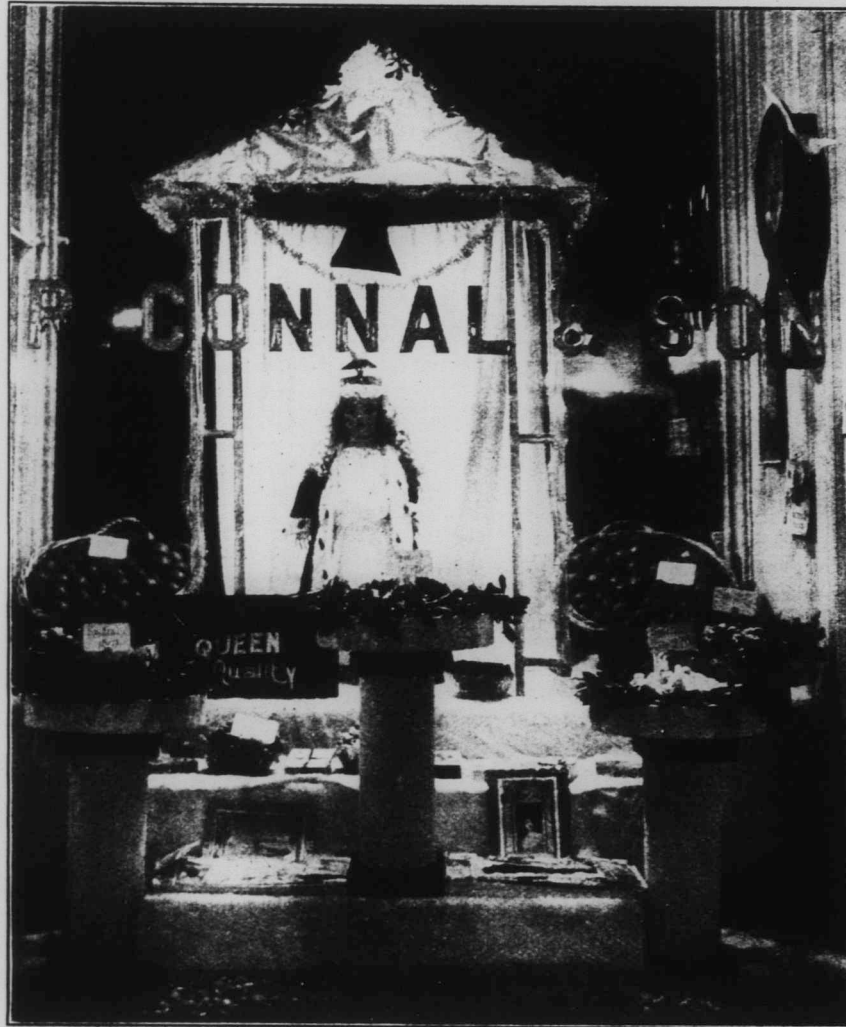
### AN AVERAGE WALNUT CROP.

Discussing the walnut crop situation in France, C. N. P. Nason, of Grenoble, writes under date of Sept. 30: The crop is now in process of harvesting and drying. The first shipments for America will probably begin about October 10.

The estimates given in the July report will be virtually realized. The crop is an average one in quantity, and generally good in quality. The nuts are rather smaller than usual, attributable to unfavorable weather for development in the early spring; at the same time, they appear to be well filled with meat. The opening prices, it is thought, will rule higher than last year. Farmers are asking as much as 75 francs (\$14.48) per 100 kilos, as against 65 francs (12.55) the previous year. This is probably due to the recent and animated demand on the

of enforcement of which has been postponed, as announced in last week's issue, a high authority of the Manitoba Government in discussing the matter with this paper, stated that "it is true the enforcement of the penalty clause may ed."

There is now, however, in force in Manitoba an act known as "The Foreign Corporations Act," governing the question of taking out a license to do business within the province. Regarding this Act, Deputy-Provincial Secretary



Window Dressed for the Christmas Season of 1908, by Peter Connal & Son, Peterborough, Ont.

part of American buyers for walnuts of last season's crop.

A considerable quantity of these last year's nuts, which could not be disposed of in the earlier part of the year, were left in the hands of speculators, who had begun to lose hope of realizing on them at a profit. Indeed in the continued absence of orders they would have been willing in a very short time to sell at a sacrifice, in view of the approaching abundant new crop.

### ACT MAY NEVER BE ENFORCED.

Regarding the "Extra-Provincial Corporations Act" of Manitoba, the date

Jas. Hooper writes The Canadian Grocer as follows: "Even now, under 'The Foreign Corporations Act,' all extra-provincial corporations should take out a license, and this they would realize should they desire to utilize local institutions such as the Land Titles Office or the courts."

The Grocer, however, knows that the statement regarding the use of the courts does not hold good, as we have in mind at the present time a case where judgment was given in favor of a company doing business in Manitoba which did not have a license.

# 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.

Cable Address: Macpubco, Toronto. Atabek, London, Eng

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TORONTO	J. J. Gallagher 10 Front Street East Telephone Main 7324
WINNIPEG	W. H. Seyler, Manager 511 Union Bank Building Telephone 3726
VANCOUVER	F. R. Munro R. Bruce Bennett 1737 Haro Street W. E. Hopper
ST. JOHN, N.B.	
UNITED STATES—	
NEW YORK	R. B. Huestis Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N. Y. Telephone, 1111 Cortland.
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PUBLISHED EVERY FRIDAY

## A WEAK CURRANT MARKET.

It is interesting and instructive to review the Greek currant situation during the past month or more. Information to hand supplied from Patras, Greece, during the early part of September shows that much damage had been done to the crops by rain all over the currant country. This resulted in the quality of the currants being much inferior to the general anticipations and in consequence exerted a pressure on prices, causing the market to become weaker. About one-third of the crop was stated to have suffered from the rain.

The next report about the middle of September, did not indicate any improvement in the weak state of the market owing to the fact that the local purchases were if anything weaker than before. At that time, too, the actual demand from England was exceedingly poor, shown by the fact that this season's shipments to that country were then about 12,000 tons less than shipments made in the same period last year. The large amount of inferior fruit rejected by Patras buyers also exerted a pressure which only could improve as the season advanced and stocks of inferior qualities diminished. Prices therefore dropped further.

The third report showed a little different situation with primary market prices stronger. The financial requirements previously demanded by growers had subsided and supplies from the interior were very scanty. Another factor tending to the advance in the market was the anticipation of enquiries from Germany for low class currants

for wine-making purposes. That would of course tend to clear the market of rain damaged material. Enquiry from England was also expected and the fact that Christmas was near at hand was considered to be a help to matters.

At the present time, however, the currant market is still weak. This is principally due to the poor demand and the poor quality. Raisins are cheap and will be cheaper and therefore, are being used to a considerable extent in preference to currants.

## ALMERIA GRAPES FIRM.

Almeria grapes are firm in price. The reason for this are the facts that the demand is splendid, the quality is good and the crop not so large as recently anticipated. Some damage was caused to the crops by rain according to late reports, and buying on these conditions naturally firmed up the market without as yet appreciably increasing the cost to the retailer.

A representative of a large Canadian wholesale fruit firm had intended last week to obtain a supply through New York as usual, but, owing to the high price and the fact that the duty amounts to 2 cents per pound or 90 cents per barrel from the United States to Canada, he had to look to the Liverpool market for his Almeria grapes.

## CHEESE GOING UP.

There seems to be no doubt that dealers who had confidence in the future of the cheese business this coming winter will have their opinion vindicated. The New Zealand crop has proved disappointing, and already the effect has been shown in England, where values have risen from  $\frac{1}{4}$  to  $\frac{1}{2}$  cent.

Prophecies are that cheese will be high this winter, owing partly to the New Zealand situation, and partly to our own here in Canada.

The disturbing element in Canada seems to be the development of the cream and milk exportation to the United States. Many cheese factories have closed down entirely, and are devoting themselves to taking advantage of United States dairy prices. It is causing a shortage in offerings, and will be almost sure to make itself felt in the prices here this winter.

## FRENCH LINE CONTINUED.

The continued subsidy granted by the Canadian government to the Allan Line for a direct line of French steamers, assumes added importance in view of the new trade treaty, which has been passed by the French government and which will almost assuredly be ratified by our own at the next session. This combination will make a great difference in the present trade conditions between

the two countries, making the future prospects of a large increase seem almost certain.

Trade with France has been somewhat spasmodic. At times, owing to more frequent direct steamers, it has proven very good, giving some idea of what could be accomplished in this direction if proper steps were taken to foster this trade. The establishment of a good, direct service is a long step in the right direction, and in connection with the treaty, is sure to give Franco-Canadian commerce a big boom.

The Allan line ships are scheduled by their contract to make not less than fifteen round voyages during the year at an average speed of ten knots per hour. There will be at least two round trips per month from May to November, with a smaller number during the winter months.

## DUMPING GROUND FOR IMPURE GOODS.

In a recent issue of the Democrat and Chronicle, Rochester, N. Y., that paper refers to Canada as being a dumping ground for impure foods from the United States, which are not allowed to be sold in the country to the south of us in view of the Pure Food Law in existence there. The Rochester paper says:

The good people of Canada have a fresh grievance against the United States, a grievance that is serious and not easy to bear. It is asserted in a bulletin issued by the Inland Revenue Department of the Dominion that adulterated food manufacturers are making the country a dumping ground for foods driven out of the United States by the pure food law. In addition to the national enactment many States have legislated against adulterated food products. Every step taken here in this direction aggravates the situation across the border, for the manufacturer sets at once to work to sell his prohibited product there. This is especially true of spices. Out of 145 samples of ground cloves collected in various localities only 74 were genuine. Chicory and roasted grain are frequently found in coffee. Native wines are sold as foreign brands. Our sympathy naturally goes out to the Canadians, while at the same time we cannot refrain from rejoicing over this negative testimony of the efficiency of our pure food legislation.

From the above it is evident that it is time Canada was protected by food standards. Of course the impression one receives on reading the extract from the Rochester paper for the first time would be somewhat exaggerated.

The Inland Revenue Department and its settling a person to be a whole trouble ground cloves United States not the case. No doubt t racturers in of impure go Canada, but tent. The d instance fro about 25 p.c. profitable to Whole cloves portion of s have been sh profit to firm Food Standa McGill, Chief government stems must i But apart be a fact th sold to Cana treated and compounds. United State nence and it with a view manufacturer, is required in dards now be produce the d vent Canada ground" for southern cour Inland Revenue Rochester De

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## THE CANADIAN GROCER

The Inland Revenue Department report and its setting in the newspaper leads a person to believe that practically the whole trouble over the adulteration of ground cloves was attributable to the United States manufacturers. This is not the case.

No doubt the fact that some manufacturers in the States cannot dispose of impure goods has directed them to Canada, but not to a very great extent. The duty on ground cloves for instance from the United States is about 25 p.c. and it would scarcely be profitable to have them sent in here. Whole cloves containing too high a proportion of stems could and no doubt have been shipped into Canada at a profit to firms in the States. In the Food Standards as drawn up by A. McGill, Chief Analyst of the Dominion Government the percentage of clove stems must not exceed 5 p.c.

But apart from this it is known to be a fact that many articles of food sold to Canadian consumers are adulterated and not sold as mixtures or compounds. The Pure Food Law of the United States prevents such an occurrence and it is such a law—one framed with a view to being fair to the honest manufacturer, jobber and retailer—that is required in Canada. The Food Standards now being drawn up will tend to produce the desired results and will prevent Canada from being the "dumping ground" for impure foods from the southern country, as represented by the Inland Revenue Department through the Rochester Democrat and Chronicle.

### BETTER PACKING NEEDED.

The outlook for home grown fruit is very poor in England this year, and on that account it behooves Canadians to see that the bulk of the extra demand is thrown toward this country.

Our greatest competitor, the United States, is less advantageously placed, in that apples hold first place in England very largely on account of weight. Latest statistics show that our apples weigh, on an average, ten pounds per barrel more than theirs, thus enabling Canadians to maintain their lead, provided, of course, equal care is used in packing and shipment. There is certainly no good reason why we should lose in this respect, yet of late there have been more objections than usual to the packing of apples received from this country. One authority says that continued dishonest and careless packing will eventually lead to a distrust of all grades of our apples, thus enabling our neighbor, the United States, to increase her hold on this market.

Commission men should insist on honest and careful packing, and farmers should voluntarily do their part toward

seeing that our reputation for the best apples is upheld.

Owing to a difference in season, Australia and Tasmania are not rivals to be feared, as their crop is usually all disposed of in the spring and summer. It is therefore plain whom we have to fear, and with a little systematic work done by producers and commission men working together, Canadian apples will still remain first choice on the English market.

### TO PROMOTE BEE CULTURE.

The Ontario government has added another important branch to the work at the Agricultural College, Guelph, Ont., and it is now giving instruction in bee-keeping. Some time ago one of the correspondents of The Canadian Grocer called attention to the possibilities of bee culture in this country, and he will therefore naturally look for great results from this effort.

This year a single bee-keeper procured from three bee-yards over 33,500 lbs. of honey. It is known to bee-keepers that bees venture about 3 miles away from the apiary in search of honey. This would show that each yard can cover an area about 6 miles square or containing 36 square miles, and the three yards 108 square miles. From this 108 square miles therefore was gathered 33,500 lbs. of honey, and perhaps not half of the honey was collected from that space.

This will give us some idea of the possibilities of the honey production. There are 260,862 square miles in Ontario, which, after deducting about  $\frac{1}{2}$  for water would still leave land enough to produce about 70 million lbs. of honey, and the most wonderful feature of this venture is the fact, that all this honey could be produced without interfering with the production of any other farm commodities. It, therefore, would be clear gain; with the exception of the labor in connection with it.

Besides, not occupying land space nor robbing anything of its own needs, bees are actually a necessity to plant life so that the results from the proper development of this industry are beyond comprehension.

### HOLDING CUSTOMERS.

Can you think of any farmer in your locality who has suddenly ceased his visits to your store? Can you think of a reason why he should cease buying your goods? If you cannot you should make it your business to find a reason.

The merchant himself or one of his clerks should take a day or two off some time and make a trip out through the country.

Every successful merchant knows that it is not half so hard to bring new cus-

tomers to the store as it is to hold the regular trade. He should do all in his power to build up a big list of permanent customers.

One of the brightest sales managers in the country once said: "There is one man who knows a lot about your business and doesn't charge anything for imparting his knowledge. That fellow is the user of your article."

### PHOTOGRAPH WINDOW DISPLAYS.

Every window trimmer who goes to the trouble of preparing a special display should have a photograph taken of it. Indeed it will pay every clerk devoting attention to window dressing to own a camera and learn how to use it.

What better recommendation, for instance, can a clerk have when applying for a situation than a few photos of good windows he has dressed, as a clerk having a knowledge of window trimming is recognized as one who must know the art of salesmanship pretty well.

Experience has proven that the best results can be obtained by photographing by electric light, provided the window is properly lighted, and making a long exposure gauged according to the power of the lens and the class or color of goods to be photographed. A window with sharp, distinct contrasts, or one containing light colored goods, does not need as long an exposure as a display of dark colored goods, or one without sharp contrasts of light and shade.

