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THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

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NO. 46.



Robinson's Patent Barley

As a healthy, nourishing and enjoyable food for young
and old, Robinson's Patent Barley has no equal.

Druggists sell it; grocers sell more of it; those who are
wise will sell it always.

—WRITE FOR PARTICULARS.

Frank Magor & Co., Agents for the Dominion, 403 St. Paul Street, Montreal



The Enormous Increase in the sale of

"Crown" Brand Table Syrup (Made from corn)

in all sections of Canada proves that the consuming public
has realized that its superiority over all other makes of
Corn Syrup is unquestionable.

"Crown" brand Syrup is rich, pure, healthy and
hygienically correct.

It pays you to handle only "THE BEST"
Ask your jobber for "Crown" Brand.

Put up in Tins

2-lb. Tins—Cases	2 doz.	Also in Brls, $\frac{1}{2}$ Brls.
5 "	" 1 "	Kegs and Pails.
10 "	" $\frac{1}{2}$ "	
20 "	" $\frac{1}{4}$ "	

Freight paid on 5 cases and over
to all railway stations east of
North Bay.

EDWARDSBURG STARCH CO., LIMITED

53 Front St. East, TORONTO, Ont.

ESTABLISHED 1858
Works, CARDINAL, Ont.

164 St. James St., MONTREAL

What Do You Think of This?



A Jar of absolutely

Pure Marmalade

that can be retailed at 10c. and a good profit made on it.

This Marmalade is prepared in a factory that is under Government Inspection and is always open to our customers and the public. Purity and Cleanliness is our motto and we invite inspection at all times.

The T. Upton Co., Ltd.
Hamilton, Canada

Griffin & Skelley

Messrs. Griffin & Skelley (whose products are listed below) have always conducted business on that safe old principle that "the best is the cheapest in the long run." It has paid them and the grocers who handle their goods handsomely. And it will continue to do so.

Seeded Raisins, Canned Fruits,
White and Green Asparagus,
Griffin's Prunes, Cured Fruits,
Griffin's Seedless Raisins

No detail of their work is neglected from start to finish because no detail is too small to receive the scrupulous care and attention that assures perfection. There is an old fashioned goodness about their prepared fruits (and asparagus) that wins trade—and keeps it.

This Year's Fruit Now in the Market.

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.



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

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

HALIFAX, N.S.

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

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 Highest References.

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 Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
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 TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.
 General Commission Merchants
 MONTREAL
 Fish, Oils, Beans, Peas and Produce.
 Agents: "Royal Crown" Skinless Codfish.
 Representing Morris & Co., Chicago, Pork and Lard.

J. WALTER SNOWDON
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 AND BROKER
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 Address
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MONTREAL

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

MOOSE JAW

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

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

REGINA.

G. C. WARREN
 Box 1036, - REGINA
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 Manufacturers' Agents
 and Grocery Brokers
 WAREHOUSEMEN
ST. JOHN, - N.B.
 Open for a few more first-class lines

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

TORONTO.

Maple Syrup Compound
 The season is now on
 BUY "EXCELSIOR" BRAND
 Wine Quarts. We have it!!
Anderson, Powis & Co.
 Agents
 15 Wellington Street East, Toronto

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

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 and Importers
 29 Melinda St., Toronto

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

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

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

(Continued on page 4.)

Don't forget

that we have complete
stocks of

We should
be pleased
to have an
opportunity
of quoting prices.

It will pay you to order NOW

RAISINS—

CALIFORNIA SEEDED
VALENCIA, MALAGA

FIGS—

ELEME—boxes 10, 20 and 30 lbs.
NATURALS—bags and boxes.
WASHED—A full line in glass jars.

DATES—

SAIRS, HALLOWEE—also 1 lb. pkgs.

CURRANTS—

New Season's Fruit in all Our Well Known Brands

EBY-BLAIN, LIMITED

Wholesale Grocers—

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

PINK LABEL	1s and ½s	Costs you	30c per lb.
		You sell at	40c per lb.
GOLD LABEL	1s and ½s	Costs you	35c per lb.
		You sell at	50c per lb.
LAVENDER LABEL	1s and ½s	Costs you	42c per lb.
		You sell at	60c per lb.
GREEN LABEL	1s and ½s	Cost you	50c per lb.
		You sell at	75c per lb.

CANISTERS

GOLD Tins	5s	Costs you	35c per lb.—\$1.75
		You sell at	50c per lb.— 2 50
GOLD Tins	3s	Costs you	35c per lb.— 1 05
		You sell at	50c per lb.— 1 50
GOLD Tins	1s	Costs you	36c each
		You sell at	50c each
GOLD LABEL	½s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
RED Tins	½s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
RED Tins	¼s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada : 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED

Manufacturers' Agents—Continued.

WINNIPEG

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

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

W. H. Escott
Wholesale Grocery Broker
and Commission Merchant
Manufacturers' lines handled on
commission to the wholesale
trade. Track warehouse ac-
commodation. Best
references.
141 Bannatyne Avenue East, Winnipeg, Can.
and West to the Rockies

ESTABLISHED 1887
Carman Brokerage Co.
Wholesale Grocery Brokers
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
141 Bannatyne Ave. WINNIPEG, MAN.

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

SPRAGUE
GANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.

VANCOUVER

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

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occasionally made by manufacturers and whole-
sale houses who contemplate establishing their
own advertising department.

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Its History and Mystery
BY
JOSEPH M. WALSH
A Great Tea Expert
This is a practical, exhaustive
work containing valuable information
about Tea. It should be in the hands
of every enterprising Grocer and Tea
Dealer in the country.

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4. Cultivation and Preparation.
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6. Adulteration and Detection.
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8. Chemical, Medical and Dietetic
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sumption.
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can Industry.

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Firms Abroad Open for Canadian Business.

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

JAMES MARSHALL
ABERDEEN, SCOTLAND.
invites consignments of Canadian Produce, gives personal
attention to handling of same, and guarantees prompt
returns. Reference—Clydesdale Bank, Aberdeen. Codes—
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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.

Men Who Sell Things
By WALTER D. MOODY

This "Salesman's Blue Book" gives the up-to-date
methods of solving the problems which confront the
average seller of goods. These practical and stimu-
lating suggestions are based on twenty years' experi-
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Merchants, Employers, Salesmen and all Sellers of
Goods, for it will show them HOW TO INCREASE
BUSINESS. The three maxims of this book are
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Efficiency of Your Selling Service"; "How to Encour-
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of Your Men or in Yourself."

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the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the
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and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations.
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Lea's

The Pickle with the
home-made
flavor

Turkey and Lea's Pickles make
the Christmas Dinner com-
plete. Have you secured your
Pickle for your Christmas
trade? Do so before it is too
cold to ship.

Packed by

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO

WESTERN REPRESENTATIVES: Mason & Hickey, Winnipeg; Wilson & McIntosh, Vancouver

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10 North John St.
Try us with a ship-
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lucce, gives personal
guarantees prompt
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as well as
you handle

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Baskets
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our basket
satisfaction
the goods.
attention.

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Things

the up-to-date
which confront the
actical and stimu-
ty years' experi-
Manufacturers,
and all Sellers of
TO INCREASE
this book are
v to Increase the
'How to Encour-
ship on the Part

iall \$1.10.

OOKS
st, Toronto

Profit, Popularity, Permanent Success

These are the invariable results of selling only the most satisfactory goods. You know very well that customers soon begin to fall away when the quality of your goods begins to deteriorate. High quality is undoubtedly the main factor in permanently big success. In your canned fruit and vegetable department it will pay you to specialize on

Old Homestead Brand

because Old Homestead goods are uniformly high in quality. We would not iterate and reiterate this statement if we were unable to show proof.

Every Can is a Confirmation

of our quality claims. We entered the canned goods business to STAY; and we know that high quality alone can retain our prestige.

ASK YOUR JOBBER FOR OLD HOMESTEAD

The Old Homestead Canning Co.

Picton

Ontario



Black
or
Green



The character of this Brand has an International Reputation.

Its success has never been equalled in the history of the tea trade.

It leaves every dealer a good "Protected Profit," and sells everlastingly.

Experiments with Bulk teas and other Brands can only prove an unsatisfactory and profitless occupation, for the reason that the quality of "SALADA" has given it a Leadership which none can follow.

The foregoing is not simply an Advertisement, but a Plain Statement of "Facts"



Can we send you an assorted sample case? We will be glad to do so. Yes, and guarantee the sale, too.

Address "SALADA" Toronto, Montreal, New York.

As Pure as Windsor Salt

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

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

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

**Windsor
Salt**

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

Canadian-made Licorice

Y. & S. Brand

All Druggists



MANUFACTURED
by
NATIONAL LICORICE CO.
MONTREAL

ACME PELLETS

M. & R. WAFERS

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

Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

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H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

(IN TINS)

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

GOLDEN SLING SYRUP

(IN TINS)

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

"THE BEST THERE IS"

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Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia

To Every Grocer

A
FREE
Sample
of

Marsala Wine

Just to show you personally that this famous wine has no equal as an ideal after-dinner beverage — something which your customers will appreciate.

If you order to-day note that the price is

\$7 a case and up

Museo Commerciale Italiano

43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

STOCK THE BEST.

"KIT"

COFFEE

An up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

"K C" Sauce

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, fowl or fowl.

WORCESTER SAUCE

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

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“**O.K.**”

REGISTERED.

England's Foremost Fruit Sauce

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

Muscatels, from Malaga.	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Ginger, from Jamaica
Red Peppers, from Zanzibar	Capsicums, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Carrots, from Italy
Shallots, from Channel Islands	Soy, from India
Virgin Malt Vinegar	Lemons, from Messina

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Gesye Mason & Co. Ltd.

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Medals and Diplomas:

London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nisse, 1903.

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

GEO. MASON & CO., LTD.,

74 Yonge Street Arcade, Toronto.

LONDON, Eng.

Telephone, Main 6255

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

THE CANADIAN GROCER

RAISINS

Valencia

Malaga

Sultana

California Seeded

BEST DESCRIPTIONS

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

QUAKER SALMON

needs no boost-talk

Its quality is its best booster

TRADE MARK

FLATS
\$2.15



TALLS
\$2.00

SONS

ESTABLISHED 1834.

Then, these prices look good to the average grocer

Now is the time to order

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET,

MONTREAL



ST. CHARLES CREAM

UNSWEETENED—STERILIZED

THE PUREST AND BEST

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

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

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

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA



JAPAN TEAS

Jobbers can always depend on getting best value from

S. T. NISHIMURA & CO.,

MONTREAL

THE CANADIAN GROCER

E. D. S. Brand Jams and Jellies



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

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

Figs and Dates

All grades of above—New Goods are now in stock.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

The King of All Toffees

IS

Mackintosh's Toffee

To have on sale this famous and delicious Toffee is to prove to your customers that you want to give them the best. It is world famous—made so only through

QUALITY

William H. Dunn

Sole Agent

27 Front St. East
TORONTO

396 St. Paul St.
MONTREAL

Fruit Jars

Jar Rings

Butter Tubs

Butter Paper

Brooms, Brushes

Baskets

Walter Woods & Co.

Hamilton and Winnipeg

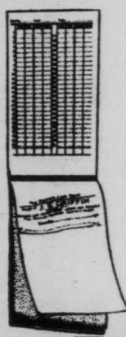
The Question is

Can you afford to carry on business without a

"Duplex" Counter Check Book

Most progressive grocers have decided that they can't. We would like to hear from you.

Many grocers have felt the need for a check book that had a white paper and a colored paper—one for originals, the other for duplicates.



THE CARTER-CRUME COMPANY, LIMITED
TORONTO and MONTREAL

We Distribute Cars

Ship your goods in car lots in our care, Mr. Manufacturer, and we will distribute them among your customers. We have a large warehouse with excellent track facilities and we make a specialty of this class of work.

Correspondence invited

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Manufacturers' Agents and Brokers

Open to handle one or two more lines of groceries or fruit

ESTABLISHED 1840

Handle Our

"PANSY BROOM"



and you will see your trade
in high grade brooms
increase beyond anything
you have ever experienced.



Order direct from the makers

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

Perfect Vinegar



Requires no persuasive salesmanship.
It is by far the easiest to handle and
the most satisfactory to sell.

Being of delicious flavor, full and
rich, it is used more often and
more liberally at the table than the
inferior grades, and is naturally in
more constant demand.

White, Cottell & Co's Vinegar

is perfection, of guaranteed strength, rich in aroma and flavor. Keeps well
and always gives satisfaction.

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Kenneth H. Munro, Coristine Bldg., Montreal.
Geo. Stanway & Co., Toronto.
Royal Stores, St. John's, Nfld.
W. A. Simonds, St. John, N.B.

White, Cottell & Co.,
Camberwell, S.E., LONDON, ENG.

THE CANADIAN GROCER

Three Perfect Lines

These goods will appeal to you because of their undoubted high quality, the quick sales they mean, and the good profits they insure.

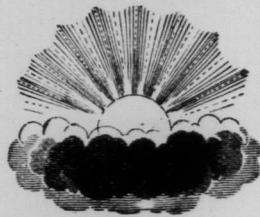
No. 1 Prince of Wales Extract	} These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.
No. 2 Club Extract	
No. 3 Fleur de Lis Extract	

Our CLUB JELLY POWDERS (with Club Cream in same packet) are popular sellers. Every progressive grocer carries them.

S. H. EWING & SONS 98 King St. Montreal

"Salad, Edible and Cooking Oils"

WINTER PRESSED



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

WRITE US TO-DAY

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated

Cotton Seed Oils

55 ST. PAUL ST.,

MONTREAL

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER

AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE

Norton Manufacturing Co.

HAMILTON



Highest in Strength and Purity

SHIRRIFF'S FLAVORING EXTRACTS

IMPERIAL EXTRACT CO.

18-22 CHURCH STREET, TORONTO, CANADA

MONEY-MAKING LINES

AROMA TEA AND AROMA COFFEE

The most satisfactory goods to the consumer.
The most profitable goods to the merchant.
Two good reasons to justify buying these well-known lines.

Our Traveller will tell you about them.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

High Grade Total Adding Cash Register at a price within reach of every storekeeper. This Register, at the price, is creating a real sensation among retail storekeepers.

Enables you to tell immediately after closing time just what the day's business has amounted to. Adds all the sales into one total.



Twenty - seven keys registering from one cent to \$9.99 or from 5 cents to \$9.95.

Write for Illustrated Booklet, price, terms, etc.

Onward Manufacturing Co.

BERLIN,

ONTARIO

Brooke Bond's Packet Teas.

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

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

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

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

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

May we send you samples?

Agents for Western Canada:

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

Wagstaffe's

Mincemeats and Plum Puddings

Mr. Grocer,—These goods can be obtained of all Wholesale Grocers and we trust that you will not fail to stock yourselves with these high-class Goods at an early date.

When ordering ask for WAGSTAFFE'S and you will be sure to get Goods that will please you as well as your Customers.

All our Mincemeat and Plum Puddings are made from the finest ingredients obtainable, and cleanliness is strictly observed in all our Manufacturing.

Trusting that you will favor us by asking for WAGSTAFFE'S GOODS.

Yours truly,

Wagstaffe Limited

Hamilton, Ont.

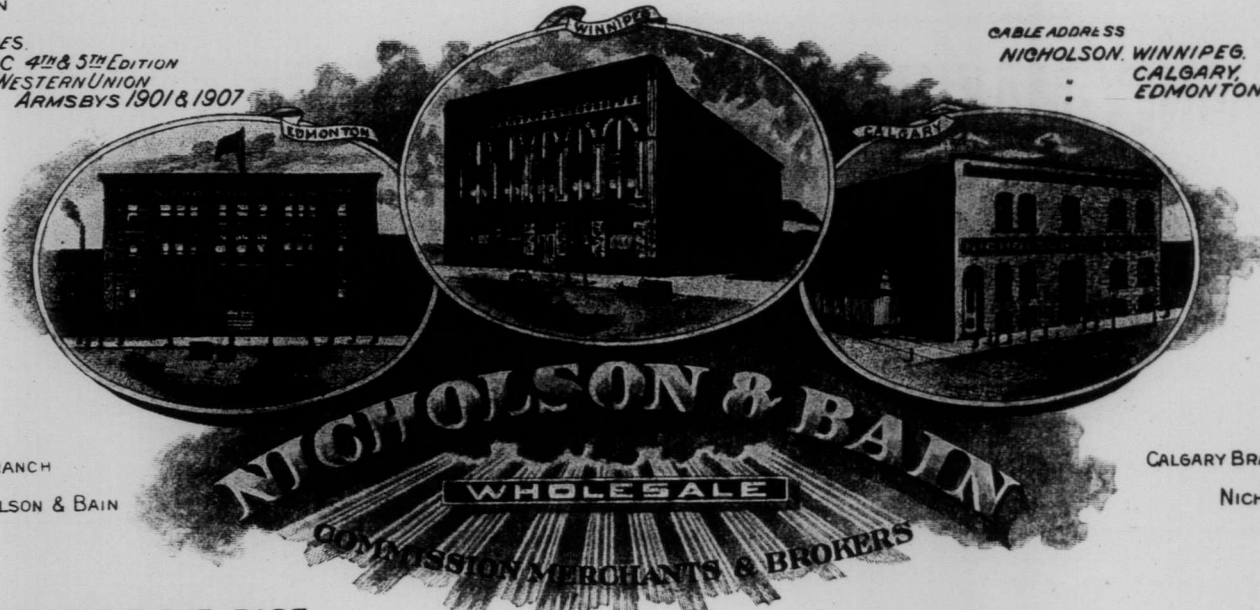
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

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

CABLE ADDRESS
NICHOLSON, WINNIPEG.
CALGARY,
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

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

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

NICHOLSON & BAIN
CALGARY WINNIPEG EDMONTON

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

D H BAIN

WPEB,
BARY,
ONTON

SARY BRANCH

NICHOLSON & BAIN

tohewan

number 92 1/2 c.

rs. No. 2

dollars and

the three

oods in the

IN

monton.

TO THE TRADE:

Do You Know That the

American Consumption
of

CEYLON TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

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

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

**INCREASE OF ABOUT
A MILLION POUNDS.**

To Select From The Finest and Most Complete Stock of
DRIED FRUITS and NUTS,
CANNED GOODS and TEAS

We offer to the trade the choicest lines of Dried Fruits and Nuts, Canned Fruits, Vegetables and Fish, on the market—all goods of quality—at prices well worth considering.

Just take a look at the following list from which you can select the goods you require. We will be pleased to fill your order promptly and to your entire satisfaction.

**Dried Fruits, Valencia Raisins,
Sultana Raisins, Currants, Malaga Table Raisins.
Prunes, Figs, Dates, Nuts, Evaporated Fruits.**

**CANNED
GOODS**
CANADIAN AND
IMPORTED

We have now on hand a most complete stock of Canadian Canned Goods, comprising all brands, varieties and grades of Canned Fruits, Vegetables and Fish.

Our stock of "Soleil Brand" imported canned fruits and vegetables is now complete, and we invite the trade to order now as these goods are getting more popular every year and the demand this season is likely to be very large.

**BUY YOUR
TEAS
NOW**

Now is the right time to buy your teas, while the stock is at its best. The new crop is all in—it is a fine assortment, amply sufficient to meet all requirements of the trade as regards quality, variety and price.

We offer for your selection choice lines in Japan, Gun Powder, Young Hyson, Green Ceylon, Black Ceylon, Pekoe, Soochong, Formosa, Oolong, English Breakfast Congou, etc., etc.

As usual, we especially recommend to the trade "Princess" and "Victoria" brands of Black and Japan Teas. These brands have an established reputation and are sold at prices well worth looking into. We pay freight on all lots of teas, assorted or not of 200 lbs. or over.

**ROQUEFORT
CHEESE**

We have just received our importation of ROQUEFORT CHEESE, which is of superior quality and bound to satisfy the most exacting epicures.

**WINTER
SHIPMENTS**

Do not forget that Winter Tariffs will soon be in order on all perishable goods such as Champagnes, Wines, Beers, Porters, Mineral and Aerated Waters, Pickles, Vinegars and Patent Medicines. Order now and save extra cost of shipment.

For further information, quotations, etc., write, telephone or wire at our expense.

Laporte, Martin & Co., Ltd.
Wholesale Grocers and Wine Merchants
MONTREAL

Tartan

BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.

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

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

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

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

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

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

ONLY THE VERY BEST IS USED

in the production of Farmer Brand Canned Goods and Vegetables. We have the pick of 3,000 acres of the very finest fruits and vegetables from the celebrated garden section of Prince Edward County, Ontario. Our packing equipment is highly sanitary, right up-to-date and our employees skilled, cleanly people. These are the chief reasons why

FARMER BRAND
Canned Fruits and Vegetables

have always upheld their name for quality. If you want a line of canned goods that is in constant demand by careful customers you will stock with Farmer Brand. There is a lot of goodness in every can of Farmer Brand, and there is a bigger profit for you in the increased trade that satisfaction brings. Order a trial shipment to-day.

FARMERS' CANNING CO., Limited

BLOOMFIELD, - - - - ONTARIO



The Most Powerful of All Selling Arguments of
BORDEN'S BRANDS

OF

Condensed Milk and Evaporated Cream

are their absolute purity, cleanliness in preparation, healthfulness and reliable uniformity. The new Canadian factory at Tillsburg is the most perfect in the world. Remember to buy Borden's "Eagle Brand" Condensed Milk and "Peerless Brand" Evaporated Cream. Every jobber sells them.



WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

Unsweetened

**Convenient
Economical
Profitable**

Three good and sufficient reasons why 2 in 1 Shoe Polish is the choice of careful buyers. The unvarying satisfaction which it gives ensures constant demand.

**2 in 1
SHOE POLISH**



Convenient—because it is quickly and easily applied.

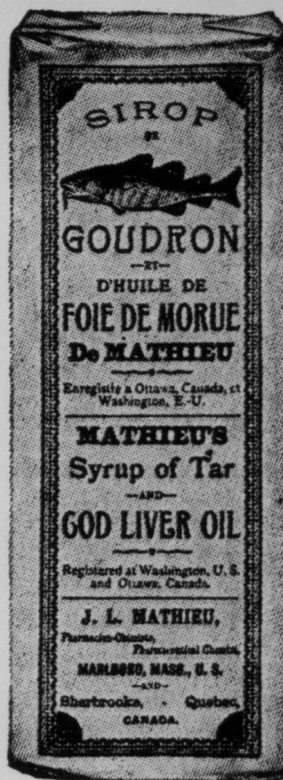
Economical—because very little need be used to secure a brilliant, lasting polish.

Profitable—because the genuine satisfaction which it gives brings customers back for more.

The F. F. Dalley Co., Ltd.

Hamilton, Canada

Buffalo, N.Y., U.S.A.



**WHY YOU SHOULD SELL
MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil

Reason No. 3

It is not a secret fake medicine

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

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

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

Just look over your stock and send us your order.

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

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

GET AFTER IT HARD

The trade of grocers in Ottawa and vicinity is well worth cultivating. Put in a stock here. It is the only way to properly take care of this district.

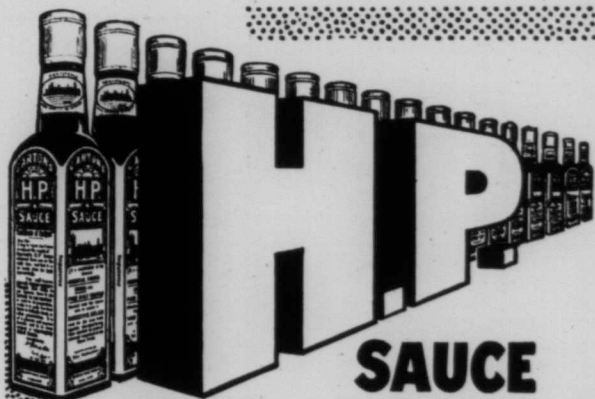
WE WILL CARRY YOUR GOODS AT REASONABLE RATES. All Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.

J. R. Routh, Manager

52 Nicholas St., OTTAWA



The Real Live Selling Line

is what you want. H.P. Sauce is what you are looking for. It has all the necessary qualifications for a leading line. It is extensively advertised, and sells freely. Customers are delighted with it. It is the Sauce of the 20th Century. Write our agents for samples and prices. Try it on your own table and you will see why it has caught on.

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

MIDLAND VINEGAR CO., LTD., BIRMINGHAM AND LONDON, ENG.



If your customer wants the best give him

STERLING BRAND PICKLES

If you do this you will never have any complaints and the demand for Sterling Brand goods will steadily increase.

—Ask your jobber or order direct.—

THE T. A. LYTLE CO. LTD.
Sterling Road, Toronto, Canada
PHONE PARK 376

SUGAR

When next purchasing supplies of Granulated Sugar ask for

Redpath

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

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

The
Canada Sugar Refining Co.,
Limited
MONTREAL

HOW TO FREE
HIGH HALLS
OF DUST-WEBS



THE Ideal Duster

Solves the Polished-Floor Proposition

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

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

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

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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

W. H. ESCOTT,
Winnipeg

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

ISN'T IT TRUE

that when you sell a customer a package of Red Rose Tea no explanations are needed?

YOU KNOW THE QUALITY IS RIGHT and you know that your customer knows she is buying "good tea." No guarantee to take it back, no extra persuasion or inducement of any kind is needed.

Red Rose Tea is easy to sell and never gives you trouble.

Is it any wonder it is popular with the merchant and his clerks as well as others who drink it?

Business is good. Don't let your stock run too low.

