

**PAGES
MISSING**

CANADIAN GROCER

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

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

VOL. XXIII.

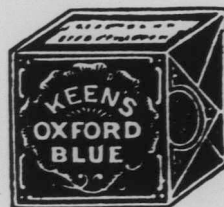
PUBLICATION OFFICE: TORONTO, DECEMBER 17, 1909.

NO 51.

There's a world-wide reputation

to be kept up by the manufacturers of

KEEN'S OXFORD BLUE



and you may be sure no stone will be left unturned
to maintain that reputation.

"KEEN'S BLUE" is best laundry blue, and all care-
ful housewives specify it. See you are well stocked.

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

Agents for Dominion of Canada

The Syrup Season is with us.

Are you taking full advantage of this? You will be doing
a large and profitable trade if you are handling

"Crown Brand" Table Syrup

Feature "Crown" Syrup and you will be amazed at the
results. It's all anyone could wish for in point of quality.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER



MACONOCHIE'S

PICKLES, SAUCES, JAMS,
MARMALADE, FISH, PEELS,
ETC., are the kind which bring
custom to you. And why not?
They are the best value.



Maconochie Bros., Ltd.
LONDON, ENG.

Selling Agents :

MacLaren Imperial Cheese Co., Ltd., Toronto



Profits from Purity

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

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

“Shell”
Soap

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

Epsom
Salts

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

PASTACALDI'S
Leghorn
CITRON PEEL

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



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p>Oh! You Manufacturers I still have time for another "live one." Don't you want your goods pushed? Write me to-day.</p> <p>G. WALLACE WEESE Manufacturers' Representative 30-32 Main East 'Face-to-Face Business' HAMILTON</p> <p>Canadian Manufacturers, Importers and Exporters If you want to get the best information re Irish trade, send for a sample copy of THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL PUBLISHED EVERY WEEK This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade. 10, Garfield Chambers, Belfast, Ireland</p>	<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 29 Melinda Street, Toronto</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen 27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>Selected Raisins, Currants, Evaporated Apples. Prices Right. W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>	<p>SPOT GOODS Muscavado Sugar Sultana Raisins Two and Three Crown Shelled Almonds Rolled Oats Flaked Wheat Split Peas Pot, Pearl and Pinhead Barley Prices on Application DOMINION BROKERAGE CO. 73 Front St. E. - - - Toronto</p>
<p>Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes. Distributing Sole Agents ROBERT ALLAN & CO. MONTREAL General Commission Merchants</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A.B.C, 5th edition, and private.</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p>WAREHOUSE ACCOMMODATION IN OTTAWA Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the <i>Dagoba</i> Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years. Yours truly, G. C. WARREN</p>	<p>Canadian Agencies Wanted E. SAVILLE WEBB 7 St. Stephens Street BRISTOL, :: ENGLAND</p>
<p>Try a Condensed Ad. in the Grocer.</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>TO Brokers and Manufacturers' Agents —Your business card on this page will keep —your name and field of operations before —Manufacturers, Importers and others —looking for responsible representatives. It costs you little and means much to you if you are looking for agencies. Write for particulars to The Canadian Grocer Montreal Toronto Winnipeg</p>

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"MEAT OF WHEAT"

Made from the finest Manitoba
No. 1 Hard Wheat

Better than Similar Im-
ported Cereals

Less Cost to the Consumer,
More Profit to the Retailer

Canadians, be Loyal and
Sell Home Products

The
WESTERN MILLING CO.

Selling Agents
TORONTO :: CANADA

Your Last Chance to Sort
Up Your Stock of

MALAGA RAISINS

for Christmas Selling

Our Assortment Still Remains Practically
Unbroken. The Quality is Right

Our Prices Are Low Order Now

PHONE OR WIRE

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO

A PHENOMENAL SELLING LINE



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

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

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

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

A Wise Selection

of canned goods will result in the ordering of a good proportion of

Old Homestead Brand

Canned Fruit and Vegetables

Because this brand is second to none in point of **quality**.

The extra care given in the selection and handling of the raw material and the sanitary and up-to-date methods employed in the canning have placed

Old Homestead Brand

in an enviable position.

It is goods like these that bring the 'repeats.' And these are the goods you ought to handle! How are your stocks?

Old Homestead Canning Co.
Picton, Ont.

You can sell
more flour
in 1910



“More bread
and
better bread”

Every “slow” line is a bad debt. It ties up money and doesn't pay rent on the floor space it requires. The wisest plan is to close out such lines of flour even if a cut in price is necessary.

After you've cleared the floor of the “dead” lines of flour you'll have more room to carry a nice stock of PURITY flour.

PURITY

And PURITY flour deserves more of your floor space. It is a “lively” seller.

PURITY flour is a “lively” seller because home-bakers are every day proving it the most economical.

Western Canada
Flour Mills
Company, Limited



While the price of PURITY flour is higher per barrel the cost of using it is less than with average flour.

Average flour only gives the home-baker average results, whereas PURITY flour produces lighter, whiter, finer-flavored bread—and more of it to the barrel.

PURITY does this because it consists **exclusively** of the **high-grade** constituents of the hard wheat berry. No low-grade hard wheat flour—no “soft” wheat flour—in PURITY.

FLOUR

Is it any wonder that PURITY flour makes “more bread and better bread?” Is it any wonder that experienced home-bakers prefer it and shrewd grocers recommend it?

You can sell more flour in 1910 than you have in 1909 if you devote more room and energy to PURITY flour.

Write us to-day.

Toronto, Montreal,
St. John, Winnipeg,
Brandon.

1842

1909

At the close of

Our 67th Year in Business

We wish to our Customers and many Friends

A Merry Christmas

and a most

Happy and Prosperous New Year

L. Chaput, Fils & Cie.

Montreal

Wholesale Grocers

Canada

Importers of Teas, Coffees, Wines and Liquors

The Experienced Housewife

appreciates what a wonderful saving of time and labor is effected by the use of

ASEPTO

Soap Powder

"The Enemy of Dirt"

For use with either hot or cold water, it is unsurpassed in getting the dirt out of clothes with the least amount of 'elbow grease.' ASEPTO is the housewife's friend, and she will be your good friend and patron if you sell her ASEPTO.

The Asepto Mfg. Co.

ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line

ask us for prices

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

Capacity enlarged to

20,000

dozen per annum

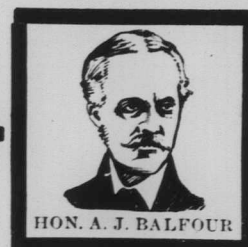
Walter Woods & Co.

Hamilton and Winnipeg





PREMIER ASQUITH



HON. A. J. BALFOUR

THE BRITISH ELECTIONS

AND

The Globe

TORONTO

What many regard as the most momentous issues ever settled by the Ballot Box will be fought out in Great Britain during the next two months. To fully and accurately report the news of this great struggle **The Globe** has made elaborate arrangements.

Mr. Stewart Lyon

News Editor of **The Globe**, and a thoroughly informed Canadian, will spend the next two months in the British Isles. His letters will appear exclusively in **The Globe**. Mr. Lyon is peculiarly fitted for such a mission. A native of Scotland, a close student of Old Country politics, and one of the foremost journalists of the Dominion, his contributions will present vivid and luminous pen pictures of the "Battle of the Budget."

The Globe's Cable Service

WILL INCLUDE

- Mr. Stewart Lyon's Specials**
- "The Times" Specials**
- Canadian Associated Press Despatches**
- American Associated Press Despatches**
- Marconi Wireless Despatches**

A special feature of **The Globe** for the next few weeks will be a series of character sketches of British statesmen from the pen of Dr. J. A. Macdonald, Managing Editor of **The Globe**.

Special Trial Trip

To new subscribers (Toronto excepted) **The Globe** will be sent by mail daily for two months for Fifty Cents. If not now a reader of **The Globe** consult your newsdealer or remit to-day, with attached coupon.

THE GLOBE by mail two months for 50 cents

THE GLOBE, Toronto:
 Enclosed find Fifty Cents (50c), for which send me **The Globe** daily for two months.

NAME _____
 ADDRESS _____
 PROVINCE _____

B

Boston Baked Beans

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

Attractive Package

Price Reasonable

Eastern Canning Co.

PORT CANADA, N.B.

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

*We take this opportunity
to wish all our friends a*

Merry Christmas

and a

Happy New Year

The Dominion Molasses Co., Limited

HALIFAX

NOVA SCOTIA

LOVATT & LOVATT LANGLEY ART POTTERY



THE "OSBORNE"

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

SOLE CANADIAN AGENTS:

Carveth & Company

600 Lindsay Building - Montreal

AGENTS FOR BRITISH COLUMBIA AND THE YUKON:

W. HARRY WILSON & CO., Vancouver



NO MAGIC

just a harmless chemical action which absolutely dissolves every particle of grease, tar, paint or dirt. That's

SNAP

the great hand cleaner, which will not hurt the most delicate skin.

What a chance of profit-making lies open to you in "Snap."

WHY NOT TRY A PARCEL?

Snap Ltd., Montreal, Que.



"BLU

Your st
without

SUNN
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A Merry Xmas

to all our customers and users of Chase & Sanborn's high grade Coffees is the sincere wish of

Chase & Sanborn
Montreal

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

to customers and make them **YOUR** customers.

Your stock is not complete without our new **LAUNDRY SOAP**

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from vegetable oils with enough ammonia incorporated to make it cleanse quickly and thoroughly, with less rubbing than ordinary laundry soaps.