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

Sometimes the top of the window is lighted much more strongly than the bottom of it, so that the photographs always come dark at the bottom. This can usually be avoided by placing two or three electric lights in the bottom of the window (extensions can be run from some of the sockets in the window), and so shielding them as not to shone directly into the camera. No light should shine directly into the camera.

It is well to remember that the window must be lighted more strongly than any objects across the street, otherwise these foreign objects will be reflected unless the screen is used.

A long exposure cannot be taken if there is even the faintest wind blowing, for the slightest shaking of the camera will blur the photograph.

## Interior Arrangement with a View to Economy

**Methods Used by St. John Grocers in Planning Their Stores—  
Give Much Prominence to Displays—Convenience Catered to  
in Construction of the Warehouse—Delivery System Preventing  
Goods Getting Wet.**

Special Correspondence.

St. John, N.B., Nov. 2.—“St. John for its size has as fine a lot of retail grocery stores as can be found anywhere in Canada,” remarked a wholesaler, who has recently been on a trip to Upper Canada, and the west.

“There are at least a dozen stores here that are equal to any I have seen anywhere. They are attractive looking, are cleanly kept and well stocked with staples and fancy goods.”

These remarks set The Grocer correspondent thinking and suggested that perhaps there might be something in the arrangements and methods of dealers here that would interest those in other places. Several of the larger stores were visited therefor, and the result of the tour of inspection led to the belief that there was some foundation for the statement.

### Three Large Show-windows.

The first store visited, situated on a corner in a prominent part of the city, has three large show-windows and three entrances—two for customers and one used solely for receiving and delivering goods. The windows, one between the two entrances of circular plate glass and the others, on either side are always neatly trimmed. In one was a display of canned, bottled and package goods. This window is boxed in with a glass partition at the rear. The other two are open, one being given over to a display of fruit, neatly shown in sections, and the other occupied with various kinds of breakfast foods, arranged in pyramids. It struck the visitor, however, that a few neat price tags would have been an improvement. The interior is neatly arranged with show cases, counters and tables piled with various edibles and around an iron post is an array of fruit syrups, maple syrup, bottled vinegar, etc., on circular shelves, reaching almost to the ceiling. A cash register is conveniently placed, and there are four counter scales and a platform scale. The office is at one side, enclosed with a glass partition and two telephones are installed, one in the office and one behind the main counter. At the rear is a cold storage room, or rather two rooms, for it is divided into two compartments, one used solely for butter and eggs and the other for fruits, smoked meats, etc. The back door, as it is termed, is located at one side of the building, and just inside the door is a freight elevator for taking goods to the basement or the warehouse on the second floor.

This section is partitioned off from the main store and in it are located the molasses hogsheads, oil tank, fish and pork barrels and other heavy goods, as well as delivery baskets, etc. From it also,

doors lead to the cellar and warehouse. Everything is most conveniently arranged for catering to the wants of customers. The building is of brick, three stories high, and is all utilized for grocery purposes, except the top floor, which is a tenement. Two delivery teams are kept in use almost constantly.

### Arrangement of the Office.

The next store visited was also built of brick, two stories high and used entirely for groceries, meat and fish. One entrance and three windows are devoted to the grocery department and another entrance with fish and meat display windows on either side, is used for that branch of the work. The interior of the grocery department is much the same as in the first mentioned, except for the post and its pyramid of bottles. A passageway leads from the grocery to the meat and fish department, and the office is located between the two with windows looking into both. The cash register is located therein, and a young lady cashier makes all the change. A telephone located near the passage serves for orders for both departments. Two delivery teams are kept at work here.

### Construction of a Corner Store.

The third store visited was a “corner store,” with three large windows on one street and one on the other, the entry being at the corner. The windows are shallow and do not require much stock

to make an attractive showing, therefore they are changed often, which is a good feature. The fittings in this store are exceptionally neat and attractive. The floor is tiled, the ceiling is composed of glass panels, with marble effect, the woodwork being of cherry with recessed incandescent lamps in reflectors. The shelves are made of cherry-wood and in the centre of the store around a pillar is a square pyramid of shelving for fancy bottled goods. A cash register, up-to-date scales, meat cutters, silent salesmen, show cases and a telephone are among the fittings.

Two lady clerks beside the proprietor attend to the wants of customers and two delivery teams are provided.

At least a half dozen other stores of similar efficiency were visited. In one a covered courtyard at the rear of the store ensured all orders being kept perfectly dry in wet weather, as they are loaded on covered wagons before leaving the shelter.

### Difference of Opinion.

It is a noticeable fact that few St. John grocers advertise in the local newspapers. Not more than two or three have a regular “ad.” space and the great majority, large and small, never think of telling the public about their wares in the daily press. Asked why, they answer, “Oh, it don’t pay.” Many have never tried to see whether it paid or not, but seem to be content with doing what they can without such assistance.

One grocer who has a regular advertising space, was asked if he found it to be a benefit to his business, and he hesitatingly replied that it was. When



THINGS THAT SHOULDN'T BE—A Grocer or Salesman Sprawling on the Counter When Taking an Order From a Lady.

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advertising.

### SUGAR MA

### Brief Resum cess

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Alfred Baum  
and a direct



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Refining Co.,  
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he received a new lot of goods, he said, he immediately noted that fact in his ad., and he could see the result in the many inquiries received. He admitted that he did not give his advertising as much attention as he should, and expressed the belief that he would have better results if he made changes more often.

Plenty of grocers all over Canada who are wide awake and up-to-date in other things, are woefully behind the times in advertising.

**SUGAR MAN BECOMES BANK DIRECTOR.**

**Brief Resume of the Career of a Successful Business Man.**

At a meeting of the directors of the Bank of Montreal, held November 2, Alfred Baumgarten, Montreal, was elected a director to take the place of the



ALFRED BAUMGARTEN.

late A. T. Patterson. Mr. Baumgarten is president of the St. Lawrence Sugar Refining Co., of Montreal, and is one of the most influential Germans in that city. He is also a large stockholder of the Bank of Montreal, holding some 1,800 shares, and has been viewed for some time as one of the next directors.

Mr. Baumgarten has long been a conspicuous figure in sugar circles, and his election only goes to show that he is appreciated in the financial arena as well.

A short resume of Mr. Baumgarten's earlier career will perhaps, give a better idea as to his mentality and intellectual equipment for the work.

A German by birth, he studied chemistry at the University of Gottingen, and afterward at the University of Berlin, making the degree of Ph. D.

He then accepted a position as manager of a large sugar beet factory at Magdeburg.

A few years later he sailed for New York, where he founded the Laurel Hill Chemical Works. He then became interested in the American sugar industry. In 1873, he came to Montreal, tak-

ing the management of the De Castro Syrup Co.; in 1878 this concern was reorganized under its present name—the St. Lawrence Sugar Refining Co.—with himself as president. He has held this office ever since. Mr. Baumgarten is no longer a German subject, but a naturalized Canadian.

**Canadian Trade Changes of Recent Occurrence**

**Sales That Have Been Made During the Past Week—Losses by Fire and Assignments Made.**

**Ontario.**

R. J. Graham, fruit evaporator and wholesale fruit merchant, Belleville, recently sustained loss by fire at Rednersville, Ont.

J. W. McDonald, grocer, Carleton Place, Ont., succeeds E. Wiltsie.

Geo. Goodfellow, general merchant, Fallowfield, Ont., has assigned.

The stock of Holt & Co., grocer, Hamilton, is advertised for sale by auction. R. B. Raycroft, grocer and butcher, Hamilton, has sold out.

Jas. W. Wilson, general merchant Kenora, has assigned to W. G. Cameron. Assets of D. & N. Nichols, grocer, Ottawa, have been sold by auction.

E. Armitage, grocer, Toronto, has assigned to H. Waddington.

Albert Heise, grocer, Toronto, sold to A. E. Manning.

Kenney, Walmsley & Co., wholesale grocers, Belleville, Ont., have dissolved, Walmsley continuing.

Thos. McDonald, of Thos. McDonald & Sons, general merchants, Morrisburg, Ont., is dead.

Busch & Cox, grocers, Stratford, are succeeded by A. D. Ormerod & Co.

Geo. J. Bannister, grocer, Toronto, has sold to C. C. Ward.

Bubolz & Sons, grocers, Toronto, have discontinued business.

V. W. Corcoran, grocer, Toronto, has sold to H. Zimmerman.

The Barrie Malting and Extract Co., Barrie, Ont., has obtained a charter.

Peter M. Abdon, general merchant, Fort William, Ont., has sustained loss by fire.

A meeting of creditors of Jas. W. Wilson, grocer, Kenora, is called.

A. N. Blue, general merchant, Strathcona, Ont., was burnt out recently.

J. N. James, grocer, Trenton, Ont., has sold to G. T. Bissell.

**Quebec.**

Assets of Angers & Tremblay, general merchants, Bebertville, Que., are to be sold on Nov. 5th.

Demand of assignment has been made on J. B. Charbonneau, grocer, Montreal.

Assets of M. De Repentigny, grocer, Montreal, are sold.

Assets of Art. Leblanc, grocer, Montreal, are sold.

La Compagnie de Biscuits de Rimouski, Rimouski, Que., has obtained a charter.

Assets of J. N. Godin & Co., biscuit manufacturers, Three Rivers, Que., are sold.

The Dominion Cereal Manufacturing Co., Victoriaville, Que., has obtained a charter.

Assets of V. Lacroix, grocer, Montreal, are to be sold.

A. T. Earl, of the Montreal Show Case Co., is dead.

Roy & Roy, grocers, St. Joseph de Chambly, Que., have dissolved.

J. L. Bourbonnais, grocer, Lachine, Que., has assigned to Nap. St. Amour.

A. Boyer, grocer, Montreal, is offering a compromise.

V. Lacroix, grocer, Montreal, advertises his assets for sale.

**Maritime Provinces.**

Mrs. N. G. Conrod, general merchant, Port Dufferin, N.S., has assigned.

**Western Canada.**

Chas. Howitz, general merchant, Selkirk West, Man., is succeeded by Turchak & Robinovitz.

A. B. Manning, general merchant, Willow Range, Man., is moving to Fortier.

M. Schneir, grocer, Winnipeg, has sold out.

Case & Hall, grocers and dry goods merchants, Edmonton, Alta., have assigned to S. H. Smith.

P. N. Waite, grocer, Edmonton, Alta., has sold to W. Ross.

A. C. Beach & Co., general merchants, Cupar, Sask., are succeeded by Roberts Bros.

A bill providing that express companies and owners of moving vans must report to the Chief of Police all removals in the City of St. Louis, Mo., giving the old and new addresses of the families moving, will be offered in the St. Louis Municipal Assembly at an early date. The St. Louis Retail Grocers' Association, through its Legislative Committee, will ask the Real Estate Exchange and other organizations interested in keeping tab on people who may find it cheaper to move than pay debts, to send delegates to a conference to be held soon, at which the bill will be drafted and arrangements for having it introduced made. The law is to be framed after one in Nashville, Tenn., and other cities, where it has proved of great service to merchants, landlords and others.

**WHAT ABOUT ORANGES AND BANANAS?**

Gunner:—"And now comes a professor who declares that fruit is just as nutritious with the skin on as it is peeled."  
Guyer—"H'm! I'd like to see somebody start him on a diet of pineapples."

# The Markets—Early Advance Looked for in Sugar

Raws are Very Firm and Refined has Gone up in New York—Nuts in Good Demand for Christmas Trade With Prices Firm—Weak Markets in Raisins and Currants With Quality Poor—Strong Spice Market.

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

## QUEBEC MARKETS

### POINTERS—

Sugar—Probably higher.  
Evaporated Apples—Higher.  
Nutmegs—Probable advance.  
Coffee—Easier.

Montreal, Nov. 4, 1909.

Sugar is firming up in the raw to such a degree that an advance is looked for at almost any minute. In fact, one refinery, the Federal, of New York, has raised prices, 5c already. It is expected that Montreal refiners will not be long in following suit.

The continued steady demand for molasses is attracting the notice of jobbers here. The cause is presumably the growing knowledge of its value as a food, combined with its economy.

Coffee in the primary market is not quite so firm, but no immediate change in present quotations is looked for.

The dried fruit season is well on now, and a second boat, the S. S. Jacona, is expected here within a week, with a full cargo of dried fruits and nuts.

Spices are still firm at present high quotations, with nutmegs in particular showing decided strength. In all probability they are due for an advance.

Canned vegetables are having a brisk sale, particularly peas and tomatoes. Fruits are somewhat slack, owing to the new dried goods on the market.

Lobsters are firm and will be sure to go higher in the near future, in fact, will be hard to obtain at any price. Salmon is firm with a fair sale.

Trade is generally good, as the jobbers are beginning to feel the effects of the approach of Christmas. Thanksgiving also had its share in bringing this about, and both wholesaler and retailer have felt the increase.

**SUGAR**—Reports from New York show a rise of 5c in refined, in the quotations of the Federal refinery. This has so far had no effect on local conditions, but it is thought that, owing to the strength of the raw market, and this condition in New York prices, a corresponding rise here is not far off. The retail demand for granulated is only fair, while jobbers are buying quite freely, in view of the present situation. Raws are firm and advancing.

Granulated, bags	4 60
" 20-lb. bags	4 70
" Imperial	4 35
" Beaver	4 35
Paris lump, boxes, 100 lbs.	5 40
" " 50 lbs.	5 50
" " 25 lbs.	5 70
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" 100 lb. boxes	5 40
" 50 lb. "	5 50
" 25 lb. "	5 70
" 5 lb. cartons, each	0 37½

Extra ground, bbls.	5 05
" " 50-lb. boxes	5 25
" " 25-lb. boxes	5 45
Powdered, bbls.	4 85
" " 50-lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20
Bbls. granulated and yellow may be had at 3c above bag prices.	

**SYRUPS AND MOLASSES**—The feature of the market is the continued steadiness of the demand for molasses of all grades. The value of this commodity as a food seems to be better recognized among the French Canadians than in any other section of the people. The staples of the habitant are fish, bread and molasses, with about an equal consumption of each. There are no changes in quotations.

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	0 03½	0 03½
" 1-bbls.	0 03½	0 03½
" 1-bbls.	1 80	1 80
38½-lb. pails	1 30	1 30
25-lb. pails	2 50	2 50
Cases, 2½ tins, 2 doz. per case	2 85	2 85
" 5-lb. 1 doz.	2 75	2 75
" 10-lb. 1 doz.	2 75	2 75
" 20-lb. 1 doz.	2 70	2 70

**DRIED FRUITS**—Jobbers are already beginning to feel the effects of the Christmas demand. From present indications this year's trade will be a record-breaker for all lines.

The second direct boat to Montreal, S. S. Jacona, is now in the St. Lawrence on her way to this port. She is loaded with nuts and fruits. Until her arrival, no changes in price are expected.