Branches:

3 Wellington St. East, TORONTO
315 William Ave., WINNIPEG

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



Imperial Evaporated Cream

IT STANDS TO REASON

That an evaporated cream which is put up in the finest dairying district in Canada, by experts, in a modern factory, should be the richest and most satisfactory in the market.

IMPERIAL BRAND Evaporated Cream is put up under these conditions.

Are YOU handling it?

The Canadian Condensing Co.

CHESTERVILLE, ONT.

GENERAL SALES AGENTS —S. H. Ewing & Sons,
MONTREAL

WE WANT YOUR ORDERS
FOR

"Balmoral" Scotch Marmalade

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

We ask no favors. "Balmoral" sells on its merit.

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

Ask
Your
Jobber
for



**DIAMOND
BRAND
MAPLE
SYRUP**

NO GROCERY STOCK COMPLETE WITHOUT THIS RECOGNIZED
STANDARD-BRAND

Sugars and Cannery, Ltd.
Montreal

A Leading British line well-known and
largely advertised



THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

AGENT FOR MONTREAL:

J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:

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

Write Our Agents for Prices, Etc.

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

SAMPLE CASES NOW READY FOR DELIVERY

Australian Storekeepers

handle

"OXOL"
FOR CATTLE

in immense quantities.

Canadian Storekeepers

will shortly do the same.



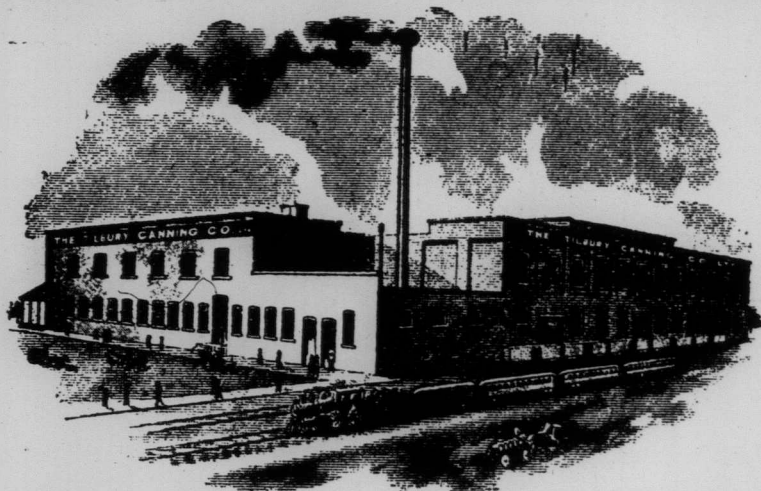
"OXOL" FOR CATTLE

No. 1, "Oxol" Pulverised Doses; No. 2, "Oxol" Drench for Calves; No. 3, "Oxol" Horse Balls;
No. 4, "Oxol" Salve; No. 5, "Oxol" EasyMilking Pomadlum; No. 6, "Oxol" Swine Powders.

These six very scientific preparations are compounds of the purest and highest quality. They **Feed, Fatten and Cure** Horses, Cattle, Sheep and Swine. **One Agent Only** will be established in each district, and will be advertised as Sole Superintendent of our trade in his particular territory. Applications for district agencies are invited to be sent in at once to

S. K. & T.C. WINDSOR, 253 St. Paul and 2 St. Vincent Sts., MONTREAL

and in England, Australia and New Zealand.



“Tilbury Brand” Canned Goods

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

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

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

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

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

The Wise Grocer

is placing his order for 1908 pack and buying

“PEERLESS” Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL
JOBBER

1/2-lb. tins—3 doz. in case

General Stores

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

Hardware and Metal

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

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG

X

*Begin the day well with
Kidway's Tea
Largest sale of High Grade Tea
in the World!
why?*

CANADIAN OFFICE. VANCOUVER, B.C.

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



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR. for mankind, \$1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Gout, Wens, Strains, Bruises, stops Pain and inflammation

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



REFRIGERATORS
FOR BUTCHERS AND GROCERS
EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



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

NO DEAD STOCK

EVERY CAN GUARANTEED

Aylmer Condensed Milk Co., Limited : Aylmer, Ontario



**Our Majorities are Increasing
on our Winners !**



My Beautiful Package :
In ¼, ½, 1 and 5-lb. Tins

**White Dove
Cocoanut**

and

**White Dove
Almond Paste**

the Grocer's Profit-bringers

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

MANUFACTURED BY



A Practical Package.

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

W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL

**CHASE
&
SANBORN'S
HIGH
GRADE COFFEES**
*Liked by every
thoughtful
housekeeper*

Chase & Sanborn, - Montreal

ESTABLISHED OVER 200 YEARS

CHAMPION'S

**IS THE BEST
VINEGAR**

MADE FROM FINEST MALT

LONDON, ENGLAND

Commands a Preference Over All Others.

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



“WHITE SWAN GOODS

ARE GOOD GOODS”

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

THE ROBERT GREIG CO. LIMITED

WHITE SWAN MILLS - TORONTO

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

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

No money required. We furnish capital.

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

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

Allredie Plum Pudding

- ☞ Here you are, Mr. Grocer! Just what you have been looking for. Something the housewife wants—a quick dessert, yet satisfying.
- ☞ Seasonable all the year round. This is the time to push it particularly.
- ☞ It's just what the name implies.
- ☞ Sold in attractive packages, 3 dozen to the case.

\$4^{.25} a case

- ☞ You sell it at a popular price. Good profit. Everybody buys it.
- ☞ One package makes sufficient for six persons.

Order for Xmas Trade To-day

Allredie Pure Food Co.

of Canada, Limited

Bridgewater - Nova Scotia

A. H. Brittain & Co., Montreal Agents

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Ceyl
Uha
Uha
Cho
Ular
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Cote
Cov
Ox.

Dall
Dav



More Snaps

Special Absolutely Pure Ginger 10 lb. boxes 10c. Powdered Enameline 37½c per doz. a big profit maker as a 5c. line. Good Wrapping Twine 4 oz. or 8 oz. Balls 12½c. per lb. 1907 Malagas just out of cold storage,—sound and free from grubs.

1	Crown Boxes	\$2.00
1	" ¼ Boxes	50
1	" 1 lb. Cartons	12
2	" Boxes	2.50
2	" ¼ Boxes	60
3	" Boxes	2.75

1907 Figs, just out of cold storage, sweet, sound and free from grubs.

2½	inch 10 pound boxes	7c
2¼	" 10 " "	6¾c
2	" 12 oz. Glove Boxes, each	4¾c

James Turner & Co., Limited

Hamilton, Ontario

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The Grocers of Western Ontario

Story of a Trip Through the Trade Told by a Canadian Grocer Representative—Brantford Merchants in Enviably Position With a Strong Association and Favorable Local Features—The Prominent Retailers of the City and the Wholesale and Manufacturing Features.

With a view to seeing business conditions as they actually exist in various sections of Ontario and to note the revival in trade now looming large on the country's horizon, a representative of The Grocer is now visiting some of the larger towns in the western part of the province and conferring with grocers and those immediately connected with the grocery trade to obtain the news and views of these men on various matters affecting their business relations, and generally the economic conditions prevailing in the different sections of the country. Another matter for his consideration and an important one, is that by this means he may get closer to the heart and mind of the grocer of the country—to think his thoughts, to speak his words, and to help work out the problems that beset his path and perplex him in the daily round of his duties. That the trip will be a pleasurable, as well as an educative one, is already assured by the friendliness and heartiness with which he has been received by the grocers in the various centres already visited. That it may be a profitable one to the readers of The Grocer is a wish that is devoutly hoped for.

A Visit to Brantford.

The first place visited was the city of Brantford. One of the busiest manufacturing centres of Canada and a city which ranks next after Montreal and Toronto in the export of manufactured goods. Busy, bustling Brantford sends her wares to almost every known country of the world. Last year the output of her factories was valued at close on \$12,000,000 and over \$2,000,000 was paid in wages to 6,000 workmen.

Brantford is essentially a city of workmen, most of whom own their own homes. The population to-day is nearly 21,000, and close on 50 large manufacturing plants are located inside its gates, making nearly every imaginable necessity. Iron works and machinery concerns predominate, but other lines of industry have a large place.

In the cognomens given to the various cities of the country Brantford is known as the "Telephone City" for the very good reason that it was there that Prof. Graham Bell first put his invention into operation. It is well to remember also that the automatic telephone machine was invented in Brantford. No wonder, then, that almost every house and business place has telephonic connection with the surrounding neighborhood. Nor is that all, the city is supplied with electricity for lighting and natural gas for heating purposes, and

some of the manufacturing establishments use the water power of the Grand River. First-class water and sewage systems, too, are installed; there is also a street railway system, and the conveniences of an up-to-date city are found on all sides.

The granting of a bonus of \$57,000 to the Grand Trunk Railway has resulted in Brantford being placed on the main line of that system, thus giving greatly improved facilities for getting in touch with the outside world, for handling freight and for building up the business of the city. In addition there is the Toronto, Hamilton & Buffalo line, giving connection with the Canadian Pacific and Michigan Central Railways, and an excellent system of radial lines—one of the best, if not the best, in the whole Dominion—giving frequent service to Hamilton and bringing closer together the prosperous towns of the Grand River Valley—Paris, Galt, Preston, Hespeler, Berlin and in the not distant future, Guelph. Of all the varied sections of Canada probably none can compare with this Grand River Valley. Scenically, it is a continuous unfolding of beautiful pictures; agriculturally, it is in the front rank; and industrially, it is beyond compare, many iron and woolen industries being located in its lap.

Founded in 1830, when the Indians surrendered the land to the Crown, the present city of Brantford occupies the site of the Six Nation Indian Reserve at Brant's Ford, across the Grand River, and is named after the celebrated Mohawk chief, Joseph Brant. The whites settled on the land as early as 1824, though the first house had been built by John Stalts in 1805. The first public work which gave the new settlement a boost was the construction of the Grand River Navigation Canal, and later the building of the Buffalo & Lake Huron Railway helped on the progress of the village. In 1847 Brant's Ford was incorporated a town, and thirty years later was created a city. A present Brantford possesses two daily newspapers, 28 churches, a collegiate institute and eight schools, some of these buildings being particularly fine specimens of architecture. Numerous and well-maintained public institutions are to be seen on every hand and besides the County Court House, the John H. Stratford Hospital, Public Library and Armouries—all splendid structures—there are the Ontario Institute for the Blind, situated in a beautiful park, and the Mohawk Institution for the education of Indian boys and girls. The country

round about is good agricultural land, though a little sandy in places. Still there is none of the heavy clay seen further south and east nor any of the heavy gravel seen further north. The fall wheat looks fairly but some grumbling was heard from farmers regarding the scarcity of rain. This, no doubt, has had much to do with the putting off of plowing and sowing by some farmers, though they are getting busy now preparing the soil. Butter and eggs, and in fact, all farm products, are commanding high prices and the farmers of Western Ontario generally are to-day in an enviable position, much better off than many merchants and manufacturers.

Business Good Till June.

Speaking with a number of manufacturers and merchants on business conditions The Grocer was surprised to find that not until June was the financial stringency appreciably felt. True, some manufacturing concerns closed for a few days last winter, but until the early summer business was in a normal and healthy condition. Just now most of the industrial concerns are running with reduced staffs on short time, though all entertain a hopeful view of the future. One establishment, the Massey-Harris works, which was closed for six or seven weeks, during the summer, is said to have sufficient work for export ahead to keep busy until the early summer next year, and perhaps will be forced to turn over some orders to the Toronto house. The slowing up of work has, of course, left its effect on business conditions and as to improvement in collections, opinion is divided, some merchants averring that bills are more promptly met, while others say collections are now just as bad as they were in the earlier months of summer. At any rate, things are no worse.

What the Grocers Say.

A class of merchants who are closely in touch with trade conditions—more closely, perhaps, than any other section of the community—is the grocers. They, too, have felt somewhat the tightening of the purse-strings, though when a comparison is made month by month with last year it is found that just now business is not so far behind what it was a year ago, and some months show even an advance.

Some Local Features.

There are features in the grocery trade in Brantford which at once strike the visitor to the city. One of these is the butcher department carried on in connection

with almost every grocery store in the city. That it pays is evidenced after a conversation with the men engaged in business. Some butchers, though, who tried to add groceries were converted from their former occupation to grocers with a meat department added. This has brought about a family relation between butchers and grocers, and the best of good feeling prevails, so much so that the two trades have combined forces in the Brantford Grocers' and Butchers' Association, an excellent organization which has done and is doing, good work on educative lines and also bringing together for mutual protection and profit the grocers and butchers of the city.

A Strong Association.

If one were asked as to its success it is only necessary to say that out of about 70 merchants engaged in these two branches of trade 60 are members of the Association and they are among the foremost merchants and citizens of the place. The Association was formed some eight years ago and to-day is as active as when first organized. Meetings are held once a month at which subjects of interest to grocers and butchers are discussed; subjects like uniformity of prices, collection of accounts, bad debts, protection of traders, etc. Financially the organization is very strong, the revenues being much in excess of disbursements. This is due principally to the success of the annual excursions. Every year about Christmas time sums of \$50 are voted to the hospital and various charitable organizations, and yet with it all there is a small balance left with which to begin the new year. At the annual meeting stated amounts are voted to the secretary and treasurer to recoup them in part for the time devoted to the interests of the association. The officers are strong and aggressive workers, not long on talks, perhaps, but certainly long on work. The president is A. Coulbeck, a north-end grocer; Fred Corey is vice-president; the treasurer is A. L. Vanstone, a hard-thinking grocer on Market Square; and the secretary is G. Norman Willits. There is an executive committee composed of the before-mentioned officers and J. Misener, J. Kew and H. Foulds. All of these merchants served in the same offices last year, and so well pleased were the members that without opposition they were chosen unanimously for a second term. The work accomplished by the association since its organization is notable. The merchants work well together, there is a better feeling abroad, there is a minimum of bad debts and there is no price-cutting. This does not mean that the consumer pays a higher price. The prices paid for groceries by the Brantford consumer are as low and in some cases lower than in other sections of Ontario. There is more work for the Association to do however, and one of the matters to engage the attention of the Association this year is to overcome the present method of selling cheese by farm-

ers on the market. Just now farmers come to town, buy some cheese from a wholesaler or jobber and cut it up and sell it on the market in competition with local grocers. It is not that they sell cheaper than the grocers—the grocers more than meet the market prices—but the local merchants complain that as the grocers pay rent, taxes and help keep up the market, the farmers should not enjoy these privileges gratis. Certainly it does not look fair for the grocer to pay his own and the market expenses and then have the farmer come in and profit by a transaction made from goods not his own. Another matter to be dealt with affects the butchers and is with reference to farmers engaging in the retailing of meat on the market. Both matters have been referred to a solicitor for an opinion and on this opinion depends what action the Association will take.

System of Order-taking Prevails.

Another feature of the grocery trade which is very noticeable is the method of shopping very much in vogue. Instead of buyers coming to the store, the store (or its representative, rather) is sent to the customers. Of course a certain percentage of telephone orders are received, but the proportion is small, and it is necessary that a clerk be employed to cover his customers every morning. This custom prevails more or less strongly all over Western Ontario, and it is a rather expensive custom. One dealer said he estimated it cost him \$900 a year. He paid a clerk \$9 a week to do the work, and found it necessary as well to keep an extra horse and rig.

Nearly every grocer and butcher in Brantford has a red or buff-colored delivery wagon. They all look alike, except for the name on the side of the cover. Another feature noted was the absence of outside display and the free appearance of the sidewalks and streets in front of the stores.

Some Attractive Stores.

The interiors of the stores are thoroughly up-to-date and the equipment is of the latest style—computing scales, cheese cutters, paper rollers, string holders, bag racks, and cash and account registers. Most of the merchants use the front of the store for display and a back section is screened off where the stocks are kept. The interior displays are well carried out, but much more could be done in the way of window dressing. Still it was remarked on more than one occasion that a decided improvement is noted in this regard in Brantford of late.

A Long-Term Window.

This brings to mind an incident which was told The Grocer. A certain Brantford grocer whom we will call Mr. Jones, because that is not his name, sixteen years ago had his window dressed by his son a day or two before the latter left for the United States. So pleased was the merchant with the display that

for fourteen years he allowed the window to remain without changing. Therein is a moral for him who runs. No doubt Brantford grocers will soon be in the front rank with window displays, judging by the way they are coming forward in other respects.

There was one simple, yet attractive window shown by G. S. Winter, Son & Co., Colborne Street, which attracted The Grocer's attention. It was a display of fruits and spices for the Christmas plum pudding and for the Christmas dinner table. In the centre was a carton of layer figs set in a frame of assorted shelled nuts, while at the corners were bunches of table raisins. Around in various groups were dates, currants, figs, raisins and cranberries, and the background was built up of glasses, fancy tins and packages of spices and seasoning articles. It was the first display of these goods seen this season, and it speaks well for Mr. Winter's enterprise when he can display a line of goods that other grocers are but placing on their order books. Though he had a well-stocked store, Mr. Winter said he had just that day placed an \$800 order with a traveler for more goods. That does not sound bad, even in Brantford.

Fred Hays, who conducts the "Cash Bargain Grocery" on Dalhousie Street; his brother, George, who has two stores in town; the Forde Co., Jno. T. Wallace, J. Thompson, A. L. Vanstone and J. Hagey ("Bon Marche") are the leading grocers in the centre of the town, Mr. Vanstone conducting a first-class china department in addition to groceries.

Interested in Local Politics.

Jim Burns and Fred Corey are prominent members in the trade, and W. T. Pearce and Sam Suddaby are grocers taking a foremost place in public affairs. Mr. Pearce is a school trustee and Mr. Suddaby is serving a second term as chairman of the Brantford Board of Works. To him more than to anyone else is due the inauguration of the "good roads" movement in Brantford. Dalhousie Street was paved this year and Colborne and Market Streets will be paved next year. When finished these principal streets—Dalhousie, Market and Colborne will compare with the best streets in any of our Canadian cities. Chas. B. Heyd is another prominent figure. He was until lately a representative of his city in the House of Commons.

Hon. William Paterson, the veteran biscuit manufacturer, is a resident of Brantford, and at the recent elections was returned to Ottawa. At present the Minister of Customs is the dean of the House. It will thus be seen that the grocers of Brantford hold quite a large place in the public eye and that they hold prominent offices in city, county and country.

Huffman & Craig are new grocers in Eagle Place, and with J. Cunningham, Chas. H. Lewis, M. Jno. Kew, John Peachey, Chas. W. Grantham, J. C.

Struthers & Co. and Fred Corey, help to look after the temporal wants of the residents of the south and east ends. Misener Bros., too, in the east end, are again building up a good business. In fact, all the grocers in the newer sections of the city are establishing stores that appear to be flourishing. In the west there are Sam Suddaby, R. J. Welsh, Jno. M. Hyde and James Mathers. In the north, up Terrace Hill way, Rich. Gowman is a butcher who has added groceries to his stock and who, with Jas. M. Lamb, McCann Bros., and Wm. C. Edwards, is seeing that his neighborhood is supplied with the best of what is going in the grocery line.

A Confectionery and Ice Cream Department.

At least one Brantford grocer has struck out on independent lines. That grocer is Alf. Patterson, and he has a confectionery department added to his business. In summer he throws open an ice cream parlor in which he does a thriving trade. Some Saturdays as many as eight persons are required to wait on the customers alone, and Mr. Patterson has sold in one day as high as 60 gallons of ice cream. How he made the people in the neighborhood acquainted with his business is an interesting story. Shortly before last Christmas business was going rather slowly and Mr. Patterson, a candy-maker by trade, decided to add a confectionery department. He bethought himself how best he could bring his wares prominently before the people. He bought an outfit consisting of a doll which revolved on a pivot and placed it in the window with a card attached bearing the legend that on Christmas eve it would be given to the person buying the largest amount of candy between December 1 and Christmas eve, a check being given for every 20 cents worth sold. A number of printed dodgers distributed at the school doors set the ball rolling and Mr. Patterson soon had a great many customers in the store who bought not only candies, but groceries as well. The revolving doll cost him nine dollars, but the result more than justified the success of his plan and added as well some dollars to his bank account. Mr. Patterson's candies became known, especially a high grade of maple cream, and when summer came round it was an easy matter to add an ice cream parlor, which was a paying department from the first. A number of mottoes bearing catchy phrases are placed in prominent places about the store and give the premises a lively appearance.

Mr. Hagey, manager of the Bon Marche, is building up a good business on Colborne Street, and in other parts of the city, especially out in the Brant Avenue district, are a number of bright grocery stores. Among them are Wellington N. Drake, a new addition to the ranks of Brantford grocers; Greensides Bros., Hartley Bros., Elmer Kitchen, Fred J. Matthews, well-posted on gro-

cery news in his vicinity; Ed. Paterson, Philip G. Truss and G. N. Willits, out in Holmdale.

The Manufacturers and Wholesalers.

The manufacturing and wholesale trade is represented by Wm. Paterson & Co., biscuit manufacturers; the Brantford Starch Co., Geo. Foster & Sons, who lately opened a new fireproof wholesale warehouse with up-to-date conveniences; Geo. Watt & Son, tea men and grocers; the Brantford Coffee & Spices Co., Burke Mineral Water Works T. J. Fair & Co., cigar makers; J. S. Hamilton, vinegars and Pelee wines; Howard Bros, and the Ham & Nott Co., manufacturers of grocers' fittings and Ryerson Bros., fruit dealers.

Some Commendable Features.

In general, the grocery trade in Brantford is in good shape and the future is a pleasing prospect. Although there is no civic by-law calling for the closing of the stores early in the evening still nearly all the grocers members of the Grocers' and Butchers' Association close their premises at seven o'clock and a number of them at 6.30. The shop fronts, however, are kept lighted, giving a bright appearance to the streets at night. A word, too, should be said concerning the clerks in the grocery stores. They are a smart, active set of young fellows and many of them have been connected with the trade for at least ten years. In fact, most of the present grocers in Brantford have risen from the ranks and no doubt a number of the clerks of to-day are looking forward to the time when they will be proprietors on their own account. A good understanding exists between principals and clerks, due largely to the fact that the clerks are looking after their stores' business when the premises are closed. It is the intention of the Association to bring closer together the men engaged in trade whether they are merely behind the counter or owners of business houses. There is also a scheme on foot for the establishment of a library of technical books on grocery facts, which will no doubt not only benefit the clerks but be of distinct advantage to all concerned in the trade.

Nothing more need be said regarding the situation in Brantford. The monetary conditions might be improved, but there is a feeling of general satisfaction abroad and on all sides a hopeful and optimistic feeling prevails.

A NEW BULLETIN.

White & Co., the wholesale fruit dealers, of Toronto and Hamilton, showed a new stroke of enterprise this week by issuing their weekly price list and bulletin in a new form. White & Co. believe thoroughly in the liberal use of printers' ink and, in order to assist their customers as much as possible, they will every week present on the bulletin a suggestive advertisement. This, merchants are advised to use in

connection with local advertising. White & Co. state that they are convinced that each dealer should keep his business in evidence either in the newspaper or by hand bills and they will be pleased to co-operate with the trade in any way possible for the capture and development of new business on page four of this week's bulletin is a sample local advertisement, worded in a catchy manner and containing some good straight publicity talk for the retailer.

AMERICAN TOBACCO COMBINE GUILTY.

United States Courts Say Company is Operating in Violation of Anti-Trust Law.

New York, Nov. 11.—The contention of the United States Government that the American Tobacco Company is operating in violation of the Sherman anti-trust law was sustained last week in decisions handed down by Judges Lacombe, Coxe and Noyes in the United States Circuit Court here. Judge Ward handed down a dissenting opinion. In the suit the Government asked for an injunction dissolving the combination of the American Tobacco Co. and its 60 subsidiary companies on the ground that it was illegal in that it operated in restraint of trade and commerce. The Government also asked the U.S. Circuit Court to appoint a receiver to wind up the affairs of the allied corporations.

While finding that there was an illegal combination as charged, Judges Lacombe, Coxe and Noyes in their opinion said that injunctions should issue against all the defendants except two. The injunctions are, however, stayed pending an appeal to the United States Supreme Court.

The petition asking for the appointment of a receiver to take charge of the companies included in the combine was refused as being "impracticable and wholly unnecessary."

The Imperial Tobacco Company and the British American Tobacco Company, English corporations, were included in the Government's suit, but the complaints against these companies were dismissed.

ONTARIO FRUIT FOR ENGLISH EXHIBITIONS.

The Agricultural Department of Ontario last week forwarded a car of the Province's finest fruit, consisting chiefly of apples to England where exhibits will be made at the Royal Horticultural Society's Exhibition at London, November 26 to 30 and in Exeter, Bristol and other towns. The Exhibit will remain about a week in each town. T. B. Rivett and P. P. Farmer of the Agricultural Department will be in charge of the exhibits.

The Bakogeorge Bros., natives of Greece, will open a large confectionery store in Lindsay.

"DOES IT PAY?"

A Discussion of the Relations of the Three Branches of the Grocery Trade—
A Question Which is Now Coming Into Prominence in the
United States and Canada.

The following paragraphs from a recent issue of the New York Journal of Commerce are interesting as bearing on the question of the ultimate trend of the grocery trade both in the United States and Canada, particularly since recent events are bringing the question into prominence.—Editor.

The legitimacy of certain relations of the three branches of the grocery trade, one with the other, is furnishing a topic so welcome to the commercial press that it is grasping the topic with a fervor that is really delightful, although it perhaps does not lie within the power of the journalist to do much toward bringing about a change. The solution of the problems now agitating the grocery trade will, however, be facilitated by regarding them from the Does It Pay? standpoint.