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES,
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

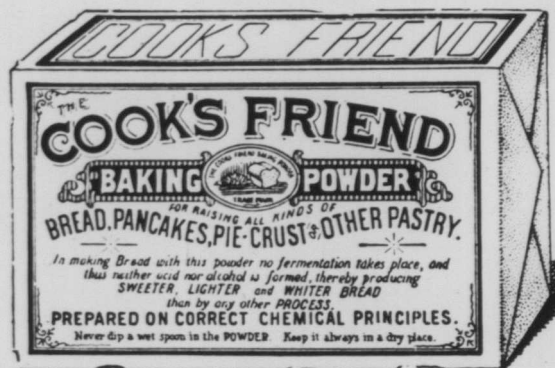
Successors to
THE CARTER-CRUME COMPANY, LIMITED

Better Service. No Advance in Price.

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

TORONTO and MONTREAL
Phone Main 2511 Phone Main 2512

A LEADER FOR OVER 50 YEARS



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

THE LARGEST SAUCE FACTORY IN THE WORLD

HOLBROOK'S

Worcestershire
SAUCE

Punch Sauce

Pure Malt
Vinegar

Pure Pickles



Local Agents

Quebec: J. R. Renaud & Co.
Montreal: F. L. Benedict & Co.
Winnipeg: J. D. Brack & Co.
Calgary: Campbell, Wilson & Horne
Edmonton: A. McDonald Co.
Vancouver: Kelly, Douglas & Co.
Victoria: Wilson Bros.

HOLBROOKS LIMITED

Canadian-American Branch
40 Scott Street, Toronto, Canada

SUCHARD'S COCOA

This is the season to push SUCHARD'S CO COA. From now on cocos will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocos against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal
Agents.



EXPERIENCED ADVERTISEMENT WRITERS

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

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Apply to the Nearest

LAUNDRY



RUBBER STARCH

The Greatest Invention of the Age.

The wise grocer handles the BEST STARCH

Our Rubber Starch requires no cooking.

IT IS THE BEST

Prepared for laundry purposes only

The Laundry Rubber Starch Co.

MONTREAL


Stop That Leak!

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

Allison **COUPON BOOKS**

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

HOW THEY WORK




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

For Sale by the Jobbing Trade Everywhere.

Manufactured by

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



You Are Interested

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

Let us hear from you to-day.

Our full line is

RICHARDS—

Quick Naptha Soap

Snow Flake Soap

Chips

Ammonia Powder

100% Pure Lye

Toilet Soaps

RICHARDS SOAP CO.

WOODSTOCK - ONTARIO

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

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

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

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

3--Through Express Trains Daily--3

THE "TORONTO EXPRESS"

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

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

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

CANADIAN PACIFIC

WESTERN EXCURSIONS

Single Fare

Plus \$2.00 for the Round Trip

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

VANCOUVER

VICTORIA and WESTMINSTER

Also to **OKANAGAN VALLEY and KOOTENAY POINTS**

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



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

White Dove

Cocoanut

W. P. DOWNEY

MAKER - MONTREAL

LD
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 Wilson
 Donald
 Douglas
 Bros.
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OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

SELECTED FIRST QUALITY FRUIT ONLY.

PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG



To Our
Many
Friends
We
Wish

A Merry Christmas
And a Very
Happy and Prosperous
New Year

MATHEWSON'S SONS

Wholesale Grocers MONTREAL

Proprietors QUAKER SALMON

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

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



Originality Guarantees Success in Entertaining

Sell your customers

SHIRRIFF'S JELLY POWDERS

And they will have an original dish, because Shirriff's have
the full natural flavour.

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

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**Borden's New
Size Package**



**"Peerless Brand"
Evaporated Cream**

Retails at 5c.

\$2 per case of 4 doz.

UNSWEETENED

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

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

WILLIAM H. DUNN

Montreal and Toronto

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

From COW to CAN, the preparation of

**CANADA FIRST
EVAPORATED CREAM**

is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOEYER

Children thrive on it. The best for invalids, convalescents and household use.

THE AYLMER CONDENSED MILK CO., Limited, - AYLMER, ONT.



JAPAN TEAS

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

S. T. NISHIMURA & CO.
Montreal and Japan

To the Trade:

You Should in Stocking

CEYLON TEA

Be Ever Careful to Buy
The Better Grades.

IT IS

The Most Profitable

Policy in the Long Run.

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



Com

W. S. C
Green

We are

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ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

Commands a Preference over all others.

MALT VINEGAR

IS THE BEST

Made from the finest malted barley.



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

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

No Christmas dinner or festivity will be complete without a good assortment of

STERLING Brand PICKLES

The grocer's every order at the holiday season will contain pickles and relishes. See that it is "Sterling Brand" goods that go to your customer, and thus satisfactorily meet the liking of every customer.

Made in Canada by

The T. A. Lytle Co.

Limited

Sterling Road :: TORONTO, Can.



CHRISTMAS SEASON

Fine Old English Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

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



A Sure, Fast Seller

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

Holland Rusks

"The Food of Old Holland"

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

SEND FOR SAMPLE

HOLLAND RUSK CO., HOLLAND, MICH.

Makers of the Original

If your jobber cannot supply you, please notify

McGREGOR SPECIALTY CO.

672 Yonge Street, TORONTO

A SPECIAL CHANCE

for you to stock up in

KITCHENER BRAND PORK and BEANS

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

THE OSHAWA CANNING CO., Ltd.

OSHAWA, OT.

Tartan
BRAND

IN STORE

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

Phone or write for quotations
Long distance 596 free to buyers

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



Reindeer Milk
and
Jersey Cream

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



GENUINE SATISFACTION

IS THE RESULT

WHEN YOU SERVE YOUR CUSTOMERS WITH

WHITE SWAN COFFEE

YOU LIKE THE PROFIT THEY THE GOODS

2 DOZEN 1 lb. TINS PER CASE.

White Swan Spices & Cereals, Limited
TORONTO

Ewings' Club Jelly Powders

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

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

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto

The



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Canadian
Y&S
All Druggists



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This Is the Bottle!



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

Goodwillie's Pure Fruits in Glass

have a reputation for quality which is always maintained.

Your wholesaler will quote you prices : : : :

ROSE & LAFLAMME, Limited
AGENTS
MONTREAL and TORONTO



Beaver Brand Valencia Raisins

Possess that uniform quality which makes them dependable season after season, and consequently a safe line to feature to the best trade.

Mahiques, Domenech & Co., the packers, have long been known to the trade, their brands, "M.D. & Co." (special fancy quality) and "W. Abel" (standard quality), having ever given satisfaction.

Rose & Laflamme, Ltd.

AGENTS

Montreal - - Toronto

Canadian made Licorice
Y&S BRAND
All Druggists.



Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

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

Write for price lists and illustrated catalogue

Send
To-day

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



Made
in
Canada

The RIGHT and the WRONG WAY

J. D. MILLS

Grocer and Provision Merchant

The Red Store

Cor. Mitton and Wellingtons. St
SARNIA, ONT., Dec 9, 1909.

Dominion Register Co., Ltd.

DEAR SIRS,—Received McCaskey Register in good shape and am highly pleased with it. We are returning box with System enclosed.

Yours truly,

D. J. MILLS, Sarnia, Ont.

Get out of the rut.

Be up-to-date.

Handle your accounts with only one writing.

Use a system that shows you just how you stand at all times.

THE McCASKEY CREDIT REGISTER SYSTEM

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

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

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

TORONTO, CANADA

We create
the demand
for you!

Have you noticed the regular consumer advertising of

E.D.S. Brand Jams and Jellies?

Such bright and attractive copy cannot fail to attract trade for "E.D.S." Brand, and the quality of the goods will guarantee the repeat orders. There's pleasure in selling an article which has been certified as 100% pure, and there is, moreover, a good margin of profit. Are you handling this rapidly moving line?

Made by **E. D. SMITH** at his fruit farms
Winona, :: Ont.

Our new line

**Unfermented
Grape Juice**

will be a big seller

McLEAN'S WHITE MOSS COCOANUT



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

The Canadian Cooanut Co.
Montreal

Will You Take Advantage of Our Special Offer?

to mail you THE FINANCIAL POST from now to January 1911 for the sum of \$3.00, the regular annual subscription price. This means that you will be receiving THE FINANCIAL POST from now to the close of this year FREE OF CHARGE.

If you are in any way interested in FINANCE or INVESTMENTS, THE FINANCIAL POST cannot fail to be interesting and useful to you.

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THE FINANCIAL POST, TORONTO

Andrew Watson
MONTREAL

wishes each and every
one of his customers a

Merry Christmas

and takes this opportunity of thanking them for their patronage in the past which he hopes will be continued in the future.

**OUR NEW ADVERTISING SCHEME IS SELLING
H.P. FASTER THAN EVER**

➔ Grocers are bringing it to the front.
There's a large and quick turnover on **H.P.** ➔

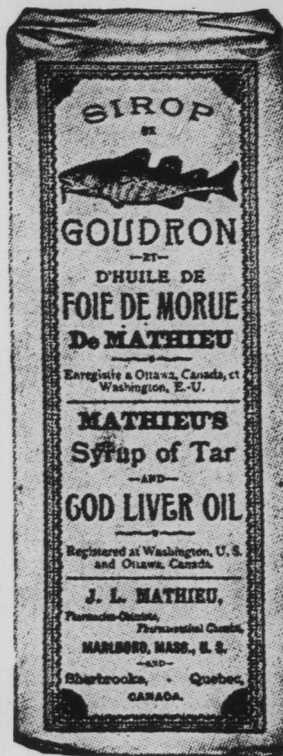
W. G. Patrick & Co., Toronto and Montreal
R. B. Seaton & Co., Halifax, N.S.
The Midland Vinegar Co., Birmingham, Eng.
W. H. Escott, Winnipeg, Man.