Currants, fine filigras, per lb., not cleaned	0 05½
" " cleaned	0 06½
" Patras, per lb.	0 07½
" Vostizzas, per lb.	0 08
Dates	0 08
Hallowes, old, per lb.	0 04
" new, per lb.	0 07
Sairs, old, per lb.	0 05
" new, per lb.	0 07
Raisins	0 08½
Australian, per lb., (to arrive)	0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07½
" fancy seeded, 1-lb. pkgs.	0 08½
" loose muscatels, 3-crown, per lb.	0 07½
" " 4-crown, per lb.	0 08
" sultana, per lb.	0 07½
Valencia, fine off stalk, per lb.	0 05
" " 4-crown layers, per lb.	0 05½
" "	0 06

**TEA**—The tea market is quiet, but remains in a healthy condition. There is only a small spot supply of visible tea, with little selling pressure. A normal and steadily advancing market is looked for by the trade. Values are somewhat higher than the corresponding season last year, which is causing the country dealer to hold off. The visible supply of Japans is small.

Choice	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
" Medium	0 27	0 30
" Good common	0 22	0 25
" Common	0 20	0 22

Ceylon—Broken Orange Pekoe	0 21	0 21
" Pekoes	0 20	0 21
" Pekoe Souchongs	0 20	0 21
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hysons	0 20	0 21
" Hysons	0 20	0 21
" Gunpowders	0 19	0 20
China greens—Pingsuey gunpowder, low grade	0 14	0 15
" " pea leaf	0 20	0 21
" " pinhead	0 30	0 31
Mocha	0 18½	0 19
Rio, No. 7	0 09	0 10
Santos	0 12	0 13

**COFFEE**—Coffees are still firm in the primary markets, but some dealers look for a weakening in a few days. It is not expected to affect the retailer, however. Quotations of last week still hold.

**SPICES**—Nutmegs are likely to go up in the near future. According to a spice authority here, they are too cheap at present, and have already risen in the primary markets. All other lines of spices are firm at present high prices.

Canadian caraways are scarce, and in view of this and a short German supply, are now worth 12c.

Allspice	0 13	0 14
Cinnamon, ground	0 15	0 16
" whole	0 15	0 16
Cloves, whole	0 18	0 20
Cloves, ground	0 20	0 22
Cream of tartar	0 23	0 24
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Nutmegs	0 30	0 32
Peppers, black	0 16	0 22
" white	0 22	0 25

**RICE AND TAPIOCA**—Higher prices are expected in rice, though the market is already beginning to feel the usual Christmas demand for luxuries, and consequent falling off in staples. A shortening of visible supplies is the factor which is expected to produce this result, which would be somewhat astonishing at this time of year. No changes in either rice or tapioca prices have been made as yet since last week.

Rice, grade B, bags, 250 pounds	2 20
" " " 100 "	2 20
" " " 50 "	2 20
" " pockets 25 pounds	3 00
" " 1/4 pockets, 12½ pounds	3 10
" grade c.c., 250 pounds	2 20
" " 100 "	2 20
" " 50 "	2 20
" " pockets, 25 pounds	2 20
" " 1/4 pockets, 12½ pounds	3 00
Tapioca, medium pearl	0 04½

**BEANS AND PEAS**—Trade is exceptionally good for both peas and beans at present, probably owing to increasing use rather than a short crop. No changes in price have been made, as the supply seems fully equal to the demand.

Ontario prime pea beans, bushel	1 90
Peas, boiling, bag	2 00

**NUTS**—The demand, as is usual at this time of year, is heavy. A limited crop of high-grade old crop walnuts are still on the market and new shipments are expected by the S. S. Jacona, which is due to arrive the early part of next week.

Brazils are selling well. New crop

pecans at  
to be of  
In shell—  
Filberts, 5  
" 1  
Tarragona  
Walnuts,  
"  
Shelled  
Almonds, 4-cr  
" 3-cr  
" 2-cr  
" (in  
Cashews.....  
Peanuts—  
French, N  
Spanish, 1  
Virginia, 1  
Pecans, per lb  
Pistachios, pe  
Walnuts—  
Bordeaux  
Broken...  
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Strawber  
Raspber  
Peaches,  
Peaches,  
Pears, 2  
Pears, 3  
Plums, 1  
Lawtonb  
Clover  
salmon:

THE CANADIAN GROCER

pecans are on the market, and appear to be of good quality.

In shell—		
Filberts, Sicily, per lb.	0 11 1/2	
" Barcelona, per lb.	0 10 1/2	
Tarragona Almonds, per lb.	0 12	
Walnuts, Grenoble, per lb.	0 13	
" Marbots, per lb.	0 12	
" Cornes, per lb.	0 11	
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 07 1/2	0 07 1/2
Spanish, No. 1		None
Virginia, No. 1		0 10
Pecans, per lb.		0 65
Pistachios, per lb.		0 75
Walnuts—		
Bordeaux halves	0 25	0 26
Broken	0 18	0 19

**EVAPORATED APPLES**—Prices are slightly higher, owing to the expectation of an increased demand, though the new goods have not yet made their appearance on the market. Arrivals of winter stock are expected to begin about the first of the week. No indications have as yet been received as to quantity and quality of this year's crop, though many orders for futures have already been placed.

Evaporated apples, prime..... 0 09 1/2

**MAPLE PRODUCTS**—Little activity has been seen in the maple products market this week, but a few sales of comparatively large amounts prove that there is still life in it. No changes of quotations were made.

Compound maple syrup, per lb.	0 04 1/2	0 05
Pure Township sugar, per lb.	0 07	0 08
Pure syrup, 8 1/2 lb. tin	0 60	0 65 1/2
" 10 1/2 lb. tin	0 70	0 75

CANNED GOODS

**MONTREAL**—There is already a considerable decrease shown in the sale of canned fruits since the arrival on the market of the new crop of dried goods. The demand for all lines of vegetables continues good, particularly peas and tomatoes.

The lobster situation shows no change from the conditions last week, the probability of a great dearth of supplies until next year being apparent.

Demand for salmon is good. Other lines of fish are quiet.

The scarcity of hog products is the cause assigned for the present stimulated demand for canned meats, as more are being sold than is usual at this time.

Peas, standard, doz	\$1.00	\$1.05
Peas, early June, doz	1.05	1.07 1/2
Peas, sweet wrinkled, doz	1.07 1/2	1.12 1/2
Peas, extra sifted, doz	1.52 1/2	1.60
Peas, gallons	3.87 1/2	3.92 1/2
Beans, doz	.75	.80
Corn, doz	.77 1/2	.82 1/2
Tomatoes, doz. (Ontario and Quebec)	.82 1/2	.90
Strawberries, doz	1.37 1/2	1.40
Raspberries, 2's, doz	1.75	1.75
Peaches, 2's, doz	2.65	2.65
Peaches, 3's, doz	1.60	1.60
Pears, 2's, doz	2.30	2.30
Pears, 3's, doz	1.50	1.55
Plums, Greengage doz	.95	1.00
Plums, Lombard, doz	.75	1.00
Lawtonberries, 2's, doz	1.60	1.60

Clover Leaf and Horseshoe brands salmon:

1 lb. talls, per doz.	1.87 1/2
1/2 lb. flats, per doz.	1.30
1 lb. flats, per doz.	2.02 1/2

Other salmon:

Humpbacks, doz.	\$ .95	\$1.00
Cohoos, doz.	1.35	1.40
Red Spring, doz	1.60	1.65
Red Sockeye, doz	1.85	2.00

**TORONTO**—The chief features of the canned goods market is the firmness of 3's and gallon pumpkins, which are scarce, and also the strength of the fruit market. Canned fruits are a little higher at the factory, generally speaking, but no increases are quoted by the wholesale trade. The pack of peas, as has been pointed out, is short and prices are strong.

For late run of sockeye salmon from \$4.75 to \$5 per case is offered f.o.b Vancouver, the quality being just fair. The first run brought about \$6 on the same basis, large quantities of this going to supply the London market.

No change is observed in the canned lobster situation. Prices quoted last week are firm in view of the short pack.

Beans	\$ .75	.80
Corn	.80	.85
Peas	1.00	1.40
Pumpkins	.75	.80
Tomatoes, 3's	.82 1/2	.85
Strawberries, 2's	1.32 1/2	1.50
Raspberries, 2's	1.60	1.65
Peaches	1.55	1.55
Lawtonberries	1.50	1.50
Red pitted cherries, 2's	1.60	1.65
Gallon apples	2.40	2.50
Bartlett pears, 2's	1.45	1.50
Lombard plums, 2's	.85	.90

Clover Leaf and Horseshoe brands salmon:

1 lb talls per doz.	1.87 1/2
1/2 lb. flats per doz.	1.20
1 lb. flats per doz.	2.12 1/2

Other salmon prices are:

Humpbacks, per doz.	.95	1.00
Cohoos, per doz.	1.40	1.50
Red Spring, per doz.	1.55	1.65
Red Sockeye, per doz.	1.55	1.65
Lobsters, halves, per doz.	1.85	2.20
Lobsters, quarters, per doz.	1.40	

ONTARIO MARKETS

**POINTERS**—  
 Sugar—Advance expected.  
 Raisins—Tendency to lower prices.  
 Currants—Weak market.  
 Celery Seed—Advanced

The Grocer has been complimented by the trade in general for the advice given to the retail trade last week under the Ontario markets, in reference to the proper distribution of the wealth of the abundant crops of our country.

The wholesale trade is satisfactory and jobbers all look forward to a healthy trade during the winter. Dried fruits are all in and are with a couple of exceptions turning out better than the first shipments indicated.

Syrups and molasses are in good demand and teas and coffees are steady. The easy feeling in tea a week ago has

fully recovered, tapioca is firm and nuts are likely to be higher.

The sugar market should be carefully watched. Apparently it is on the eve of a rise following the advance in raws and also the advance made by one large New York refining company in refined.

**SUGAR**—An advance is expected at any time by brokers in the sugar market in Canada. Both raws and refined are advancing. During the past week one of the large New York refineries put up prices on refined sugar 10 cents on bags and 5 cents on barrels. With this situation confronting the market, we are liable to see higher prices in Canada in the near future. This tendency is largely attributable to the report of a short European beet crop, the decrease being estimated at 177,000 tons. The speculative interests, however, are making more out of the decrease and estimate it at a much greater figure—700,000 tons. Willet and Grey wonder why refined sugars haven't advanced, but say that jobbers are not excited over the situation and pursue their hand to mouth purchases. They also state that the total cane production this year will be some 371,000 tons greater than during the season of 1908-9.

St. Lawrence "Crystal Diamonds," barrels	5 40
" " " 4 barrels	5 50
" " " 100 lb. boxes	5 60
" " " 50 lb. boxes	5 70
" " " 25 lb. boxes	5 80
" " " cases, 20-5 boxes	6 45
Paris humps, in 100-lb. boxes	7 45
" " " in 50-lb. "	5 60
" " " in 25-lb. "	5 90
Red Seal	0 35
St. Lawrence granulated, barrels	4 75
Boxer granulated, bags only	4 45
Redpath extra granulated	4 75
Imperial granulated	4 45
Acadia granulated (bags and barrels)	4 65
Wallaceburg	4 65
St. Lawrence golden, bbls.	4 35
Bright coffee	4 65
No. 3 yellow	4 50
No. 2 "	4 4
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

**SYRUP AND MOLASSES**—There is a brisk demand for these goods principally from northern Ontario. This is somewhat of a surprise in face of the large quantity of fruit which was preserved, and which was supposed to take its place.

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 13 1/2
Half barrels, per lb.	0 13 1/2
Quarter "	0 13 1/2
Pails, 3 1/2 lbs. each	1 80
" 2 1/2 "	1 30
Maple Syrup—	
Gallons, 6 to case	4 80
" 12 "	5 40
Quarts, 24 "	5 40
Pints, 24 "	2 00
Molasses—	
New Orleans, medium	0 31
" " bbls.	0 29
Barbadoes, extra fancy	0 45
Porto Rico	0 45

**DRIED FRUITS**—Dried fruits are now practically all in, and after all that was said and feared, both quality and prices settled down to about the same level as last year. Orders which have been taken to arrive are now being filled, which causes considerable activity among the wholesale men. On the primary market, however, prunes, peaches and apricots are higher, with raisins and currants lower. The quality of the latter two dried fruits is not good. Currants have





# Manufacturers' Agents

## And Brokers Directory

### BRITISH COLUMBIA

#### JOHN J. BOSTOCK

Wholesale Broker  
SALMON Canned and Salted  
HERRINGS HALIBUT  
LOO BUILDING, VANCOUVER, B.C.

We have Competent Salesmen  
Best facilities for Distributing and Storing

#### W. HARRY WILSON & CO.

330-332 Cordova St. W. VANCOUVER, B.C.

#### McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission Agents

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Can give strict attention to a few first-class Grocery Agencies. Highest References.

#### W. A. JAMESON COFFEE CO.

MANUFACTURERS

Coffees, Teas, Spices, Etc.

"Feather-light" Baking Powder

Cor. Langley and Broughton Sts.  
VICTORIA, B.C.

R. ROBERTSON J. Y. GRIFFIN

#### R. Robertson & Co.

25 Alexander St.  
VANCOUVER, B.C.

Wholesale Brokers

GROCERIES, PRODUCE, FRUITS, GRAINS

Importers and Exporters

Reference—Bank of Montreal.  
Write us for information about B.C. trade.  
Cable Address—"Robin," Vancouver.  
Codes—A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

Wholesale Manufacturers' Agents

Correspondence Solicited.

#### F. R. McINTOSH & CO.

Vancouver, B.C.

W. C. FINDLAY W. CARTER

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SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.  
We have an established connection and can handle a few more good agencies to advantage.  
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#### WILLIAM W. DUNCAN

Broker and Manufacturers' Agent  
DISTRIBUTING

Free and Bonded Warehouses

VANCOUVER - VICTORIA

#### VICTORIA FRUIT GROWERS' ASSOCIATION

The largest packers and shippers of first-class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. - VICTORIA

Branch at 140 Water Street, Vancouver.

#### F. G. EVANS & CO.

139 Water St. VANCOUVER, B.C.,  
Wholesale Grocery Brokers and  
Manufacturers' Agents

Correspondence Solicited.

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Manufacturers' and Wholesale Commission Agent

P. O. BOX 405

522 Bastion Street, Victoria, B.C.

Open for a few more agencies

#### EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

#### THE CANADIAN GROCER

British Columbia Office at Room 11, Hartney Chambers,  
Cor. Pender and Homer Sts., Vancouver.  
H. HODGSON Manager

## BALAKLAVA SARDINES

None better and few of equal quality.  
The line for you to push for a good profit.



The Eastern Canning Company - - Port Canada, N. B.

Canadian Agents: C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front St. E., Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks St., Ottawa; H. M. McBride, 312 Ross Ave., Winnipeg, Man.



## Advertisers

Cannot be  
Overlooked



**B**EING in the background of a merchant's mind at a moment which decides the direction business shall take, may mean serious losses. When you advertise you can not be overlooked—you always receive consideration—a consideration above that accorded the house that does not see the benefit of talking to the merchant when he has time to listen—when he sits down to read

THE CANADIAN  
GROCER

# Some Teas are too cheap in quality to be anything else than dear in price

You might as well try to make water run up hill as try to improve your tea trade with that kind of tea.