The truth of the above, from an exchange, is to be judged in the light of interpretation. Of course it is not within the power of a journalist nor anyone else to make "the other fellow" do what he doesn't want to, but there is no more powerful influence at work in the grocery trade to-day than the trade press. Of course the trade press cannot convince the merchant that it knows more about his own business than he does himself, but if it be a consistent and honest publication it can serve a very useful end by agitating certain questions and acting as the medium of exchange of trade thought. Because of certain agitations led by the trade press of late there are unmistakable signs that the trade itself is waking up to the fact that there is need for reform.

The "does it pay?" test is wise only when it is accompanied by a long-distance discernment. A thing may pay immediately, whereas its ultimate effect is distinctly demoralizing. There is striking evidence that many practices which have heretofore been supposed to "pay" are now being suspected of having really wrought more damage than they have good. The retail grocers of Nashville have been debating the question, "Does Price-Cutting Pay?" The very fact that the question was raised at all, and especially the result that the meeting overwhelmingly voted that it did not pay are encouraging signs of good horse sense.

Price-Cutting Fallacies.

It is the essential principle of business that a merchant shall buy as cheaply as he can and sell at as much as he can. He ought to do both with due regard to the rights of others. Any idiot can give his goods away and fill his store with people to take them. In lesser degree, the man who will sell cheapest, quality being equal, will get the most trade. But is he a good merchant thereby? Rather, doesn't he seal his own ultimate

doom and incidentally drag the rest of the trade down with him. It is a pretty well established fundamental of democracy that individual rights must bow to the public welfare and it is as true in principle in commercial life as civic. The man who depends on price-cutting to crush his fellow tradesmen is neither safe nor wise. Experience is slowly proving to the trade that cheapness is not essentially a virtue.

Another fond practice of the past which is coming under suspicion as a fallacious principle is buying futures and stocking up in quantities. In a way it is the descendant of price-cutting—the child of quantity, price and speculation. The jobber has fondly believed that it was worth his while to cut the price if he could thereby load up his customer with a large order. The retailer who could get a slight concession in price jumped at the chance. But it is slowly percolating through the retailer's mind that perhaps the burden and risk of carrying goods is as dangerous as the saving was desirable. It has been carefully figured out that it costs one per cent. a month to carry groceries of the staple sort, an expense hardly commensurate with the economy of loading up with quantities which would last perhaps a whole year. Prices may decline—recent events have painfully proved it—perishable goods may go bad, insurance charges are expensive, storage room is valuable in cities and money tied up is not as desirable as money drawing interest.

The Jobber as a Reservoir.

Even the slight saving which some retailers have found in buying exchanges and quantity purchases, is being brought under doubt as an economic principle. Many a retail grocer has figured out that, with all the attendant risks, he can better afford to carry light stocks and let the jobber do the worrying than do it himself. Small investments, small profits and purchases for short-time requirements—and these have been the order of things for several months past—have been an influence in the study of the problem. The retailer is more than ever convinced that the jobber is worth what he costs as an ally and sponsor—a source of quick supply—a sort of expansion joint to absorb the violence of market variations. Buying futures is being quite generally discredited as an economic advantage by most retailers.

The manufacturer has also been considering whether some things he has heretofore maintained good do really "pay." One of them is trying to ride two horses at the same time—the retailer and the jobber. The recently formed Specialty Manufacturers' As-

sociation is one evidence of his change of heart. If he can secure a fair reciprocity from the jobbers, he proposes to confine his merchandising to legitimate channels hereafter. "Playing double" did not pay.

Another lesson the manufacturer has learned thanks to the operation of the compelling influence of the pure food law, is that quality of produce is a better guarantee of a reputation and steady trade than cheapness. The average manufacturer wanted to be honest but competition drove him into practices which astounded him, when once he was pulled up on the lariat of the law. He had been cutting prices with his competitor and thereby forcing himself to abandon quality and take refuge in petty dishonesty. The food law decreed that such practices did not pay and, when he was forced into testing it, he found it to be true. To-day he is the pure food law's staunchest supporter.

The influence of association has been a saving one to the grocery trade. Men who, left to themselves and their selfish ends, would follow a rut of habit and never leave it, have been forced by contact with their fellows and by the resultant publicity to study that word "pay" with a different meaning. Profits are not the only things which measure how well or poorly a thing "pays." Reputation and prosperity are also elements in a "paying" business. Reasonable and fair profits, open markets and a fair show, a square deal and a living chance are essentials for successful commercial life. These are the things which association has brought forth. Rapidly the influence is spreading through all the various factors of commerce, and the man who discerns clearly the trend is an optimist.

HEINZ FACTORY AT LEAMINGTON.

By the passing of a municipal by-law at Leamington, Ont., on Friday, November 13, by a vote of 555-18, the establishment of a branch factory of the Heinz Co., of Pittsburg, in that town is assured. The by-law provided for the expenditure of \$10,000 for a six-storey factory, the putting in of a sewer, free water and tax exemption for ten years. This will mean the securing of an important and developing industry for the town.

TRAVELERS NOMINATE OFFICERS

The quarterly meeting of members of the Dominion Commercial Travelers' Mutual Benefit Society was held in the Association Rooms, Montreal, on Saturday afternoon, Nov. 7. The nomination of officers for the ensuing year resulted in the re-election of Ald. James Robinson as treasurer and Reg. W. Graham as secretary.

S. C. Richards, head of the firm of Richards & Brown, grocery commission merchants, Winnipeg, has returned from a short business trip to England. Mr. Richards succeeded in securing several important English agencies.

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UNCLE SAM AND THE TARIFF.

Now that the elections in the United States are over and the Republicans have carried the day, not only in the choice of Mr. Taft as president, but also in securing a substantial majority in the House of Representatives, it is solemnly announced that tariff revision is likely to be a preferred subject in the legislative programme at the national capital.

While some Republican leaders declared during the recent political campaign, from which they have just emerged, that an overhauling of the tariff was urgent, the student of fiscal problems and policies does not seriously believe there will be any radical reduction or extensive alterations in the specific schedules at present in force. The existing high rates of duty are likely to prevail and the only interest Canada has in the outcome is largely that of a spectator or looker-on.

The day has long passed when the Canadian people have followed the practice of gazing in the direction of Wash-

ington for relief or bowing the knee to the tariff makers in that city. Efforts made in that direction some years ago were coldly received, no reciprocal spirit being in evidence, and the Dominion now pursues the even tenor of its way, fully convinced that she can work out her own destiny and master her own future without commercial courtesies or negotiations with the southern republic which, since the days of the McKinley tariff, has evinced no desire to lower customs barriers.

The present tariff of Uncle Sam is on an average about fifty per cent. higher than that of Canada against imports from the republic, while the balance of trade between the two countries is nearly one hundred per cent. in favor of the States. As long as Canada continues to buy in this ratio there is small probability of any reduction in our favor.

For the year ending March, 1907, Canadian exports across the border amounted to \$109,000,000, while we bought from our neighbors no less than \$208,000,000 worth of goods. As long as this big balance of trade exists in favor of the United States there need be no expectation of any incisive re-adjustment of duty, and it, therefore, is a matter of small interest to the Dominion whether there is or not.

Our foreign trade is expanding year by year at an unprecedented rate without support or encouragement from the south. Overtures made in years past were not favorably received and we in no way have to place reliance for our future upon the fiscal attitude of our neighbors where the latest advices would indicate that, while in the proposed programme there may be a nominal revision, there is small danger of the Republicans departing from the extreme protectionist tenets to which they have held so long.

The Ways and Means Committee of the House of Representatives began hearings on the tariff on the 10th inst., and they will end December 4th, and it is understood that a tariff revision bill will be enacted to go into effect at the beginning of the next fiscal year.

Although it is stated that the programme allows more than double the time hitherto given to any tariff measure, the belief exists that any investigation into such an important and far-reaching subject that can be concluded and drafted in about three weeks' time is not likely to be very searching, exhaustive or at all revolutionary in character and leads the impartial to the conviction that the tinkering will be very trifling.

The kind of tariff revision that will be presented, has been styled by a member

of the present administration, as "the veriest sort of makeshift." Mr. Sherman, the newly-elected vice-president, has always been tooth and nail for the most extreme protectionist notions of his party, while Mr. Cannon, who will doubtless be elected speaker, is an out-and-out protectionist, and will use all possible means to prevent extreme action in all fiscal matters.

Mr. Taft, while not an avowed extremist, did not fail, however, in all his campaign speeches to emphasize the relationship between prosperity and high rates of duty, and knowing ones do not expect from him anything in the way of a downward revision.

It is intimated that maximum and minimum duties may be imposed, but the Republican victory, in the view of the verdict at the polls, the political character of the House, and the views expressed so freely by the leaders, evidently means that the forthcoming tariff revision is not likely to result in anything startling or to deviate one jot from the course that the dominant party has adhered to for nearly a score of years.

The outcome is, therefore, creating no stir in Canada, whose dependence on the frown or smile of Uncle Sam in trade matters has long ceased to be regarded as a matter of consequence in the development and expansion of the commerce of Canada.

MAKING THE PAPER HELPFUL.

The first instalment of the story of a trip among the grocers and the trade in Western Ontario by a representative of The Canadian Grocer will be found elsewhere in this issue. This week the article deals with the grocers of Brantford but individual businesses and trade conditions in other towns will be taken up in subsequent issues.

The primary object of the trip of The Grocer's representative is to get in touch with the problems in which the trade is particularly interested so that the paper may be made still more helpful and valuable. While our representative is getting acquainted with the grocers in the different towns he visits he is also studying trade conditions, with a view to bringing away ideas that may be developed for the benefit of our subscribers later on. The Grocer has always carried the confidence of the retailers in Canada. It is the policy of the publishers to make the paper just as helpful as possible to all classes of grocers in Canada.

INTERESTING OPERATIONS IN SUGAR.

Considerable interest has been manifested in the operations of the New York sugar refiners during the past week, and, in consequence of continued price reductions, reports were circulated that the fight which took place about four years ago between the American Sugar Refining Co. and the Arbuckle interests was to be renewed. The reports came from the continued reduction in prices due to the scaling down of the margin between raw and refined sugars during the past few weeks. The normal margin is about 90 cents per hundred pounds. Up till Tuesday the gradual reduction had brought this down to 73 cents, and on Wednesday a cable received by local brokers noted a decline by the Federal interests to \$4.60, which would bring the margin down again to 68 cents per hundred. This movement in the face of stiffening prices in European raws appeared rather significant since the margin stated cannot allow for very much more than the cost of refining, and it is said that the reductions will cut down refiners' profits about two-thirds.

It appears that at the time of the former fight between the American and Arbuckle interests an agreement was made by the late President Havemeyer and Arbuckle Bros., which terminated the trouble and since that time business has been on a pretty steady basis. It was said that this agreement had recently terminated, that Arbuckle Bros. had declined to renew it, and that the reductions ensued as a result. Later information, however, does not bear out the truth of this statement, but bases the cause of the reductions simply on ordinary business competition.

While the course of events will have no direct effect on Canadian sugar markets the matter is being watched with a good deal of interest here.

NO MALAGA GRAPES.

How many grocers there are, and not alone grocers, but some dealers as well, who call those luscious Almeria grapes which are becoming so much in demand of late, Malagas. It is simply a matter of misinformation. There are no real Malaga grapes coming to Canada, though they are grown largely in the province of that name in the south of Spain. The Province of Almeria, where the fruit does come from, lies farther

east on the coast and the two provinces are separated by a range of mountains. How the name Malaga came to be applied to the fruit is evidently due to the fact that the steamship line carrying the goods runs directly from Almeria to the port of Malaga, where the fruit is transhipped before being forwarded to this country.

EVERY GROCER SHOULD BE INTERESTED.

The Christmas window-dressing and advertising competitions which The Grocer carried on just about a year ago were productive of such satisfactory results that it has been thought well to repeat them this year and particulars of both competitions are presented on another page in this issue. These contests are arranged with a view to stimulating interest among The Grocer's subscribers in departments of their business which we believe to be of prime importance and which can be developed to be of great value.

The contests are arranged so that all classes of grocers are given an equal chance and the trouble and expense required in connection therewith are so slight that they should deter no one. These contests are something in which every grocer in Canada ought to be interested and a large number of entries are expected.

VALUE OF TRADE ASSOCIATIONS.

A striking example of the value of trade associations is furnished by the workings of the Brantford Grocers' and Butchers' Association. The organization was founded some eight years ago, so it has passed through its initiation and enthusiastic stage, and that it is stronger to-day than in its early days proves that it is maintaining an active existence.

The association has brought the members of the grocer family closer together and there is a friendly feeling permeating the whole organization. The public is protected too, and as a consequence food products are cheap, good and pure, and compare favorably in these respects with other centres of the province. For their own protection the members of the association have a system to ward off dead-beats. In fact, such improved conditions have been brought about since the inauguration of the association that

a mere recital of them would need a special article. However, a few named here may not be amiss. From an educative standpoint there has been a great improvement in the lay-out of the stores and arrangements of the stock. The windows, too, show a welcome change. The folly of price-cutting has been abated. The stores close early in the evening, thus giving the clerks a little time for recreation. There are other features which commend themselves to various minds, but if for nothing else than the cordial relations which exist among the members of the grocery trade in Brantford the association has more than justified its existence.

There is a matter engaging the attention of the officers just now in relation to the way farmers are breaking the civic by-law in the disposing of cheese on the market. But notwithstanding the amount of work the association is doing for the grocers, the members yet have time to help their confreres, the butchers, in their grievance with the selling of meat on the market, and in lending a helping hand in a social and educative way to the clerks in their employ. The association proposes to give an entertainment in the near future to their clerks and in this way to bring themselves in closer contact with those who are helping to build up their business.

A library of grocery technical books, too, is a suggestion that may be acted on whereby grocer and clerk may improve themselves in the knowledge of the goods they are handling.

Lastly, the association fills a field of public usefulness which is recognized by the civic authorities and citizens generally. Next year Brantford proposes to gather together her sons and daughters in far away points during an "old home week" and the first invitation sent out for help by the citizens' committee was to the Grocers' and Butchers' Association. Of course, they promised assistance and if present indications count for anything the event will be a huge success. In its own quiet way the association has been spending its surpluses by contributing to charitable and philanthropic bodies and thus helping to alleviate the sufferings of some of their less fortunate brothers of the human family. Brantford has an association which other cities might well emulate.

Hearing Resumed in Guild Case

Chief Justice Falconbridge Resumes Held-over Sitting on Wednesday Morning—Secretary of Empire Tobacco Company Tells of That Firm's Relations With the Guild—Shredded Wheat and the Wholesale Trade.

The special sitting of the High Court of Justice, at which the business methods of the Wholesale Grocers' Guild are being investigated, was re-opened on Wednesday, Nov. 11th, at 11 o'clock before Chief Justice Falconbridge.

The resuming of the hearing was dated for Tuesday morning, but owing to the fact that counsel in the case were not altogether prepared, it was held over for another day.

Evidence for the defence, the hearing of which was adjourned from Oct. 23 until Nov. 11, was presented, the first witness to take the stand being Henry S. Burke, Montreal.

Mr. Burke is secretary of the Empire Tobacco Co., Montreal. He said that the company was incorporated in December, 1898, although they had been in business years before.

To E. F. B. Johnston he stated that up to October, 1898, they had sold to the retail trade, but this involved too many accounts and customers and they had decided to go to the wholesalers. There were about 30,000 retailers in Canada handling tobaccos and it took too many travelers to call upon them. Selling only to the wholesale trade enabled them to distribute their goods quickly, and save in handling, freight rates, the matter of bad debts, etc. They had 100 or 500 accounts. With the wholesalers selling to them did not increase the cost of the goods to consumer, wholesalers or any one else.

Save Profits From System.

"How do you manage to pay the wholesaler his profit?" asked Mr. Johnston.

"From a saving in freight rates, administration, office expenses, etc."

"Did you ever refuse to sell goods to any member of the Guild?"

"No."

"Mr. Curtis, of Port Hope, says that he was prevented from buying tobacco from the Empire Tobacco Co. through the Guild. Is that true?"

"No. In 1901 he bought, and 1904 he did not. Curtis has bought no tobacco from us since 1901, although our representative called frequently upon him."

Continuing, Mr. Burke said: "We had an arrangement with the wholesalers regarding terms, which were individual. We did not know whether they were members of the Guild or not. We sent a circular to all persons who signed our selling contract. In the interest of both the wholesale and retail trade, it was necessary to keep to the list prices."

"The Guild had nothing to do with this Curtis cancellation?" asked Mr. Johnston.

"No."

"Was it necessary to sell at list prices?"

"I think so."

"Was any complaint made to your company, either by wholesaler or retailer, or by members of the Guild, with reference to John Curtis, Port Hope?"

"No."

"Was your refusal to sell Zealands, of Hamilton, brought about through any wholesale retailer or member of the Guild?"

"No."

"Why did you not sell them?"

"Because we thought they were a combination of retailers, and we do not sell to co-operative concerns."

"Who fixed your prices?"

"We did."

"Do you know any way of carrying on a business of the size of the Empire Tobacco Co. without selling to the wholesale trade?"

"No; except we had stores of our own. If we had any other system it would greatly increase the details, expense, etc."

No Arrangement With the Guild.

To Mr. Washington, witness said that after 1898 their business was too big to handle with the retail trade, and they had to go to the wholesalers.

"Did they not approach your president first?"

"Not that I am aware of."

"This idea then just dawned on your people without any suggestion from the wholesalers?"

"Yes."

"Was anything said about co-operative institutions?"

"As soon as the traveler called my attention to the Hamilton house, I told him not to take the order."

"Have you any correspondence with the Guild or its officers?"

"We have letters, but do not recognize them."

"What arrangements did you make with the Guild?"

"None whatever."

"Did you ever come to an arrangement not to sell to the retail generally?"

"No, we offered to cut out the retail."

"You confined yourself to wholesalers with some exceptions?"

"Yes, a few old friends and customers. The guild had no right to complain. We used our own judgment entirely. We reserved our right to sell to the retailer where we thought it advisable."

"In case the retailers' orders were sent through wholesalers?"

"Yes."

"The guild called you down," queried Mr. Washington.

"Yes."

"You claim they had no right to do it?"

"Yes."

Mr. Washington read a letter from the Wholesale Grocers of Winnipeg, complaining to the effect that the Empire Tobacco Co. had sold a retailer named Bentley in Lethbridge at wholesale prices, which was regarded as unfair.

Mr. Burke said that all retailers had to agree to certain prices or they would not get the profit.

Mr. Washington—"I have heard those same glittering generalities for years."

Witness was asked how he had discovered that the Hamilton firm was a combination of retailers. He replied that he had learned it from Bradstreet's and from the representative of the Empire Tobacco Co. in Hamilton. He admitted that the guild had the right to complain if the company sold to retailers, but the company reserved the right to use their own judgment in this matter.

A Practical Case.

"Supposing I had \$5,000 cash to buy a carload of tobacco, would you sell to me?" inquired Mr. Washington.

"We might, but it would depend on conditions and our trade in your section, whether you were doing a bona-fide business, etc."

"Would you be afraid to do so on account of your arrangement with the wholesalers?"

"No; but on account of our sense of fairness to the wholesalers."

"Did the wholesalers approach you in November, 1904?"

"I guess they did."

"Did you make any arrangement with them then?"

"No."

"Did you agree to take all orders to the wholesale houses?"

"Yes; with a few exceptions."

Mr. Washington here read the minutes of the Dominion Guild's annual meeting in Montreal in which complaint was made that the Empire Tobacco Co. had not treated the wholesale trade fairly, selling in certain cases to retailers.

Mr. Burke said that when the guild waited upon Mr. Davis, president of the Empire Tobacco Co., the members were informed that they were welcome as customers or dealers, but the company would have no relations with them.

Mr. Washington read a circular sent out by the Guild in 1904, to the effect that the Empire Tobacco Co. had not adhered to the exclusive clauses setting forth the terms and conditions. One clause was that there was to be a rebate of five cents per lb. by the company if the wholesalers handled their goods exclusively.

To Mr. Johnston, witness said before the guild was ever thought of the house sold to wholesalers at a rebate, who in turn sold to the retail trade at list prices.

"If the wholesale trade handle your goods what have you to do?"

"We have to give them a profit."

"If you do not sell through the wholesalers, what then?"

"We would have to sell to about 30,000 people altogether."

In further examination it was brought out that the exclusive clause in the

agreement had been declared legal, after being investigated at Ottawa, by Judge MacTavish, on behalf of the Government.

A Traveler Speaks.

Samuel Meyers, connected with the Empire Tobacco Co., said he took charge of the Eastern Ontario business in March, 1902. He called upon Mr. Curtis, of Port Hope, who said that he could not sell the goods of the Empire Tobacco Co. He told witness that MacDonald's was all the rage in that territory. He ran the Empire goods down.

Mr. Johnston—"You called on him several times?"

"Yes."
"Is there any truth that when he wanted to buy the goods you refused to sell him?"

"No, sir."

Shredded Wheat Company's Experience.

Hector W. McBean, treasurer of the Shredded Wheat Co., said they distributed their products through the wholesale trade because it was cheaper and more comprehensive. His company have nothing to do with the guild. They stipulated that wholesalers should sell to the retailer at a fixed price.

"Who fixes the prices?" asked Mr. Ambrose, for the defence.

"We do."
"You allow a discount to wholesalers?"

"Yes."
"Do you recognize the guild in any way?"

"No; we sell to every legitimate wholesaler."

"Would you consider it proper to sell to a retailer who does some jobbing?" inquired Mr. Ambrose.

"That would altogether depend on circumstances."

"Would that be affected by the guild?"

"No."
"Do you know of any cheaper way of selling goods than through the wholesale trade?"

"I do not," replied the witness.

To Mr. Washington—"It has been largely our policy to deal only with the wholesalers. We were enabled to effect a reduction in price through having a factory established in Canada and by arrangement with the wholesalers and retailers which resulted in a greatly increased market for our goods. There were complaints about price cutting by the retailers and a deputation of them waited upon us, headed by a wholesaler and we came to a satisfactory arrangement."

WEDNESDAY AFTERNOON.

At the resumption of the hearing in the afternoon Robert Henry, of Windsor, formerly of Brantford, was the first witness called. He stated that he was agent for the Clover Leaf and Maple Leaf brands of salmon and represented the Packers' Association of Vancouver. His association had no arrangements with the Grocers' Guild and the latter had nothing to do with the fixing of prices. The association sold only to the wholesale.

Mr. Washington, K.C.—Did the Guild ever say that they would not buy your goods as a wholesale outfit if you did not come to their terms?

"They never did."

To Mr. Johnston, Mr. Henry said that the Packers' Association of Vancouver consulted with their customers as to the fixing of prices, but allowed no dictation.

Fred. R. Porter, of Toronto, assistant freight agent of the G.T.R., gave evidence in reference to the equalization of freight rates on sugar and other commodities.

The Sale of Salt.

Ernest E. Henderson, of the Canadian Salt Company, Windsor, Ont., was the next witness. Examined by Mr. Ambrose, he said that his firm could not distribute their product as cheaply as the wholesalers could. If they undertook to do it themselves they would have to put up well houses in every city and town to distribute to the retail trade. They shipped only in carload lots. If they sold to the retailers they could not collect their accounts only with a great deal of expense; there would be too many collections.

"Do you sell your salt by fixed price?"

"Yes, absolutely."

"Do you sell to the wholesalers at that list price?"

"We give them a commission or discount."

"Do you make any stipulations?"

"Yes, we do that he sells at the fixed price."

"Have you any written agreement with the wholesalers as to that?"

"We send out instructions to that effect, but have no agreement with them."

"Have you any agreement with the Guild?"

"No, not at present and I never knew whether I had."

"Do you confine your sales to the Guild members?"

"No, we sell to every legitimate wholesaler."

"What do you mean by wholesalers?"

"Men who sell to others and not to the consumer."

"If the wholesalers sold to customers you were not expected to sell to them?"

"No."

"Do you know of any cheaper way to dispose of your goods other than through the wholesale?"

"No, I do not. The price to consumers is lessened that way, and there is no other that I know of."

"Did the Guild ever interfere with you in the sale of your salt?"

"No, and no one else."

"Did any one have any business with you in fixing the price or methods with reference to the sale of your salt?"

"No."

"Did you sell to wholesalers who were not members of the Guild?"

"I did."

"Do you consider the wholesalers the best purchasing power by which your goods could be marketed?"

"I do."

Had Heard of Guild.

Cross-examined by Mr. Washington, witness was asked when he first heard of the Guild and replied four or five years ago.

"When did you first make arrangements to sell to the wholesalers?" asked Mr. Washington.

"In 1893."

"How did you dispose of your goods before that?"

"Mostly through brokers."

"From whom did the suggestion come as to selling to the wholesalers?"

"From myself."

"At whose suggestion?"

"From myself to myself."

"Why did you enter into an agreement then?"

"Simply because it was in the form which we had been doing business."

"Were you allowing the same profit?"

"I think so. Some of them had tried to get exceptional arrangements, and we thought it would be a good thing not to be bothered and have all put on the same basis."

"Is there any agreement of any kind between the different salt manufacturers?"

"None."

The Starch Industry.

George F. Benson, President and Managing Director of the Edwardsburg Starch Company, said that his firm had been in the business for fifty years, and he had been identified with the company since 1886. They did not deal through the retailers directly who could be reached by no other way as effectively as through the wholesale trade.

"Do you know of any way of carrying on the business and giving the consumer the benefit other than through the wholesale trade?"

"None that I know of, except by keeping a large staff of travelers at large expense selling one line, while the wholesaler has travelers selling many lines. The most practical way is to sell to the wholesale trade."