St. Lawrence

**GRANULATED
and
GOLDEN YELLOWS**

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



**A COLD CURE EVERY
Dealer Can Recommend**

To be able to recommend an article because of its success in the past makes selling easy.

**MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it.

Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

**MATHIEU'S
NERVINE POWDERS**

which are necessary to reduce fever and remove pains in connection with colds.

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

Distributors for Western Canada:

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

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

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

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

AURORA COFFEE

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

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

BRANCH HOUSE: SAULT STE. MARIE



ROWAT & CO.

Glasgow, Scotland

The house with the reputation for highest quality.

For many years known to Canadian grocers through

Rowat's Pickles and Olives

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

Paterson's Worcester Sauce

How are your stocks of these specialties?



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



MERRY XMAS!

To our many customers throughout the Dominion we wish a most happy Christmas.

We trust that the past year has been a good one for you all from a business standpoint, and that 1910 will be even more satisfactory in every respect.

Our many lines have helped you do a good year's business in 1909 because of their unvarying excellence. But **OUR MANY NEW LINES** will be of added assistance to your success in future years.

Sugars & Cannery

LIMITED
Montreal

The seal of quality

has been stamped on every tin of

CONCORD NORWEGIAN SARDINES

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



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

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W. A. Simonds, St. John, N.B. & Victoria, B.C.

Seize the Opportunity!

A grand chance is now offering to place your goods on the booming Western markets. We are here to tell you of the demand, prospects and opportunities which the West is presenting right now, and we will, if you wish it, handle your goods for you on a reasonable commission basis. We have exceptional facilities in our large track warehouses at Winnipeg, Calgary and Edmonton.

May we convince you that we can be of real service to you?

Let us hear what your requirements are.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

CALGARY

WINNIPEG

EDMONTON

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

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

WE WANT YOU to do so.

IT WILL PAY YOU to do so.

YOU WILL do so if you try them once.

WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.



A Merry Xmas

To our hundreds of customers and friends in all parts of Canada we extend the season's heartiest greetings. May the closing days of 1909 be the happy end of a prosperous year, and predecessors of a profitable twelve months in 1910.

During the year past we have endeavored to serve you faithfully. To that end we have spared no expense. In 1910 we anticipate giving you even better service, possible through our greater facilities for handling your business, due to larger accommodation, a larger staff and a determination to please you.

Many happy returns to you of this coming Christmas Day.

Laporte, Martin & Co., Ltd.

Wholesale Grocers and Wine Merchants

MONTREAL

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ad

- Adamson, J. T.
- Albert & Cie
- Allan, Robt., Co
- Allison Coupon
- American Tobacco
- Andrews & Mum
- Asepto Mfg. Co.
- Aylmer Condens

- Baker, Walter, &
- Balfour, Smye &
- Bank of Montreal
- Belden, R. B.
- Benedict, F. L.
- Blue Ribbon Tea
- Borden Condens
- Bostock, J. J.
- Brack & Co.
- Bristol, Geo. & C

- Canada Maple E
- Canada Sugar Re
- Canadian Biscuit
- Canadian Cocoa
- Canadian Milk P
- Canadian Pacific
- Canadian Salt Ce
- Capstan Manufac
- Cargill, H.
- Carr & Co.
- Carter-Craime Co.
- Carseath & Co.
- Ceylon Tea Ass'n
- Champion & Slee
- Chaput Fils & C
- Chase & Sanborn
- Christie, Brown &
- Clare & Little
- Clark, W.
- Clawson & Co.
- Concord Canning
- Connors Bros.
- Constant, H.
- Cowan Co.
- Cox, J. & G.

- Davies, Wm., Co.
- Dignard, Ltd.
- Dominion Brokers
- Dominion Cereal C
- Dominion Molasses

BULK TEA LOSES FRESHNESS.

Bulk Tea loses freshness and flavor quickly. It takes on the odors of other articles. It deteriorates by exposure to the sun and air. It is uncleanly—dust and dirt get into it.

If you are still doing business with bulk tea you are in the same position as the man who climbs ten flights of stairs when there is an elevator in the building. You are not only like him—losing time—which is money—but you are losing the benefits derived from pushing a high-class tea like

"SALADA"

"SALADA" is tea in all—its native purity and garden freshness. It is tea unequalled for goodness, flavor and cleanliness. Unequalled for convenience in handling—for trade building—and you buy in small quantities as you require it. Then we absolutely guarantee its sale.

INDEX TO ADVERTISERS

This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

A		Dominion Register Co.	17	Laporte, Martin & Co.	22	R	
Adamson, J. T., & Co.	2	Dominion Warehousing Co.	11	Lambe, G. W. A.	2	Richards Pure Soap	11
Albert & Cie	54	Downey, W. P.	2	Laundry Rubber Starch Works.	11	Robertson, R., & Co.	34
Allan, Robt., Co.	2	Duncan, W. W.	34	Leitch Bros.	41	Robinson, G. E., & Co.	34
Allison Coupon Co.	11	E		Leonard Bros.	55	Rowat & Co.	29
American Tobacco Co.	50	Eastern Canning Co.	8	Land Brokerage Co.	2	Ryan, Wm. Co.	38
Andrews & Munn	34	Eby-Blain Limited	3	Leggie, W. S., & Co.	56	S	
Asepto Mfg. Co.	5	Ekarit, H. P. & Co.	21	Lytte, T. A. Co.	15	St. Lawrence Sugar Refining Co.	19
Aylmer Condensed Milk Co.	13	Edwardsburg Starch.	outside front cover	Mo		Salada Tea	23
B		Empress Mfg. Co.	21	McCabe, J. J., & Co.	2	Sanitary Can Co.	inside back cover
Baker, Walter, & Co.	46	Enterprise Mfg. Co.	59	McDonald, Gordon & Co.	60	Scott, David, & Co.	60
Balfour, Snyce & Co.	16	Erb, Herman	34	McDougall, D., & Co.	50	Sealship Oyster System	55
Bank of Montreal	48	Escott, W. H.	21	McGregor Specialty Co.	15	Smith, E. D.	18
Belden, R. B.	59	Estabrooks, T. H.	37	McIntosh, F. R., & Co.	34	Snap Co., Ltd.	8
Benedict, F. L.	10	Evans, F. G., & Co.	34	McLaren, W. D.	10	Snowdon, J. Walter	11
Blue Ribbon Tea Co.	9	Ewen, J. W.	46	McLeod & Clarkson	34	Sprague Canning Machinery Co.	18
Borden Condensed Milk Co.	13	Ewing, S. H., & Sons	16	MacLaren Imperial Cheese Co.	inside front cover	Spratts Limited	inside back cover
Bostock, J. J.	34	F		McVitie & Price	44	Stevens-Hepler Co.	62
Brack & Co.	2	Fairbank Co., N. K.	9	McWilliam & Everist	52	Stewart, I. C.	58
Bristol, Geo. & Co.	outside back cover	Fearman, F. W., Co.	38	M		Storage and Transfer Co.	10
C		G		Magee, Fred	55	Stringer, W. B.	53
Canada Maple Exchange	10	Gibb, W. A. Co.	54	Magor, Frank	outside front cover	Sugars and Cannery, Ltd.	20
Canada Sugar Refining Co.	12	Gillard, W. H., & Co.	7	Mahiques, Domenech.	17	Symington, T.	63
Canadian Biscuit Co.	42	Gillett, E. W., Co., Ltd.	41	Malcolm, Jno., & Son	38	T	
Canadian Coconut Co.	18	Globe, The	7	Marshall, E. A.	34	Thurston & Braidich	37
Canadian Milk Products, Ltd.	46	Goodwillie & Son	17	Mathewson's Sons	12	Tippet, Arthur P., & Co.	1
Canadian Pacific Ry.	11	Gorham, J. W., & Co.	2	Mathieu, J. L., Co.	7	Toronto Salt Works	58
Canadian Salt Co.	12	Gorman, Eckert & Co.	12	Midland Vinegar Co.	7	Truro Condensed Milk Co., Ltd.	16
Capstan Manufacturing Co.	43	Greek Currant Co.	63	Millman, W. H., & Son	46	Tuckett, Geo. E., & Son Co.	51
Cargill, H.	58	Gunns Ltd.	38	Montreal Biscuit Co.	2	V	
Carr & Co.	44	H		Mooney Biscuit and Candy Co.	45	Vavasseur, J. H., & Co.	42
Carter-Crumie Co.	10	Hatton, D.	56	Morse Bros.	62	Verret, Stewart Co.	outside back cover
Carwith & Co.	8	Hollbrooks, Ltd.	10	Mott, John P. & Co.	44	Victoria Fruit Exchange	34
Ceylon Tea Assn.	16	Holland, Rusk Co.	19	N		W	
Champion & Slee	15	H. P. Sauce	7	Napanee Canning Co.	62	Wagstaffe, Limited	15
Chaput, Fils & Cie.	6	Huber Account System	18	National Licorice Co.	17	Walker Bin and Store Fixture Co.	58
Chase & Sanborn	9	I		Nelson, Dale & Co.	44	Walker, Hugh, & Son	53
Christie, Brown & Co.	43	Imperial Extract Co.	12	Nicholson & Bain	21	Warren, G. C.	2
Clare & Little	41	Imperial Tobacco Co.	50	Nishimura, S. T. & Co.	13	Watson, Andrew	18
Clark, W.	2	Irish Grocer	2	O		Watson & Truesdale	17
Clawson & Co.	2	Island Lead Mills Co.	62	Oakville Basket Co.	58	Webb, Saville E.	2
Concord Canning Co.	54	J		Oskey, John & Sons	inside back cover	Weese, G. Wallace	2
Connors Bros.	57	James, F. T. Co.	57	Old Homestead Canning Co.	4	Western Canada Flour Mills Co.	5
Constant, H.	46	Jameson Coffee Co.	34	Oshawa Canning Co.	15	West India Co.	34
Cowan Co.	43	Jenkins Mfg. Co., W. A.	58	P		Wetley, J. H.	outside back cover
Cox, J. & G.	45	K		Pet, Morley	18	White & Co.	53
D		Kilgour Bros.	15	Pickford & Black	inside back cover	White Swan Spice & Cereals, Ltd.	17
Davies, Wm., Co.	38	L		Poulin, P.	56	Wilson, W. Harry	34
Dignard, Ltd.	43	Lake of the Woods Milling Co.	47	Y		Wiseman, R. B. & Co.	62
Dominion Brokerage Co.	2	Lakeside Canning Co.	17	Young, W. F.	58	Wood, Thomas & Co., Ltd.	64
Dominion Cereal Co.	41	M				Woodruff & Edwards	59
Dominion Molasses Co.	8	N				Woods, Walter, & Co.	6

Inferior Goods Discounted by the Canadian People

Retailers, Wholesalers and Manufacturers Testify to the Increasing Demand Upon Quality Goods—Different Conditions Claimed to be Existing in the United States—In Addition to Quality Retailers Should Watch Profits.