And why try? You know that Red Rose Tea has come into popular favor more rapidly than any other tea and has won the admiration and good will of the trade in general. You are always sure that Red Rose Tea "is good tea;" that it will always give your customers the satisfaction you want them to have with the tea you sell them. You are sure

# Red Rose Tea

is always worth the price.

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

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

## Alarming Growth of Cream Exportation to U. S.

**Cheese Factories on the Border Closing Down — In Quebec 15 Factories are Sending Their Total Output of Cream Across the Border—Butter Men Want to See Heavier Export Duty to Offset the Situation.**

In a recent issue of The Grocer, attention was called to the exportation of cream to the United States. Since the issue the growth of this business has been such that it is alarming the butter dealers of this country who are cognizant of the facts, particularly as the price of butter in the States is rising instead of going down, as might be expected.

Reports have been secured by The Grocer, from reliable sources all along the border, from Michigan to Vermont, and everywhere it is the same. Farmers who live near the line are driving cream across in as large quantities as they can obtain. Most of the butter and cheese factories within fifty miles of the border have almost ceased operations, owing to the fact that larger profits are made both by themselves and farmers by exporting cream.

Cheese factories in the Brockville section have ceased operations in order to sell their cream in Ogdensburg. The same is true of Bright, Strathallen, Innerkip and Hamilton sections, with the difference that the shipments are made to Buffalo and Rochester. Some eastern shipments have gone to Boston, consigned to candy and confectionery establishments, presumably for the manufacture of candy and ice cream. Detroit is also getting large supplies from the Chatham district. Canadian Government statistics show that, in the Province of Quebec alone, fifteen creameries are exporting their total output of cream to the United States.

### American Buyers Here.

A new development of the situation is the fact that American buyers are in Canada at the present time picking up all the cream available. Woodstock and Stratford districts are being "worked" principally just at present.

From one small U.S. customs district, Memphremagog, 9,000 gallons of separator cream were brought in from Canada, since the new tariff went into effect there, August 5, 1909. This act imposes a duty of only 5c per gallon on cream, and makes no specification as to what test this applies. As a result, the export cream is separated until it is very largely pure butter fat, testing usually over 45. This reduces the duty to a merely nominal amount. The duty on butter itself, being very high (six cents per pound), it can readily be seen what an immense difference it makes as to what form the cream is taken over in.

Another district has shipped through one port of entry during the present month over 30,000 gallons of cream, and the amount is growing daily. Some of the towns from which this is shipped are Sutton, Cowansville, Knowlton, Roxton,

Valecourt, Eastman, West Shefford, St. Pie, and Duham.

This serious condition of affairs is rapidly becoming a problem for the Government to take up. It is a national question, one worthy of some custom legislation. Exporters cannot be blamed for taking advantage of the situation to improve their profits. United States butter is now selling about 5c per pound higher than is butter in this country. The price of butter here in winter is always high enough, without the additional amount which it is expected will be asked this coming winter, owing to the scarcity of cream.

In talking with some of the representative butter men in Montreal, the only remedy suggested was an export duty on cream, sufficient to offset the additional profit in the States. It seems the only feasible plan to meet the present growing menace to our butter supply.

### INFORMATION FOR BUYERS.

#### Hints to the Trade Supplied by Sellers.

A recent advertisement which has aroused considerable favorable comment in the grocery, as well as in the advertising world, is that new poster of the N. K. Fairbank Company, which depicts their famous twins seated on an aeroplane, making progress through space. Underneath is the inscription, "The 'Right' Brothers for Your Cleaning." The poster idea is well thought out and is so opportune as to reflect great credit on the originator of the ad. and the company executing it.

White Swan Spices & Cereals, Limited, are putting up a most attractive square sample tin of "White Swan coffee," which they are sending direct to the best residents in Toronto and outside places. The sale for this coffee has enormously increased of late and it is the intention of the company to thus create a further demand among those who have not used it thus far. This will, doubtless, turn a lot of high-class trade to the retail grocers.

Two additional electric weighing and packing machines have been installed at

the Red Rose Tea plant at St. John, N. B. Even then, and with a staff working every other night, it has been found difficult to keep up with orders.

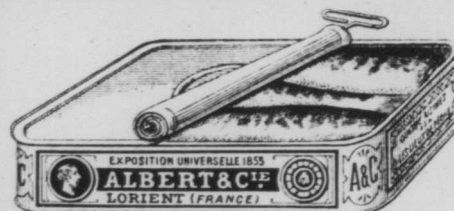
There is no puzzle

doubt or question about  
a grocer buying

## Fels-Naptha Soap

Uniform quality and  
unique merit maintain  
its popularity, and the  
sale of Fels-Naptha is  
assured.

That's the kind of a  
soap to keep well-stock-  
ed in your store.



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.

# A WONDERFUL INCREASE

Last year the number of homestead entries in the West showed an increase of 8,657 over the year 1907, and the acreage under cultivation increased 1,385,120 acres during the same period!

Are **you** getting **your** share of this trade?

We are in a position to advise you on all matters connected with the Great West, we can handle your goods economically and expeditiously, and we can give you prompter and more efficient service than any other firm. We have large track warehouses at the three strategic points. Let us know what you have to sell. We can help you.

## 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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Direct Importers of

VANILLA BEANS

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GUM TRAGACANTH

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Wholesale Grocery Broker

141 Bannatyne Ave., East

### EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

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

TRY THEM. That's all we want.

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

### EMPRESS BRAND

WRITE US FOR PRICES

**Empress Manufacturing Co.**  
Limited

VANCOUVER, B.C.

Another of  
**GUNNS "TOP NOTCH"**

Quality Products

# GUNNS MINCEMEAT

Is guaranteed the finest that can be produced  
PUT UP IN TIERCES, TUBS and PAILS

**Gunns "Pi-Crus"**

**Condensed Mince meat**

"HAS THEM ALL BEAT"

A Sample Order Will Convince You

Made under Government Inspection.

**GUNNS** Pork and Beef Packers  
**LIMITED** TORONTO

## Absolute Perfection

is difficult of attainment

but

# ROWAT'S

IMPORTED PICKLES AND OLIVES

are as nearly perfect as human skill and care can make them. Enquire about our 12 oz. bottle, which sells for 10c. There's money for you in selling it! See that ROWAT'S have a prominent place in your winter pickle stocks.

## ROWAT & CO.

GLASGOW :: :: SCOTLAND

AGENTS IN CANADA:

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

### VALUE OF GOOD COPY

Personally, I believe "ads." in trade papers should be made so attractive, so interesting in some way that the merchant as he glances through the trade journal will stop and see what you have to say. The simple announcement that you are in business is not enough. I don't care how prominent a firm is, they should not get the idea they are so big that all they need to do is to reproduce their name on a page in a trade journal and say nothing more. They should do something to make the merchant curious; in fact, somewhat anxious to meet the travelling man you are sending out to represent you.

—TOM MURRAY, Chicago.

## Dressed Poultry

We want large quantities of

Turkeys, Geese, Ducks, Chickens and Fowl

We have been 54 years specializing in Dressed Poultry. This valuable experience is at your service. We are the largest dealers and have the largest outlet of any house in Canada. All shipments paid for daily.

**THE DAVIES CO.,**  
**WM. DAVIES LTD.**

Phone Main 119

James St., TORONTO

## 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.

PACKING HOUSE:

FERCUS, - - ONT.

HEAD OFFICE:

70 and 72 Front St. East, TORONTO

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# Canadian Cheese Prices are Likely to Go Higher

**New Zealand Make, Not What Was Anticipated — Much Cream Being Exported to United States—Plenty of Butter on Hand in Cold Storage—New Laid Eggs Very Scarce—Advance in Compound Lards.**

The pork packers are more inclined to accept the hog situation as it is, and are not expecting more than the country can furnish. They have abandoned the idea of getting enough hogs to keep their factories running to their full capacities, and are content when they are able to supply their local trade. Hogs are steady at \$7.15 for live weight at country points, and the demand for cured meats is active without any change in prices.

The butter situation becomes a puzzling problem. That the bulk of our packed butter is held in cold storage cannot be disputed, and the question that is confronting the holders is, where to find a market for it. While waiting for the English market to come our way, it is alarmingly disappointing to see the immense quantities of Australian fresh grass butter taking advantage of the English market at a figure which is not quite high enough to suit our dealers here. It is quite true that the low duty on cream, takes a lot of our butter to the United States in the shape of cream, but the high duty stands in the way for our butter finding sale there. The high price of butter on the other side of the line is also a conundrum, upon which a theory might be ventured. Some of the producers of oleomargarine in the United States, have far more interest in the production of that article, on which they can make a profit only known to themselves and guessed by others, and it is suspected that these large concerns are bulling the butter market in order to realize the fancy prices for their oleomargarine. Even if they have to sell at a loss, when the market breaks, they no doubt have made it many times over in the high price of their product.

The cheese market looks better, and a good deal is changing hands at a slight advance. With so many countries now competing for the English market, our dealers are beginning to realize that the risk of holding is much greater than it used to be. There is no doubt that for the good of the cheese industry the price opened too high in the spring, and was held above the value for the great markets of the world, which caused it to be difficult to move. There is not much New Zealand cheese in sight, so that prices of Canadian cheese may advance.

The unusually high price of eggs and its outcome is also causing some good and hard thinking. Strictly new laid eggs at this time of the year are almost out of the question, and with a bait of 35c a dozen, many a usually honest person is tempted to sell eggs which had been held for the genuine article. The quantity of cold storage eggs, however,

is large, and with the high price in sight, the farmer will do a lot of earnest coaxing with his hens, and if the weather will not be too severe eggs may come within easier reach before the winter is over.

## MONTREAL.

**PROVISIONS** — All compound lards are up ½ cent, owing to a sudden increase in demand. Heavy flank pork is now quoted at \$32, a raise of \$4. Scarcity is the only explanation brought forward.

Dressed hogs are slightly higher, while live, owing to increased receipts, are lower. Trade is good in all lines.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 16½
Cases, tins, each 10 lbs., per lb.	0 16½
" " " 5 " " "	0 16½
" " " 3 " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 16½
Pails, tin, 20 lbs. gross, per lb.	0 16½
Tubs, 50 lbs. net, per lb.	0 16½
Tierces, 375 lbs., per lb.	0 16½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 11½
Cases, 10 lb. tins, 60 lbs. to case, per lb.	0 12
" " " 5 " " "	0 12½
" " " 3 " " "	0 12½
Pails, wood, 20 lbs. net, per lb.	0 12
Pails, tin, 20 lbs. gross, per lb.	0 11½
Tubs, 50 lbs. net, per lb.	0 11½
Tierces, 375 lbs., per lb.	0 11½
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	30 00
Heavy clear pork, bbls. 20-35 pieces	31 00
Clear fat backs	32 00
Heavy flank pork, bbl.	28 00
Plate beef, 100 lb bbls.	7 75
" " 200 " "	15 00
" " 300 " "	22 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 15
Long clear bacon, heavy, lb.	0 15½
Long clear bacon, light, lb.	0 16½
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 15
Large sizes, 18 to 25 lbs., per lb.	0 16
Medium sizes, 13 to 18 lbs., per lb.	0 16½
Extra small sizes, 10 to 13 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17½
" " " small, 9 to 12 lbs., per lb.	0 18
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 17½
Spiced roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	8 50
dressed, per cwt.	12 50

**BUTTER**—The main feature of the butter situation is the anxiety of the best posted men regarding our winter supply, owing to the sure cream shortage under existing conditions. At present, due to an oversupply, no immediate effect has been observed resulting from the increased exportation other than a decided firmness in the market. That it is beginning to affect receipts is shown by the statistics for the season, which show a decrease of 31,505 packages as compared with last year.

For the week receipts are 6,043 packages as against 5,697 packages same week last year. For the season they are 339,258 packages, as against 370,763 packages same season 1908.

Creamery, solids, lb.	0 25
Creamery prints	0 25½
Dairy, tubs, lb.	0 19
Fresh dairy rolls	0 22

**CHEESE** — From present indications the New Zealand cheese crop is not going to be such a menace to prices as was

at first expected. English prices are now the equivalent of ¼ to ½ cent higher than last week, and a further rise is looked for. There seems to be no doubt that the conservative policy pursued by British importers has resulted in a lower range of values than might have been expected, as cheese is growing into favor more and more as an article of food.

Prices here are expected to be higher in the near future, owing to the increased demand, both foreign and domestic, especially as receipts are falling off. The receipts for the week are 46,003 boxes, as against 55,335 boxes, and for the season 1,796,280 boxes, as against 1,764,735 boxes same season 1908.

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

**EGGS**—Receipts of eggs are almost nothing this week and from all indications there is no immediate prospect of any great increase. Dealers are having troubles in obtaining sufficient for present needs of new-laid. It looks decidedly like higher prices, though no changes have been made as yet.

Receipts for the week are 1,663 cases, as against 3,527 cases same week last year. For the season they are 180,346 cases, as against 179,638 cases same season 1908.

New laid	0 33 0 34
Selects, dozen	0 28
No. 1, dozen	0 25
No. 2, dozen (nominal)	0 21 0 22

**HONEY** — Honey demand is much stronger than at this time last year, and prospects are that it will steadily increase until after Christmas at least. This year's crop is of good quality, and supplies are fair for the time being.

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

## TORONTO.

**PROVISIONS**—The local markets are firm and active. Demand is good and prices are well maintained. Dressed hogs are selling at \$10.75, and are all wanted as they come in. The receipts are light, which is probably owing to the mild weather. Cured meats are a little slow, on account of so much poultry, fish and fresh meats.

Long clear bacon, per lb.	0 14½ 0 15
Smoked breakfast bacon, per lb.	0 17 0 18
Roll bacon, per lb.	0 14½ 0 15
Light hams, per lb.	0 15½ 0 16
Medium hams, per lb.	0 15½ 0 16
Large hams, per lb.	0 14 0 14½
Shoulder hams, per lb.	0 12 0 12½
Backs, plain, per lb.	0 18 0 19
" " pea meal	0 18½ 0 19½
Heavy mess pork, per bbl.	25 00 25 50
Short cut, per bbl.	27 00 27 25
Lard, tierces, per lb.	0 14½ 0 15
" tubs	0 15 0 15½
" pails	0 15½ 0 16
" compounds, per lb.	0 10 0 11½
Live hogs, f.o.b.	7 15
Dressed hogs	10 50

**BUTTER** — The butter situation becomes a puzzling problem. That the bulk of our packed butter is held in storage cannot be disputed, and the question of intense interest is where will be the market for it. Good fresh butter for the local requirements is in good demand, at firm prices.

**FEARMAN'S ENGLISH MINCE MEAT**

For those  
Mouth-watering  
**Mince Pies**  
We have the Ingredients  
in the *finest*  
*Qualities*



¶ We put up our English Mince meat in pails containing 70 lbs., 28 lbs., 12 lbs., and 6 lbs., making convenient packages for retailing in bulk or by the pail. Prices are reasonable for pure goods, which are guaranteed pure, and which are made under Government inspection. We shall be glad to have your orders.