"When did you first hear of the Guild?"

"Since I have been connected with the company."

"Did they never have any dealings with you?"

"Yes, from time to time."

"Had the Guild or the wholesalers anything to do with the prices at which you sold or to whom you sold?"

"Nothing whatever."

Mr. Benson explained that his firm sold to a few retailers who had been purchasers of the company before he had been connected with it, and they kept them on. They allowed the wholesale trade twelve and a half per cent. profit for handling their goods, and his firm paid the freight. The prices were fixed by the company, and if a wholesaler cut the figure, the company wrote to him and tried to stop him, as to slash prices, and allow any wholesaler to do this, destroyed the profit of all their interests eventually and injured the starch business. The wholesalers were met by witness in Toronto as he was told they

wanted to see him. They desired more trade discount and the company gave it to them, making the discount fifteen per cent. A list of wholesalers with whom the starch works did business was finally agreed upon. It included the wholesalers, some of whom were not members of the Guild, and a few retailers whom they carried on.

"What difference did it make to you if you sold goods whether a man was a member of the Guild or not?"

"It did not make any difference."

"Who fixed the price list?"

"We did ourselves."

"What about the discount?"

"That was agreed upon after consultation with the wholesalers."

Cross-Examined.

Mr. Blackstock next took the witness in hand.

"You say there are two starch companies doing business in Canada?"

"Yes."

"You had objections raised from a good many sources as to selling goods to retailers?"

"Yes, as the demand was mixed."

"Did you fix the prices yourself?"

"Yes."

"Did you confer with the other company?"

"Yes, we conferred with them."

"How do you pay the wholesalers?"

"By trade discount."

"Your practices are not materially different years before to what they have been since?"

"No, practically the same."

"During that time you were accustomed to grant a trade discount of twelve and a half per cent., you paying the freight?"

"Yes."

"In arrangements by which you fixed prices you eliminate the element of bargaining which results in cutting down prices?"

"My point of view was that the goods should be put on the market at attractive prices."

"In that point of view you allow the wholesaler his profit who is also protected?"

"Yes."

"They are supposed to sell to the retailer and protect him?"

"Yes."

"Now what I would like to know who looks after the consumer in these operations?"

"We try to do so that our goods can be sold to the consumer at attractive prices."

"You tried to protect the consumer?"

"Yes! We try to control our goods."

"In the interest of business you make two divisions, the wholesale and retail. You do not favor one retailer over another?"

"We do not."

"Why do you refuse to sell to retailers?"

"We believe there should be two divisions—wholesale and retail."

"What the wholesalers are trying to do is to compel you to give them a

monopoly of the retail trade?"

"Yes! But we are trying to act fairly toward both divisions."

"The arrangement made with the Guild has the effect of altering the natural course of business?"

"Yes, to a certain extent."

Mr. Johnston asked what are the conditions of trade generally?

"If ours are not natural then the conditions generally must be artificial." replied the witness.

"Has the increased cost of starch been the result of your arrangement with the wholesale trade?"

"No."

A Traveler Speaks.

James Morris, traveler for the Empire Tobacco Company, denied that he had refused to supply Mr. Curtis of Port Hope. He had declined to supply Mr. Zealand of Hamilton because his association was a combination of retailers.

In cross-examination witness admitted that now he would not supply a retailer like Mr. Curtis.

The hearing will be continued all this week.

The hearing was continued on Thursday and Friday, full details of which will be given in next week's issue.

FURTHER PREFERENCE IN BARBADOES?

Legislature Anxious to Increase Trade With Canada.

Recent advices from Barbadoes regarding an action taken some time ago by the Legislative Council, ostensibly with a view to encouraging trade with Canada, are arousing considerable interest here. The Council at its last session adopted a new preferential tariff, providing for reduced rates on certain Canadian products on condition that Canada reduce her rates on sugar below the present preferential tariff.

While Canada is exceedingly anxious to increase her trade with the West Indies, it seems exceedingly doubtful whether any concession such as is suggested in the above report will be made here.

In the first place, the West Indies seem to be treated quite generously already so far as sugar is concerned. Their sugars come in under the British preferential tariff and also have the benefit of the German surtax, and the way these work out to their advantage is shown to a great extent by the fact that only a small percentage of raw sugars is brought in from any other source.

Considering this fact, also, it is thought that not a great deal of advantage would accrue to the West Indies through the granting of a further preference. Those who are in a position to know in Canada say the preference is quite low enough already, and that Canada is showing Barbadoes and the West Indies in general just as much favor, if not more, than is being offered in return.

For the fiscal year of 1907 Canada's exports to the British West Indies, including Barbadoes, for which no separ-

ate statistics are available, were \$2,042,990, the chief item in this being fish and their products. For the same period Canadian imports from the West Indies were \$2,174,392, of which sugar and molasses, with which the above is concerned, formed the major part, amounting to \$1,756,859. From this it will be seen that the present tariff appears to have been quite favorable on these grounds.

The real reason Barbadoes hesitates about the proposed reduction on Canadian goods seems to be that that island, and indeed the whole of the West Indies, are so bound up in trade with the United States that they fear that if they granted Canada a preference the United States might close her markets against them. This, of course, would be a serious matter, and naturally, anything that would tend in this direction would be carefully scrutinized by interested parties.

The act above mentioned must be approved by the British and Canadian Governments and also receive the consent of the Government of Barbadoes before it can become operative, and it seems very doubtful whether it will be ultimately passed, for some time, at least.

PERSONAL NOTES.

Richard Smeall is now representing the William Paterson & Son Co., of Brantford, Ont., biscuits and confectionery, in Montreal and Quebec Province. We can tell the Wm. Paterson Co. they are lucky in getting "Dick" and believe he has been equally so.

T. Geddes Grant, of Trinidad, who represents a number of Canadian firms in the West Indies and has done a very worthy work in introducing Canadian products and developing Canadian trade in the West Indies, is at present on a visit to Canada. He was in Halifax last week and is now on his way around the provinces.

Albert Irving, for many years city representative for Salada Tea, and a number of years New York agent for the MacLaren Imperial Cheese Co., passed through Toronto last week on his way to the Western States. Mr. Irving is now a member of the firm of D. C. Reynolds & Co., 354 Greenwich Street, New York, one of the old established importers and dealers in cheese. Mr. Irving's abilities as a first-class salesman have always been admitted and his present venture will show what he knows about cheese. A good friend of The Canadian Grocer, we wish him success.

W. E. Bidwell, who has been with the MacLaren Imperial Cheese Co., Toronto, for a couple of years, is now representing the Imperial Syrup Co., of Montreal, in Western Ontario. This is familiar ground Mr. Bidwell having gotten pretty well acquainted with the buyers on this ground a number of years ago, and he reported business as very encouraging. Besides the company's regular line of syrups Mr. Bidwell is carrying a new line, Ramsay's chocolates, a high grade confection, which is being favorably received. Mr. Bidwell was recently at the factory in Montreal for a few days getting thoroughly in touch with the company's goods.

WINDOW DRESSING FOR CHRISTMAS

Hints and Suggestions on Special Arrangement and Display for the Holiday Season—A Window From Elmira, Ont.

From this time on grocers all over the country should be preparing for Christmas—the big harvest-time of the year. Everything which can be done beforehand to save time and trouble during the busy season should be planned now. One of the matters which come under this head is window dressing. To help along in this work each week from now on, suggestions, either of what someone else has done or something new, will be given.

The photo reproduced this week shows a window which appeared at Christmas time last year in the store of Ruppel & Co., Elmira, and was dressed by the head clerk, Percival Ruppel.

Besides displaying goods which are specially called for at Christmas-time, this window shows a novel method of displaying canned goods. As will be seen, boxes are used to build up the

doubtful as to whether the ultimate result can be satisfactory.

No retailer can compete with the manufacturer in putting up goods so far as quality is concerned. In the first place, he cannot buy the raw material so advantageously nor can he be sure in most cases of getting the best goods. Again, in the process of preparation the manufacturers' methods are much superior, in many cases chemists being employed and practical tests being made to assure the excellence of the goods.

In another point, that of advertising, the proprietary article has a decided advantage over private brands. Practically all the well-known brands of grocers' sundries on the market to-day have been supported by a campaign of

hibition was formally opened on Thanksgiving evening by Lieut-Governor Gibson, his first appearance in his new capacity, who spoke in an appreciative way of the fair as an exhibit of the province's resources.

The change this year from Massey Hall, where the exhibition was formerly held, to the St. Lawrence arena, gives opportunity for displaying both fruit and flowers on one floor, and in this feature is an improvement.

The display of fruit packed in boxes for export, always a most interesting feature, is this year very large and considerable improvement is noted. The exhibits from the various counties are also much in evidence and the showing of the Government experimental farms in different parts of the province occupies its usual place.

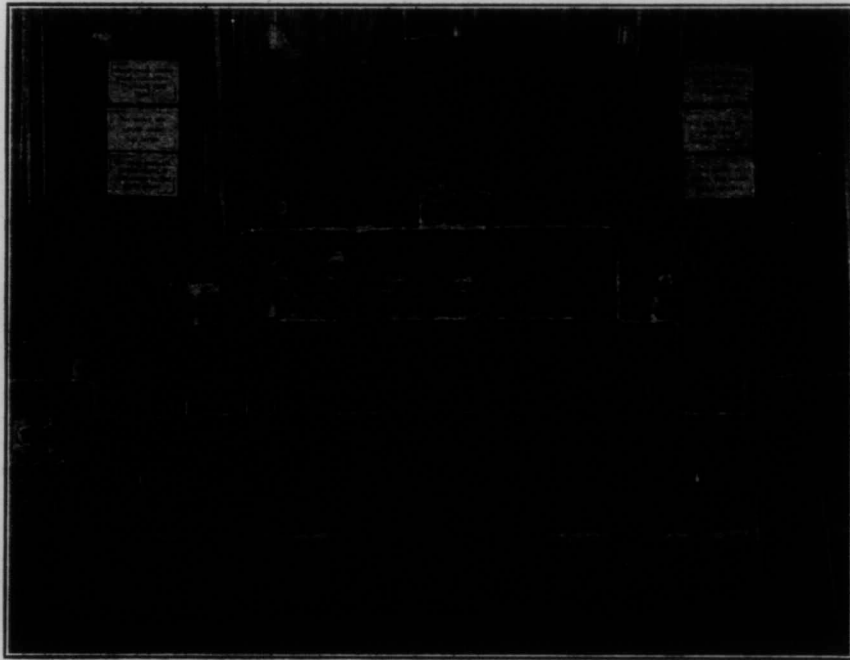
The features of the exhibition will be illustrated in more extended form in next week's issue.

NEVER DID RETAIL BUSINESS.

In reporting the evidence in the Wholesale Grocers' Guild case, in the issue of Oct. 30, a statement to the effect that several firms had had difficulty with the guild because they had conducted a retail counter, included the name of Baird & Peters, wholesale grocers, St. John. In regard to this we are in receipt of a letter from Baird & Peters drawing attention to the paragraph and asserting that they have never sold goods to customers nor been interested in retail business in any way. The report was made as carefully as possible and Baird & Peters' name was undoubtedly mentioned at this point in the evidence though it may not have been in the exact connection stated. We regret that any reflection seems to have been cast on them in the matter and are glad to make the above correction.

A FOLLOW UP SYSTEM.

A salesman soon becomes associated in the mind of a retailer with the firm he represents. In the same way, a firm which advertises persistently in trade newspapers soon succeeds in associating its advertising with its salesmen, in the minds of the retailers. It pleases a reader of a trade newspaper to see the advertising of a firm with which he has dealings. It tends to confirm him in the opinion that he deals with up-to-date, progressive people. When he reads the ad. he thinks of the firm's traveling representative. Thus, though personal calls may be more or less infrequent, the firm which advertises in the trade press succeeds in keeping itself and its salesmen green in the memory of retailers.



Christmas Window Display From the Store of Ruppel & Co., Elmira, Ont.

background of the display, and the goods are arranged in and around these. The display is tastefully arranged and should have been effective as a trade drawer. It possesses the qualities of being attractive and at the same time giving some idea of the quality of the goods in the store. The idea used also is something not often seen.

STANDARD VS. PRIVATE BRANDS.

A good deal has been written at various times about the advantages accruing to retailers in putting up and carrying private brands of various lines of goods. While at first sight there may appear to be some advantage, it is very

advertising which has made them a household word and assures a continued demand for them.

ONTARIO HORTICULTURAL EXHIBITION.

Interesting Display of the Province's Products in St. Lawrence Market, Toronto, This Week.

The annual exhibition of the Ontario Horticultural Association is being held this week in the St. Lawrence Market arena, Toronto, and is attracting a great deal of attention from fruit and flower growers all over the province. The ex-

Markets and Market Notes

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

QUEBEC MARKETS

Montreal, Nov. 12, 1908.

POINTERS—

- Fish—Advanced.
- Cheese—Declined.
- Eggs—Advanced.
- Butter—Advanced.
- Sugar—Steady.
- Beans—Stronger.

The colder weather has had a beneficial effect upon trade, and many houses report greater volume of business. There is a general impression among business men that this improvement will continue, but it is thought that the winter will not witness any great revival of business, this movement, however, it is thought, will take place next spring upon the re-opening of navigation. Collections during the week have been fairly good. The week has not been productive of many changes in grocery lines, with the exception of a few products, among which are fish, which has gone forward slightly in price, owing to storms which have crippled the industry somewhat, and has been reflected in the higher prices. Cheese has declined, owing to the lateness of the make and inferior quality of that which is arriving. Eggs are in good demand for this time of the year, and this condition has led to an increase in prices all around. Butter is slightly stronger and in good demand. Fruits have been meeting with fair sale and vegetables have been slightly on the dull side. Feed, flour and rolled oats are unchanged, with fair trade passing. Other lines remain as last reported.

SUGAR—The sugar market has not changed during the week. Prices remain the same and the demand continues to be small.

Messrs. Czarnikow, MacDougall & Co., of New York, in their weekly circular say:

"The optimistic opinions held last week as to the value of raw sugar, and as to the future of the market, received a rude shock this week through the sudden and sharp decline in European markets. The optimism had been based on the weather reports from Europe and on the belief engendered by the rise in Continental and United Kingdom markets, that there would be a serious curtailment in the European production. But the week had hardly opened when prices abroad began to decline and the issue of the factories estimates immediately started a stampede among the bulls. These estimates gave a forecast for convention countries that was only 246,000 tons less than the estimates issued ten days earlier by F. O. Licht, and this 'less' was diminished by a 30,000 tons higher estimate for Russia, etc., which reduced the net falling off from F. O. Licht's figures to 216,000 tons. A reduction of only 3.3 per cent. on crop estimates was hardly enough to support the recent 10 per cent. rise in beet prices and half of this rise was speedily lost."

Granulated, bbls	4 60
4-bbls	4 75
bags	4 55

Paris lump, boxes, 100 lbs.	5 40
" " 50 lbs.	5 60
" " 25 lbs.	5 70
Extra ground, bbls	4 95
" " 50-lb. boxes	5 15
" " 25-lb. boxes	5 35
Powdered, bbls	4 75
" " 50-lb. boxes	4 95
Phoenix	4 35
Bright coffee	4 30
No. 2 yellow	4 10
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES—Molasses has been in fair demand to supply immediate wants. Prices have not altered remaining firm as quoted last week. The stocks held throughout the country are small, consequently prices have been well maintained. Syrups present no new features.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 39	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 38	0 40
" " extra fancy	0 38	0 42
New Orleans	0 22	0 35
Antigua	0 30	
Porto Rico	0 40	
Orin syrups, bbls.	0 06	0 02
" " 1-bbls	0 03	0 04
" " 2-bbls	1 75	
" " 25 lb pails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" " 5-lb. " 1 doz "	2 75	
" " 10-lb. " 1 doz "	2 65	
" " 20-lb. " 1 doz "	2 60	

MAPLE PRODUCTS—There is small demand for any lines of maple products. Trade is very dull and no change in quotations is recorded during the week.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb tin	0 60	0 65

TEA—The Japan market remains practically the same as at the last report. Black lines remain unchanged also. Business locally has not been very brisk in tea lines. Advices from London regarding China Congous, state: "Business in China Congous has been without special feature. Most buyers had already secured working stocks of the new season's crop, and as the arrivals now are not quite so interesting as the first shipments were, it is not surprising that they should find the demand somewhat quieter. The export trade is dull at the moment, and the plentiful supplies of low grade Indian teas have taken the attention of the home trade off common Congou. Prices of these grades have declined fractionally, but sales are not being pressed by importers. A cable despatch from Hongkong states that the Chinese Ministers of Finance and Agriculture are at present discussing the advisability of making a reduction in the export duty on tea, with a view to recovering some of their lost trade."

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
" " Medium	0 22	0 23
" " Good common	0 21	0 22
" " Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
" " Pekoes	0 19	0 20
" " Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 25
China greens—Pingsaney gunpowder, low grade	0 13	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—A good steady trade is passing in coffee. Prices remain as last quoted.

Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 13	0 15

Maracaibo	0 15	0 20
Roasted and ground 20 per cent. additional		

DRIED FRUITS—The market is showing signs of settling down to a more solid basis. Buying has not been as heavy as is generally the case at this time of the year. Valencia raisins are somewhat easier this week. Currants are more active this week. Supplies on the spot are small. The cargo of dates by the Tabaristan is now about cleared, and a limited quantity of Hallowi, standard brands, the only grade remaining unsold of Persians, continues offering at present quotations. The quality of the Hallowi this season is unusually fine. Fards have also met with a ready sale. With more seasonable weather sales of all dates will no doubt be largely increased. The Afghanistan, the second steamer from the Persian Gulf, is due in New York within ten days. Quotations are:

Dates—		
Hallowees, per lb.	0 04	0 05
Sairs, per lb.	0 03	0 04
Packages "	0 05	0 06

Malaga Raisins—		
London layers	2 25	
" " " " " " " "	2 50	
" " " " " " " "	0 75	
" " " " " " " "	1 30	
" " " " " " " "	4 75	
" " " " " " " "	5 75	
" " " " " " " "	1 67	
Australian raisins	0 07	0 08

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscatels 3 crown	0 08	0 09
" " " " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb.	0 12	0 13
Peaches, "	0 11	0 15
Pears, "	0 15	0 15
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " " " " "	0 08	0 09
" " " " " " " "	0 08	0 08
" " " " " " " "	0 09	0 09
" " " " " " " "	0 07	0 08
" " " " " " " "	0 06	0 07

SPICES—This market remains unchanged with fair volume of business passing.

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

BEANS—There is a fairly good demand for native beans. Other lines are neglected. The price for Ontario pickers is slightly higher this week, now being quoted at \$1.65 to \$1.70.

Ontario, pickers	1 65	1 70
Rangoon Indians	1 60	

EVAPORATED APPLES—New crop apples are offering at 7 1/2c to 8c a lb. New stock is of a good quality.

Evaporated apples, new	0 07	0 08
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Canning, N.S., has a first-class industry known as the Cornwallis Valley Vinegar Works, which are now running night and day. The tanks hold 100,000 gallons, and so great is the rush of orders that the plant will soon have to be extended.

Grocery News from Coast to Coast

British Columbia Notes

Fruit Growers Pursue Organization.—Vancouver Co-Operative Association
Prospering—66-cent Eggs.

VANCOUVER.

November 7.—In making the suggestion that the fruit growers' organizations of the different local districts should form a central association, J. C. Metcalfe, one of the best known growers on the lower mainland, makes a few statements which are worthy of consideration. He says that local unions cutting prices have just as bad effects as when individuals do it, and the market should be controlled by a central body so that the best results could be obtained. One of the greatest factors regulating trade during this season was the American business, and now that British Columbia is making a determined effort to secure the business of its own territory, namely, the Northwest, United States firms are adopting sound business methods. He said he understood that a company of wholesale men were handling American fruit there, and there had been a tendency to use fruit from this Province as a cats-paw in deciding prices. It's the same way with fruit as with lumber. The United States dealers have their own home market and use Canadian territory as a dumping ground. Mr. Metcalfe stated that the man who got discouraged at fruit growing was the one who dabbled at something else.

Reports presented at the semi-annual meeting of the Chilliwack Co-Operative Association showed that instead of deficits being the order of the day, there was now a profit. In two months the profit was \$289. It is proposed to increase the floor space by 1,300 square feet. The following officers

were elected:—President, Charles H. Evans, re-elected; Vice-President, Geo. Marrs. Advisory Board of Directors, J. C. Robertson, W. Hornby, James Bailey, George Bellrose and William Walker. Auditors, G. H. Raine and Jos. Thompson. A. J. Charlton is the manager, he having taken charge about three months ago,

M. E. Davis, of Montreal, directing head of the American Tobacco Company in Canada, was a visitor here this week along with J. McIntyre. The nature of their business was not divulged.

James Young, a grocer of Nanaimo, who is a leading Socialist, allowed his zeal to get the better of his discretion during the election campaign last week and he is now charged with criminal libel by Ralph Smith, member elect for Nanaimo. The cause of the charge is a dodger that was printed and circulated.

L. X. Truxler, who recently started a cigar factory in Vernon, finds business so good that he has had to increase his working staff and keep going night and day to attend to Christmas orders.

Trade generally is rather quiet, and retailers report that business is hardly what it should be at this time of year. Retrenchment among householders is still going on, and this is particularly noticeable in the smaller sale of those articles for which there is a call when times are particularly good.

Eggs this week are quoted at 60c by the special dealers, though they go at 55c at most stores. From now until after Christmas the price will keep high, and will soon be at the 75c mark, which is generally reached in time for the holiday trade.

225 St. Paul Street. The increase in Mr. Moreau's business has been so rapid that this change to larger quarters has been necessitated to accommodate its enlarged volume.

Alex. D. Fraser, president of the Fraser, Viger & Co., Limited, left early last week for a holiday trip to Victoria, B.C., over the Canadian Pacific Railway, and on his return will stop over at Calgary, Edmonton, Winnipeg and other points in the Northwest in the interest of the European houses represented in Canada by his company. Mr. Fraser expects to be away from three to four weeks.

HALIFAX.

November 7.—The local grocery markets are now well stocked and business is considered very good for the season of the year. All the jobbers now have fine large stocks of new dried fruits on hand, such as raisins, currants, figs, dates, etc. Some excellent California dried fruit is also offered for sale. The market has been bare of this class of stock for two years. Trade with the outports is expected to be brisk from now until the closing of navigation.

Butter still continues to move upwards. This tendency is very strong and has prevailed for some time. There has been no let-up in the past week or two and the indications are that the advance will continue for some time at least. With the approach of the cold weather, dairy butter is steadily advancing and many dealers look for further increases in prices. Creamery is selling at 28c for prints, and 26c for solids. Dairy butter is bringing 23c to 25c. Cheese is steady at 13½c for large and 14c for twins. Eggs (case) are selling at 22c for Island and 23c for Nova Scotia.

The apple trade is still very brisk. The local market is well stocked with choice fruit. The quality of the apples offered for sale this season is the best for years. Bishop Pippins are now coming in and also winter varieties. The pippins are clean and bright. The price of all fruit is very reasonable. The Furness line steamer Kanawha, which sailed this week, took away 22,800 barrels for the London market.

The West India line steamer Oruro, which arrived here this week from Demerara and Bermuda, landed twelve hundred tons of sugar for the Acadia Sugar Refining Company.

Graves & Company's factory, Bridgetown, N.S., is having a number of tanks built to store their cider and vinegar. The capacity of the new tanks will be about sixty thousand gallons. In addition to the former storage space, this will give a total capacity of 200,000 gallons. Work on the building is not quite completed, but gangs of workmen in two shifts, night and day, have been grinding immense quantities of apples, which are still continuing to arrive at the factory in carload lots. All the tanks are filled, and manufacturing has ceased until the new tanks are completed.

The entire stock of William Moore, the cash retail grocer, on Water Street, was

Quebec and the Maritime Provinces

Winterport Business Opened at St. John and Halifax—Prince Edward Island
Starch Factory Burned—Easier Lobster Market—Montreal Notes.

MONTREAL.

November 10.—From time to time mention has been made of the petition which many of the leading merchants of this city presented to the city council regarding the carriage of freight by the street railway. In the latest deliberations of the city council the matter came up for discussion and the council seemed to be in no hurry to deal with the matter, as they have decided not to extend any further privileges to the street railway at the present time. It is felt by some of the aldermen that this departure is so much of an experiment that it is unwise to show too much haste in altering the franchise as it stands at the present time. Other members of the council feel that the street railway received its special privi-

leges in return for its services in transporting the citizens of this city from one place to another, and it would not be keeping faith with the people to subvert its usefulness as a public utility to a specific commercial purpose. The gentlemen who favour the privilege, however, state that freight would be moved at night, when there is a comparatively small passenger traffic. In looking over the names which appear on the petition, their high standing in the community and personal integrity seems to preclude any possibility of them obtaining concessions which would result in their own personal aggrandisement to the serious disadvantage of the public.

Ovide Moreau, fish and oysters, Bonsecours Street, has removed to 223-

damaged by water to the extent of \$6,000 this week. Mr. Moore occupied the lower floor of the Cook building, and fire started on the fourth storey. Tons of water from seventeen streams poured down on Moore's stock and completely ruined it. Very little of it was removed in good condition. Mr. Moore's loss is partially covered by insurance.

The live lobster market, according to reports, does not bid fair for its usual firmness at the opening of the season this year. This is said to be due to the State of Maine stocks, which are very little diminished at present. The large catch there has been steadily maintained, with every sign of a continuance, and Maine is likely to be a powerful competitor with Nova Scotia in the future.