It is no mere dream to say that the people of Canada have been educated during recent years to purchasing food-stuffs with a quality reputation. The oldest wholesalers and retailers in the trade will tell you so. The cry is not so much nowadays, "How much can I get for this dollar?" as, "Can I get the very best?"

Speaking in general terms the Canadian people demand and are willing to pay for quality goods more so than are the people of the United States. This is attributed to the fact that there is so great a foreign population in the United States, composed of certain classes who are willing to accept almost any kind of food so long as it can be purchased for merely nothing.

In Canada it is, however, different. Our citizens are aware that good, substantial food is the cheapest in the long run, and everybody in the trade has realized it, or is realizing it now. The sturdiness of any race of people depends on the food they eat more than upon anything else. Good food is a necessary requirement to an army on the battlefield—so is it to the men who are instrumental in fighting the battles of the soil and in the business field.

The particular reason why farmers buy good food nowadays is because they can afford it. When the country was in the making it was different; but there are few farmers at present who are not anxious and able to buy the best that is going. They have been taught to cultivate their farms by using scientific methods, and hence they are producing bigger and better crops from the application of less labor. Canada is naturally, first of all, an agricultural country, and as all wealth, we are told, springs originally from the soil, the farmers of Canada have more produce to circulate and hence more money.

Cheapest in the End.

Apart from the fact that the Canadian people are buying the better classes of foods because they can afford it, there is the contention that the better classes are the cheapest in the long run.

To-day one will find hundreds of manufacturers who have discovered that there are permanent profits only in good goods. In introducing quality goods they may at first have had an uphill fight—in fact, it is generally the case.

"We introduced an article on the Canadian market some years ago," remarked a manufacturer recently, "and for seven years we continued to lose money—and we lost a lot of it, too."

"But we kept on advertising its quality until the tables turned and to-day our goods are known and appreciated from one end of Canada to the other.

We are still pounding away at 'quality,' and we have little difficulty in selling our goods."

That is one instance in which good goods have worked their way to the top against much competition. But that is not the end of the story. Other companies selling inferior classes of goods have failed because their products were not wanted by the Canadian people.

"We are still selling our goods at better prices than our competitors; but we can obtain them without any difficulty, because buyers know they can depend on them," stated the manufacturer.

The wholesale trade also recognizes the value of handling the better classes of goods.

"The people of Canada," remarked a wholesaler the other day, "are buyers of the best goods and we are only spiteing ourselves when we sell to the retail trade inferior stuff at lower prices, in order to obtain their trade."

"I have had customers come into our warehouse and ask the price of vinegar. When I tell them they hesitate, and say they can buy it somewhere else for four or five cents a gallon cheaper."

"I say, 'Why, I could sell it to you at the same price, but it wouldn't be white wine vinegar; nor could I send it to you with a three-X guarantee. But if your trade wants inferior vinegar, why, I guess I could supply you.'"

"Ten chances to one they buy the best vinegar, because they know their customers want it and that if they buy poor stuff they are going to lose trade."

"When an inferior quality is sold, that sale re-acts on everybody who had anything to do with the sale—the manufacturer, wholesaler and retailer. We all lose, and therefore I maintain that the best goods are cheapest in the end, even if prices are a little higher."

"There are, of course, certain classes of the population who will not pay the price for the higher classed foodstuffs, but these are becoming scarcer in Canada. Over in the United States goods are sold which we wouldn't give away."

"Certainly, I would say that the general tendency is towards the purchase of only the better qualities of foods—foods with good reputations from the standpoint of purity."

Lessons Yet to Learn.

While the wholesaler is, no doubt, correct in what he says, there still remain unscrupulous manufacturers and dealers who pose as saints in making pure foods when they are far from it. This is the class that injures the honest man. While it is not probable that they will be permanent factors in the trade, yet they hang on sufficiently long and crop up so

often that the retailer is frequently at a loss to know just where he is at.

Manufacturers, however, realize that the firms which grow to be great are those that produce the best article and that present it to the dealer and public in the best light.

Almost any retailer who understands his business properly and his customers, as well, will tell of the advantages of selling the better goods; and the consuming public are rapidly beginning to understand that they are the cheapest in the end. Fine tea may cost the consumer more than a poor tea, but he knows that it will last longer and give him better satisfaction. The time has come in Canada when the farmers' wives and the mechanics' wives vie with each other in the quality of the food they provide for their families, as well as in the manner in which it is set forth.

If, therefore, the Canadian people will buy the best goods, it stands to reason that the retailer must sell them or lose his trade. They are going where they can get the quality. Retailers should also take into consideration the question of profit and treat manufacturers accordingly.

"There is little sense in the retailer," remarked one of them, "being the slave of any manufacturer; profits should be divided in a fair proportion, because without the retailer the manufacturer could scarcely find a channel for his goods to the consumer."

THE NEW PRESIDENT.

Armand Chaput, of L. Chaput Fils & Cie., Montreal, was elected president of the Montreal Wholesale Grocers' Exchange, at the annual general meeting of that body on Friday last. Mr. Chaput is one of the progressive wholesale grocers of the younger generation, and this honor which his fellow business men have conferred upon him is evidence of the high esteem in which he is held.

Other officers elected were: Vice-president, Arthur Birks; Treasurer, Nap. Gendreau; Directors, S. J. Carter, D. C. Brosseau, J. T. Lalonde, Jas. Ethier was unanimously re-elected to represent the Exchange on the Council of the Montreal Board of Trade.

C. W. Gregory has joined the Montreal staff of Bovril, Ltd. Mr. Gregory has been working for the past fifteen years among the grocery trade in Quebec Province.

A number of cereals have gone out of existence, not having merit enough to satisfy the consumer, but "Meat of Wheat" is here to stay. Children actually cry for it.—Advt.

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Attention Necessary in Storing Canned Goods

Practical Canner Who has Studied This Problem Gives Retailers Some Good Advice—Dry, Even Temperature Needed—Cases Should Not be Near the Wall—The Effect of Frost—How Rust Often Accumulates Through Carelessness.

By W. R. Drynan, written especially for The Canadian Grocer.

Although canned goods have come to be a very important item in the business of all grocers, yet apparently very few give any special consideration to their care. Because the goods are cased and sealed, any place is good enough to store them. The darkest corner of the dampest cellar is generally considered about the most suitable place. Canned goods are sometimes dumped into out-of-the-way places, and left for several months. When they are opened up later on, the tins are probably badly rusted, possibly an odd tin is burst, spoiling the appearance of the contents of the entire case, and the retailer immediately sits down and writes a long letter to his wholesaler about the condition of the goods, throwing all of the blame on the packers.

If grocers would only be impressed with the fact that canned goods must not be treated as cordwood there would be far less cause for complaint.

Tin plate is almost universally used. In fact, there is hardly a kitchen utensil that is not made of tin, and everyone knows that all tins are very susceptible to rust, especially when exposed to damp, and the greatest trouble experienced with canned goods is their tendency to rust.

The ideal storage for canned goods is a dry, even temperature, between 40 and 50 degrees Fahr., with a free circulation of air. Cases should be piled clear of the walls and as much as possible off the floors, to permit of the circulation of air over, through and around them. Cases should also be piled on their sides, so that in the event of a tin bursting, the contents will drain off, rather than into and through the cases underneath. Canned goods cases should also be examined at intervals, and where there is apparent trouble inside of the case, the cause of the trouble should be at once removed.

Protection From Frost.

The question is often asked, "Does frost injure canned goods?" As to affecting their value as a food, the answer is, "No," but as a general thing canned goods should not be allowed to freeze. With goods such as corn, peas and beans, the flavor is somewhat affected through freezing, not so much that one not an expert could tell the difference, but there is a difference. On the other hand, the flavor of preserved fruits in tins and tomatoes is not appreciably affected by frost. In fact, the writer made a number of experiments with tomatoes especially, and could not discover any impairment of flavor due to freezing. However, the greatest trouble with the freezing of canned goods is

that the tins will sweat in thawing out, and the water lodging on the cans will cause the tins to rust, and also the labels to become soiled. If these goods are not carefully looked after, after thawing out, the rust will, in course of time, eat through the tins, and permit air to get into the cans, thus spoiling the contents.