F. W. FEARMAN CO., Limited, HAMILTON

**The seal of quality**

has been stamped on every tin of

**CONCORD NORWEGIAN  
SARDINES**

the kind in which the natural delicate flavor is preserved. None but freshly caught small autumn fish, and the highest grade oil is used in canning these goods, the greatest care being taken throughout the process.



Each tin carries the guarantee of the **CONCORD CANNING CO.** A feature is the extra lid for use after the tin has been once opened. Are you handling this rapid-selling line?

LIST OF AGENTS:

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

**Slow Collections Cured**

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

**WE KNOW HOW!**

**The Beardwood Agency**

313 New York Life Building - MONTREAL



## Your Customers Know It!

☞ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

☞ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

# Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

☞ If you aren't handling it, hadn't you better begin now?



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

## Your Customers Want Clark's Meats

If half-a dozen customers want Clark's Meats and the grocer can't supply them, he is losing trade and possible customers.

With their reputation to introduce them and their high quality to sustain this reputation, Clark's Meats are amongst the most profitable goods the grocer can handle.

There is a full line, each the best of its kind.

They are well advertised throughout Canada, and the demand is already created.

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 LIST.

**WM. CLARK, - MONTREAL**

Manufacturer of High-Grade Food Specialties



Do  
YOU  
Sell it  
?

Cafe Francais has met with wonderful success since its introduction, proving that the housewives of the country appreciate it to the full.

It is a profitable line for YOU to handle.

In 1-lb. and 2-lb. cartons.

**Dominion Cereal  
Manufacturing Co.**  
VICTORIAVILLE, QUE.

Also makers of Imperial  
Self-Raising Flour



THE CANADIAN GROCER

	Per lb.
Fresh creamery print	0 26 0 27
Fresh creamery solids	0 24 0 25
Farmers separator butter	0 23 0 24
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 17 0 18

**CHEESE**—The cheese market shows evidences of more life and a firmer feeling with a slight advance, yet the local market is not affected and prices remain the same as last week.

Cheese, new, large	0 12 1/2 0 12 1/2
"    "    twins	0 12 1/2 0 13

**EGGS**—Strictly new laid eggs are hard to get hold of. This, however, is what usually happens at this time of the year. November and December are the hardest months of the year to get hens to do their work. They need new clothing for the cold winter and they usually devote these two months for that purpose and a rest. With the high price of eggs in his mind the farmer is apt to show special kindness to his hens, and provide them with extra hot meals at all hours.

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

**POULTRY**—With all that has been said and written about the poor condition of a large percentage of the poultry that comes to this market, there seems to be little improvement. If farmers would discuss at their "Farmers' Clubs" how to get their stuff in better and more respectable conditions on the market, they would derive more benefit and credit than to be planning how they can make a few cents by clubbing to-

gether to buy certain things, and take away what rightfully belongs to their own merchants. Tons of poultry come to this market which cannot possibly pay for the cost of raising them, but which would net a good profit if they had been wisely prepared for the market.

Early spring chicken, alive, per lb.	11 0 12
Spring chicken, dressed	0 13 0 14
Hens, per lb. dressed	0 11 0 12
Turkeys, per lb., large	0 16 0 18
Spring ducks, alive	0 10 0 11
"    "    dressed	0 12 0 13
Old ducks	0 08

**HONEY** — Honey dealers hold the price firm and the sales are slow, except in glass, which is almost the only way it is handled in cities. Honey looks better when it is liquid, but the flavor, if it is candied is retained better, and it eats nicer if eaten in that shape.

Honey, extracted, 60 lb. cans	0 10 1/2 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

**THE CHICAGO 'SLUM' GROCER.**

Geo. H. Tanner.

The slum grocer, having his store in an eight by ten foot basement, is the busiest man in Chicago. He is busy avoiding kicks and knocks from customers, from the health department, and from many other sources. If the kicks slow up occasionally, he gets busy planning how to get out of his basement storeroom and secure better and more spacious quarters for his little business. Most probably he is figuring on getting

out of the grocery business altogether, or at least out of the slum part of it.

For no sort of occupation is so tiring and disconcerting as keeping a little grocery in some dingy and moist basement in the Ghetto or in any other congested district. The hours of work are from four o'clock in the morning until ten o'clock at night. But this is not the only drawback of the small slum storekeeper. There are other more painful situations which confront him.

Perhaps the worst of these is the necessity of keeping the store clean and the goods fresh. Both of these are things which the basement grocer simply cannot do, at least not well. He has no facilities for keeping his place clean and has no trade large enough to allow his goods to circulate quickly and to get in a new stock of goods every other week or so.

There are hundreds of little stores in Chicago where the keeper of the store has only one room back of his store to live in. As the proprietor of such a store has one and generally more children, the insufficiency of the "home" is apparent. So the family encroaches on the business premises and the home and store become one.

Frequently upon entering such a store one will find some of the family wash drying in the rear of the little room. Children crawl about the floor, playing with the measures, the scoops, or whatever else they can lay their hands upon. The woman, the wife of the storekeeper, who acts as saleswoman while he is away, and frequently while he is there, too, has her babe in her arms or lap. When a customer comes in she puts down the baby and is ready to wait on him.

**Do You Want To Save Money?**

on discounts and freight.

We can put dollars in your pocket if you will handle



You will do a much more profitable soap business than ever before if you will stock our full line.

RICHARDS—

Quick Naptha Soap  
Snow Flake Soap  
Chips  
Ammonia Powder  
100% Pure Lye  
Toilet Soaps

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

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

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

**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

**SUCHARD'S COCOA**

This is the season to push SUCHARD'S CO COA. 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.

SPRAGUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

**Gustard Powder**

The BIG Two-Power 50. pkg.

Manufactured only by

**EDWARD J. NATION & CO.**  
BRISTOL, ENGLAND

WE STOCK IT

**W. H. ESCOTT**

Wholesale Broker

WINNIPEG MANITOBA

**"Premium Goods"**

Storekeepers wishing to handle premiums, write for our Picture proposition. We have the finest line in Canada.

Merchants Portrait Co.

TORONTO

**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.



# CHRISTIE'S BISCUITS

## —and the preferential tariff

Canada's particular housewives placed Christie's Biscuits on the preferred list long since. That's one reason why progressive grocers prefer Christie's to all other makes.

Other biscuits undoubtedly are good—but even the best of other "bakes" fall short of CHRISTIE QUALITY. A fact admitted by particular women and progressive grocers alike.

### Our latest fancy line ZOO BISCUITS

delight and educate the children. They contain all the nutritious and wholesome ingredients that make for CHRISTIE PURITY AND QUALITY.

You certainly can secure the paying trade—the trade that stays—by stocking Christie Biscuits.

Christie Biscuits sell more than biscuits.

## Christie, Brown & Co., Limited, Toronto

1994

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.

## Biscuits Promptly Shipped

We can guarantee you expeditious delivery of all goods ordered from us. Next time you require any biscuits in a hurry try us, both for quality and prompt shipment.

### THE CANADIAN BISCUIT COMPANY, LIMITED

LA PERADE, QUE.

Both the name and the design of

# Cowan's Maple Buds

are patented and registered

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patents and registered rights will be prosecuted.

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

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

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

**G. NELSON, DALE & CO., Ltd.**  
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. S. McIndoe Jos. E. Huxley Arthur Nelson  
Montreal Toronto Winnipeg Vancouver  
Arthur M. Loucks R. G. Bedlington  
Ottawa Calgary

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Winter wheat pate  
Straight rollers, bb  
Extra, bbl, .....  
Royal Household, b  
Glensia, bbl, .....  
Manitoba spring w  
First Roses, bbl, .....  
Harvest Queen, bbl

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Fine oatmeal, bags,  
Standard oatmeal, l  
Granulated "  
Gold dust cornmeal,  
Boiled cornmeal, 10  
White cornmeal, ...  
Rolled oats, bags,  
barrels

FEED—Ow  
in receipts,

## Drop in Wheat gives Weaker Tendency to Flour

**Weather Conditions in England Interfered With Harvest—  
Decline in Price of Oats—No Changes in Manufactured Goods  
Prices.**

The wheat markets all over show considerable weakness. The surprise of the world is the enormous yield which in almost all cases, with the exception perhaps of England alone, is far in excess of the most liberal estimates. Russia is still pouring out its yield, which is altogether beyond what was expected. Canada and the United States are doing the same thing. The Chicago receipts exceed last year's so far by over 3½ million bushels. With all the efforts made to boost the price or even to maintain it, the great quantity has a bearish influence, and in spite of the fact that farmers are holding back, the tendency is for lower prices.

If the gambling feature were taken out of the situation, there is no doubt, calculating from the standpoint of supply, that prices would recede from their present position.

The weather condition in England interfered much with the harvesting of the crop there, and the quality is greatly damaged. This may strengthen the feeling and cause an active demand from abroad, but they will not pay us fancy prices if they can get it cheaper from other sources.

The oat market is also easier in most quarters, and a slight concession would lead to active trade. Prices of oats in Winnipeg have declined, and are now selling from 33 to 34¢ a bushel.

### MONTREAL.

**FLOUR** — Flour is steady at last quotations. The usual situation at this time of the year prevails among the farmers, who are holding back their wheat for the higher prices expected. This is causing a somewhat uncertain condition among millers, who are for the above reason unable to offer flour freely. Pastry flours are somewhat higher in the primary markets, and all lines are firm.

Winter wheat patents, bbl.	5 45
Straight rollers, bb.	5 20
Extra, bbl.	4 80
Royal Household, bbl.	5 70
Glenn's, 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**—Trade is brisk in all lines, and dealers are sanguine as to future prospects. No changes in price are reported and none looked for, as present quotations are thought to be about right for existing conditions. Supplies continue good.

Fine oatmeal, bags.	2 65
Standard oatmeal, bags.	2 65
Granulated.	2 65
Golden cornmeal, 98-lb. bags.	2 10
Golden cornmeal, 100-bags.	1 85
White cornmeal.	2 00
Roller oats, bags.	2 40
barrels.	5 00

**FEED**—Owing to a sudden increase in receipts, bran and moullie are \$1

lower. It is only a temporary condition and they will probably be back at former quotations in a short time. Trade is good at prices now quoted, and promises to continue. The present cold weather, if it continues, will have a good effect in this direction.

Ontario bran, per ton.	20 00
Manitoba shorts, per ton.	23 00
bran, per ton.	20 00
Moullie, milled, per ton.	27 00
straight grained, per ton.	31 00
Feed flour, 98-lb. bag.	1 55 1 75

### TORONTO.

**FLOUR**—The Toronto millers are paying \$1.08 for Ontario winter wheat at their mills. The same price has now been paid for several weeks. Manitoba wheat is worth three cents a bushel less. Since the advance of 20¢ a barrel last week, prices have remained unchanged, and the indications are that it will not go any higher, but rather turn downward.

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

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

**CEREALS**—The demand for cereals is brisk, and the prices are steady, although the price of oats is down to 39 to 40¢ per bushel. There is no change in the manufactured goods.

Roller wheat, car load.	2 75
oats.	2 25
Oatmeal, car load.	2 50
Roller wheat in barrels, 100 lbs.	3 00
oats in bags, per bag 90 lbs.	2 40
Oatmeal, standard and granulated, in bags 98 lbs.	2 65

### CO-OPERATIVE STORE FOR NELSON.

**How Merchants Killed the Proposal to Establish One in Vancouver.**

Vancouver, Nov. 2.—Nelson, B.C., is to have a co-operative store in the near future, a decision to that effect having been reached at a recent meeting of the miners' union there. A subscription list will be opened at once, and as soon as \$5,000 is subscribed, a store will be opened. The par value of shares when issued will be \$25, payable at the rate of \$5 monthly, no subscriber being allowed to take stock over the value of \$100.

A number of co-operative stores are in operation in the province, those on the coast being at New Westminster and Chilliwack. A couple of years ago an attempt was made to organize one in Vancouver, but when the subject was mooted the storekeepers, who had been giving credit, said they would press for the payment of what was owing them by anyone who subscribed for stock. After their debts were clear, then they would be at liberty to do what they pleased. The grocers did not see why their debtors should put what spare money they had into an opposition concern. It was found that the grocers were carrying people to such a large extent that the co-operative project had to be dropped.

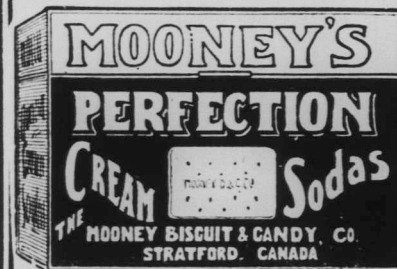
# CUSTOM CATCHERS

There are some goods which you sell which create a regular demand for themselves and influence a large volume of the family trade to your store. Such are

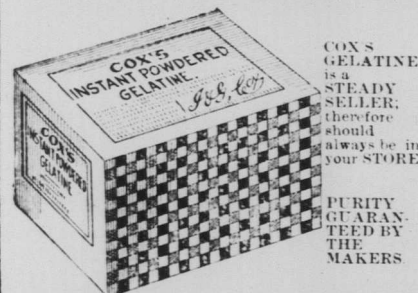
## "PERFECTION" SODA CRACKERS

the delightfully delicious soda biscuit made by the MOONEY CO. By our methods of packing, the Cracker reaches you in as fresh a condition as it left our oven.

Order from your jobber.



## Cox's Gelatine

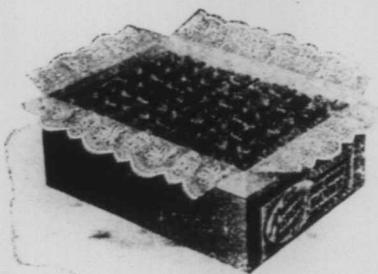


COX'S GELATINE is a STEADY SELLER; they fore should always be in your STORE

PURITY GUARANTEED BY THE MAKERS

Canadian Agents  
C. E. Colson & Son, Montreal  
D. Masson & Co., "  
A. P. Tippet & Co., "

J. & G. Cox, Ltd.  
Gorgie Mills,  
EDINBURGH



You really haven't time to fool with anything that is not well known, well advertised.

## "CHOCOLATE BORDO"

is a steady seller because it is steadily advertised on the no-let-up plan.

The fame of this specialty is widespread and the Chocolate is so good that once tried, always used.

Consistent quality and a large profit to the dealer are the chief reasons for the continued success of our "Bordo Chocolate."

If you have not shared in "Chocolate Bordo" prosperity it's your fault.

Your trade ought to know that you handle "Bordo." The demand is unusually large, but we are prepared for it, and can fill your orders promptly.

Don't delay, write us to-day. IT WILL PAY YOU. Why not handle the best. It costs no more.

**The Montreal Biscuit Company**

*Wholesale Confectioners*

**MONTREAL**

52 Highest Awards In Europe and America

**WALTER BAKER & CO.'S**

## CHOCOLATE & COCOA



Registered U. S. Pat. Off.

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

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

MUST "NEW ORLEANS" GO?

Move to Strike the Name off all But the Best Molasses.

The Federal Food and Drug Board of the United States in inquiring into the question of "New Orleans Molasses," and may rule that only the best grade of the Louisiana product can be called "New Orleans." The department's object is to deny the right to use the term with any Louisiana molasses except the original, old-fashioned, open kettle molasses. In other words, it will permit the use of the designation New Orleans molasses, as formerly, but will make a ruling confining it to open kettle goods. If this ruling is made, and stands, all the lower grades of Louisiana molasses, known as centrifugals, will have to be called Louisiana molasses, or something other than "New Orleans."