Prince Edward Island potatoes are coming in very slowly. Several cargoes have arrived, but they were all cleared up early. Island potatoes sold ex-essel at 30c per bushel. Some excellent Nova Scotia potatoes are on the market, and they are selling at 50c per bushel.

The Halifax milk dealers have increased the price of milk to eight cents per quart. The consumer has registered a strong protest against the increase, but it had no effect. One result has been a very heavy decrease in consumption since the new price went into effect.

The Thanksgiving market is the best for years. Poultry is in abundant supply, and the stock offered for sale is of exceptionally fine quality. Turkeys are selling at wholesale from 18c to 20c; chickens from 75c to \$1.50; geese from \$1 to \$1.50, and ducks from \$1 to \$1.50 per pair. The turkeys are large, well-fattened birds for so early in the season. Some of the dealers venture the opinion that the market is over-stocked.

ST. JOHN.

Nov. 10.—There were few changes in quotations in the local markets during the past week. Business continues good and the outlook is bright.

The winter port business opens here next week and shipments of grain are now on their way from the West to the elevators here. It is anticipated that the grain shipments this winter will be the largest in the history of the port. With the additional wharves built during the past year or two, there is now accommodation for ten or twelve large steamers at one time.

W. C. Cross of Hall & Fairweather, spent last week along the river on a business trip.

The river steamers are doing a rushing business now, as the farmers all along the river are sending their produce down before the close of navigation.

Turkeys are selling retail at 18c to 22c; chickens and fowl 60c to \$1 a pair; geese, \$1.10 to \$1.40; black ducks, \$1 to \$1.25; partridge, 70c to 80c; venison, 8c to 12c; and moose meat, 10c to 16c. A moose weighing 1,000 pounds was received by S. Z. Dickson, of the country market, on Friday last.

The starch factory at Hunter River, P.E.I. was burned to the ground with all its contents on Nov. 1. The loss is

about \$8,000 with insurance of \$4,000. The factory was built twenty-five years ago and was recently enlarged and improved. This promised to be its best season, two thousand bushels of potatoes per day being ground up. The loss of the factory will be severely felt by the farmers who had one of the biggest potato crops on record this season. Andrew Malcolm, wholesale grocer,

on the south wharf, is building a warehouse at the corner of Water and Duke Sts. It will be a three-storey structure and will be used for storing heavy goods.

A break in the water main on Union St. on Nov. 1 caused the Welcome Soap factory and T. S. Simms & Co., brush and broom manufacturers, to shut down for the day.

From Ontario Correspondents

Retail Merchants' Association Formed in Peterboro—A "Teddy Bear" Grocery in Chatham—St. Thomas Merchants Taking Action in Peddlar Case.

BELLEVILLE.

Nov. 10.—The local grocers say that business has been quite backward for the past couple of weeks, which they claim is to some extent due to the recent elections, both here and across the line, but now that both these are over they expect business will gradually get down to its normal state, for which they will be truly thankful. It has generally been the case that during a Presidential election the grocers can notice a depression in trade—but the reason is sometimes hard to explain. Another reason, they say, for quiet trade, is the fact that the farmers are taking advantage of the fine ploughing weather and are staying home.

The grocerymen here were not very active in the recent Dominion elections. As one of them told your correspondent, they find all their time occupied in attending to business. However, Alderman Panter, a prominent grocer, has announced his candidacy for the position of mayor at the coming municipal elections and he stands a splendid chance for election. For nine years he has been an alderman and during that time has occupied all the principal offices, the last three years being chairman of public works.

The Christmas fruits are coming in freely, such as raisins, currants, peels, etc., and are of fine quality and nicely displayed in many shop windows.

The Belleville Fruit and Vinegar Company had a splendid season. Their jams and jellies are gaining a splendid reputation, especially among the dealers in this district. Some local grocers this week gave orders for 50 cases each. Vinegar and cider are two other specialties they manufacture.

Arthur Gael has opened up a handsome new grocery on West Bridge St., which is a marvel of neatness and would be a credit to any city's main street. He has a splendid stand and is doing a fine business.

Milk dealers have advanced the price of this commodity to 7 cents a quart and will not promise how long this price will last owing to poor pasture and high prices of feed.

It is your correspondent's painful duty to chronicle the death of Adam

Henry, one of the oldest and best known grocers in this city, which took place last week as the result of a stroke of paralysis. A short biography of his life will no doubt be read with interest by many of The Grocer's readers: He was born in Clones, Ireland, in 1838 and was therefore in his 70th year. For 54 years he was a resident of this city, being actively engaged until three years ago in mercantile business here. He was first engaged as a clerk with the late Nathan Jones, then in business with W. W. Jones under the firm name of Jones and Henry. He was later a member of the firm of Robertson and Henry, the three firms being in the dry goods and grocery business. Mr. Henry then went into the grocery and produce business, which he conducted very successfully until he retired as above stated.

Recent travelers calling on the trade here were Mr. Holden, Canada Brokerage, Toronto; Mr. Shields, Quaker Oats, Peterboro; C. A. Drey, Schram Jars, Toronto; John Hodge, Robert Greig, Toronto; C. De Carteret, of Kingston; C. Cherry, Todhunter. Mitchell, Toronto.

CHATHAM.

November 11.—Local dealers are complaining of the competition of foreign beans. "Foreign beans are being offered very freely and our beans are a little hard to sell," was the statement made by President N. H. Stevens of the Canada Flour Mills Company last week. "The foreign beans are going to swamp our markets, I'm afraid, and they are also affecting the American markets." In referring to the other markets, Mr. Stevens said that wheat was steady, oats in fair demand, and practically no change in barley. The flour trade the previous week was very good, and the company expect to keep running night and day during the present month in order to fill up all the markets of the tide ports. There is not much encouragement for export flour. Bran and shorts are in good demand. Prices remain about the same, and at present there are few indications of any change.

Chairman John McCorvie, of the Board of Education, had a busy time last week presiding at school functions. Wednesday afternoon he presented the Collegiate Institute medals, and on Friday evening he was chairman at Mc-

THE CANADIAN GROCER

Keough School when the memorial portrait of the late principal, James Brackin, was unveiled. Mr. McCorvie was treasurer and an active worker on behalf of the memorial fund. Rumors are current that this highly-regarded grocer will this year be a candidate for the council, which is equivalent to election; though Mr. McCorvie himself has made no definite announcement.

David Marshall, M.P., of Aylmer, president of the Consumers Canning Company, was in the city and vicinity last week on business.

Frank E. Gerber, who recently sold his grocery business to H. G. Reed, has purchased the Jahnke bowling alley, in partnership with D. Donovan.

The numbering of the city will probably be completed in a few weeks, and Chatham will likely have a free postal delivery by Christmas. The numbering of the houses is just in time to facilitate deliveries during the Christmas rush, and will certainly prove a boon to the merchants, who were always its warm advocates.

E. R. Snook is having a cement floor placed in the rear of his grocery.

Butter and egg prices showed a slight decline on the market last Saturday, some butter selling at 23c, while eggs sold for 24c. Poultry is becoming plentiful, and prices, as a result, are reasonable. Competition in the fish business has led to a drop in prices on all lines of fish here, as well as to a larger sale and consumption of fish.

N. Pollard, who has conducted a milk route here for the past three years, has sold out to W. A. McGeachy, of the City Dairy. Mr. Pollard will move to Tilbury.

A very tasty meat window was put in last week by P. B. McQueen, of the Bradley store. The corner window of the store was used, the goods being displayed on a series of five steps or terraces. Excelsior was used as a background, giving a clean and tasty effect. The display included cooked, smoked and salt meats, bacon, hams, cheese, lard, eggs, and similar products, a very comprehensive line being displayed. A display like this means a lot of work, coupled with a certain amount of native talent, but it certainly attracts notice.

The Michigan Central Railway announces that it is prepared to accept freight for Chatham and adjoining points on the C.W. & L.E. electric road, as the result of the freight interchange recently arranged for. The points outside Chatham include Cedar Springs, Dover Centre, Electric, Mitchell's Bay and Wallaceburg.

A. L. Cummings, who recently started a grocery at the corner of Raleigh Street and Lorne Avenue, has brightened up the place considerably. Mr. Cummings styles his place "The Teddy Bear Grocery," a striking painting of childhood's favorite animal adorning the side wall.

Several "corner" grocers have a small side line in receiving orders for a local steam laundry.

With the approach of Christmas the flower season will soon be here. During the last year or two quite a number of grocers have handled flowers on commission for local and outside florists at appropriate seasons.

In connection with the Canadian Packing Company of London, which it was at one time thought would build here instead of rebuilding in the Forest

City, it is now stated that Manager E. Reichnitzer will be home from the Old Country about the middle of November, when a definite announcement is anticipated. It is stated unofficially that the company will not rebuild till spring, and that its location has not yet been decided.

The Bothwell and Dresden evaporators, the latter owned by J. W. Greece & Son, last week concluded operations for the season.

The Tilbury Canning Company claim to have made a canning factory record one week recently, shipping 16 cars of canned goods to Manitoba, the Northwest and British Columbia.

The H. J. Heinz Co. will locate their Canadian branch in Leamington, the town having last Friday voted most emphatically in favor of their proposition, the vote standing 555 to 18. The town expends \$10,000 on the purchase of a six-storey factory and the installation of a sewer, and furthermore provides free water and exemption from taxes for 10 years.

Wallaceburg has a new business firm, Peter Forbes having taken in a partner. The new firm of Forbes & Simons will handle both groceries and meats. They propose shortly to erect a modern steel-cement building on the present site.

David McKenzie, of Wallaceburg, is again furnishing bread to the Sugar City, having repurchased his former business from Thos. Hook.

A Leamington despatch states that buyers are out after all the tobacco they can get, and are paying high prices. One buyer was sent out with instructions to pay 12c, and that seems to be the prevailing price. Those who held their last year crop are congratulating themselves on their foresight.

LONDON.

November 10.—Wholesalers report business fair and payments fairly good. Medium teas are advancing and coffees are steady. Raw sugars are very high and refined is unchanged. Christmas fruits are all in. They are of fine quality and the prices are reasonable.

The manager of the Canadian Packing Company is expected back from England shortly. On his return he will wait on the city council to ascertain what inducements that body is prepared to offer the company to re-erect its burned buildings here. On the result of the interview will depend whether the concern will continue here or elsewhere. Chatham and Petrolia have both made generous offers to secure the big pork factory, but the management, it is understood, would much prefer to remain in London.

Geo. Finnegan, the West London grocer, has received word of the sudden death of his only brother, James, which occurred at Vancouver, B.C., a few days ago. The deceased was known in London, where he resided for some time. His wife was in this city on her way home from a visit to Ireland when news of her husband's death reached here.

Through misunderstandings of some sort there was a general mix-up in meeting dates at Sherwood Hall on Wednesday night, four different organizations appearing on the scene at the same time. Among them were the painters, the printers and the retail grocers. The latter were last to ar-

rive and accordingly were left out in the cold. Their meeting will be held later on.

An immense amount of poultry appeared on the market on Saturday and brought good prices. Cranberries are rather scarce, as are oranges. Grapes are practically done.

ST. THOMAS.

November 10.—Both markets Saturday were largely patronized and the heavy demand for turkeys, geese, etc., fully satisfied. Turkeys sold for 15c a lb.; geese from \$1 to \$1.25 each; chickens from 30c to 50c each. Dairy produce still remains high, butter 30c lb., and eggs 28c to 30c per dozen. Potatoes sold for 80c per bag; apples 20c peck or \$1 per bag.

It is a puzzle to know why people are so willing to pay cash to the farmers on the market, carry their purchases home and pay more there than they would in the stores, and these same customers, when they run out of money, come to the grocers, have the goods charged and ask to have them delivered, and if the eggs are bad or broken, come back at the grocer, who meekly makes it right. Who is to blame for this condition of affairs? The grocers themselves.

There was a representative meeting of the Retail Merchants on Thursday evening, Nov. 5, in their hall. General indignation was expressed at the action of the city police magistrate in dismissing the proven charges of peddling without a license brought by Inspector Shaw, and a motion was unanimously carried that the report of Inspector Shaw be sent to Attorney-General Foy, requesting him to take some action to have the statutes properly enforced. The by-law reducing the fee to \$25 was passed by the city council.

All the grocers report big business Thanksgiving Saturday, and future prospects as quite bright.

PETERBORO.

On Thursday night of last week a meeting of the retail business men was held to organize a Peterborough branch of the Retail Merchants' Association. A banquet was arranged by a special committee which was held at the Hotel National, and invitations sent out to every retail merchant in the city. About 150 were present and before the meeting closed an association was formed. The visiting speakers were: E. N. Trowern, Toronto, Dominion Secretary of the Association, and B. W. Zieman, Preston, the Provincial President. The former gave the address of the evening, pointing out the benefits to be obtained by the formation of a Retail Merchants' Association in Peterborough. The chairman was R. J. Kingan, and the directors elected were W. E. Conway, J. H. Connal, Alex. Gibson, A. H. Stratton and R. J. Kingan. J. H. Connal is a prominent grocer of the city. The secretary is Wm. Harstone.

The cheese factory season in Peterborough County has been concluded. During the season there have been 40,000 boxes boarded, which are valued approximately at \$412,000.

THE OLD RELIABLE

ROYAL



BAKING POWDER

Absolutely Pure

THERE IS NO SUBSTITUTE

(Though many imitations)

All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.

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Aylmer Jams and Marmalades

have been before the public for many years.

They still hold the lead

Do not take chances with inferior makes when you can obtain Aylmer Jams at equal or better prices.

Ask travellers for prices.

Canadian Cannery, Limited, Hamilton





COLD WEATHER IS HERE

Lay in your winter supply of **Tomato Catsup** immediately.

AYLMER TOMATO CATSUP is the best value on the market, equal in quality to most of the high priced imported catsups.


Wholesalers have an **attractive offer**, good **until November 14th, inclusive.**

Preservatives are Illegal

Can you afford to stock your shelves with artificially preserved foods when you know the Bureau of Chemistry has declared them injurious? The law says it is illegal to sell anything injurious.

HEINZ 57 VARIETIES Pure Food Products

contain no preservatives or drugs of any kind. They are guaranteed pure and guaranteed to please. Two reasons why they are the kind of goods you need to meet the public demands.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

FRESH SAUSAGE

Colder weather will be with us next week. Keep your provision counter well supplied with Finest Pork Sausage made from Government inspected pigs—take no other.

F. W. Fearman Co.
LIMITED
Hamilton, Ont.



ARE BEST VALUE

The superiority of the Truro Brands, is demonstrated by the Government Bulletin, No. 144, which ranks Reindeer Condensed Milk 7½% and Jersey Sterilized Cream 13% higher food value than the best of all the other brands on the market.



STANDARD
CANADIAN
BRANDS



It pays to sell goods which have the highest merit.

REINDEER
MILK

JERSEY
CREAM

The TRURO CONDENSED MILK COMPANY Limited,
TRURO, N.S.

Butter Eggs Cheese Poultry

(Live and Dressed)

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

The WM. RYAN CO.
LIMITED
70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

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

CHEESE AND BUTTER BULLETIN

Montreal, November 12, 1908.

The cheese market has subsided into a more tranquil mood than that displayed last week. The make is not showing good quality, owing to the lateness of the season. Prices at country boards are lower, and the general tension of the market has been relieved. The colder weather has caused a considerable number of factories to discontinue making cheese and go onto butter, which is more attractive, owing to the high prices prevailing. There seems to be considerable speculation regarding the size of stocks held in this country. Some maintain they are large whilst others contend that they are extremely small. Reports from London state that:

The bears are on top at last after a long period of waiting. They deserve to get there, for they have been a long while in the shade, and have tried hard. The demand has been so contracted that in face of a quite normal importation, stocks have accumulated until there is a respectable total in the warehouses which there is apparently no demand for. As I have often before remarked, when any commodity on the London market is pushed up to a high figure, demand slackens off and if there is no sign of any improvement from the buyer's point of view, sales are bound to drag and prices must come down, and when they do fall they are apt to come down with a crash. In the case of cheese, prices have been against the retailer all the year. He has not seen any profit in handling these goods any time since the new season opened, for whatever the wholesale price may be the shopkeepers are all anxious not to depart from the recognized counter prices and will go on sacrificing profits for a long while before they will put up their limits. When they do, there is necessarily a fall off into consumption and stagnation results. This is what has happened in the cheese market and the fall has been precipitated by highly colored advices as to the make in New Zealand. The first of the new season cannot be on the market for a month yet, but it has been advised as coming, and that has been sufficient, coupled with weak advices from Montreal, to send prices down the hill. The fall of last week did not result in any accumulation of orders, which came in very slowly, and the consequence was that prices had to be put down still further. The top figure is not more than 1s per cwt. down, but undergrades are lower by as much as 2s 6d in cases, the official price being unchanged, but sales known to be made yesterday at well below the quotations. Finest white and colored 60s, 61s to 62s being paid for deep colored. Now there are offers at 58s 6d to 60s landed for finest white and colored. Buyers are so convinced that their time has come now that they will not lay on at the quotations and c.i.f. offers of finest September are met with coldness at 60s to 60s 6d.

Receipts of cheese for the week ending Nov. 7 were 49,678 boxes against 39,806 boxes for the same period of last year. The season's receipts since May 1 up to the present are 1,811,413 boxes against 1,972,577 boxes for the same period of last year. Locally prices are quoted as follows: Easterns, 11½c to 11¾c; Westerns, 11¾c to 11¾c.

The butter market has shown considerable strength during the week, due to advances at country points. There is considerable cable enquiry for butter, but prevailing high prices here render export trade difficult. Holders on this side of the water are not rushing sales, rather displaying a tendency to hold onto what they have. This feeling is the result of the fact that fine grades of butter are very scarce in England, Denmark, Siberia, the Argentine and Ireland have all failed to supply the necessary amount to satisfy England's requirements. The small amounts arriving from New Zealand and Australia are so unsequential as to have exerted no influence whatever over the market. Whilst it is generally thought that these countries will supply the English market adequately there are some who are not so sure of this, and the striking delay in arrivals seems to bear out their prophecy. The conflicting reports arriving from the Antipodes convey no definite idea of the exact situation in these countries. It must be remembered, however, that one year ago, the volume of butter arriving from these countries was much larger than that now being placed by Australian and New Zealand shippers in the English market. When this possible shortage in the English market is taken into consideration, together with the fact that there have been enquiries arriving from the West, and local stocks none too

large, holders are waiting for developments, and are not keen to rush sales. If the English market is short this winter of its Australian quota the probabilities are good that Canadians will pay handsomely for their butter. Another factor which will also keep the price soaring is the cold weather which always imparts considerable impetus to the market. Advices from London sum up the market as follows:

"The outlook is brighter for the seller than the buyer in the butter market. The price of all imported stuff is much higher than the buyer feels comfortable in paying as it is. But the omens point for the present to a further rise in the quotations as the mild and warm spell seems to have left us for good and the advent of wintry weather has put consumption on a higher plane. Danish has advanced to 132s in London and 133s in Manchester, and other imports have taken a rise in sympathy. Russian has fallen off considerably, and the arrivals of Australian and New Zealand are on a most limited scale. True, the advices to hand point to an enlarged quantity coming along in the not distant future, but the immediate requirements of the population have to be met and the boards are practically cleared at an all round rise of about 2s per cwt. Danish 128s to 130s and 132s here, Irish 120s to 122s, Siberian 110s to 112s, Australian 118s to 122s, Canadian 114s to 120s.

Receipts of butter for the week ending Nov. 7 were 6,666 packages, against 8,063 packages for the same period of last year. For the season since May 1 the figures stand 377,429 packages, against 372,811 packages for the corresponding period of last year. Locally prices being quoted range around 26½ to 27½ for finest creamery solids, and 28 for prints. Tubs are quoted at 20c to 24c.

THE PROVISION SITUATION

Toronto, November 12, 1908.

Conditions in the Canadian packing industry show little change over those reported last week. At this time of the year it is not expected that the export trade will present any very brisk features and the easy markets in Great Britain just now practically assure that the usual conditions will prevail. The Danes are shipping their regularly large supplies into England. The Irish are keeping up to their average record, and the English packers are also helping to keep the market supplied. This, with the curtailed consumption resulting from depressed labor conditions in Great Britain, keeps the market abundantly supplied and leaves little room for a demand for the Canadian product. Demand at home, however, continues fairly good and with supplying this and building up their stocks which were depleted during the late summer, the packers are being kept fairly busy.

Supplies of hogs continue to be fairly heavy at a steady price which is con-

siderably lower than that offered a couple of months ago. \$5.75, f.o.b., is the ruling figure here, and this works out at \$6 to \$6.10 for hogs fed and watered. The hogs coming in, packers report, are of very fair quality, though not particularly heavy.

Strong markets prevail at United States points, as is evident from the following summary from The New York Journal of Commerce:

Irrespective of the quantity of hogs now arriving and influenced almost entirely by the quality of those now arriving, lard has resisted to a large degree manipulation by the professional purchasers on the declines. Hogs for the week averaged a trifle better in weight than for the preceding week, but are still some 80 pounds under the average. The result is a growing scarcity of lard and a brightening outlook for the compound makers. Pork is also in favor, particularly for the higher grades. Statistics place the market in a stronger position than for some time

past. The supplies of cut meats on November 1 were reduced to 58,505,000 lbs. against 69,441,936 lbs. on October 1. The stock of ribs declined from 19,328,301 lbs. October 1 to 2,157,000 lbs. new and 3,351,000 lbs. old on November 1. Lard stocks of 83,469 declined al-

most 50 per cent. for the month, being 42,920 tierces of old and 3,416 new. The world's visible supply of lard decreased in October 45,915 tierces, against 90,531 last year. The total supply November 1 was 207,843 tierces, against 253,758 October 1 and 202,336 November 1, 1907. The run of hogs for the coming week is estimated at 165,000.

same figure and there is a good demand. The supply is reported scarce.

Long clear bacon, per lb.	0 11½	0 12
Smoked breakfast bacon, per lb.	0 14	
Roll bacon, per lb.	0 11	
Light hams, per lb.	0 14	
Medium hams, per lb.	0 14	
Large hams, per lb.	0 13	
Shoulder hams, per lb.	0 13½	
Backs, plain, per lb.	0 16	
" pea meal.	0 17½	
Heavy mess pork, per cwt.	20 0	21
Short cut, per bbl.	24 50	
Lard, tierces, per lb.	0 12½	
" cube	0 13	
" pails	0 13½	
" compounds, per lb.	0 8½	
Dressed hogs.	9 00	

To the Grocery Trade

GENTLEMEN,—

A case of

**Mason's
Number One Sauce**

will cost you \$4.95 and you can sell it for \$7.20, and its sale will enhance your reputation and delight your customer. Take a chance and buy a case. It is the best that ever happened.

ALL JOBBERS.

THE MASON, MILLER COMPANY
TORONTO, CANADA

SALT

Car lots of Fine, Medium or Coarse, in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
126 Adelaide Street E., Toronto

We Want Butter !

Dairy Tubs, Creamery Solids

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

Write or phone us with best quotations.

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

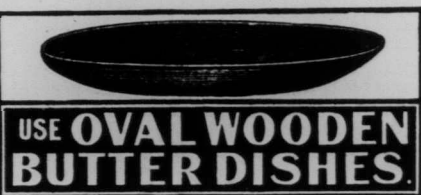
Poultry Wanted!

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

P. POULIN & CO.

39 Bonsecours Market, Montreal

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



THOMAS BROS., St. Thomas, Ont.

PROVISION MARKETS

MONTREAL.

PROVISIONS—There is an easier feeling in this line owing to increased supplies of hogs. This condition, however, has not been reflected in a drop in prices of the manufactured lines, but this is looked forward to as a possibility soon. There is a fair demand for all lines.

Heavy Canada short cut mess pork, in tierces	36 50	37 0
" " " "	25 60	25 50
Selected heavy Canada short cut clear pork	25 00	25 50
Heavy Canada short cut clear pork	23 50	24 00
Very heavy clear pork	25 50	26 00
Plate beef, 100-lb. bbls.	08 00	
" 200 "	15 50	
" 300 "	23 00	
Pure Lard—		
Tierces, 375 lbs.	0 13½	
Boxes, 50 lbs., grained	0 13	
Tubs, 50 lbs.	0 13	
Pails, wood, 20 lbs., parchment lined	0 13	
Tin pails, 2 lbs., gross	0 13	
Cases, tins, 10 lbs., each	0 13	
" " 5 "	0 13	
" " 3 "	0 14	
Compound Lard—		
Tierces, 375 lbs.	0 09	
Parchment lined boxes, 50 lbs.	0 09½	
Tubs, 50 lbs.	0 8	
Wood pails, 20 lbs. net	0 09	
Tin pails, in cases	0 09	0 04

CHEESE—Reports from the country state many factories are closing up. Prices have an easier tendency owing to poor quality arriving, which is due to lateness of the season.

Cheese, Easterns	0 11½	0 11½
" Westerns	0 11½	0 11½

BUTTER—This market is stronger in tone this week. Supplies arriving are not large and the demand is good.

Fresh Creamery, solids, lb.	0 27	
" prints, lb.	0 28	
Dairy, tubs, lb.	0 20	0 24
Fresh large roll	0 24	0 25

EGGS—There is a strong feeling in the egg market and prices have increased. Dealers state that the demand is larger than usual for this time of the year. There has been some further inquiries for Canadian eggs from English firms this week, but although the offers were very good, they were hardly in keeping with the prices ruling in this market. There has been very few lots of Canadian eggs gone forward to the English market this season, the total exports this season to date only amounting to 4,155 cases.