Another thing to remember is that when canned goods are frozen, they are usually bulged, but as soon as they are thawed out, the ends will snap back. Be sure, therefore, that your goods are not still frozen before condemning them as swells.

If, owing to lack of storage, canned goods are allowed to freeze, it would be better to keep them frozen rather than to thaw them out, and freeze them again, as every time they thaw out they are liable to accumulate rust. If the goods are not used until the spring, the cases should then be carefully overhauled and placed where they will dry out rapidly, otherwise there will most likely be trouble.

Most packers are anxious to stand behind their goods, and if it can be shown to them that the trouble with any canned goods is through fault of their own they are generally always only too glad to have the difficulty remedied promptly.

Get at Cause of Trouble.

If grocers have goods that are not satisfactory, they should, in all cases, hold them subject to the instructions of the packer, as it is in the interests of everybody that the goods should be examined, to ascertain exactly what the trouble is, and it is only by doing this that any defects in packing can be remedied.

A swell of a leaky can is due most likely to an imperfection in the can or an error in the time given to the processing. Once air gets into the can, decay begins, just the same as the goods would decay if left exposed in an open vessel. Don't think that the packer has been putting decayed goods into the can. This view is entirely erroneous. Canned fruits and vegetables, as put up by the packers in Canada to-day, are, without doubt, strictly first-class, that is, the raw material is grown especially for factories, and is canned immediately after picking and when at its best.

In all large plants the processing is almost entirely mechanical, every means being employed to insure the goods being put up in the most cleanly manner. These vegetables and fruits are also preserved by sterilization only, i.e., by the application of heat, at a temperature which absolutely destroys all bacteria,

and, therefore, there are no safer or more wholesome goods in the world to eat than canned goods.

Mister Grocer, as canned goods are an important and profitable part of your business, it is to your best interests to impress upon your customers that canned goods as put up to-day are the choicest and safest of foods.

EARLY CLOSING NOW A FACT.

Montreal Merchants Working for This and Law Will be Enforced.

Montreal, Dec. 15.—After many attempts early closing in Montreal is now an established fact. Some mention as to this was made in a recent issue, but more definite details have come to hand since then.

A society has been formed to see that the law is observed. It is called the Society for Early Closing in the Province of Quebec. The meeting at which this was formed, was held last week in St. Joseph Hall. Both merchants and clerks were well represented and great enthusiasm was shown at every mention of the recent victory for early closers.

Officers were elected for the coming year. J. B. E. Poirier, who has been most active all through the fight, was unanimously elected president. Ed. Hardy is the secretary, and A. Lavergne, J. R. Lesage, T. Cardin, J. A. Lepage, and J. O. Labelle are the councillors. It was not thought necessary to have any other officials, as the work of the society has been completed. The only object for a permanent organization, was to see that the law is fully lived up to in the future. A charter will be sought from the legislature immediately.

The following are the most important clause in the ordinance just passed:—

Section 1.—The shops in the City of Montreal, shall be closed at 7 o'clock in the evening, on Wednesdays and Thursdays of each week during the whole year, with the exception of the days indicated in sections 2 and 3; and the same shall remain closed until 5 o'clock in the morning the following day.

Section 2.—The provisions of section 1 shall not apply to Wednesdays and Thursdays preceding the following holidays, viz.: Epiphany, Good Friday, Empire Day, Dominion Day, Thanksgiving Days, All Saints Day, Immaculate Conception and Ascension Day.

Section 3.—The provisions of section 1 shall not apply moreover to the days of the last two weeks of December, in each year.

Following shops are allowed to remain open: Establishments where tobacco only is sold; establishments where newspapers, etc., are sold; hotels and restaurants; fruit and confectionery stores where no groceries are sold or kept for sale.

The Canada Packing Co., Montreal, has dissolved, Theophile Dion registered.

Criticisms on the Standards for Milk Products

One Manufacturer Thinks Difference Between Condensed and Evaporated Milk Should be More Definite—Some of the Standards Claimed to be too Low—Another Wants Time to Get Rid of Evaporated Cream Labels.

As announced last week, the Inland Revenue department of the Federal Government in drawing up the Food Standards, decided to first consider standards for milk products.

The Canadian Grocer in the meantime secured the views of manufacturers of condensed and evaporated milk, on the standards as at first suggested by Chief Analyst, A. McGill, and the revised standards issued by him.

One stated after considering the former, that the difference between condensed milk and evaporated milk should be more clearly defined, otherwise there would be no end of trouble and inconvenience if the specifications were to be adopted in the form they are now in. Evaporated milk (or evaporated cream) is a distinct trade term representing a product which receives quite a different treatment in the process of manufacturing. It is preserved by sterilization process only, without the addition of sugar or any other ingredient, while the term 'condensed milk' is usually applied to milk condensed and preserved with sugar. He also believed that the percentage of butter fat in condensed milk should be raised.

Time to Use up Labels.

Another manufacturer thought that the outline of the proposed standards was fair in reference to the milk products. There was no sweetened condensed milk or evaporated milk that should be put on the market showing a lower percentage than the standards call for. It would lead to a better class of competition besides giving the public the quality they are paying for.

"Really the only change that is being made," he said, "that will affect first-class companies is the changing the term 'evaporated cream' for 'evaporated milk.' If you will look on any label on the so called evaporated cream you will find it states plainly, that it is the whole of the milk reduced to the consistency of rich cream—which is correct. It, however, is not cream as the label would indicate.

"The principal point we are interested in is that the new standards, when put into force, shall allow the manufacturer ample time to use up his supply of evaporated cream labels, which with most companies will be rather large, as they are always bought in large quantities. We should be granted at least a year after the standards go into effect, to use up the stock of evaporated cream labels and boxes."

Wants Higher Standard.

After reading the revised standards which were sent out this week, a manufacturer said: "I have two criticisms to

make, viz., with reference to section 7—Condensed milk, and Section 8—Evaporated milk.

"The standards proposed are not consistent with conditions, nor with the scientific facts of manufacture. For condensed milk I believe the minimum of total solids should be 28 per cent., and not less than 8 per cent. butter fats. This is really a low standard, and no honest manufacturer will have any difficulty in observing it.

"Section 8—Evaporated Milk—should be lower in solids if any change is made from commercial practice rather than to lower the percentage of fat, and while a percentage of 7.7 per cent of butter fats is comparatively easy to maintain, it is not so easy to get 26 per cent. of solids in some sections at certain periods of the year, nevertheless I believe if any concession is made whatever in the interests of the manufacturer, it should be by reducing the solids, but not the fat.

"Briefly, the draft of the Proposed Milk Standards reads:—'Condensed milk 26 per cent. solids and 7.25 per cent fat.' 'Evaporated milk, 26 per cent. solids and 7 per cent. fat.' I would recommend for condensed milk 28 per cent. solids and 8 per cent. fats, and evaporated milk 7.7 per cent fats, but 26 per cent. in the latter is satisfactory.

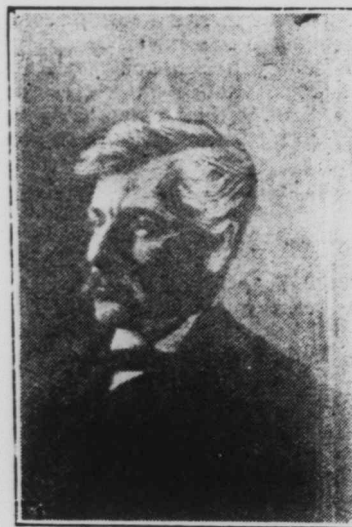
"The present standard for condensed milk in the U. S. has not been debated, but for evaporated milk it is debatable,

and it is probable that for solids in the latter it may be reduced to 25 per cent."

Manufacturers of powdered milk also want to see their product included in the standards in order to be protected, and a request to this effect has been sent to the Chief Analyst.

THE BRITISH ELECTIONS.

Not since the institution of vote by ballot has there been a contest in which such intense and world-wide interest is being taken, as that now in Great Britain. In order that its readers may be thoroughly informed as to the progress



of the fight The Globe has sent its news editor, Stewart Lyon, to Britain. His letters and cables will appear exclusively in The Globe. This is an opportunity which the reading public of Canada will not be slow to take advantage of.—Advt.

THE SEMI-FINAL ANNOUNCEMENT.

It is only two more weeks until Dec. 31st, when the Christmas window dressing and advertising competitions of The Canadian Grocer close. That it is worth while for retail grocers to consider these is shown by the rewards offered for the best windows and the best advertisement. This, too, is merely incidental to the benefits in extra sales that must accrue to those who take extra pains in dressing their Christmas windows and in writing their Christmas advertisements.

The Canadian Grocer recognizes that grocers in smaller places have not the same facilities as those in the cities, so far as window dressing is concerned, and therefore has divided the field into two classes—Canadian towns, villages, hamlets, etc., under 10,000 population and towns and cities above that. The winner in each case will receive \$7 in cash, the second prize being \$3 in each case, making altogether \$20 for the window dressing competition.

This gives retail merchants in the smaller places an opportunity to enter without competing with their friends in

the trade who have better facilities in the way of larger windows.

The only stipulation so far as either class is concerned is that the window must be dressed with Christmas goods by the grocer himself or one of his staff. A 'manufacturer's' window—that is, one dressed by or at the suggestion of a manufacturer or his representative—will not be admitted. In sending in the photograph kindly tell who dressed the window and include a detailed description accompanying it. Be careful to obtain the best possible photograph.

In the advertisement competition 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, and the name of the paper it was clipped from. There will be a prize of \$5 cash given to the winner.

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. All entries in each case should be mailed not later than December 31 to the Editor of The Canadian Grocer.