The National Molasses Refiners' Association has gone into the matter, and has filed with the Federal Board a brief contending that its members should be permitted to use the phrase with all grades of Louisiana molasses, as now. The outcome will be watched with interest.

**A**NCHOR Brand Flour is made in the belief that there are enough discriminating people, who want something extra good, to warrant special efforts in manufacturing it.

This belief has been justified by increased demand from those who like good Bread.

Manfd. by

**Leitch Brothers Flour Mills**

Oak Lake, Man.



**Anchor Brand Flour**

## 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



## Between the Quality Lover and the Bargain Hunter

**I**N THE last analysis, Brother Grocer, what is it Mistres Housewife really wants when she says "flour"? Must be something *more* than just so many pounds of wheat product in exchange for so much good Canadian coin.

To her, "flour" is only a relative term. What she exacts is the raw material *essential to baking success*.

She sees *beyond* her purchase; she doesn't really want *cheap* stuff; but she demands so many wholesome, nutritious, well-piled loaves from her barrel of flour, and appetizing pastry in plenty. That is the *true* meaning of "flour"—to her.

• • • • •

To the *sensible* home maker (and the number is not decreasing) initial cost is of absolutely no consequence, since between FIVE ROSES and the *poorest makeshift* the difference is barely half a cent a pound.

Believe us, Brother Grocer, no woman *deliberately* buys poor flour: *she thinks it's good*.

No woman likes to mumble apologies when hubby throws in her teeth (*figuratively*) the "pies mother used to make."

Half a cent saved is poor economy in the face of soul-vexing discomfiture.

Doesn't the customer find out for herself soon enough who *actually* pays the difference in kitchen worries?

If, to teach her the fallacy of flour economy, somebody *must* disappoint her the first time—

Let the "other fellow" do the teaching, Brother Grocer.

You have lost *one sale*—true; but he has lost *a customer*.

His art is to get the housewife's *dollar*, yours to get her *confidence*.

Let *him* pride himself on his business acumen (?)

*May his pipe dream never fade.*

• • • • •

The buyer *must* trust to the honesty of the seller, his knowledge of her needs and the *best* manner of supplying them. and she believes YOU when you say FIVE ROSES will help her establish a cooking reputation, which next to the children is her greatest concern. You say it because you *know* it to be true.

There is no method of making friends equal to the method of "*making good*." Which explains why FIVE ROSES is a friendly flour.

The more you look into it the more you'll wonder why you've waited so long to take hold of a "*success brand*." It will profit YOU in more ways than one, for the housewife who buys FIVE ROSES may not *stop* at flour.

Take this home, Brother Grocer, and "try it on your piano player." Always remembering that "*To-morrow has cost many a man a fortune*."

What if you *do* lose a sale once in a while to a cheaper flour competitor? *Isn't the quality lover worth three bargain hunters?*

# FIVE ROSES FLOUR

LAKE OF THE WOODS  
MILLING COMPANY

LIMITED

MONTREAL  
TORONTO  
OTTAWA  
LONDON  
ST. JOHN  
WINNIPEG  
KEEWATIN  
VANCOUVER

MAKERS OF FIVE ROSES.

## How Specializing Bears with it a Reputation

**A Westerner's Ideas in Centreing on Some Particular Article and Stocking Only the Best—A Specialist With a Good Name Will Draw Custom in the Face of Much Competition—Study Customers From a Scientific Basis.**

By R. Bruce Bennett.

"I believe a grocer should always make a specialty of some one thing," remarked a successful Vancouver dealer the other day. "It has been amply demonstrated that specialism pays, and wherever it can be successfully worked it should not be neglected."

At first thought, one would wonder how a grocer could specialize, having to keep a stock of so many different articles, but it must be remembered that any man who specializes in any one line, knows something of a good many other lines besides. It was explained that a dealer should establish a name for some one thing. Let it be said that "Johnson always has the particular thing in a specific line that is wanted," and it is remarkable how much other trade follows.

### Carries a Reputation.

One sees in large city stores which deal only in butter and eggs, grocers keeping only the very best, and they manage to do a good business in these exclusive lines. A grocer may have others than the best, according to the kind wanted, but how many groceries are there in large centres where absolutely good eggs can be secured all through the winter, say eggs that when boiled will suit the most particular taste? They are obtainable, for people get them. The grocer that allows a leak in his trade will be surprised and pained to find how rapidly it grows in size. And it works the other way, too. If a person comes to the store only for one particular thing, he will soon realize that if a man is thoroughly painstaking enough to go the trouble—for often it means considerable—to get what is the best, he has a general idea of what is required, and for that reason alone is worthy of more business.

### Make a Study of Customers.

While butter and eggs are quoted, they are the first things that suggest themselves. Again comes in the point which good grocers always emphasize, namely, study your customers. One's store may be located in a section where some one thing would obtain a good sale. It should not take very long for a wide-awake man to find out what it is, and when he finds it out let no other grocer have better than he, either in quality or quantity. A man with a trade or profession at his fingers' ends can generally get located in a job, and the dealer, no matter in what business he is, who specializes will find trade coming his way.

In Vancouver, with Chinamen market gardeners taking truck from door to door in wagons and in shoulder baskets, one would wonder how a grocer could make a success of specializing in green goods. Yet there is at least one. There is a good deal of truth in the words of the popular song, "I want what I want when I want it." When a housewife arranges the day's dinner, she can do so with the certainty that she can lay her

hands on what she requires in H—'s grocery just as sure as if it were in her larder. The Chinamen may have failed her once, or he does not call daily, and moreover often his calls are unexpected. She cannot think on the spur of the moment what she needs. It is when she wants it that she wants it badly. It saves keeping things in the house, for with the assurance that it is always fresh and available she will not trouble. And human nature is prone to leave the trouble to someone else, even if it costs a little extra.

### PERSONAL NOTES.

A. N. Whitman, of Halifax, was in Montreal last Saturday.

G. R. Small, of the Canada Maple Exchange, Montreal, was in Ottawa last week.

Col. A. E. Labelle, Montreal manager of the Ogilvie Flour Mills Co., Ltd., has returned from an enjoyable hunting trip in the north, with a party of friends.

H. G. Connors, of A. H. Brittain & Co., Montreal, is back to work again, after his operation, but his friends in the trade will not have a chance to welcome him for a few weeks, as he is still unable to get around freely.

The many friends of Geo. F. Campbell, traveler for Blue Ribbon tea, among the merchants in western and northern Ontario will regret to learn that he will not be able to call on them for some weeks. On his return from his northern trip he was taken with a severe illness that will prevent him from work for at least six weeks.

T. Primeau & Co., Chatham, Ont., are opening a grocery in the store at the

corner of St. Clair Street and Grand Avenue, formerly occupied by Richard Reaume. The new firm comprises Theo. Primeau, for some time past associated with various Chatham dry goods firms, and his brother, W. F. Primeau, of Pain Court. The latter has been a member of the Pain Court grocery business of Primeau & Bourdeau, which has just been dissolved. Geo. W. Bourdeau continuing the business.

**ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR**

**GREAT WEST**

**CUT PLUG  
SMOKING and CHEWING  
TOBACCO**

**SALES INCREASING DAILY**

**CLAY PIPES**

None Equal. Insist upon McDougall's.  
There IS a difference.

**D. McDOUGALL & CO.,** Glasgow, Scotland

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**YOUNG'S PATENT PIPE**  
in Seven Shapes

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506 Lindsey Building, MONTREAL

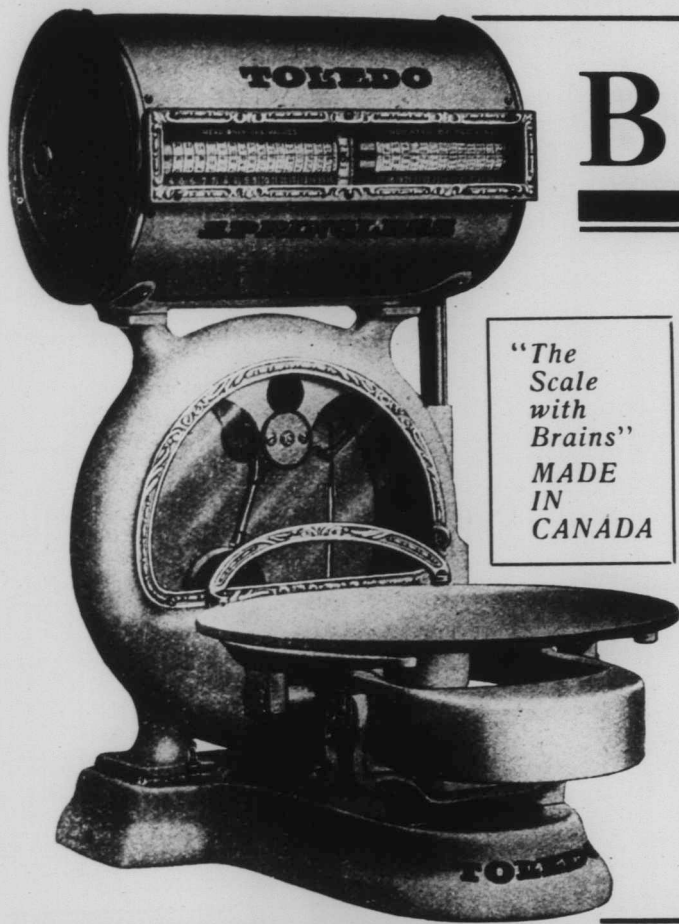
**Black Watch**

**The Big Black Plug  
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade





# BE FAIR

*"The Scale with Brains"*  
**MADE IN CANADA**

¶ Before you decide on a new scale, compare the Toledo Automatic Springless Computing Scale with any or everything else on the market and then make your choice. That's fair to you, and to us, and the other fellow.

¶ **GUARANTEE:** We absolutely guarantee to furnish a better computing scale for less money than any other concern.

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¶ Our terms are easy, and we will make a liberal allowance for your old computing scale.

*SEND FOR CATALOGUE AND PRICES*

**NOTE**—Our scales contain absolutely "NO SPRINGS" and are therefore reliable at all times, and not affected by heat and cold.

## TOLEDO

COMPUTING SCALE COMPANY

335 Yonge Street, TORONTO, Ont.

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

## 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.

## A Big Potato Crop with the Prices Ruling Low

Tubers Remarkably Free From Rot—Few Winter Apples Coming on the Market—Stormy Weather on Atlantic Coast Curtails Fish Catches—Almeria Grapes Firm.

### MONTREAL.

GREEN FRUITS—Early varieties of apples are becoming scarce and prices are correspondingly high. A few of the late varieties have made their appearance, but not sufficient to judge as to the grade yet. The market is dull throughout, but it is expected to recover shortly. No important changes in price are reported. Lemons are still \$3, and in New York \$5, in spite of the general expectation that they would be higher here in sympathy with the United States market.

Apples, crabs, basket	0 35
.. Alexanders, No. 1	3 50
.. Mackintosh reds	5 00 5 50
.. No. 2	4 50
.. Tallman Sweets	2 50 3 00
.. Wealthys, No. 1, bbl	4 50
.. No. 2, bbl	4 00
Bananas crated, bunch	1 75 2 25
Cranberries, per bbl	8 00 9 00
Cocoanuts, bag	3 00 3 25
Grapes, California, Malaga, crate	1 75
.. Tokays, crate	2 75 3 00
.. Delaware, crate	1 50
.. Concord, per basket	0 15
.. Niagara	0 15
Lemons, Verdill, box	3 00
.. Morris, box	3 00
Limes, per box	1 00
Oranges, late Valencias	3 50 3 75
Peaches, California, box	1 50 1 75
.. Canadian, basket	0 50 1 00
Plums, California, per crate	1 75 2 50
.. Canadian, basket	0 40 0 70
Pears, California, (Bartlett) per box	3 50 4 25
.. Canadian (Bartlett), in bbls	4 50 5 50
.. Canadian, basket	0 60 1 00
Pineapples, Florida, box	4 00 5 00

VEGETABLES — Owing to lack of fresh goods, the market is dull. Sales are irregular, mostly small, and at last week's quotations. The present cold weather has had its usual effect on the vegetable market, keeping down supplies and lowering the grade of goods. No bunch goods are left.

Beets, per bag	0 50 0 60
Carrots, bag	0 50 0 60
Cabbage, dozen	0 25 0 40
Celery, Canadian, dozen	0 30 0 50
Cauliflowers, dozen	1 00 2 00
Corn, dozen	0 06 0 10
Cucumbers, basket	0 50
Green peppers, crate	1 50 2 00
Lettuce, dozen	0 40 0 50
Leeks, dozen	1 00 2 50
Onions, red, per bag	0 75 0 80
.. Spanish, cases 150 lbs.	2 75
.. half cases	1 65
.. crates 50 lbs.	0 50 1 00
Potatoes, Montreal, bag	0 60 0 90
.. sweet, per bbl	2 50 3 50
.. basket	1 50
Parsley, dozen	0 10 0 15
Parsnips, per bag	1 75
Pumpkins, doz	1 25 0 50
Sage, dozen	0 40 0 50
Savory, dozen	0 40 0 50
Spinach, Canadian, box	0 50 0 60
String beans, bag	0 35 0 50
.. basket (large)	3 50
Squash, Hubbard, per dozen	1 50
Thyme, dozen	0 40 0 50
Tomatoes, Montreal, gin box	0 25 0 75
.. hot-house, lb	0 10
.. Chateauguay, per basket	0 35 0 40
Turnips, bag	0 50 0 75
Vegetable Marrows, dozen	0 50 0 60
Watercress, dozen	0 40

FISH—Stormy weather on the coast curtailed receipts of fresh haddock and fresh cod, also haddies and bloaters, but it is expected that the supply will improve soon. Kippers are scarce, plenty of frozen halibut and salmon are now in transit, and will be ready for delivery this week. Green cod market is improving as orders from the country are

coming in fairly well. Bulk and shell oysters are in good demand, with price firm and supply ample.