New laids	0 30	
Selected cold storage	0 25	0 26
No 1 Canded	0 22	
No 2 Eggs	0 17½	0 18

HONEY—Fair business is being done in honey, with no change in prices.

White clover comb honey	0 13	0 14
Buckwheat	0 07	0 07½
Buckwheat, extracted	0 10	0 12
Clover, strained, bulk, 30 lb. tins	0 09	0 10

TORONTO.

PROVISIONS—The market still continues easy and there is a good supply. The situation in bacon and hams is easier and prices have dropped about half a cent. As the cold weather approaches the demand for smoked meats falls off and there are more inquiries for fresh meats, backs, plain and pea meal, and for poultry. Lard remains at the

BUTTER—There is a little firmer tone in the butter market, while there has been an elevation from half a cent to two cents in creamery prints and solids. Good creamery butter is reported scarce. For separator butter and dairy prints there is a strong demand and the supply is plentiful. Although some cheese factories which have closed down for the season will make butter during the winter, this will not equal the demand for good creamery, as other creameries, which have been conducted all the season, are now suspending operations. The dealers are awaiting all the creamery product that they can lay their hands on.

Creamery prints	0 27	0 28
Creamery solids	0 25½	0 27
Farmers' separator butter	0 25	0 26
Dairy prints, choice	0 22	0 24
" ordinary	0 19	0 21
" tubs, choice	0 22	0 22½

CHEESE—The market in cheese is a little easier this week, with no change in evidence. The prices remain the same.

Cheese, large, prime	0 13	0 13½
" twins	0 13½	0 13½

EGGS—This is the off season for the Canadian hen, and for the next few weeks she will take a holiday, after a very busy season. New-laid eggs are a rarity, and dealers find it almost impossible to secure anything like an adequate supply, what are offered being 28c and 29c. Fresh stock is still going at 23c, and selects still stand at 25c to 26c.

HONEY—The demand is about the same as last week and continued cold weather would make the market a little firmer perhaps. The prices remain the same.

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

POULTRY—During the past week there was a big supply of fowl of all kinds—much greater than the demand. Dealers have large stocks on hand, but report that the buying was fully equal to last year, although Thanksgiving day is earlier than usual. The turkeys came in in rather bad shape, many had not been properly fed or fattened, and as a consequence the birds were immature and not up to the standard of former years. Too many farmers follow the practice of feeding turkeys liberally up to the hour they are killed, whereas the birds should be starved for at least twelve hours in order to be in the best shape. Chickens were in a fair condition, but ducks and geese gave no reason for complaint. No finer specimens have ever appeared than those offered for the Thanksgiving trade. Prices are a shade easier and, owing to the great supply, the quotations are liable to lessen rather than increase.

Spring chickens, per lb., live	0 08	0 09
Hens, per lb., live	0 08	0 06
Young ducks, per lb.	0 08	0 09
Turkeys, per lb.	0 12	
Geese, dressed	0 08	



Royal Yeast Cakes.



Most Perfect Made.

Sold and Used Everywhere.

With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry
Hop Yeast.



Highest Honors
at all Expositions.

ESTABLISHED 1852.

In my advertising, I am emphasizing the excellence of

Clark's Corned Beef

and introducing more generally

Clark's Mince Meat

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

WM. CLARK

Manufacturer
MONTREAL

The high qualities of "BOVRIL" and its uses are being explained to the public in the daily and weekly press. People are buying "BOVRIL." Let them know you have it.

Bring the

BOVRIL

hangers forward to your window. If you have none, a post card addressed to

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

will bring you a supply express prepaid.

Cowan's Cocoa and Chocolate

are as good as sold
when you put them
into stock.

Your customers
know and appreciate
their flavor and
purity, and will in-
sist on "COWAN'S"



The Cowan Co., Ltd.
TORONTO.

By Royal



Letters Patent

Nelson's Opaque, Brilliant, Isinglass, Leaf, and Powdered Gelatine

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

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of
GORDON'S GRANULATED GRAVY

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

More than ever before have

Mott's "Diamond" and "Elite" brands of Chocolate

taken hold of the public's favor.
This is particularly so at this season of the
year when these goods are freely used.

Demand CANADA'S Best
Chocolates "MOTT'S."

Every jobber sells them.

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

SELLING AGENTS:

J. A. Taylor Montreal R. S. McIndoe Toronto Jos. E. Huxley Winnipeg Arthur Nelson Vancouver
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Turning Down Customers

by telling them you haven't got
what they want is a dangerous busi-
ness. You know it! Which is a
sound reason why you should keep
a good stock of

FORCE

People want it — the merits of
"FORCE" and our "Force"-
ful advertising combined, do the
trick. Can you supply the
people with all the
"FORCE" they want? Our
trade price is the same to every
dealer. It leaves you a good big
profit.

THE H-O MILLS
HAMILTON, - - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Prices Remain Generally Steady—Advancing Wheat Markets Do Not Affect Flour—Cereals Rather Du...

With no changes in prices the flour and cereal markets show little of interest this week, the situation being practically the same as reported a week ago.

The grain markets have been somewhat firmer, this being particularly noticeable in wheat, which advanced 3c in Winnipeg on Tuesday and was correspondingly firm in Ontario and Quebec, but this has as yet had no effect on the price of flour which remains stationary. The advance was caused by active export demand from British buyers who seem exceedingly anxious at the present time to purchase large supplies of Manitoba wheat. Millers are not paying a great deal of attention to this as they are exceedingly well occupied with local business.

Cereal business has been a little less active during the week from the standpoint of local demand and as a result manufacturers have been devoting some attention to export business which presents very fair returns. Rolled oats and oatmeal have been going forward fairly freely.

MONTREAL.

FLOUR—There has been no changes in the flour market during the week. Prices remain as last reported.

Winter wheat patents	5 50
Straight rollers	4 70 4 80
Extra	4 00 4 10
Royal Household	5 00
Glenora	5 50
Manitoba spring wheat patents	5 00
strong bakers	5 50
Five Roses	5 00
Harvest Queen	5 50

ROLLED OATS—The demand during the week has been a shade better than the previous week, and prices have been fully maintained.

Fine oatmeal, bags	3 05
Standard oatmeal, bags	3 05
Granulated	3 05
Gold dust cornmeal, 98-lb bags	2 25 2 50
White cornmeal	2 00 2 05
Rolled oats bags	2 40
bbis	5 15

FEED—Supplies are only fairly liberal. The small mills show no tendency to reduce prices, consequently the market remains firm with no changes in this respect. The demand has been about the same during the week as last reported.

Ontario bran	21 50 22 00
Ontario shorts	25 08
Manitoba shorts	25 00
bran	00 21
Mouillie, milled	25 00 27 00
straight grained	30 00 32 00
Feed flour	1 50 1 60

TORONTO.

FLOUR—While the feeling in the wheat market is a good deal stronger this week in consequence of the strong export demand there has been no change in flour. Millers are enjoying exceedingly good local business and are not

very much interested in export business at present.

Manitoba Wheat.	
90 per cent. patents	5 40
85 " "	5 10
Strong bakers	4 90
Winter Wheat.	
Straight roller	4 10 4 30
Patents	4 5
Blended	4 70

CEREALS—Business is only fair, manufacturers report, and no new features are evident. A good deal of attention is being paid to export business and rolled oats and oatmeal are going forward in some quantity. Prices are unchanged.

Rolled wheat in barrels, 100 lbs	2 65
oats in bags, per bag 90 lbs	2 65
Oatmeal, standard and granulated, in bags 98 lbs	2 95

CANADIAN FLOUR FOR MEXICO.

Robert Meighen, of Montreal, president of the Lake-of-the-Woods Milling Company, in discussing the fact that there has been a poor wheat crop in Mexico this year and that inquiries have been made of large grain firms in the West which suggests the idea that a permanent foothold might be obtained in the Southern Republic in the matter of exporting Canadian grain, said: "Interests connected with the flour trade in Canada will not be negligent of any opportunity to foster and increase their trade in Mexico. If opportunity offers our people will be found equal to it. We desire the happiest relations with the Southern Republic, and as the larger half of this continent we would be bound, in regard to any thought of competition, to come out victorious. No doubt, if there be opportunity, as the despatch says there is, for getting into the Mexican market with our grain, our people will be on the alert. We have the energy and the capacity to take opportunities by the hand."

TRADE NOTES.

W. Newton, of Rochester, N.Y., formerly of Thorold, has bought the grocery business of S. V. McDonald, Thorold.

Linder & Watson's grocery, Clinton, was visited by fire on Nov. 10. The damage to the stock was about \$2,000 and to the building \$500.

The Millbank Cheese and Butter Manufacturing Company has been incorporated with a share capital of \$3,000. The head office is at Millbank, Ont., and the provisional directors are David W. Chalmers, Wm. H. Henderson, Michael Wagler, George C. R. Gibson, Herbert McLennan, David J. Fleming, Thomas Crookshanks, Donald Jack and Wm. McD. Young. The company is empowered to carry on the business of buying manufacturing, selling and dealing in cheese, butter, etc.

They Don't Get Soggy



That's the beauty of

Mooney's Perfection Cream Sodas

They are always so fresh and crisp. They do delight the dainty housewife. And they are very extensively advertised too! If you are not handling them, you'd better send us an order for a trial shipment.

The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



COX'S GELATINE

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

COX'S GELATINE

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

J. & G. COX,
Lid
Gorgie Mills
EDINBURGH

"Favorite" Brand Cocoa and Chocolate

IN ½-LB. TINS AND IN BULK

FREE SAMPLES, with prices, to all grocers and confectioners who apply

Especially attractive prices on our line of 7-lb packages of Cocoa for grocers who feature bargains. This is a popular line with confectioners, also. No need to measure. 12 packages to a case.

DOMINION COCOA AND CHOCOLATE CO.
16 Place Royale - - - - - MONTREAL

QUALITY



must be the outstanding feature of any cocoanut which is to hold trade for the grocer. The length of time **White Moss Cocoanut** has been sold by the trade is the best evidence of the appreciation in which it is held by consumers.

Order to-day.

The Canadian Cocoanut Co., = Montreal

For Xmas Trade

You will find no confection that will give you and your customers greater satisfaction than **CHOCOLATS MEURISSE A 1** goods. Attractive packages.

Order To-day.

CHOCOLATS MEURISSE

J. A. HERREBOUDT, Manager. 23 Lemoine St., MONTREAL

Agents: Mathewson's Sons, Montreal: T. E. Charest, Quebec;
W. C. Scott, 78 Queen St., Ottawa.

Freight is no more on full strength **MAPLE SYRUP** containing all "medicinal" properties than tis on diluted mild flavors. Small's is by experts pronounced standard, with highest awards world over. All jobbers.
Canada Maple Exchange, Limited, Montreal

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY *Caledonia Mills* **BOWMANVILLE, ONT.**
BARLEY and FEED

MAPLE SUGAR

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

P. J. GIRARD, - Richmond, Que.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
Manufacturer

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

OPEN TO BUY

Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.

C. A. PARADIS, Quebec

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
in Nova Scotia, E. D. ADAMS, Halifax. in Manitoba, BUCHANAN & GORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.



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

PEANUT ROASTERS, CORN POPPERS, &c.

LIBERAL TERMS.

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

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

CHANGES IN THE CANADIAN TRADE

Brief Items Advising of New Stores, Sales, Assignments and Dissolutions of Partnerships Among the Grocers in All Parts of Canada.

Ontario.

Turvey Bros., general store, Walsh, have sold out.

James Manchester, grocer, Toronto, is advertising his business for sale.

Henderson & Co., grocers, Toronto, have sold to W. J. Scott & Son.

Fire visited the grocery store of W. J. McBride, Hamilton, and did considerable damage.

Thomas Cornell, confectioner, Port Arthur, has assigned to George H. Rapsley.

The effects of Uldine C. O'Donoghue, grocer, Toronto, were recently sold out by auction.

E. C. Tribute, grocer, Brockville, has recently moved into new premises in the Dowsley block.

A meeting of the creditors of L. A. Purdy, general store, Brighton, will be held on the 17th inst.

T. Newans has resumed the grocery business in Prescott in the stand formerly occupied by him.

W. J. McIntyre, who has bought the grocery business of Daniel McCart, Petrolia, will have the store thoroughly remodelled and redecored.

The reception and ball given by the Borden Condensed Milk Co. in their new factory, Tillsonburg, was a brilliant affair, about 1,500 guests being in attendance.

The grocers of London have had some difficulty in securing a hall for their gatherings and recently were unable to hold a meeting, owing to a misunderstanding with other different organizations.

The Kerr Milling Co., Dundas, was at home to visitors last week. The method and process of manufacturing wheat into flour was explained to all, and visitors were entertained to light refreshments.

L. Richards, traffic manager for the Quaker Oats Co., of Chicago, was in Owen Sound last week looking after the despatch of grain from that port to Peterboro, traffic having been delayed by scarcity of cars.

Quebec.

Isidore Brodeur, general store, Beloeil, has assigned.

P. Poulin, general store, St. Evariste de Forsyth, has assigned.

A. Therein, general store, Ste. Anne des Monts, has assigned.

Dorion & Frere, grocers, Montreal, have dissolved partnership.

S. A. Paquin, general store, St. Eleuthere, has made an assignment.

The assets of David Schlaier, general store, St. Thecle, have been sold.

George Jolicoeur, general store, Guigues, has assigned to V. Lamarre.

The assets of J. D. E. Lafond, general store, Frelichsburg, will be sold.

The assets of J. E. Gauthier, general store, Chicoutimi, will be sold on the 13th inst.

The firm of De Nere, Richard & Co., St. Leonard, Que., has been registered.

The assets of B. Drouin, general store, St. Honore de Shenley, are to be sold on the 13th inst.

Maritime Provinces.

Archibald Bros., grocers, Bedford, N. S., have sold to A. H. Gladwin.

Stonehouse & Taylor, restaurateurs and grocers, Amherst, N.S., have been succeeded by R. Taylor.

Western Canada.

Isaac Hart, grocer, Erickson, Man., has sold to E. Wickston.

Fletcher & Snell, general store, of Adanac, Sask., have dissolved partnership.

J. Duchesneau, general store, Hitchcock, Sask., has been succeeded by F. X. Duchesneau.

By the collapse of a big wholesale warehouse in Edmonton, considerable damage was done. Besides Foley, Lock & Larson, whose entire stock was precipitated into the cellar and almost completely destroyed, the Oscar Brown Company's banana house was damaged considerably, and the P. D. Armour agent, F. T. Fisher, manufacturers' agent, and Nicholson & McCauley, wholesale grocers, are also heavy losers. The damage is yet unknown, but that it will be over \$100,000 is almost certain.

OHIO CANNED GOODS STANDARD.

At the conference of the Western Packers' Canned Goods Association, held at Chicago recently, the matter of standards for canned goods came in for a good deal of attention. One point which came out which will be of interest to Canadian packers of canned goods was the reading of the standards called for in Ohio, by Secretary Wiley. The standards for peas were given as follows:

Fancy—Cans to be well filled; peas covered with clear liquor; size uniform; good flavor and absolutely tender.

Extra Standards—Cans to be well filled; peas covered with clear liquor; reasonably tender; size uniform and of good appearance.

Standard—Cans to be fairly well filled; peas may be slightly hard; fair liquor may be more or less cloudy but not thick; size fairly uniform, and to comply with the national pure food law.

Grading as to Size—Petit pois or size No. 1, sieve 18-64; extra sifted or size No. 2, sieve 20-64; sifted or size No. 3, sieve 22-64; June, or size No. 4, sieve 24-64; marrow or size No. 5, sieve 26-64.

The corn standards were given as:

Fancy—Cans to be well filled; must weigh not less than 23 ounces gross; stock absolutely young and tender and of natural color; medium moist and practically free from foreign substance, such as silk, cob and husk. Packed to conform with the national pure food law.

Standard—Cans to be well filled; must weigh not less than 23 ounces gross; stock reasonably tender and free from hard particles; natural color and packed to comply with national pure food law.

The tomato standards were also given as follows:

Fancy—Are to be packed from whole, red, ripe tomatoes and to weigh not less than 38 ounces gross and to contain not less than 20 ounces of fruit, exclusive of juice. Packed to comply with the national pure food law.

Standard—The gross weight of the can shall not be less than 36 ounces, and the can must contain not less than 18 ounces of ripe fruit, exclusive of juice, not necessarily all red, and to be packed in accordance with the national pure food law.



Beat it if you
can.

80^{c.}

DOZEN.

The Gilmore Co.

934 De Montigny St.
MONTREAL

FRUITS, VEGETABLES AND FISH

Holiday Trade Made Fairly Good Business at the Week-end—New Mexican Oranges—Heavy Potato Shipments—Mild Weather Affects Demand for Fish.

These markets generally have shown fairly brisk business during the week, with excellent demand for most of the staple lines.

In fruits the cold weather is resulting in more active buying in fancy lines. Mexican oranges and Messina lemons are the newest arrivals and are stimulating some little interest. Early cranberries are somewhat easier as the quality turned out to be a little off.

Heavy shipments of potatoes appear to be the feature of the vegetable markets, dealers being anxious to get the supplies transferred before the cold weather brings on danger of freezing. The less hardy vegetables are rather firmer in price.

Fresh lake fish will be off the market this week in consequence of the close season. They will still be procurable frozen, however. The mild weather has been rather hard on the fish business but a cold snap will soon make itself felt.

MONTREAL.

GREEN FRUITS—There has been no change in prices during the week and the demand has been rather good owing to the holiday trade.

Jamaica oranges, in blis.	4 25
Floridas, 1 6, 15, 176 200.	3 50
Grape fruit.	4 50
Almeria Grapes.	5 50 6 50
Verdel lemons, 300 size.	2 75 3 75
Lemons, cho. ce, 300 size.	2 65
Bananas.	1 50 2 00
Peaches boxes.	1 25 1 50
Pears, boxes.	3 50
Grapes, California, Tokays crate.	2 25 2 50
Pineapples, extra fancy, 24 size.	5 50
30 size.	4 75
Cranberries, car'y blacks bbl.	9 50
Nova Scotia, early backs, 1 bl.	7 50
Apples, Fameuse, XXX, bbl.	4 00
XX.	2 50 3 00
Colverts Jennetings, XXX.	2 75 3 00
XX.	2 25 2 50
Spies, XXX.	4 00
Baldwins, Greenings, Russet's, XXX.	3 50
Spies XX.	2 75 3 00

VEGETABLES—There has been a good business passing in potatoes during the week. Other lines have been somewhat neglected. Prices show no changes during the week.

Marrows, dozen.	2 00
Cauliflowers, dozen.	1 00
Fennel, per doz. bunches.	0 25
Sage, per doz.	0 50
Savory, per doz.	0 50
Celery, doz.	0 25 0 75
Water cress, large bunches, per doz.	0 60
Spinach, box.	0 50
Green peppers, doz.	0 40
Beets 1 bag.	0 65
Carrots, bag.	0 60
Green pickling tomatoes.	0 50
Spanish onions, large crates.	2 75
Lettuce, per doz.	0 75
Radishes, doz.	0 25
Horse radish, per lb.	0 10
Cabbage, doz.	0 50
Montreal potatoes, bag.	0 75 0 95
Green Mountain.	0 65 0 90
Onions large bag.	1 50
Red onions, barrel.	3 00
Turnips, bag.	0 70
Pumpkins doz.	1 00
Squash doz.	1 00
Brussels sprouts.	0 10

FISH—Some lines of fresh fish are higher this week owing to a scarcity. This is the result of storms which have

disrupted the industry. Season for lake fish is finished. In smoked lines haddies are scarce and demand is increasing. New bloaters are now coming in. The colder weather is having a favorable effect on the oyster market which is improving in demand. Other lines remain about the same.

Fresh and Frozen Fish.

Gaspere salmon.	0 15 0 18
B.C. salmon, frozen.	0 10
Brook trout, lb.	0 22
Haddock, per lb.	0 15 0 06
Fresh halibut.	0 10 0 12
Mackerel.	0 10 0 11
Dore.	0 07
Steak cod.	0 04 0 05
Market cod, lb.	0 07 0 08
Pike, lb brochet.	0 07 0 08
Whitefish, lb.	0 07 0 08
Lake trout.	0 09
Sea trout lb.	0 10
Flounders, lb.	0 10
Ameria live lobsters.	0 26
Bullheads (dressed).	0 10
New Smelts.	0 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb.	0 07 0 08
Kipperd Herring, new, per box.	1 10 1 25
Bloaters, per box.	1 10 1 25
Smoked herring, per box.	0 16
Prepared—	
Skinless cod, new 100 lb. cases.	5 50
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box.	1 80
Dry cod, in bundles 112 lb., per pound.	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes.	0 06 1/2
Boneless cod, 20-lb. boxes.	0 08
Boneless cod, 20-lb. boxes.	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks.	0 05
Boneless fish, 25 lb. bxs., loose.	0 01 1/2
Salted and Pickled—	
No. 1 Labrador herring, bris.	5 50
bril.	3 00
Oysters, bulk, per gallon.	1 60
Standards, bulk.	1 40
quart tins, sealed.	0 40
Paper pails per 100 qt. size.	1 70
Malpeque, shell, per bbl.	9 60 11 00
lower grades.	6 40 8 00

TORONTO.

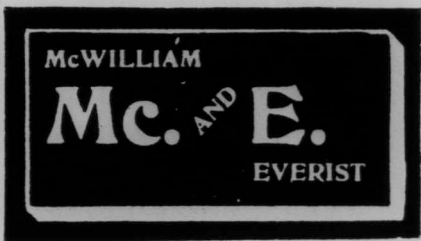
GREEN FRUITS—The past week has been a fairly satisfactory one in the fruit line. The feature of the week is that Mexican naval oranges have reached here and there is a brisk demand for them. These oranges are nice and sweet and of good color. The early Florida oranges coming in from N. Y. are very good and there has also been a fair demand for them. Messina lemons are on hand and have been for some days. There has been a strike in the packing houses in Messina which has delayed shipments somewhat but still enough have been forwarded to meet the demand. Almeria grapes are selling well and as the cold weather comes steadily on, prices will slightly increase. Early cranberries have proved to be a little soft, and are being offered cheap in consequence. Some houses report that there has been a good demand for the Nova Scotia variety while others have not handled them at all. Late berries are of excellent variety and, as the Christmas season draws near, inquiries for them will increase. There is very little doing in bananas and shipments are not heavy. What have arrived are well ripened and of good color. In pears, while there

SATISFACTION

Are sure we can give you this in the following lines :

- Almeria Grapes**
- Florida Oranges**
- Florida Grape Fruit.**
- California Lemons**
- Messina Lemons**
- Mexican Oranges**
- Pineapples**
- New Dates**
- Figs, etc.**

In fact anything in our line. Let us have your orders. They will have our best attention.



25-27 CHURCH ST. - TORONTO

Oh!

those

New Crop

"St. Nicholas"

How they managed to grow so fine I don't know!

Ask your wholesaler.

J. J. McCabe

Agent

32 Church Street, Toronto

are lots of them they are hard to sell at this season of the year. Canadian Keifers are disposed of at 25c to 30c a basket, but the demand is limited as the variety is too watery and not much sought after.

Pears, Canadian	0 25	0 31
Grapes, California, box	1 70	2 50
Almeria, leg	5 51	7 00
Apples, winter varieties, bbl	2 51	3 51
Oranges Jamaica, bbl	4 00	4 51
" " box, new	2 51	
" Mexican, box, new	2 51	
" Florida, boxes, new	3 51	3 50
Lemons, Ontario, box	3 25	3 00
Bananas Jamaica, firsts	1 00	2 25
" Jamaica eights	1 00	1 25
" Jumbos	1 51	1 85
Cranberries, Cape Cod bbl	9 51	1 50
" " crate	3 51	
" Nova Scotia, bbl	8 00	
" Ontario, crates	2 51	
Citrons doz	0 51	
Grease Fruit, Florida, box	4 25	4 51
Pineapple, Florida, crate	5 10	

VEGETABLES—The feature of the week is the fact that, while there are plenty of potatoes in the country, the shipments during the past few days have not been heavy. This is due to the fact that, owing to the cold weather or threatened cold spell shippers do not care to take chances on the vegetables being frozen. All cars have to be lined and a fire kept up in order to prevent the possibility of potatoes being frost-bitten. The market is a little firmer this week for Ontario potatoes while for New Brunswick Delawares it is somewhat easier. Tomatoes are pretty high in price and some dealers report a scarcity of cabbage. Generally speaking there is plenty of the hardy variety of vegetables and there has been an ascent in prices in some cases.

Tomatoes, Canadian, red, per basket	0 40	0 70
Bee s. Canadian, bushel	0 25	0 31
Egg plant basket	0 25	
Potatoes, Ontario, per bag	0 75	0 90
" New Brunswick, per bag	2 75	4 50
" sweet hotel	1 40	
Onions, Spanish, per 5 lb crate	0 75	0 90
" Canadian, dried, bag	0 81	1 00
" Valencia extra, cases	3 00	
Carrots, n-w, per bag	0 40	0 50
Green Peppers, basket	0 51	
Peppers, basket	0 35	
Cabbage, Canadian, per doz	0 20	0 40
Vegetable marrow doz	0 40	
Squash, basket doz	0 50	1 75
White turnip, doz	0 00	
Flower doz	0 50	1 00
Cary native doz	0 40	
Pumpkins, doz	0 75	

FISH—This is the last week for lake fish fresh. They will be carried just the same but will be frozen instead of fresh or in other words, kept in cold storage. Trout, white fish and finnan haddie are the leaders. The fish market has been rather dull during the past three or four days due to the mild weather. When a good cold snap visits us the demand is very brisk as people then partake of a great deal more piscatorial food. The oyster market is fairly active, extra selects leading. Colder weather will result in a much greater demand for the bivalves as it appears inherent in human nature not to resort very largely to fish or oysters when the days are balmy.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 06	0 06
Whitefish	0 10	0 11
Cod, fr. zen	0 18	0 19
Trout, fresh, per lb	0 09	0 10
Halibut	1 01	1 10
Halibut, frozen	1 07	
Salmon, fr. zen	0 10	0 12
Pike	0 10	0 07
Pickrel yellow	0 01	0 03
Co. shell crabs, doz	4 10	

NEW MESSINA LEMONS

Home Guard Brand

The finest imported—have arrived and ready for shipment.