Pract

Deals

Palmerston is employed in London, since he is a member of the House of Commons, and a fine swimmer in the water. The care in the selection of good salesmen is a commendable good thing to do. A large trade in poultry, and the largest share of Toronto farmers' produce, dried apples, etc. He has a large staff and is always ready to assist to the

A Merchant

Quebec, Dec. 10. A successful retailer of the greatest experience has been initiated in matters quickly ways keep a head front. "Learn from my instance, what unnecessary decisions and accurate far wrong. All chance, if it shows of success, a Over-cautious man as those who, you and take plenty their heads to summing up a si

Wants Pro

Edmonton, A. Edmonton grocer to know why r to handle some for scarcely noth their profits on c apt to lose their some extent.

"To keep ac business is not financial standpo awakens an ambi I know of some can hardly wait Saturday nights, ahead or behind

Want Standar

Vancouver, B.C. here are interest introduced into Pa Mr. Currie, of N

Practical Methods Used in Retail Grocery Stores

Retailer Thinks Profits Should be More Evenly Distributed — Much Early Christmas Selling in Chatham—Intelligence and Persistence in Advertising—Plans for Getting New Customers.

Deals Heavily in Poultry.

Palmerston, Ont., Dec. 14.—The methods employed by J. H. McKay, Palmerston, since he purchased the stock of Mr. Stinson, a few months ago have helped him well in the general store business. The care in selecting stock, employing good salesmen and selling the most dependable goods, have all helped to increase this store's volume of business.

A large trade has also been developed in poultry, and Mr. McKay is one of the largest shippers between Palmerston and Toronto. He is in fact open for farmers' produce of all kinds:—potatoes, dried apples, onions, eggs, butter, wool, etc. He has the confidence of the public and is always ready to lend a ready assistance to their every enterprise.

A Merchant With Initiativeness.

Quebec, Dec. 14.—One of the most successful retailers of this city says that the greatest element in his career has been initiative. The ability to decide matters quickly, yet correctly, will always keep a business man in the forefront. "Learn to choose," he says "for instance, what lines you want without unnecessary delay, and by continually practising decision combined with speed and accurate judgment, you can't go far wrong. Always be willing to take a chance, if it shows a reasonable certainty of success, and a good future margin. Over-cautious merchants are as badly off as those who, while they decide quickly and take plenty of chances, do not use their heads to the best advantage in summing up a situation."

Wants Profits on all Goods.

Edmonton, Alta., Dec. 14.—A large Edmonton grocer claims he is at a loss to know why retail merchants consent to handle some manufacturers' goods for scarcely nothing. They have to make their profits on others, and are therefore apt to lose their trade in these goods to some extent.

"To keep accurate accounts of the business is not only necessary, from a financial standpoint," he says, "but it awakens an ambition to excel each week. I know of some stores where the clerks can hardly wait for the statement on Saturday nights, to see whether they are ahead or behind of the previous week."

Want Standard Weight of Loaf.

Vancouver, B.C., Dec. 15. — Grocers here are interested in the bill recently introduced into Parliament at Ottawa by Mr. Currie, of North Simcoe, to fix a

standard weight for loaves of bread for all Canada. Conditions here are anything but satisfactory, the loaves of bread being small and the prices high. Moreover, judging from appearances, inferior flour is also used in small proportion. The way it works out is that grocers who sell bread have to stand the abuse of the dissatisfied customer, when he not only is not to blame, but makes nothing on bread, or at the most, a fraction of a cent per loaf. In fact, some grocers declare they will not handle bread, but then they are forced to by occasional demand. This, the bakers know and consequently the grocer has to handle bread merely for the benefit of his own personal trade, and the retention of a customer.

Finds Profit in Pastry.

Lindsay, Ont., Dec. 14.—L. A. Primeau is the authority for the statement that a well conducted grocery business can well afford to carry a good stock of pastry, fancy and otherwise. He handles bread, but more particularly fancy pastry in connection with his grocery business, and he finds that it not only brings the afternoon shopper into his store, but also lands the dimes into the till, which after all is the main thing. Mr. Primeau puts an occasional display in his window, of the appetizing pastry, as a rule on Saturdays, and it is surprising the amount of fancy articles that are disposed of. "Like all other special goods it has to be properly advertised and ticketed," says Mr. Primeau.

Early Christmas Selling.

Chatham, Ont., Dec. 14. — Chatham merchants this year have certainly done their best to bring out the early Christmas trade. Long before the end of November, Christmas displays were in evidence, while simultaneously many merchants commenced their special Christmas advertising.

The grocers were particularly active, nuts, confectionery, currants, raisins and the various other Christmas cake and pudding ingredients having been prominently displayed for the past three weeks. Christmas advertising is also well under way.

One grocer states that he has noticed a perceptible improvement in regard to the Christmas trade, which now starts quite a bit earlier than it formerly did. An exceptionally big Christmas trade is looked for, however, so that it is possible the rush of the last few days may not be much lightened. Quit a bit of business was transferred to the earlier days

of the campaign, though, that under ordinary circumstances would be left to the last.

Advertising a Good Investment.

Quebec, Dec. 14.—That there are two requisites for successful advertising, is the claim of a progressive Quebec grocer. With either one lacking, he claims, failure is a distinct probability.

"The first, and most important is intelligence. Use your head in choosing a medium for your advertising matter which will give the best results. Without the proper medium your money is practically wasted.

"The second requisite to success is persistence. Spasmodic insertion of advertising will never give full value to the advertiser. A yearly contract for continuous insertion of even a small ad. properly written, will, in the end, give more value than the same amount of space taken in a few issues as full pages. With a combination of the two above mentioned qualifications, advertising will pay, and pay well."

An Aid in Selling Candy.

Perth, Ont., Dec. 8.—A local store in putting prices on its more expensive lines of candy, marks them 30c per $\frac{1}{2}$ pound or 15c per $\frac{1}{4}$ pound. The idea is that a person might see something marked 60c per pound and think that confectionery too expensive, whereas if it were marked 15c (the amount probably he feels like spending) per $\frac{1}{4}$ pound, it seems easily within his reach.

Look Out for New Fields.

Montreal, Dec. 14.—There are chances coming up every day for a retailer to increase his field of operations. It may be by means of good service to the casual customer, by means of the local press, by dodger advertising, or some other method.

A Montreal merchant brought this subject up recently, to a representative of The Grocer, saying, "so many retailers are neglecting daily chances to add customers to their list, simply through carelessness in not taking advantage of hints which come their way. For instance, a stranger comes into a store. The clerks wait busily on all their regular customers, some of whom have come in after the stranger. Finally becoming impatient, the latter leaves the store.

"Meat of Wheat" is guaranteed absolutely. Grocers are authorized to refund money if not perfectly satisfactory, even after package is used.—Advt.

The Canadian Grocer

Established 1886
 THE MACLEAN PUBLISHING CO., LIMITED
 JOHN BAYNE MACLEAN PRESIDENT
 Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.
 Cable Address: Macpubco, Toronto. Atabek, London, Eng

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 PUBLISHED EVERY FRIDAY

A NEW CO-OPERATIVE BILL.

Here is where retail merchants in Canada have an opportunity to show their strength in legislative matters.

Lloyd Harris, M.P., for Brantford, Ont., has announced that he is preparing a bill which is meant to provide machinery for the incorporation and supervision of co-operative societies.

This bill will not be in the interests of retail trade and especially will it be detrimental to the grocers should it go through. If the merchants were united all over the Dominion, such a pressure could be brought to bear against the passing of any such a bill, that it would scarcely ever be heard of. Nevertheless those who are united can do a great deal and also others who are interested can assist in preventing any legislation detrimental to their interests.

A co-operative society working in every city or town will do much to separate the merchant and his customers, even if it does not continue to become a success. Every association and every individual merchant should carefully watch this co-operative bill and make it a point to interview or write the member representing his constituency in the House of Commons to oppose it.

No member of parliament interested in manufacturing goods which are sold by the retail trade should consider it fair to be instrumental in passing a bill that will be detrimental to that trade. Yet what else do we find in the case of Lloyd Harris, of Brantford?

WHO IS TO PROSECUTE?

In connection with the recent confiscation of adulterated butter in Montreal,

a somewhat puzzling, and in many ways ridiculous situation has developed. Dr. McCarrey, the health officer, who made the seizure, says he cannot do anything further than seize the goods, as no harmful adulterant was introduced. He has made a further statement that any prosecution would have to be originated by the Inland Revenue officials.

At the Inland Revenue department it is said that no definite information has been laid against any of the offenders and no action can be taken until such is the case. The fact remains that large quantities of adulterated butter have been seized, the names of at least seven of the alleged guilty parties are known, and nothing has been, or seems likely to be done.

It seems a pity that there is this lack of co-operation between officials, when upon their activity depends the protection of the interests of honest competitors and of the average citizen. It is about on a par with the case of two children, one of whom has been told by his mother to tell the other to do a certain thing. He tells, but the second one refuses because his mother didn't tell him personally. Meanwhile the obvious thing remains in it's old condition, undone. Who is to blame?

ON THE CARE OF CANNED GOODS.

The reader's attention is directed to an article in this issue on the methods which should be used in storing and taking care of canned goods. It is written by a practical canner who has had much experience in the business and therefore the suggestions given are all the more valuable to those who have under their care stocks of canned goods.

The article was secured at the instigation of a retail merchant who wrote to The Canadian Grocer, asking what effect frost has upon the contents of a tin of canned vegetables.

This paper shall be pleased at any time to answer so far as possible inquiries on trade questions and requests merchants to be quite free in making demands.