### FRESH

Barbotte	0 00
Bluefish, per lb.	0 10
Dore, per lb.	0 10
Eels, fresh, per lb.	0 00
Flounders, per lb.	0 10
Halibut, per lb.	0 10
Haddock, per lb.	0 10
Lake trout, per lb.	0 10
Mackerel	0 10
Market cod, per lb.	0 10
Perch, dressed, per lb.	0 10
Pike, headless and dressed	0 00
Salmon, B.C.	0 10
Sea trout, per lb.	0 10
Steak cod, per lb.	0 10
Whitefish, per lb.	0 10

### FROZEN

Dore, winter caught, per lb.	0 08 0 00
Halibut, per lb.	0 00
Mackerel, per lb.	0 00
Steak cod, per lb.	0 00
Salmon, B.C., red, per lb.	0 10
Salmon, Gaspe	0 10
Salmon, Qualla, per lb.	0 00
Whitefish, large, per lb.	0 00
Whitefish, small, per lb.	0 00

### SALTED AND PICKLED

Green cod, No. 1 medium, per lb.	0 00
.. small, per lb.	0 00
.. large, per lb.	0 00
Labrador herring, bbl	2 00
Labrador herring, half barrel	12 00 12 50
Labrador sea trout, bbl	0 00
.. half bbls	0 00
No. 1 mackerel, pail	1 00
No. 1 .. half bbls	0 00
Salmon, B.C., half bbls	0 00
Salmon, B.C., bbls	1 00
Salmon, B.C., pink	1 00
Salmon, Labrador, bbl	1 00
Salmon, Labrador, 1/2 bbl	0 50
Salmon, Labrador, tierces, 300 lb	2 00
Salt eels, per lb.	0 00
Sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	0 00

### SMOKED

Bloaters, large, per box	1 00 1 10
Haddies, 15 lb. bxs., per lb.	0 07 0 07 1/2
Herring, new smoked, per box	0 12
Kipped herring, per box	1 00
Smoked salmon, sugar cured, per lb.	0 15

### SHELL FISH

Lobsters, live, per lb.	0 25
Oysters, choice, bulk, Imp. gal.	1 00
.. "Sealshipt," standards, Imp. gal.	1 75
.. "select	0 00
.. shell, per bbl	6 00 1 00
Frogs legs, per lb.	0 10

### PREPARED FISH

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10	0 00
Dry cod in bundles, per bundle	0 00
Skintless cod, 100 lb. case	0 00
Shredded cod, per box	0 00

### TORONTO.

GREEN FRUITS—The business at the fruit market is closed for the season and the fruit men are all back to their respective homes.

A few of the tail ends of the season's fall fruit are still on hand. Only a few lines of late peaches are offered, which sell slowly at 50c a basket. Grapes are doing well and are here yet in abundance, selling as low as 12c a small basket. Apples are receiving more attention, but very little of good winter stock has so far been offered. Snows are the present favorite and sell as high as \$1 a barrel for choice select fruit.

The first car of Florida oranges has arrived. The quality is excellent, and the color "golden." New lemons are expected to arrive this week, which are expected to be a little cheaper than the old stock. Almeria grapes are selling

## NEW DATES Figs and Raisins

Fancy Sweet Potatoes,  
Almeria Grapes,  
Cape Cod Cranberries,  
Bananas, Oranges.

Also

Extra Fancy Grape Fruit.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. TORONTO

## "EROTIC" (Lovely?)

### LEMONS

When you order lemons  
And the brand you mention  
not,  
You may get E-rot-ic lemons  
With the accent on the Rot.

Therefore, Mr. Grocer, when ordering specify St. Nicholas or Home Guard—The lovely lemons without the "rot." New Stock now on the Market.

J. J. McCABE

AGENT

32 Church Street, TORONTO

from \$5.50  
wards.

Cranberries  
are selling  
very hard to  
get. Apples, green, ha  
per barrel  
Bananas, .....  
Cranberries, per b  
small bas  
large, .....  
Almeria  
Verdell  
Oranges, Cal. Val  
Cal. sma  
Porto Ri  
Peaches, late  
Pears, Can., bask  
Pineapples, per ca  
Raisins, per bask  
VEGETA  
and a great c  
quantities.  
good quali  
They are se  
delivered to  
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Bblly that in  
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the province  
nearly all s  
to stores, at  
handled by c  
Beets, per bag  
Cabbage, Canadi  
Carrots, new, per l



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The proof  
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of finest qu

MEN

"GAME

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"MONOGI

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"GAME

Extra Ch

W M.

W. B. STRI



from \$5.50 to \$6.50, and are looking upwards.

Cranberries are firm and while some were selling a week ago at \$8, they are now hard to get at that price.

Apples, green, basket	0 15	0 35
per barrel	1 50	4 00
Bananas	1 65	2 00
Cranberries, per bbl.	8 50	
Grapes, small basket	0 12	0 15
large	0 20	0 25
Almeria	5 50	6 50
Orange Fruit	4 00	4 25
Lemons, Verdelli	3 25	3 50
Oranges, Cal. Valencia	3 25	3 75
Cal. small	3 00	
Porto Rico	2 00	2 50
Peaches, late	0 50	0 65
Pears, Can., basket	0 40	0 60
Pineapples, per case	2 40	4 50
Peppercorns, per basket	0 30	0 40

**VEGETABLES**—Potatoes are turning out a great crop and are arriving in large quantities. They are of exceptionally good quality and quite free from rot. They are selling from 60 to 65¢ a bag delivered to stores. Sweet potatoes are arriving freely and are selling at \$3.50 a barrel double head. From the results of an experiment in growing sweet potatoes in the neighborhood of Chatham, it is likely that in course of a few years large quantities will be grown in that part of the province. Common vegetables are nearly all supplied by gardeners direct to stores, and therefore not many are handled by commission men.

Beets, per bag	0 75	
Cabbage, Canadian, per dozen	0 25	0 30
Carrots, new, per basket	0 21	

Celery, Canadian, per doz.	0 25	0 30	" red, per basket	0 50	0 60
Cucumbers, per basket	1 00	1 50	Potatoes, Canadian, per bag	0 60	0 65
Egg plant, per basket	0 25	0 23	" sweet, basket	0 65	
Onions, Canadian, per bag	1 00	1 50	" sweet, per hamper	2 00	2 20
" new, Valencias, crate	2 75	3 00	" sweet, per barrel	3 50	
" Spanish	2 75	2 75	Radishes, per dozen	0 20	0 20
half cases	1 75		Tomatoes, Canadian, per basket	0 20	0 35
Peppers, green, per basket	0 30	0 35	Turnips, per bag	0 55	

## FISH AND OYSTERS

Never before have we been in such a good position for the Fish Trade as at this season. Everything in fish, in and out of season, is carried by us in this Department.

### Fresh Arrivals

**HALIBUT, Salmon, Whitefish, TROUT, Gold-eyes, Pickerel, Pike, Etc.**

**Bloaters, Haddies, Kippers, Ciscoes, Codfish** in all styles of packages, etc.

**Long Island Native Oysters.** Large, Solid, deliciously flavored. Shipped in clean, sanitary, non-returnable packages at \$1.85 per Imperial gallon. Try them.

**WHITE & CO., LTD., TORONTO and HAMILTON**  
Phone Main 6565



## New Messina Lemons

Palermo—Packing—Uniform

Buster Brown and Maple Leaf

Hiawatha and the Chief

Ask for these brands---they are our own packing and we guarantee them  
—Arrived this week—Order them

Palermo, Messina, Italy

**FOLLINA BROS.**

Agent, W. B. STRINGER, Toronto

## DATES

The proof of the pudding is in the eating thereof—so in my brands of Persian and Fard dates the verdict of finest quality has been rendered.

MENTION THE BRANDS

"CAMEL"

**HALLOWI**  
(Packages)

"EAGLE"

**SAIR**  
(Packages)

"MONOGRAM"

Extra Fancy

**FARD**

"CAMEL"

Extra Choice

**W.M. HILLS, JR.**  
IMPORTER

W. B. STRINGER, Agent, TORONTO

## FANCY

**Jersey Sweet Potatoes** Bbbs. and Hampers

**Cape Cod Cranberries**

**Almeria and Domestic Grapes**

**Chestnuts**

**New Figs**

**New Dates** Due Next Week.

(Established 1861)

**HUGH WALKER & SON**  
GULEPH, ONTARIO

THE CANADIAN GROCER

FISH—This mild weather does not suit the fish men. It is neither one thing nor another—too warm or too cold—and in consequence business is dull. Finnan haddie have the best call, and are in good demand. Prices on the whole are not changed.

Bloaters, per box.....	1 20
Blue fins.....	0 06
Carp.....	0 03
Cod, fresh caught.....	0 07
Cod, Imperial, per lb.....	0 05
Cod, Arcadia.....	0 10
Ciscoes, per basket.....	1 10
Eels, per lb.....	1 20
Finnan haddie.....	0 08
Haddock, fresh caught.....	0 07
Halibut, fresh caught.....	0 10
Herring, medium, per lb, fresh caught.....	0 05
Herring, sea, per 100 count.....	3 00
Herring, Digby, per box.....	0 15
Lobsters, each.....	0 25
Macarel, each.....	0 20
Perch.....	0 07
Pike.....	0 05
Quail on toast.....	0 05
Sea salmon.....	0 17
Trout, fresh caught.....	0 10
Whitefish, fresh caught.....	0 10
Yellow pakerel.....	0 09
Oysters, select, per gal.....	1 85
standards, per gal.....	1 65
extra select.....	1 90

TO GROW GRAPES IN BRITISH COLUMBIA.

Vancouver, B.C., Nov. 2.—It may be only a few years before the grape which has made Niagara famous will be grown extensively in British Columbia. It has been found that the climate and soil in this province is admirably adapted to the culture of this luscious fruit, and that there is a demand for it has been shown in the rapid sale of a carload lot which was placed on the market here last week. There are many people here

who came from the east and know the Niagara grape, consequently it requires no introduction. F. H. Latimer, of Pen-ticton, grew some very fine specimens at his residence this year, and his success has raised the query why it is not grown more extensively. Thomas Earl, the veteran resident of the province at Lytton, has grown grapes for several years and has met with more than usual success, demonstrating that no great difficulties stand in the way.

ALL BUT ONE.

The Toronto wholesale fruit men have deserted the fruit market, and were all this week to be found at their own places of business — no "my good George" they were not all there, as the chief of one of the houses was this week engaged in a transaction other than looking after the buying and selling of fruit. Particulars of it appear elsewhere.

TRADE NOTES.

The A. E. McKenzie Co., Brandon, Man., are preparing to erect a large wholesale house in that city to replace the one destroyed by fire about one year ago. The building will be seven stories high, and will cost about \$60,000.

The fish commission appointed by the Dominion Government, was in session at Winnipegosis, Man., recently. Considerable valuable information in the interest of this fish question was obtained by the commission from some of the oldest fishermen and fish dealers of the country. The question "would it be advisable to stop the export of fish from Canada to the United States?" was discussed. Some thought that the Canadian market could not use anything like the supply furnished. The question of opening the lake for summer fishing was taken up but was not concluded.

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

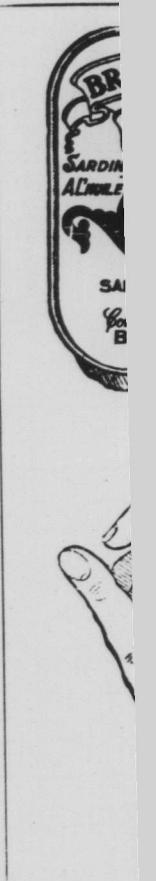
SEASON 1908-9  
**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE, Manager

HEADQUARTERS FOR  
**FISH**

If you are not getting our Weekly Quotation Card mailed you, write us so that we can get your name on our list.

WE SPECIALIZE ON ALL LINES OF FISH

**F. T. JAMES CO., LTD., TORONTO**  
Sole Agents Beacon Brand Oysters and Haddies



YOU  
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You do  
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The next time you are wanting Canned Fish, be sure your Jobber has the name right:---

# BRUNSWICK BRAND

This will be your guarantee that the contents of each can will be such that you can confidently recommend them to your customers. Sea foods, owing to the greater care which is now bestowed on their selection and packing, are growing in favor each season. See that you are fully stocked with BRUNSWICK BRAND to meet the coming demand.

**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; R. G. Bedlington & Co., Calgary, Alta.; J. Harley Brown, London, Ont.

## 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 Sealship Oyster System, Inc.**  
SOUTH NORWALK, Connecticut.

"May good digestion wait on appetite."

When you see the names

## GOLDEN CROWN

OR

## GOLDEN KEY

on a can of lobster, you will know they are Loggie's Lobsters—the delicious and wholesome kind which carries a guarantee for every can. Is it not a satisfaction to handle a guaranteed article? We are expert packers, and we pack in standard sizes to suit the trade.

Send for prices

**W. S. Loggie & Co., Limited**

Sole Packers

Chatham

New Brunswick



## 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.,

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Designers and Manufacturers of  
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## Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price \$2.00  
Fully Illustrated

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## Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published on Coffee. It is attractively written and richly illustrated, and should be read by all who deal in or use Coffee. The contents include,

- Cultivation and Preparation.
- Commercial Classification and Description.
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This work, written by one of the greatest authorities in the world upon the subjects of Tea and Coffee, will be mailed to you postpaid on receipt of

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IT WILL PAY YOU TO SEND AT ONCE.

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10 Front St. East, - TORONTO

## Mr. Grocer! Look at the Situation as it exists

The credit customer is a valuable asset—IF HE PAYS. Right there is the vital point. He MUST pay, or YOU lose—he must be made to pay without being offended—or, again, YOU lose. There is one sure, safe, satisfactory way—the

## Allison COUPON BOOK SYSTEM

### 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.



Manufactured by  
ALLISON COUPON CO., Indianapolis, U.S.A.

Order them from your Jobber

## You Can't Cut Out A BOG SPAVIN, PUFF or THOROUGHPIN, but ABSORBINE

will clean them off permanently, and you work the horse same time. Does not blister or remove the hair. Will tell you more if you write. \$2.00 per bottle at dealers or direct. Book 100 pages. ABSORBINE, JR., for man's use. \$1 bottle. Reduces Varicose Veins, Hemorrhoids, Hydrocele, Ruptured Muscles or Ligaments, Enlarged Glands. Allays pain quickly.

W. F. YOUNG, P.O.F., 204 Temple St., Springfield, Mass.  
LYMANS, LIMITED, Montreal, Canadian Agents

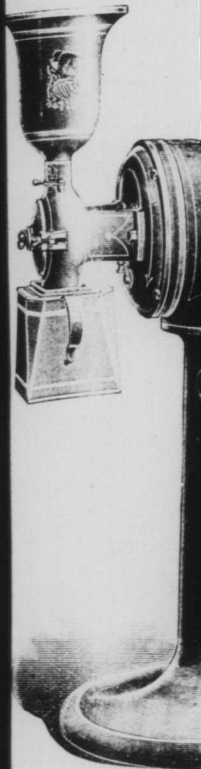
## THE PEOPLE OF JAMAICA

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

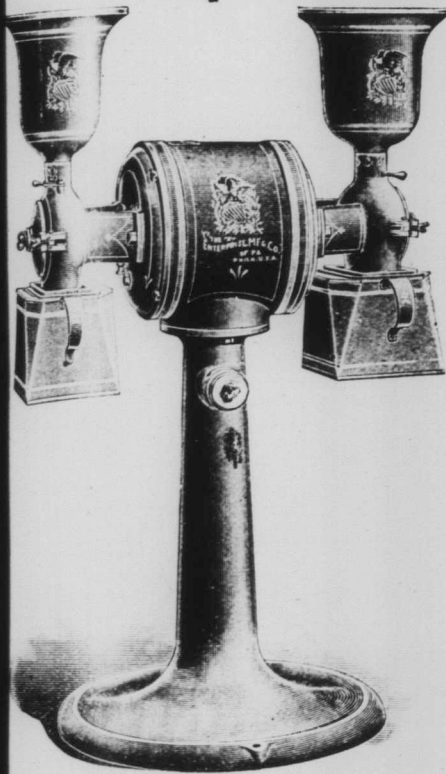
**I. C. STEWART, Halifax**



Ask  
WINNIPEG  
(and  
VANCOUVER  
HAMILTON  
SC  
TORONTO  
LONDON—  
ST. JOHN,  
REGINA, S  
MONTREAL

Woo

## The LATEST "Enterprise" Electric Mill

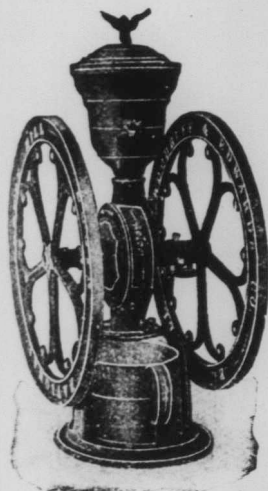


New ideas applied to rapid grinding of coffee by electric power make these new "Enterprise" Pedestal Mills *by far the best on the market to-day*. They are **Direct Connected**. They lose no power in transmission. The grinders are on the motor shaft. The double Mill shown here, No. 0852, is for alternating current: can also be furnished for direct current. One Mill is fitted with tooth grinders which *cut* the coffee, the other mill fitted with ribbed grinders for pulverizing. Each hopper holds six pounds. The Mill will granulate 3 pounds of coffee per minute, and pulverize  $\frac{1}{2}$  pound per minute. The cans or receivers are enclosed as a protection against dust. The Mill is self-cleaning. This compact, graceful 1 H.P. Mill is already in great demand. We invite correspondence and will send facts, illustrations and prices of our 45 sizes and styles of Rapid Grinding and Pulverizing Mills on request.