RIPE WAXY FRUIT

WHITE & CO., Limited

TORONTO and HAMILTON

"To him that hath, to him shall be given."

You have a nice trade in Lemons—by having

CANDIDO'S LEMONS

Your trade will increase—Your customers satisfied

ORDER FROM THE WHOLESALE.

W. B. Stringer, Toronto represents B. P. Candido, Italy

Fresh Arrivals This Week

CAR NEW CALIFORNIA LEMONS

Squ'rrrel Brand. Smooth as silk. Bright, waxy fruit.

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders.

Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

Our Second Car of Florida Oranges just arrived.

THE DAWSON COMMISSION CO., TORONTO

APPLES—If you have carload to sell WRITE US

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FOR PROMPT SHIPMENT!

MR. GROCER:

Now is the time to secure supplies of
SALTED, SMOKED, PREPARED

FISH Also BULK and SHELL OYSTERS

Weather is seasonable. Get our new
price list—mailed promptly on request.

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DISTANCE
TELEPHONES.**

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20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL
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Branches:
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FISH New Lines OYSTERS

Labrador
Herrings
Flounders, No. 1 Smelts
Extra Smelts, Salt Mackerel
Kippers : : Bloaters

Get Our Quotations

The F. T. James Co., Limited
Church & Colborne Sts.
TORONTO

Tobacco Growing in Canada

Interesting Points in the Development and Early History of the Industry—Some of the Difficulties of Preparing the Product for the Market—Growers Not Skilled in Final Processes.

By Joseph Picard, President the Rock City Tobacco Company, Quebec.

The cultivation of the tobacco plant has reached such proportions in the Dominion of Canada, that it now ranks among one of the great industries of our country. Until a comparatively recent date the cultivation of tobacco was limited to the French-Canadian farmer, who with characteristic thrift raised his own tobacco, as well as his potatoes and other agricultural products. Soon, however, the farmer's son left the parental roof for the village, town or city, to follow the life of a mechanic perhaps, or something else. Like any country boy, he may have left some of his country manners behind, but he did not leave his taste for the tobacco of his father's fields, and in this way a demand for this article sprung up in the towns and cities, and dealers were forced to keep it. Then the father commenced to raise a little more than was sufficient for his requirements, and this surplus found a ready sale.

The Pioneers of the Industry.

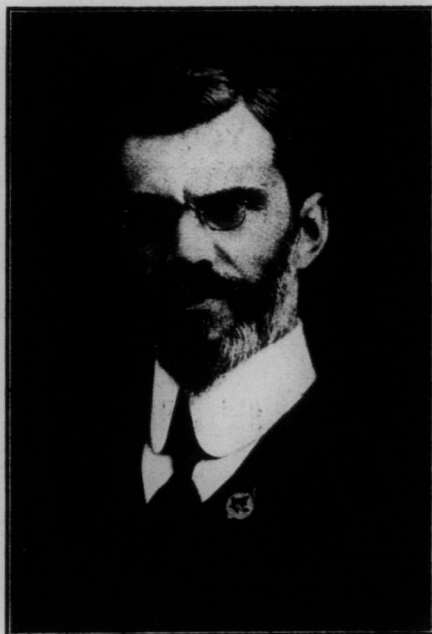
Thus we observe that the French-Canadian people have been the real pioneers in this industry. Of late years the Government has recognized its possibilities, and have gathered an immense amount of information relating to its cultivation, which has been distributed among the farmers of Canada. In consequence of this the country has become to some extent over-supplied with the product. In view of this fact other markets are being considered, where the possibilities of establishing a connection are not too remote.

The struggle which Canadian tobacco has had to win popular approval has been a strenuous one, but now it seems to be fairly well established in the public favor. For many years the use of French tobacco as it was called, was limited to people of this nationality. There has been a strong prejudice against the product, which has arisen not from any real defect in the product, but rather from the fact that the tobacco was raised in this country, where it was supposed its cultivation could never be successfully carried on. Many people will pay a larger price for an article if it is imported whether or not it possesses any additional merit over the domestic product. This fact, however, must be borne in mind, that Canadian tobacco will always possess a distinctive flavor just as the tobaccos of other countries have their own peculiar qualities. This difference, however, should not be regarded as a mark of inferiority when the plant is grown under healthy conditions, and the proper measures are observed in curing it.

At the present moment if a general classification of tobaccos is presented to our mind, we think of Havana tobacco for cigars, of Virginia for the pipe, and Turkish for the cigarette. By a process of evolution these various products have been found to be most useful for the above enumerated purposes.

Variable Climate a Difficulty.

The cultivation of tobacco is always difficult under all conditions, but particularly so in Canada, where the climate is subject to so many variations and changes. This, however, does not preclude the possibility of growing an excellent tobacco in Canada. While we do not pretend to grow as fine a quality for certain specific purposes, as for instance, the Havana product for cigars, or Virginia leaf for a certain grade of fine cut, we can say, that regarded in a general way, the Canadian product ranks favorably with all of them. If one passes through a field of Canadian tobacco and then through a field in the United States, it will be observed that



JOSEPH PICARD,

President Rock City Tobacco Co., Quebec.

our product in its external appearances is quite the equal of that grown by our neighbors to the south.

Processes of Preparation.

The farmers of this country understand the cultivation of tobacco thoroughly. If the ground to be cultivated is properly ploughed and harrowed and rendered fit for the reception of the seed the crop is assured with ordinary care.

The most difficult part of the operation which renders tobacco fit for the market is the drying, sorting and proper packaging of the product, and it is in this branch of the business that the farmer assumes in a measure the duties of manufacturer as well as grower. The tobacco is cut and taken to the drying houses, where it is hung up. The method of desiccation is the most difficult and it is in this process of the

operation that the Canadian farmer is the most deficient. The leaves are hung up a certain distance apart on racks provided for the purpose. The distance apart, and consequently the amount of tobacco hung in each house, varies according to the variety of the tobacco and the result which it is desired to obtain. This operation extends over a couple of months and is the most difficult of all, owing to the many changes which our climate undergoes, which consequently render the possibility of keeping a constant temperature in the drying houses impossible.

The sorting, fermentation and packaging processes should be left to experts, because it cannot be supposed that the grower understands all the whims and foibles of a discriminating demand, but here in Canada these processes are carried on by the grower.

Different Processes in United States.

In the United States the grower dries his tobacco, and it goes to a middleman, who puts it through the process of "rehandling," where it is sorted, classified, fermented and properly dried and is packaged in a special way for the special purpose for which it is to be used.

From this it will be seen, tobacco rarely reaches the market until a year at least has elapsed. It has to go through a preliminary drying and fermentation process on the farm, and then a second operation of drying and fermentation, sorting and packaging for the market. All of these operations require considerable time, so it is quite easy to see how a year could be consumed in properly preparing the tobacco for the market.

The Fermentation Process.

The second process of fermentation is most important, because the ultimate value of the tobacco depends upon the success with which this operation is carried out. This secondary operation is known as the "natural process." From this it will be seen that the United States grower has a distinct advantage over his Canadian confrere because the products reach the various manufacturers in the highest state of excellence compatible with the variety, through the services of the middleman, or as he is sometimes called, a "rehandler." This personage has nothing to do with the growing of his leaf, but confines his attention to the proper treatment of the tobacco before it goes to the manufacturer.

Some Early History.

The industry in Canada can be traced back for fifty years in the Province of Quebec. The cities of Montreal and Quebec divide the honors for cultivating it first, as it was grown in the vicinity of these cities at about the same time. Among the first to see its possible sphere of usefulness beyond the small patch in the kitchen garden for home requirements were W. Lemesurier and B.



They Pay!



Ask the Man Who Has One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

Make a Permanent Customer with Every Sale

You can do it if you handle "Sealshipt" Oysters. The lover of good oysters never forgets their piquant half-shell flavor—so fresh, distinctive and suggestive of the briny ocean depths.

"Sealshipt" Oysters

have this delicious flavor because immediately they come out of the sea, they are put into sealed cans with ice around the cans but not touching the oysters. They keep fresh, wholesome, natural sized—no water to bloat them—no ice to bruise them with its jagged edges. No dust or germs can get to them.

"Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

IT PAYS to sell "Sealshipts." Write for particulars, how to become an agent.

NATIONAL OYSTER CARRIER CO.
South Norwalk - Connecticut



To restore lost appetites is the mission of that wonderfully restful relish known as

"Brunswick Brand"



Connors Bros., Limited
Black's Harbor, N.B.



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Montreal and Toronto, Eastern Provinces
Hamblin & Brereton, Winnipeg, Lakes to the Rockies
The Standard Brokerage Co., Ltd., Vancouver, B.C., British Columbia

Houde & Co. To W. Lemesurier, it is said, belongs the honor of first manufacturing Canadian tobacco. The Chevalier Brocher, of Quebec, was another pioneer of the industry in Quebec. In Montreal Sir William McDonald, who is sometimes called the King of Tobacco, early recognized the possibilities of the native leaf. The industry reached such proportions that Sir John Macdonald included it in his National Policy as a national asset which required protection from the foreign producers. This immediately gave the industry an increased impetus and from then till now it has made gratifying progress.

While this statement is true of the entire history of the tobacco industry taken together, some phases of its cultivation have not been so satisfactory as might have been expected. After Sir John accorded the industry the protection which has been mentioned, naturally the foreign leaf became more expensive and from economic reasons many commenced the use of Canadian tobacco. It was at this time that the weak spots in its production were discovered. When the limelight was turned full on it was found that the intermediary stage in the total process was the weak point. It will be seen, however, that this is not beyond remedy, as it depends almost entirely on the skill of those who treat the tobacco and prepare it for the market. We now appreciate the fact that there is no natural element in our soil which would render its growth impossible or mediocre, but rather, we have every reason to believe that it reaches a most luxuriant development here. The struggle of the American Tobacco Co. for supremacy in this field of activity, the possibilities of which they were early to recognize, is a matter of current history.

Taking all things into consideration, it is obvious that the cultivation of tobacco will prove of immense value to Canada from a hygienic, as well as an economic, viewpoint.

SPECIALTY MANUFACTURERS ARE COMPLETING ORGANIZATION.

The American Association of Specialty Manufacturers, which was formed at New York a few weeks ago, was further perfected in its organization and set into permanent activity at a meeting of the executive committee held on Saturday, Nov. 7, at the rooms of the New York Association of Manufacturers' Representatives.

The board furthered the organization by the choice of the following officers, the president to be chosen later:—First Vice President, Andrew Ross; Second Vice President, Louis Runkel; Third Vice President, A. J. Porter, of the Shredded Wheat Company, Niagara Falls; Secretary, J. T. Austin, of New York.

Since the former meeting, when twenty members were enrolled, there have been added to the membership about as many more, and others are in communication with the secretary regarding joining. It is proposed to confine the activities at first to recruiting members till the association is representative and has strength to carry out the plans which will then ensue. Meetings will be held in various of the larger cities

in the efforts to recruit the members. The dues will be \$100 a year, with \$50 as the initiation fee.

ALGIE'S MILLS AT ALTON, BURNED.

Members of the Travelers' Snack Club and other drummers who visit Alton will regret to learn of the burning of the Algie Woolen Mills on Friday. The fire broke out shortly after seven o'clock and owing to a high wind the flames spread rapidly and for a time threatened the town. The main building of the mill was burned and several adjoining houses suffered to a slight extent. About fifty hands will be out of employment. Wm. Algie, the owner of the business, was in Toronto at the time of the fire.

RETAIL MERCHANTS' ASSOCIATION NOTES.

James Eadie, provincial organizer for Ontario of the Retail Merchants' Association, is in Port Hope this week where he is interviewing the merchants and organizing a branch of the association.

On Wednesday evening of this week E. M. Trowern, secretary of the Retail Merchants' Association of Canada, spoke at a largely attended meeting in Guelph. B. W. Ziemann, of Preston, president of the Provincial Board of Ontario, also delivered a stirring and interesting address. The business men of the Royal City gathered around the festive table and after enjoying dinner, a most profitable time was spent in matters of mutual interest.

P. C. Larkin, of the Salada Tea Company, Toronto, who has been on a visit to the New York, Boston and Montreal branches of the company, returned home last week. He found business in a promising condition across the border and the feeling hopeful as the result of the Presidential election.

To Avoid The Financial Crisis, Handle

SHAMROCK

BIG PLUG

SMOKING TOBACCO

It will pay you a good profit Besides building you a trade

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

NOTICE!

FOR SALE

100 bags of excellent VIRGINIA Peanuts at 9c PER lb.

For this week only.

JOS. COTE

IMPORTER AND WHOLESALE TOBACCO DEALER

**Office & Store, 186-188 St. Paul St. Phone 1272
Branch - 179 St. Joseph St. Phone 2097
QUEBEC**

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

**Sole Agent for Canada
506 Lindsay Building, MONTREAL.**

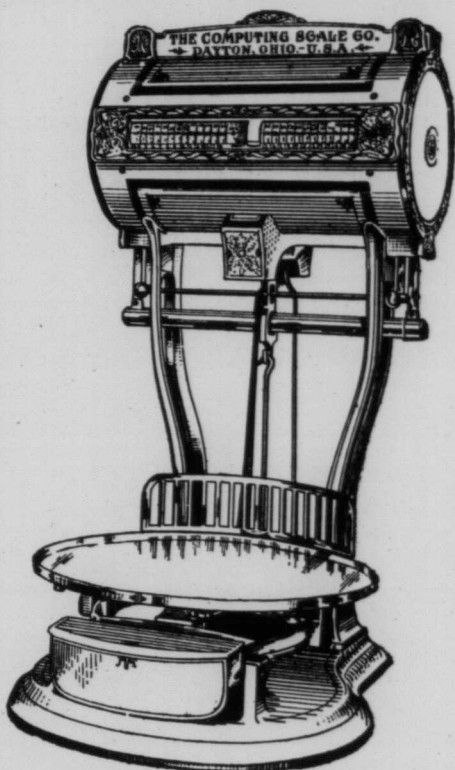
BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem **Solved!**

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

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 8½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

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

**Our New
"Walker Bin"
Catalogue**

Will be off the press in a few days.

**It should be in the
hands of every
Grocer**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited**

Representatives
Manitoba: Stuart Watson & Co., Winnipeg; Saskatchewan and
Alberta: J. C. Stokes, Regina, Sask.
Montreal: Kenneth H. Munro, Coristine Bldg.



**The
Elgin National
Coffee Mills**

40 Sizes and Styles

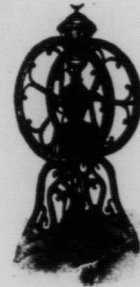
They are the
**Fastest Grinders
Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of
COUNTER CHECK BOOKS

for all kinds and makes of
LOOSE LEAF SYSTEMS

Write for prices and samples.

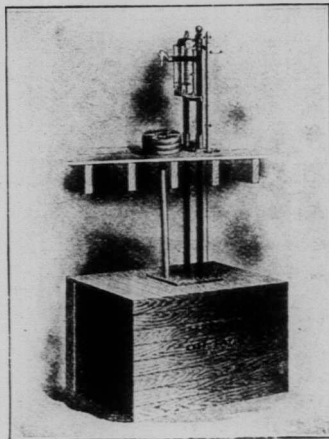
We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

**TORONTO - MONTREAL
Canada**

Saves Money at Every Point



CUT 1
CELLAR OUTFIT

The Bowser Self-Measuring Oil Tank prevents the loss or waste of a single drop of oil—and oil is money.

The Bowser enables you to wait on customers in one-tenth the usual time—and time is money.

The Bowser eliminates almost all the labor usually required to care for the oil—and labor is money.

When you realize that you are now actually losing the money which the Bowser would save for you, can you afford to be without one?

Write us for catalog 5044. It is free.

S. F. BOWSER & CO., Inc.
66-68 FRAZER AVENUE, TORONTO

If you have an old Bowser, and want a new one, write for our Liberal Exchange Offer.



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

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

**ALLISON
COUPON BOOKS**

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

How They Work

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

For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.
INDIANAPOLIS, IND.

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

Classified Advertising

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

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months...	17 00
" " " " 3 months...	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months...	10 00
25 " " " " 1 year.....	10 00

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, 10 Front Street East, Toronto.

CANADIAN MACHINERY AND MANUFACTURING NEWS, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the **GROCER**. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. **CANADIAN MACHINERY**, 10 Front St. East, Toronto.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

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

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited. Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

AN EXTRA 1 PER CENT. PROFIT—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

TRAVELLERS—Counter check books make a good side line. Pocket sample; liberal commission. Box 221, **CANADIAN GROCER**. [1]

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. **THE CANADIAN FAIRBANKS CO., LTD.**, Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **GROCERS**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. **MACLEAN PUBLISHING CO.**, Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto. (45)

POSITION as manager for grocer business. Very well known, good connections and with good experience. Apply Box 222, **THE CANADIAN GROCER**, Toronto.

YOUNG lady seeks position as book-keeper or cashier in office or grocery store. Accurate, quick and reliable. First class references. Apply Box 223, **CANADIAN GROCER**, Toronto.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

AGENCIES WANTED.

WANTED—Wholesale grocery broker in Montreal is open for few more lines, canned goods a specialty. Highest connections, fifteen years experience. Apply Grocer Office, Toronto. (46)

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

VINEGAR—A French manufacturer of vinegar invites correspondence from Canadian firms interested in this article. Box 231, **CANADIAN GROCER**, Toronto. (47)

POULTRY—A firm of general game and poultry importers desire to get into communication with Canadian shippers with a view to making arrangements for early shipments into Manchester. Box 224, **CANADIAN GROCER**, Toronto. (47)

CONDENSED MILK—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of condensed milk. Box 229, **CANADIAN GROCER**, Toronto. (47)

FLOUR, Oatmeal and Quaker Oats—A South African commission agent, with good connections, and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian exporters of flour, oatmeal and quaker oats. Box 230, **CANADIAN GROCER**, Toronto. (47)

CANNED and Bottled Fruit—A London, England, firm of general merchants and importers desire to undertake an agency for Canadian canned and bottled fruit. Box 225, **CANADIAN GROCER**, Toronto. (47)

PRESSED Yeast Cakes—A Hull firm of general merchants and importers desire samples from Canadian manufacturers of pressed yeast cakes. Box 228, **CANADIAN GROCER**, Toronto. (47)

FRUIT—A well-established firm of inland fruit merchants in the north of England would like to exchange ideas with a Canadian packer of well-graded apples with a view to receiving a few carloads for sale on advance against bill of lading. Box 227, **CANADIAN GROCER**, Toronto. (47)

CANNED Goods—A general commission agent and importer in the north of England in a good position to handle an agency for any kind of canned goods is desirous of hearing from Canadian canners interested. Box 228, **CANADIAN GROCER**, Toronto. (47)

FOR SALE.

FOR SALE—A live and established general business in Saskatchewan. Best stand in town, only one opposition, business improving each year. Stock \$15,000. Reasons for disposing, poor health. Further particulars by addressing Box 219, **CANADIAN GROCER**, Toronto. [46]

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about \$1500; yearly sales \$6000 to \$7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

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

The Canadian Grocer's Christmas Competitions

Window Dressing Contest

With a view to helping our subscribers and to show what may be done along the lines of special Christmas Display, The Canadian Grocer again this year, offers prizes for a Window Dressing Contest.

Following last year's precedent, which proved so successful, contestants will be divided into two classes:

1. Grocers and Grocery Clerks in city stores.
2. Grocers and Grocery Clerks in the country districts.

Prizes of \$7.00 and \$3.00

First and Second, respectively, are offered in each class, \$20 in all.

All that is necessary to enter the contest is to send a fair-sized photo of one or more of your Christmas windows, with a description of it and name of the person who is responsible for the display, to us. The contest will close on December 31st.

Address the photo to "Editor, Canadian Grocer" and mark it "Christmas Window Dressing Contest."

Advertising Contest

A regular department in this paper is devoted to advertising for grocers, telling them how to advertise and emphasizing the fact that their local newspapers are the best medium for this purpose. To find out what effect these articles have had and to further stimulate the use of this method, which we consider most important for grocers, a Christmas advertisement contest has been arranged.

Prize of \$5.00

Most up-to-date grocers, even some who use newspaper space at no other time of the year, do so at the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements. The advertisement submitted should be about groceries, confectionery, etc., for the holiday season. All that is necessary is to forward one or more clippings from your local paper to us, with the name of the writer of the advertisement. The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. The last day for receipt of ads. is December 31st.

Address advertisements to "Editor, Canadian Grocer," marked "Advertising Contest."

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper... The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy.

Baking Powder.

Table of Baking Powder prices including Diamond, Imperial Baking Powder, and Magic Baking Powder. Columns: Cases, Sizes, Per doz.



MAGIC BAKING POWDER

Table of Magic Baking Powder prices. Columns: Cases, Sizes, Per doz.

ROYAL BAKING POWDER

Table of Royal Baking Powder prices. Columns: Cases, Sizes, Per Doz.

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER

Table of Cleveland's Baking Powder prices. Columns: Cases, Sizes, Per Doz.

Barrels—When packed in barrels one per cent. discount will be allowed.

CROWN BRAND

Table of Crown Brand prices. Columns: Cases, Sizes, Per Doz.

THE ROBERT GREIG CO., LTD.

Table of White Swan Baking Powder prices. Columns: Cases, Sizes, Per Doz.

KEEN'S OXFORD

Table of Keen's Oxford prices. Columns: Cases, Sizes, Per Doz.

GILLET'S MAMMOTH

Table of Gillet's Mammoth prices. Columns: Cases, Sizes, Per Doz.

Brooms

Table of Brooms prices. Columns: Cases, Sizes, Per doz.

SOAP

Table of Soap prices. Columns: Cases, Sizes, Per doz.



Prices—Ontario and Quebec: Less than 5 cases 5 95, Five cases, or over 5 15.

THE ROBERT GREIG CO., LIMITED

Table of various products from The Robert Greig Co., Ltd. including White Swan Breakfast Food, King's Food, White Swan Barley Crisps, etc.

Chocolates and Cocoas.

Table of Chocolates and Cocoas prices including Perfection, London Pearl, and Unsweetened Chocolate.



ROYAL NAVY'S, 1 1/2, 12-lb. boxes per lb. 0 33, Diamond, 7 1/2, 12-lb. boxes per lb. 0 24.

INGREDIENTS FOR CAKE

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1/2-lb. pkgs., 2-doz. in case.

CHOCOLATE

Table of Chocolate prices including Maple buds, Vanilla wafers, and Ginger.

Milk sticks, box, 12-lb. boxes, 1 35; Milk cakes, 5c. size, box, 1 35.

AGENTS

Agents, C. E. Colson & Son, Montreal. In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35.

Smaller quantities 0 27.

BENSDORP'S COCOA, A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

Table of Mott's Breakfast Cocoa prices. Columns: Cases, Sizes, Per doz.

JOHN P. MOTT & CO.'S, R. S. McIndoe, Agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; Jos. E. Huxley, Winnipeg; R. J. Bedington & Co., Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.

WALTER BAKER & CO., LIMITED, Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes, \$0 38; Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins 0 41.

German Sweet chocolate, 1/2 and 1-lb. cakes, 5 lb. boxes, 0 28; Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes, 0 35.

Auto Sweet chocolate, 1 & 5-lb. cakes, 3 and 5 lb. boxes, 0 35; Vanilla Sweet chocolate, 1 & 5-lb. cakes, 5-lb. tins, 0 47.

Soluble cocoa (hot or cold soda) 1-lb. tins, 0 38; Cracked cocoa, 1-lb. pkgs., 5-lb. bags 0 34.

Caracas tablets, 100 bundles, tied 5c, per box, 3 00. The above quotations are f.o.b. Montreal.

COCOANUT CO., MONTREAL.

5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases Per lb.

1 lb. packages 0 27; 1 lb. 0 28; 1 and 1/2 lb. packages assorted 0 30; 1 and 1/2 lb. packages 0 27; 1 lb. packages assorted in 5 lb. boxes 0 28.

Bulk—In 15 lb. pails and 10, 25 and 50 lb. boxes, Fails. Tins. Ebla. White Moss, fine extra, 0 15 0 21 0 17.

Table of Best Shredded, Special Shred, Ribbon, Macaroon, Desiccated, and White Moss prices.

THE ROBERT GREIG CO., LTD. White Swan Cocoanut—Featherstrip, pails, 0 16; Shredded, 0 15; In packages 2-oz., 4 oz., 8-oz., lb., 0 28.

CONDENSED MILK

BORDEN'S CONDENSED MILK CO. Wm. H. Dunn, Agent, Montreal & Toronto.

Table of Borden's Condensed Milk prices including Eagle, Gold Seal, Challenge, and Peerless brands.



TRUO CONDENSED MILK CO., LIMITED. Jersey brand evaporated cream per case (4 doz.) 0 85.

Reindeer brand per case (4 doz.) 5 75.