VALUE OF STORE CRITICS

Some merchants are inclined to feel sore—to use a common expression—if any of their customers happen to register a "kiek" against some article purchased or lack of service on the part of themselves or their salesmen.

This is a mistake. They should rather consider it as a mark of favor because they have come to discover leaks in their businesses which otherwise might have gone unnoticed.

There is a retail firm in a large United States city which employs a woman regu-

larly at a salary of \$50 per week to do nothing but criticise the work of every salesman and manager and also the goods and their prices. She might be termed a private detective but prefers to call herself a critic. For instance, if she comes across a saleslady attending to the candy counter who happens to have dirty finger-nails, she purchases some candy and obtains the number of the party who made the sale. She is then in a position to find the name and the saleslady is next day given a "call."

In this way everything that goes wrong or doesn't look well is reported by the critic to the management, who call the attention of the managers of the various departments to them. The latter are, of course, often surprised and wonder how things are discovered and this has always a tendency to make them more careful in their work.

STREET RAILWAY EXTENSIONS.

Sherbrooke, Que., is just now much exercised over the question of extending their street railways to reach the outlying districts. This is always a question of importance to the local grocer in such sections.

Does it bring him more trade, or do his customers take advantage of the street car to buy in the larger centre?

There are certainly two sides to this question. In the first place traffic is sure to be stimulated toward the larger place, and many people will take advantage of the improved transportation to do their buying away from home. At the same time, the closer the connection between town and city the better the local grocer is able to buy, and if there is little saving to the customer, they are apt to save trouble by using the more convenient local man. His profits are likely to be more as he comes into closer communication with the city, and he can often take advantage of a drop in the price of some commodity, where previously he only had vague rumors, perhaps too late to be of use, as to that change in quotations.

Another aspect is the general enlargement of the field for both the local man and his city competitor. To a certain extent the city grocer has the advantage here. More buyers will go from the small place to the larger than will do the opposite. Still there are buyers along the line of the street railway who are closer to the small town than the city, and these very often take advantage of the car to do their buying. On the whole it is probable that both city and suburb, or small town, are benefited. It would be difficult to say as to which receives the most.

CO-OPERA

An excellent union Convention in Montreal not concern which frequent approval, and stated that there action, more travelers of Association men, while others number associations and consequing the man; but compar through unit

He suggests there be a associations. It should be numerous of individual tr associations, to advantage equal gathering tions are a question be d the president bring the ma portunity.

PROPOSED

Some new amalgamation reported this the trade ge Canners are merger as w Company who dependent Car

Should the and eventual the Canadian Co. would like tion of its Car ed, that the becoming inter adian independ altogether from that the inde be at a loss to are at.

Then the qu the independe preferred stock cern to the val parties, is no favor. The di them are pi have grown etc., used. Th the merger is p find the ready which many of

CO-OPERATION FOR TRAVELERS.

An excellent suggestion was thrown out at the annual meeting of the Dominion Commercial Travelers' Association in Montreal on Saturday. It was not concerning a novel subject, but one which frequently comes up, secures approval, and is forgotten. A member stated that it was most regrettable that there should not be more united action, more co-operation, among the travelers of Canada. In the Dominion Association there are close upon 6,500 men, while in all of Canada the travelers number 20,000. Yet, the various associations were acting individually, and consequently were not accomplishing the many reforms aimed at by each, but comparatively easy of attainment through united action.

He suggested that every two years there be a general meeting of all the associations. This is an excellent idea. It should be carried out. There are innumerable questions of vital interest to individual travelers, and to the various associations, which could be discussed to advantage at such a meeting. Annual gatherings of the various associations are about to be held—let this question be discussed. It is the duty of the president of each association to bring the matter up at the earliest opportunity.

PROPOSED CANNING MERGER.

Some new phases to the proposed amalgamation of independent canners are reported this week. It is well known to the trade generally that the Canadian Canners are interested in the proposed merger as well as the American Can Company which supplies many of the independent Canadian concerns with tins.

Should the amalgamation materialize, and eventually an amalgamation with the Canadian Canners, the American Can Co. would likely lose a considerable portion of its Canadian market. It is claimed, that the American Can Co. is also becoming interested in a merger of Canadian independents, this to be separate altogether from the Canadian Canners, so that the independents would naturally be at a loss to know exactly where they are at.

Then the question of the members of the independent companies taking the preferred stock of the proposed new concern to the value of their plants and properties, is not meeting with universal favor. The directorate of several of them are principally farmers who have grown the vegetables, fruit, etc., used. These men believe that if the merger is put through, they will not find the ready sale for their products which many of them now enjoy, and

this seems to be another drawback. Some are not even considering the proposition on account of having to take the preferred stock.

It is the belief of men in close touch with the situation that nothing definite will be decided upon for some time.

CAPITAL TIED UP IN IDLE STOCK.

It is a generally conceded fact that the average merchant in the smaller cities and larger towns does not look after the idle goods in his stock as closely as he should.

How many small dealers are there that could not go through their stocks and pick out inactive goods, a few here and a few there, small in individual amounts, but in the aggregate amounting to hundreds of dollars, that are neither bringing returns in sales or profits. These goods are inventoried year after year, at first cost, when they should not be counted as assets at all, their value having gradually faded away until they should properly be classed as liabilities.

Carried-over goods can reasonably be estimated as deteriorating in value one-third each year. Not only is there a loss in quality, but the value of the article has been tied up for twelve months without earning a cent. It has thereby eaten away one-third of itself and after the third year it has practically disappeared as an asset in determining the profits of the business.

In the case of articles that change in fashion from season to season the deterioration is even greater, and in closing out past season's goods of this character the question of cost should be lightly considered in comparison with the quick disposal of the goods. The money thus released and put to use in buying active goods that can be turned over and over during the year at a good percentage of profit, will more than counterbalance the loss sustained in promptly closing out the un-

A HOLIDAY NOTE BOOK.

No season of the year is so productive of trade-bringing ideas as the month of December, when the minds of all progressive merchants are concentrated upon evolving plans for increasing their trade by adopting methods which they hesitate to use at any other time of the year. Larger space is taken in the local papers, the windows are changed more frequently and more thought is given to the displays, booklets are sent to customers, the prices of goods in plain figures to assist the

selling, the clerks work more overtime, the buying problem is more important, the effort to sell early and deliver at the last moment and the adoption of plans for interior display all bring up questions which cause thought.

All of these have to be met and acted upon without delay, but in the rush of holiday trade ideas will develop which can be used in next season's trade, and unless a merchant plans to jot these down when they occur to him they will vanish and not be thought of again until they present themselves in new form a year hence. It's when the holiday shoppers are out in force and everything betokens the approach of Christmas that real inspirations knock on the average man's skull and prod him into saying, "If I had only thought of that in time what a hit it would have been. Too late now."

Each retailer should obtain a blank note-book, print on the outside cover of it in big, bright letters, "Holiday Ideas," and then proceed to jot therein the things he ought to have "thought of sooner." Put down a few bright window suggestions as they come to you while Santa Claus is grinning at you from all sides. Add a few advertising hints and note down the things that go the best for Christmas gifts: and the things most called for that you did not have. Paste in a few of the most striking advertisements issued by the city stores who do things on a bigger scale than you can afford to.

Don't confine your observations to your own store, or even to business hours, but take a stroll around the stores with your eyes open. The jeweler or dry goods merchant may have ideas that a little skill would render more fitting in a grocery window.

Jot these things down in your special book and file it away among the things you know where to find. Then next season turn to your notebook and begin the sifting process. Some lines so popular a year ago are out of date now. Still there lies before you a big chunk of holiday atmosphere with its inspirations as well as some suggestions ready made.

The wise beginner is always willing to learn. Also the wise veteran in the merchandising art is willing to learn and he has chances every day to pick up information from his customers.

There is only one way to sell goods, and that is by asking people to buy them. Any kind of advertising is asking the public to buy, and they are entitled to be asked in a pleasant and alluring way.