We supply grocers also with Meat and Food Choppers, Self-Measuring Pumps and Faucets, Smoked Beef Shavers and other "Enterprise" Specialties. You should have our latest catalogue. If you haven't it, write.

**The Enterprise Mfg. Co. of Pa.** Philadelphia, U.S.A.  
21 Murray Street, New York      544 Van Ness Ave., San Francisco

See Here!



**Q** We can tell you just what is needed to give the finishing touch to your grocery store—you want an

### ELGIN NATIONAL COFFEE MILL

This mill is the easiest running and fastest grinding on the market and is well-built with steel grinders. Particular attention has been paid to its shape and finish, so that it is an ornament as well as an indispensable article in the store. *The cost is low.*

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*

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London. **LIMEHOUSE,**  
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO**  
**J. HUNTER WHITE, ST. JOHN, N.B.**  
**CECIL T. GORDON, MONTREAL**



**Saves Time.—Saves Bags.**

**McGregor's Patent Bag Holder.**

*Indispensable to every grocer.*

**KILGOUR BROS.**

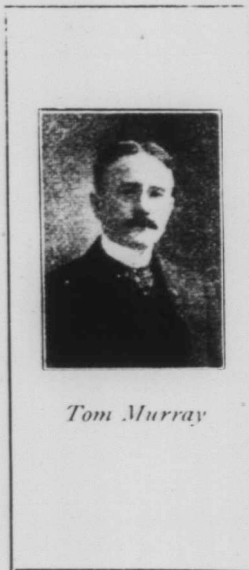
19 Wellington St. West, **TORONTO**

Tom Murray is a Canadian who has advertised himself into one of the most successful retail businesses in Chicago. He states how he is influenced in his buying by trade paper advertising.

"I take a number of trade papers and read them from cover to cover to get the news of the various branches that constitute my stock. And that's one of the ways that I learn about the manufacturers whose salesmen come to sell me a little bill of goods.

"If the manufacturer's advertisements have impressed me his salesman gets a careful hearing, for I want to know more of the story that trade paper 'ad' started to tell.

"Of course I believe in advertising—I do a bit of it myself. I wanted the people of Chicago to know that Tom Murray sells men's clothes, and if I've succeeded it's because I advertise.



Tom Murray

"*Anyhow, whether or not it's because I, myself, am an advertiser, I certainly feel that the manufacturer or jobber who advertises is showing signs of life, and he also shows that he is polite enough to tell me about his goods when I have the time to listen.*

"May be I make a mistake, but we buy goods from firms who have a reputation, firms we have heard about, firms we know about, firms that advertise.

"When a firm advertises in trade journals nowadays they are getting in good company. As I pick up any one of a dozen of these periodicals here in my office and glance through them, I find that the wise people, the successful firms, are advertising in these trade journals. I call advertising in trade journals 'getting in good society in a business way.'"

Will the retail grocers think more or less of your house and your goods if they see that you are interested enough in their business to ask for it when they have the time to listen—when they sit down to read The Canadian Grocer?

Will your travelers get a better or a worse reception because the house they represent occupies a space in that medium, the appearance in the advertising columns of which the retailer regards as a manufacturer or wholesaler's outward sign of progressiveness?

You don't have to puzzle over the answer.

Read next week about the firm that could not be unknown or forgotten.

**QU**

Baking  
W. H. GILL

Discard—  
1-lb. tin, 3 doz. in case  
1-lb. tin, 3 " " "  
1-lb. tin, 4 " " "

IMPERIAL BAKING POWDER

4-doz.	10
3-doz.	5
1-doz.	15
3-doz.	15
1-doz.	5
1-doz.	5

MAY  
Ca  
6 d  
4  
4  
4  
2  
1  
1  
1  
1

ROYAL  
BAKING POWDER

BO  
BO

BA  
BA  
COU

CANADIAN CAN  
Alder Jams

Per doz	
Strawberry	1 90
Raspberry	1 90
Black currant	1 80
Red currant	1 80
Raspberry & red currant	1 80
Raspberry and gooseberry	1 80
Damson plum, stoneless	1 70
Greenish plum, stoneless	1 70
Gooseberry	1 80

Pure Preserved  
Cakes & 7 s per l

strawberry	0
Black currant	0
Raspberry	6
Other varieties	0

Freight allowed up to

WHITE SWAN BAKING POWDER

1-lb. tin, 3-doz. in case	
1-lb. " " "	
1-lb. " " "	



Cook's Friend

In Ca	
No. 1, 1 lb., 4 dozen	2
" " " " 6 dozen	3
No. 2, 2 oz., 4 dozen	2
No. 3, 2 oz., 4 dozen	2
No. 4, 2 oz., 6 dozen	3

In Tin

No. 1, 1 lb., 2 dozen	3
" " " " 3 " " "	3
" " " " 4 " " "	4
" " " " 5 lbs.	5





**FRIENDS—NOT GROWLERS**



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

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

**IS A GOOD SOUND HORSE WORTH \$3?**

This question is easily answered in the affirmative.

Then, insure **your** horse being kept in the prime of condition by feeding him **Molassine Meal** daily.

**Molassine Meal** is an antiseptic and digestive food possessing unique features of excellence.

It enables the animal fed on it to resist colds, colic, diarrhoea, and stomach ailments of all kinds, and makes it certain that the horse will live longer and give you a maximum of service.

**\$3.00 WILL BRING YOU A TRIAL BAG**

**Andrew Watson**

Sole Importer

**91 Youville Square - MONTREAL**



**"Vol-Peek"**  
Granite Cement

**MENDS HOLES IN POTS AND PANS**

Indispensable in every household. Every Grocer should sell it. Recommend it to the housewife, it will sell at sight and yield you a large profit. Send for a trial lot.

**H. NAGLE & COMPANY, LAPRAIRIE, QUE.**

**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



A GOOD SALE!  
A QUICK TURNOVER!  
A GOOD PROFIT!  
for grocers selling

**"Soclean"**

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., \$1.00.

BUY FROM YOUR WHOLESALER

or  
**The Harnett-Ridout Company**  
Manufacturers **TORONTO**  
Manufacturers Sales Co., Eastern Sales Agents  
314 Birks Bldg. 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.

Always Look For The Best



VA are

ROSE

wood panel  
Pine assorted  
down in ca

J  
IMPER



Assorted  
MacLaren In



Assorted Case  
Assorted Case  
Lemon (St  
Orange (St  
Raspberry (St  
Strawberry (St  
Chocolate (St  
Cherry (St  
Peach (St  
Weight, 8 lbs., 1

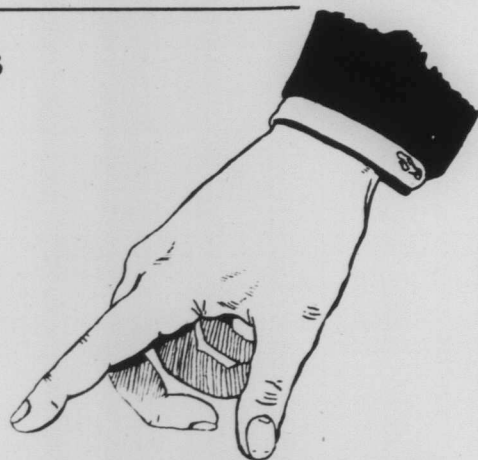
The GENUIN



Prices—  
Less than 5 cas  
Five cases or m



Always  
Look  
For  
The  
Beaver



**BEAVER  
BRAND**

**VALENCIA RAISINS**

are packed by MAHIQUES, DOMENECH & CO. and invariably excel.

AGENTS:

ROSE & LAFLAMME, Ltd. Montreal and Toronto

**"José Segalerva"**

on a package containing

Malaga Table Raisins  
Malaga Loose Muscatels  
Jordan Shelled Almonds  
Valencia Shelled Almonds

signifies that the box contains  
Spain's highest quality fruit  
or nuts.

AGENTS:  
Rose & Laflamme, Ltd.  
Montreal  
Toronto

Per lb. 0.06  
Pure assorted jam, 1-lb. glass jars, two dozen in case 1.75

**Jelly Powders**  
IMPERIAL DESSERT JELLY

**PURE AND DELICIOUS**  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co., Limited.

**JELL-O**  
The Dainty Dessert

Assorted Case, Contains 4 doz. \$3.60  
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



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price.  
"Shirriff's" (all flavors), per doz. . . . .  
Discounts on application.

**Lard**

N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

7 lbs. . . . \$0.12  
1-bbls. . . . 0.12  
Tubs 30 lbs. . . 0.12  
20-lb. Pails. 2.50  
20-lb. tins. 2.49  
Cases 5-lb. 0.13  
" 5-lb. 0.12  
" 10-lb. 0.12

F.O.B. Montreal.



GUNNS' "EASI-FIRST" LARD COMPOUND.

Tierces . . . 0.11  
Tubs . . . 0.11  
20-lb. pails. 0.12  
20-lb. tins. 0.11  
10-lb. " 0.12  
5-lb. " 0.12  
3-lb. " 0.12  
1-lb. cartons 12¢

**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)**

GILLETTS' PERFUMED. Per case  
1 case of 4 dozen. . . . . \$3.60  
3 cases of 4 dozen. . . . . 3.50  
5 cases or more. . . . . 3.40

**Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case. . . per doz \$1.00  
16-oz. glass jars, 2 doz in case " 1.40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0.07  
Pint Sealers (24 oz.), 1 doz in case, per dozen. . . . . 2.00



ST. CHARLES CONDENSING 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 KEENS  
D.S.F. 1-lb. tins. . . . . per doz. \$ 1.40  
" 1-lb. tins. . . . . 2.50  
" 1-lb. tins. . . . . 5.00  
Durham 4-lb. jar. . . . . per jar 0.75  
" 1-lb. jar. . . . . 0.25  
F.D. 1-lb. tins. . . . . per doz. 0.85  
" 1-lb. tins. . . . . 1.45

**Olive Oil**

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—  
Minerva, qts. 12s. . . . . \$ 5.75  
" pts. 24s. . . . . 6.50  
" 1-pt. 24s. . . . . 4.25

**Sauces**

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and Toronto  
1-pint bottles, 3 & 6 doz., per doz. . . . . 0.90  
" 3 doz. . . . . 1.75

**Soda**

COW BRAND



Case of 1-lb. containing 60 packages, per box \$3.00  
Case of 1-lb. containing 120 pkgs. per box \$3.00  
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00  
Case of 5c. pkgs. containing 96 pkgs. per box \$3.00  
MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages. . . . \$ 2.75  
No. 2, " 120 1-lb. " " " 2.75  
No. 3, " 30 1-lb. " " " 2.75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case . . . . . 2.85  
5 cases . . . . . 2.75

**SHIRRIFF BRAND**  
"Imperial Scotch"—  
1-lb. glass, doz. . . 1.55  
2-lb. " " . . . 2.80  
4-lb. tins. " . . . 4.85  
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, 1-lb. pkts., 1 doz cartons . . . 0.45  
Parrot Food, 2-lb. pkts. . . . . 1.35  
Bird Cage Sand, about 1 1/2-lb. bags, 1 gross cases, per doz. . . . . 0.30  
Bird Cage Grit, about 1 1/2-lb. bags, 1 gross cases, per doz. . . . . 0.30

**Mince Meat**

Wethy's condensed, per gross, net. . . \$12.00  
" per case of 3 dozen, net. . . . 3.00





SELL SEEDS THAT FEED—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

**Ask your jobber for them.**

Packed in boxes containing 3 dozen 1-lb. packets.

## Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,  
 Apples, Peaches, Pears, Plums, Etc.

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"  
 "Bottom Like The Top"

Write for Samples

**Sanitary Can Company, Ltd.**

Niagara Falls, . . . . . Ontario

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

## "Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

**CHURCH & DWIGHT**

Manufacturers

**MONTREAL**

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

### 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

Agent:

**JOHN FORMAN, - 644 Craig Street**  
 MONTREAL

## BOY WANTED

TO START IN BUSINESS FOR HIMSELF.

We will establish YOU in a good-paying business of your own. Profits right from the start, and Prizes. No money required to begin. We will mail to you FREE 5 copies of our publication. These can be sold and will provide the capital for the next week's supply. The work is easy. You be sure to write at once and we will send you 5 copies for next week and everything necessary.

**The MacLean Pub. Company**  
 10 Front Street East, TORONTO, CANADA

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

**VERRET, STEWART & CO.**  
LIMITED

No. 12 Port Street  
**MONTREAL**

## Canned Fruits

The quality of

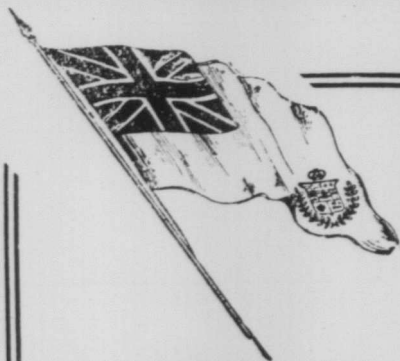
**WETHEY'S  
LAUREL  
BRAND**

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**

USE FREELY.

## Shaker Salt Week

Have you heard from DIAMOND CRYSTAL SALT Co.? Send us your orders.

**XMAS GOODS**

SEE OUR TRAVELLERS

PROMPT SHIPMENTS. We make them.  
Just you try us.

**GEO. E. BRISTOL & CO.**  
WHOLESALE GROCERS  
HAMILTON, . . . . . ONTARIO

CA

Montreal: 701-702

VOL. XXIII.



FRAN

Syn

EDW.

50 Front St.