COFFEES

ESV. BLAIN CO. LIMITED, Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Table of Coffee prices including Club House, Neotar, Empress, Duchess, Ambrosia, Plantation, Fancy Bourbon, Bourbon, Crushed Java and Mocha, Golden Rio, and Package Coffees.

Gold Medal, 1 and 2 lb. tins, whole or ground, 0 30; Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground, 0 30.

German Dandelion, 1/2 and 1 lb. tins, ground, 0 22; English Breakfast, 1 lb. tins, ground 0 18.

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole, 0 40 0 30.

JAMES TURNER & CO.

Table of Mecca, Damascus, Cairo, Sirdar, Old Dutch, and Fatterson's Coffees prices.

Agents, Rose & Ladame, Montreal and Toronto. 5 oz. bottles, 4 doz. per doz., 1 75; 10 " 4 " " 3 00; Rep. quarts, 1 " " 5 50; Imp. 1 " " 9 00.

THE ROBERT GREIG CO., LTD. White Swan Blend.



1-lb. decorated tins, 28c. lb; Mo-Ja, 1-lb. tins 30c. lb; Mo-Ja, 1-lb. tins 28c. lb; Mo-Ja, 2-lb. tins 28c. lb.

Cafe des Epiceurs—1-lb. fancy glass jars, per doz., \$2.50; Cafe l'aromatique—1-lb. amber glass jars, per doz., \$4; Presentation, (with 2 tumblers), \$10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins, 00 33; "Gilt Edge" in 2 lb. tins, 00 32.

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30.

CHEESE—IMPERIAL

Table of Imperial Cheese prices including Large size jars, Medium size jars, Small size jars, Individual size jars, and Imperial holder.



CONFECTIONS

THE COWAN CO., LTD. Cream Bars, 60's, assorted flavors, box 1 80; Milk Chocolate Sticks, 36 in box, 1 25.

Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 25; No. 2, 0 25; Maple Buds 5-lb. boxes, lb. 0 26.

Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0 40. These prices are F.o.b. Toronto.

W. O. BROS. & ALLISON'S. For sale in Canada by The Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal. \$7, \$3, \$5, \$10, \$15 and \$20. All same price one size or assorted.

UN-NUMBERED Under 100 books, each 04; 100 books and over, each (3) 50; 500 books and over, each (3) 50. For numbering cover and each coupon, extra per book 1/2 cent.

CLEANER

Table of Easybright Cleaner prices. Columns: Per doz., 4-oz. cans \$0 90, 6-oz. 1 35, 10-oz. 1 85, Quart 3 75, Gallon 10 00.

Wholesale Agent, The Davidson & Hay, Limited, Toronto.

EXTRACT OF BEEF

LAFORTE, MARTIN & OIE, LTD. Vita Pasteurized Extract of Beef. Per case. Bottles 1-oz., case of 2 doz. \$3 20.

" 2 " " 1 " 3 00; " 4 " " 1 " 4 50; " 20 " " 1 " 4 75; " 20 " " 1 " 9 00.

THOMAS J. LIPTON, Prices on application.



Assorted Case, Contains 2 doz., \$2.50; Chocolate (Straight) Contains 2 doz., \$2.50.

Vanilla (Straight) Contains 2 doz., \$2.50; Strawberry (Straight) Contains 2 doz., \$2.50; Lemon (Straight) Contains 2 doz., \$2.50; Unflavored (Straight) Contains 2 doz., \$2.50.

Weight 8 lbs. per case. Freight rate 2nd class.

INFANTS' FOOD

Table of Infant's Food prices: Robinson's patent barley 1-lb. tins \$1 25; 1-lb. tins \$1 25; groats 1-lb. tins \$1 25; 1-lb. tins \$1 25.

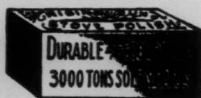
FLAVORING EXTRACTS

SHIRRIFF'S 1 oz. (all flavors) doz. 1 00; 2 " " " 1 75; 3 " " " 2 00; 4 " " " 2 75; 5 " " " 3 50; 6 " " " 4 25; 7 " " " 5 00; 8 " " " 5 75; 9 " " " 6 50; 10 " " " 7 25; 12 " " " 8 00; 15 " " " 10 00.

Discounts on application.



**RISING
SUN
STOVE POLISH
IN CAKES**



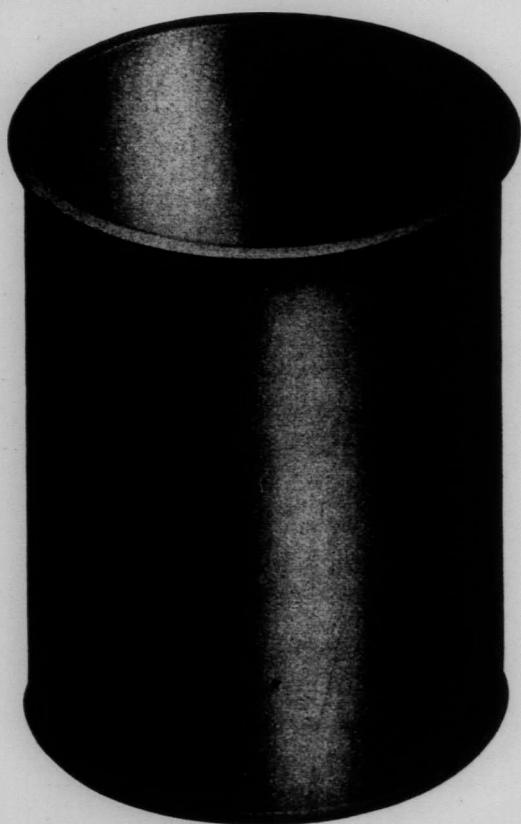
**SUN
&
PASTE
STOVE POLISH
IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

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



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

**Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.**

Max Amis Patents

I OFFER

for prompt shipment new season's
SPANISH, FRENCH, JAPANESE AND BRITISH

PEANUTS

Shelled and in Shell. Samples and prices from

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

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

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

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

BAYO
Age
1-lb. s
Pric
Comp
12-oz.
2-lb. t
5 and
or
7 and
30-lb.
Comp
12-oz.
2-lb. t
7 and
30-lb.
Pure
go

Macl

Assort
Assort
Lemon
Orange
Raspb
Straw
Choco
Cherry
Peach
weights

"GOODWILLIE'S" Fruits in Glass

Always Good Sellers

Their rich, luscious flavor of the fully ripened fruit, makes them appreciated by everybody.

How is Your Stock ?

Agents
ROSE & LAFLAMME, Limited
MONTREAL and TORONTO

Table Raisins from Sunny Spain

You can give your customers the richest flavor, most tender skin and finest quality if you insist on having the pack of

José Segalerva Malaga, Spain

ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz \$ 2 20
THOMAS J. LIPTON
Prices on application.

E. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case, per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in
crates, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails, per lb. 0 06½

Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case, per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crates
per lb. 0 07
30-lb. wood pails, per lb. 0 06½

Pure Jams—1-lb. glass jars (12-oz.
gem) 3 doz. in case, per doz. \$1 87

Jelly Powders
IMPERIAL DESSERT JELLY

THE ROBERT GREIG CO.
White wafers, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.



List price
"Shirriff's" (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

THE H. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

Tierces... \$0 10
4-bbls. ... 0 10½
Tubs, 60 lbs. 0 10½
30-lb. Pails, 2 10
30-lb. tins... 2 00
Cases 3-lb. 0 11
5-lb. 0 10½
10-lb. 0 10½



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 \$ 00
(fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans... per can \$ 00
Licorice lozenges, 5-lb. glass jars... 1 75
30 5-lb. cans... 1 50
"Purity" licorice 10 sticks... 1 65
100 sticks... 0 75
Dulce large cent sticks, 100 in box... ..

Lye (Concentrated).

GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 50
3 cases of 4 doz. \$5 50
6 cases of more \$ 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 3 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 3 lb. glass
jars and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

E. UPTON & CO.

12-oz. glass jars, 3 doz. case... per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz. 1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz. ... 1 55
3-lb. " " " " " 2 80
4-lb. tins, " " " 4 45
7-lb. " " " " " 7 35
"Sbradded"—
1-lb. glass, doz. 1 90
3-lb. " " " " " 3 10
7-lb. tins, " " " " " 8 25



THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wetley's condensed, per gross net ... \$12 00
per case of doz. net \$ 60

ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream, family size, per case \$4.70
" hotel 4.90
Silver Cow Milk 5.00
Purity Milk 4.70
Good Luck 4.30

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins per doz. \$1 40
" 1-lb. tins " 2 50
" 1-lb. tins " 5 00
Durham 4-lb. jar per jar. 0 75
" 1-lb. jar 0 25
F. D. 1-lb. tins per doz. 0 85
" 1-lb. tins " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" 4-pta. 24's 25

Sauces.

PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and
Toronto.
1-pint bottles, 3 & 5 doz., per doz. 0 90
1-pint " 3 doz. 1 75

THOMAS J. LIPTON

Prices on application.

Soda.

COW BRAND.

DWIGHT'S
BAKING SODA
Case of 1-lb. contain-
ing 60 packages pe-
box, \$3 00.
Case of 4-lb. (con-
taining 150 pkgs.
per box, \$3 00.
Case of 1-lb. and 4-
lb. (containing 60
1-lb. and 90 4-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 25 pkgs., per
box, \$3

MAGIC BRAND. Per case
No. 1, cases, 80 1-lb. packages \$ 75
No. 2, " 150 1-lb. " 2 75
No. 3, " 30 1-lb. " 3 75
No. 4, " 150 1-lb. " 3 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
5 cases 1 75



Assorted Case, Contains 4 doz. \$3.50
Assorted Case, Contains 9 doz. \$1.80
Lemon (Straight) Contains 9 doz. \$1.80
Orange (Straight) Contains 9 doz. \$1.80
Raspberry (Straight) Contains 9 doz. \$1.80
Strawberry (Straight) Contains 9 doz. \$1.80
Chocolate (Straight) Contains 9 doz. \$1.80
Cherry (Straight) Contains 9 doz. \$1.80
Peach (Straight) Contains 9 doz. \$1.80
weight 8 lbs. per case; freight rate 2nd class

STRIKING FEATURES

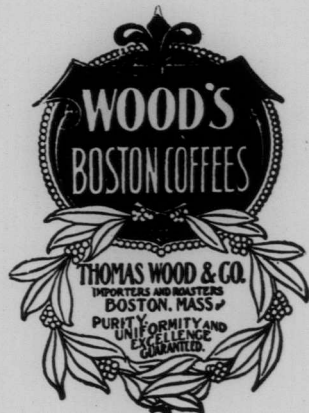
PURITY appeals to all classes of consumers.
 UNIFORMITY holds the patron to his favorite brand, so that your trade is not fluctuating, but permanent, with possibilities for increase always before you.
 SUPERIORITY lends its powerful influence to the other claims, and

WOOD'S COFFEES

are known far and wide as the ideal goods for the millions.
 They are not "here to-day, there to-morrow" products, but are like faithful allies, and hold up the Grocer's hands in extending trade.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street, - MONTREAL



Soap and Washing Powders.

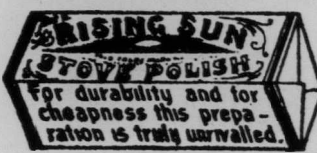
A. P. TIPPET & CO., Agents.
 Maysop soap, colors..... per gross \$10 30
 black..... " 15 30
 Oriole soap..... " 10 30
 Florida soap..... " 15 00
 straw hair polish..... " 15 30



3 doz. to box..... \$3 45
 6 doz. to box..... \$6 90
 30 days

STARCH

EDWARDSBURG STARCH CO., LIMITED.
 Laundry Starches—
 No. 1 White or blue, 4-lb. cartons, 4-lb. per lb..... \$0 06
 Canada laundry..... 0 06
 Silver gloss, 4-lb. drawlid boxes..... 0 08
 Silver gloss, 2-lb. tin canisters..... 0 08
 Edward's silver gloss, 1-lb. pkg..... 0 08
 Kegs silver gloss, large crystal..... 0 08
 Benson's satin, 1-lb. cartons..... 0 08
 No. 1 white, bbl. and kegs..... 0 06
 Canada White (Gloes, 1-lb. pkg.)..... 0 06
 Benson's enamel..... per box 1 50 to 3 00
 Culinary Starch—
 Benson & Co.'s Prepared Corn..... 0 07
 Canada Pure Corn..... 0 06
 Rice Starch—
 Edwardburg No. 1 white, 1-lb. car. " 1 " or blue, 4 lb. lumps..... 0 10
 BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.
 Laundry Starches—
 Canada Laundry, boxes of 40-lb. 80 06
 Home Gloss Starch—
 1-lb. cartons, boxes of 40 lb. 0 04
 Finest Quality White Laundry—
 2-lb. canisters, cases of 48 lb. 0 07
 Barrels, 50 lb. 0 72
 Kegs, 100 lb. 0 11
 Lily White Gloss—
 1-lb. fancy cartons, cases 80 lb. 0 08
 2-lb. toy trunks, 8 in case..... 0 08
 4-lb. enameled tin canisters, 8 in case..... 0 08
 Kegs, 22 crystals, 100 lb..... 0 07
 Brantford Gloss—
 1-lb. fancy boxes, cases 80 lb..... 0 08
 Canadian Electric Starch—
 Boxes of 40 fancy pkgs., per case 3 90
 Collins' Starch—
 Boxes of 45 cartons, per case... 3 60
 Culinary Starches—
 Challenge Prepared Corn—
 1-lb. packages, boxes 40 lb..... 0 04
 No. 1 Brantford Prepared Corn—
 1-lb. packages, boxes 40 lb..... 0 07
 Crystal Malt Corn Starch—
 1-lb. packages, boxes 40 lb..... 0 07
 SAN TOY STARCH.
 pkgs, cases 5 doz., per case... 4 75
 Stove Polish.
 Per gross.
 Rising Sun, 3-oz. cakes, 1-gross boxes \$3 50
 Rising Sun, 2-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 1-gross boxes... 10 00
 Sun Paste 5c. size, 1-gross boxes.... 5 00



JAMES' DOME BLACK LEAD Per gross
 6a size..... \$2 40
 2a "..... 2 50
 NICKLE PLATE STOVE POLISH.
 Pints..... 2 90
 Quarts..... 5 40
 1/2 gallons..... 5 10
 Gall ns..... 4 80
 3 gallons..... 4 50

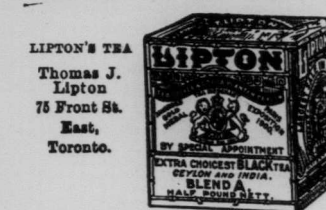
Syrup.

EDWARDSBURG STARCH CO., LTD.
 "Crown" Brand Perfection Syrup.
 Barrels, 600 lbs..... 0 03 per b.
 Half-barrels, 350 lbs..... 0 03
 Kegs, 150 lbs..... 0 03
 2-gal. pails 25 lb..... 1 25 each
 3 " 38 1/2 lbs..... 1 76

Plain tins, with label—
 2 lb. tins, 2 doz. in case..... 2 40
 5 " " " " " " " 2 75
 10 " " " " " " " 2 65
 20 " " " " " " " 2 60
 (5, 10 and 20 lb. tins have wire handles.)
 ST. LAWRENCE STARCH CO., LIMITED.
 Bee Hive Brand Corn Syrup.
 Barrels, 60 lbs..... 0 03 per lb.
 Half-barrels, 350 lbs..... 0 03 per lb.
 Kegs, 150 lbs..... 0 03
 2-gal. pails 25 lb..... 1 25 each
 3 " 38 1/2 lbs..... 1 76



THE "SALADA" TEA CO.
 Wholesale. Retail.
 Brown Label, 1's, 1/2's \$0 25 \$0 30
 Green Label, 1's and 1/2's 0 27 0 35
 Blue Label, 1's, 1/2's and 1's 0 30 0 40
 Red Label, 1's and 1/2's 0 38 0 50
 Gold Label, 1's..... 0 44 0 50



LIPTON'S TEA
 Thomas J. Lipton
 75 Front St.
 East,
 Toronto.
 Packed in air-tight tins only.
 Blue label 1's and 1's..... 0 24 0 30
 Orange " 1's and 1's 0 30 0 40
 Pink " 1/2's & 1's, tins 0 35 0 50
 Red " Dominion blend, 1's and 1's..... 0 44 0 50
 Gold " Afternoon blend, 1's and 1's..... 0 50 0 70



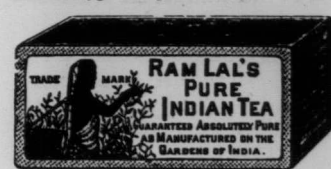
Blue Label, 1's..... 20 0 25
 Blue Label, 1/2's..... 0 31 0 35
 Orange Label, 1's and 1/2's..... 0 33 0 30
 Brown Label, 1's and 1/2's..... 0 28 0 40
 Brown Label, 1's..... 0 30 0 40
 Green Label, 1's and 1/2's..... 0 35 0 50

Red Label, 1's..... 0 40 0 60
 LAFORTE, MARTIN & OIL, LTD.

Japan Teas—
 Victoria, hf-c, 90 lbs..... 0 25
 Princess Louise, hf c, 80 lbs..... 0 19
 Ceylon Green Teas—Japan style—
 Lady, cases 60 lbs..... 0 18
 Duchess, cases 60 lbs..... 0 19



Wholesale Retail
 Yellow Label, 1's..... 0 29 0 25
 Green Label, 1's and 1/2's..... 0 21 0 25
 Blue Label, 1's and 1/2's..... 0 24 0 30
 Blue Label, 1's, 1/2's and 1's..... 0 35 0 35
 Red Label, 1's, 1/2's and 1's..... 0 30 0 40
 White Label, 1's, 1/2's and 1's..... 0 35 0 50
 Gold Label, 1's and 1/2's..... 0 45 0 60
 Purple Label, 1's and 1/2's..... 0 55 0 80
 Embossed, 1's and 1/2's..... 0 07 1 00



Wholesale Retail
 Pink Label, 1's and 1/2's..... 40c.
 Gold Label, 1's and 1/2's..... 50c.
 Lavender Label, 1's and 1/2's..... 42c.
 Green Label, 1's and 1/2's..... 50c.
 Gold Tins, 5's..... 35c. 1.75 50c. 2.50
 Gold Tins, 3's..... 35c. 1.05 50c. 1.50
 Gold Tins, 1's..... 36c. each 50c. each
 Gold Label, 1's 18c. ea. 36 lb. 25c. ea. 10 lb.
 Red Tins, 1's 35c. ea. 70 lb. 5c. ea. 10 lb.
 Red Tins, 1's 18c. ea. 72 lb. 4c. ea. 1.00 lb.



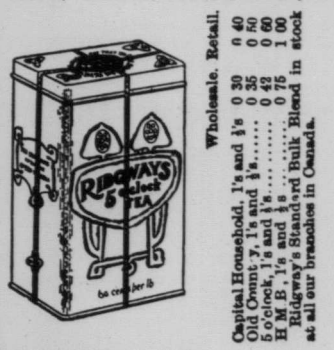
MINTO BROS.,
 55 Front St. East.
 Wholesale Retail.
 Black, green, mixed, 1's..... 0 70 1 00
 " " " " " " " " 0 55 0 80
 " " " " " " " " 0 44 0 60
 " " " " " " " " 1 lb. & 1/2. 0 40 0 50
 " " " " " " " " 1 lb. & 1/2. 0 55 0 50
 " " " " " " " " 1 lb. & 1/2. 0 30 0 40
 " " " " " " " " 1 lb. 0 25 0 30
 " " " " " " " " 1 lb. 0 24 0 30

We pack Japanese in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
 Black Label, 1-lb., retail at 25c..... \$0 20
 " " " " " " " " " 0 31
 Blue Label, retail at 30c..... 0 33
 Green Label, 40c..... 0 30
 Red Label, 50c..... 0 35
 Orange Label, 60c..... 0 42
 Gold Label, 80c..... 0 58

RIDGWAYS.
 London, Vancouver, Winnipeg and Ceylon.



Wholesale. Retail.
 Capital Household, 1's and 1/2's 0 40
 Old Count, 1's and 1/2's 0 35 0 50
 50-cent, 1's and 1/2's..... 0 42 0 60
 H.M.B., 1's and 1/2's, Bulk Blend in stock at all our branches in Canada.
 THOMAS WOOD & CO.
 Montreal and Boston

Wood's Primrose, per lb. 0 40 0 60
 " Golden Rod 0 35 0 50
 " Fleur-de-Lis 0 30 0 40
 Pack in 1/2-lb. tins. All grades—either black, green or mixed.

THE EMPIRE TOBACCO CO., LIMITED
 Smoking—Empire, 4s, 6s, and 12s..... \$0 45
 " Amber, 3s and 3s 0 60
 " Ivy, 7s..... 0 50
 " Rosebud, 7s..... 0 15
 Chewing—Currency, 12s, and 6s..... 0 48
 " Old Fox, 12s..... 0 48
 " Snowshoe, 6s..... 0 51
 " Fay Roll, 7s..... 0 58
 " Stag, 10 os..... 0 65
 " Bobs, 10 os..... 0 45
 " 10 os. bars, 6s..... 0 45
 " Fair Play, 8s, and 12s..... 0 58
 " Club, 6s, and 12s..... 0 45
 " Universal, 12s..... 0 58
 " Dixie, 7s..... 0 58
 JOS. COTE, QUEBEC.
 Cigars, per thousand.
 Cote's Fine Cherokees, 1-10..... \$15 00
 V.H.C., 1-30..... 25 00
 St. Louis (Union), 1-30..... 35 00
 Champlain, 1-30..... 35 00
 El Sergeant Premium, 1-30—1-40..... 55 00
 J. C. OI, Havana P. Finca, 1-30..... 75 00

Cut tobacco.
 Petit Havans, 1/2-12—1-8..... 0 45
 Quamel, 1-4, 1-8..... 0 45
 " 1-8..... 0 45
 Cote's Choice Mixture, 1/2 lb tins..... 0 75
 " " " " " " " 1-lb "..... 0 75
 " " " " " " " 1-lb "..... 0 80

Veterinary Remedies.
 W. F. YOUNG
 Absorbine, per doz..... \$18 00
 Absorbine Jr., "or dozen..... 8 00
 Yeast.
 Royal yeast, 3 doz. 5 cent. pkgs..... \$1 10
 Gillett's cream yeast, 3 doz. in case .. 1 10



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

WARNING!

Crescent

Brand



SODA CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED

WINN & HOLLAND, Agents
MONTREAL

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

PICKFORD & BLACK
HALIFAX

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and in Canister

'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:

JOHN FORMAN, 644 Craig Street MONTREAL.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

Why Have Bad Debts?

No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

They are satisfied
You'll be, too!

The Boardman Agency
110 St. James Street - MONTREAL

For best values in
CURRENTS

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

J. L. Watt & Scott, Toronto
Watt, Scott & Goodacre, Montreal

The Condensed Ads. in
The Canadian Grocer
bring results. Try one.

ES

e is not
e you.

S

ul allies,

TREAL

ipege and Ceylon.

Wholesale, Retail.
Capital Household, 1/2 and 1/3 0.40
Old Country, 1/2 and 1/3 0.50
E. M. B., 1/2 and 1/3 0.60
E. M. B., 1/2 and 1/3 0.75
Ridgway's Standard Bulk Blend in stock at all our branches in Canada.

THOMAS
WOOD & CO.
Montreal and
Boston

wholesale reta
.. 0.40 0.50
.. 0.35 0.50
.. 0.30 0.40
All grades—either

CO., LIMITED
and 12s... \$0.48
.. 0.60
.. 0.50
.. 0.15
and 6s... 0.48
.. 0.48
.. 0.51
.. 0.56
.. 0.45
.. 0.45
.. 0.45
and 12s... 0.55
.. 0.45
.. 0.45
.. 0.55

UREBO.
ousand.
.....\$15.00
.....35.00
.....33.00
.....35.00
30-1-40.....55.00
s. 1-30.....75.00

oods.
s.....0.45
.....0.55
.....0.45
lb tins.....0.75
-lb ".....0.75
-lb ".....0.60

Remedies.
UWE
.....\$15.00
.....1.00

t.
t. phgs\$1.15
lea. in case .. 1.15

SALT SALT

All the best kinds.
Prompt attention
to all enquiries and
orders.

VERRET, STEWART & CO.
LIMITED
MONTREAL

COMING!

Cold Weather, which means

Mince Meat Weather

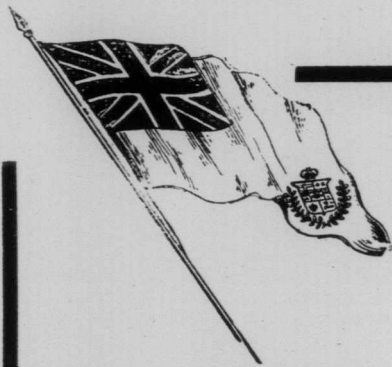
Your customers are attracted
by a sanitary-wrapped pack-
age.

Give the **Wethey Packaged
Mince Meat** a little prom-
inence in your store.

Then—**Watch Wethey's sell.**
It will surprise you.

All jobbers. 3 doz. to a case.

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

NOTE

We have no Old Currants, Raisins
or other Fruits; therefore cannot
meet prices they are being offered at.

Our Customers demand NEW GOODS—WE HAVE THEM

Our "Empire Brand" Goods should be in your store.
If you do not handle them now ask our travellers for
information.

"EMPIRE BRAND" Goods Hold Your Customers' Confidence

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario

**4 Free Phones
for Use.
USE THEM FREELY**