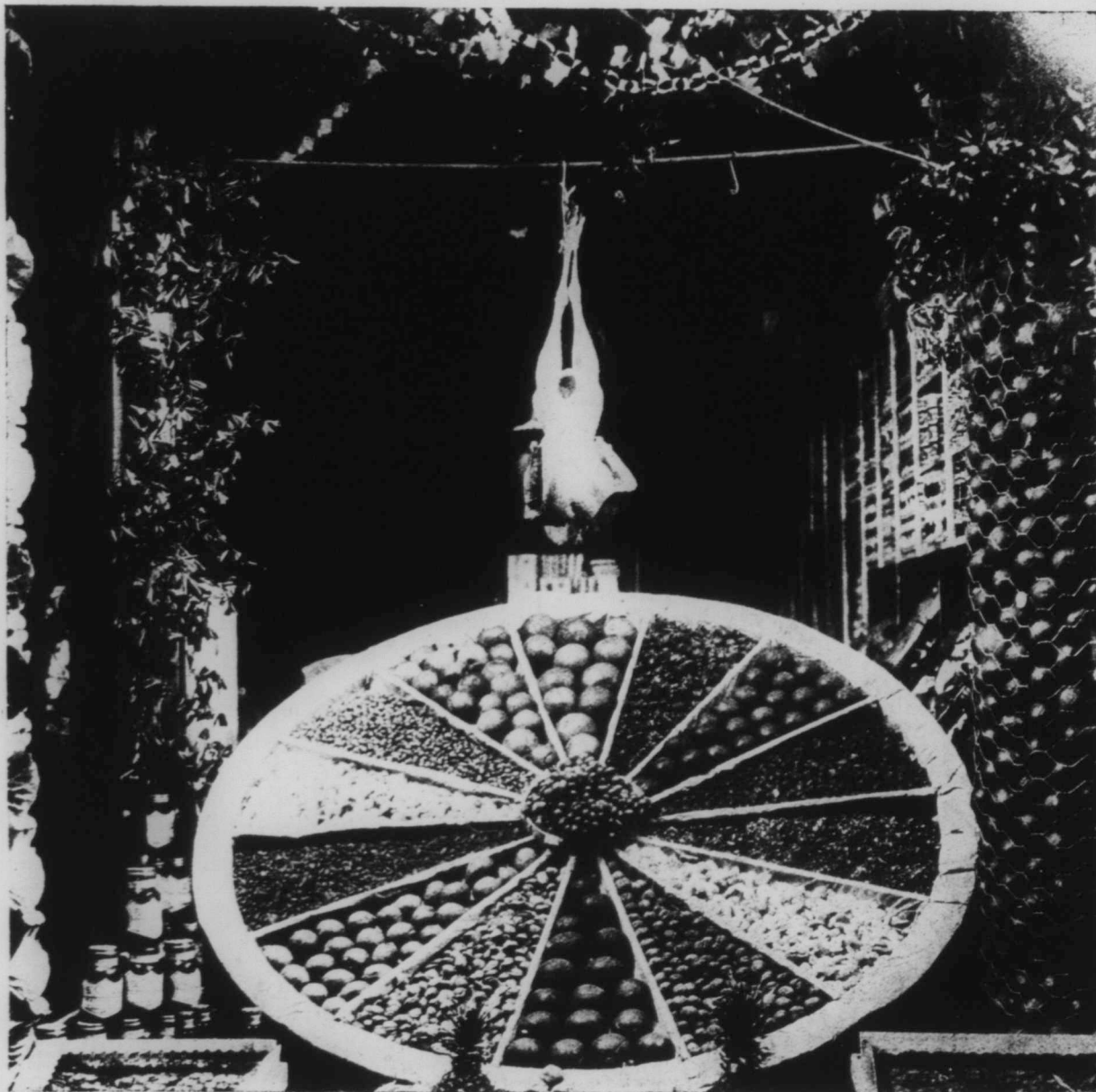
Developing Originality in the Window Display

The Methods Used by a Grocer in an Ontario Town — Thoroughly "Christmas" in its Setting and it Proved to be a Splendid Seller.

J. McDermid, of Georgetown, Ont., conceived some good ideas in dressing the accompanying window. The store is a typical small town grocery, the window is not by any means a large one, and the design used is admirably suited both to the store and the window. Several novel ideas have been used, particularly in the building up of their large pillar of oranges, which will give some useful hints to other grocers. The centre is in the shape of a wheel set at an angle of 45 degrees. The bottom of the wheel is covered with half-inch beads and di-

vided into fourteen compartments with a small circle in the centre, all of which is covered with tissue paper, one division being done in green, the next in cerise, and so on. Starting at the centre division at the top to the right is grape fruit, chocolate candy, oranges, walnut candy, shelled walnuts, cream candy, walnuts, oranges, almond nuts, lemons, shelled almonds, mixed candy, filberts, apples and the centre circle is filled with Malaga grapes, giving a nice contrast. On the right is a pillar of California oranges six feet high which fills that side of the window nicely. The rack which holds the oranges is made of poultry

wire with a tin tube inside, the oranges being slipped down between the tin and the wire. On the left of the wheel is a pyramid of preserved cherries and peaches in glass. In the centre of the window between the wheel and the glass there is a fancy china plate filled with natural figs, on either side of which is a pineapple, then boxes of bon bons, and at either end a box of fancy table raisins, some of which show very clearly in the photo. The window is decorated with natural holly at the back and paper painting across the top and down the sides at the front. Across the back of the window were a row of fine turkeys hanging on the iron bar which shows in the photo, which made a splendid background for the window, but as the photographer couldn't photograph the window when the proprietor had it ready, the latter sold off most of the turkeys.



The above Window was Dressed by J. McDermid, Georgetown, Ont., and Illustrates an Attractive Wheel Design.

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Granulated, bag
" 20-lb
" 1-lb
" 5-lb
Para lump, box
" " "
" " "

Red Seal, in cart
Crystal diamond
" "
" "

Extra ground, bl
" " 50
" " 25
Powdered, lbs.
" 50-lb.

Phoenix
Bright coffee
No. 3 yellow
No. 2 "
No. 1 " bag
Blks. granulated
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Fancy Barbadoes
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Choice Barbadoes
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New Orleans
Antigua

The Markets—Advance of 1/2c. on Valencia Raisins

This Rise is Due to Scarcity of the Fruit—Shelled Walnuts Scarce — Raw Sugars Easier and Decline in Refined Would Not be a Surprise—Little Demand For Evaporated Apples.

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

QUEBEC MARKETS

POINTERS—

Sugar—Raw very weak.
Pepper—Firm.
Valencia raisins—1/2 cent higher.
Shelled Walnuts—Scarce.

Montreal, Dec. 16th, 1909.

Trade is now showing the full effect of the Christmas season. Dealers say that, taking it generally, there has not been such an encouraging outlook for some years.

There are several reasons to account for this. People are beginning to recover fully from the fear engendered by the depression, and as a result are spending more money. Also luxuries are being indulged in to a greater extent than for some time past. Staples are losing this season to a certain extent, but of course people must to a certain degree depend on them.

The marked feature of the week is the rise in price and scarcity of Valencia raisins. This, and the probable reasons for it, are dealt with fully on the editorial page, so need no further explanation here.

Walnuts are scarce at present as well as other lines of shelled nuts. As a whole, the market is steady and the prevailing tone is for a continued firmness.

SUGAR—Raw sugars are down this week. The decline is due to large receipts in New York and Liverpool. One of the largest shipments a Canadian firm has ever imported was on the Teodoro de Larrinaga, which recently arrived at Halifax from the Mauritius with over 6,500 tons of high grade refining crystals. This shipment was all consigned to one Montreal concern who have already disposed of it in England. Prices are firm but a decline is being looked for by some in the near future.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 61
" " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" 100 lb. boxes	5 20
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 15
" 50-lb. boxes	5 35
" 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 "	4 30

Bbls. granulated and yellow may be had at 3c. above bag prices.

SYRUPS AND MOLASSES.—Christmas trade is going principally to other lines and both syrups and molasses show a falling off in sale. It is thought certain that they will regain what they have lost as soon as the New Year opens. Prices continue firm.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 44	0 46
" " half-barrels	0 46	0 48 1/2
New Orleans	0 27	0 28
Antigua	0 27	0 30

Porto Rico	0 40
Corn syrups, bbls.	0 63 1/2
" 1-bbls.	0 63 1/2
" 32-lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 55
" 10-lb. " 1 doz. "	2 75
" 20-lb. " 1 doz. "	2 70

TEA—The continued scarcity of Japans is being felt considerably, as there seems to be a good demand, which dealers at present are at a loss to supply. Prices of all lines are firm and unchanged.

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

COFFEE—Cheap coffees are high in comparison to the better grades. Of course the bulk of the trade is done in the cheaper lines, which compensates to a considerable extent, enabling dealers to be satisfied with a smaller margin of profit where the turnover is so much larger and quicker. Prices are unchanged but firm.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 10	0 12
Santos	0 14	0 17
Maraçabão	0 15	0 18

SPICES—Christmas trade in all lines of spices is extra good both in the city and to outlying points. Peppers and nutmegs are very scarce, with a probable rise in both. They are already slightly higher in the primary markets.

Dealers like the situation except that there is some fear of the new food standards being established too soon to enable adequate preparations to be made.

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

DRIED FRUITS—Valencia raisins have furnished the feature of the market during the past week and will continue to do so for some time to come. Medium grades are practically exhausted, while the 4 crowns and fine off stalk are very scarce. Prices have been raised 1/2 cent with a further raise in sight. The reason is that this year's supply came in on a practically bare market and were greedily taken up.

Other lines are steady with a good sale.

Currants, fine filigras, per lb., not cleaned	0 05 1/2	
" " cleaned	0 08 1/2	
" Patras, per lb.	0 07 1/2	
" Vostizas, per lb.	0 08	
Dates—Hallowees, old, per lb.	0 04	0 04 1/2
" new, per lb.	0 05	0 05 1/2
Sais, old, per lb.	0 04 1/2	0 05 1/2
" new, per lb.	0 05	0 05 1/2
Raisins—Australian, per lb., (to arrive)	0 08 1/2	0 09
Old seeded raisins	0 06	0 06

California, choice seeded, 1-lb. pkgs.	0 07	
" fancy seeded, 1-lb. pkgs.	0 07	
" loose muscatels, 3-crown, per lb.	0 07 1/2	0 08
" " 4-crown, per lb.	0 08 1/2	0 09
" sultana, per lb.	0 07 1/2	0 10
Valencia, fine off stalk, per lb.	0 05 1/2	
" select, per lb.	0 06 1/2	
" 4-crown layers, per lb.	0 06 1/2	

NUTS—The market is practically bare of shelled walnuts. Other lines of shelled are scarce, while the demand seems to be steadily increasing. Dealers are scouring the country for supplies.

Christmas trade has proved exceptionally good, in spite of the somewhat inferior quality of this year's crop. Prices are firm.

In shell—Filberts, Sicily, per lb.	0 12	
" Barcelona, per lb.	0 10 1/2	
Tarragona Almonds, per lb.	0 11 1/2	0 12
Walnuts, Grenoble, per lb.	0 13	0 15
" Marbots, per lb.	0 12	0 12 1/2
" Cornes, per lb.	0 11	0 11 1/2
Shelled—Almonds, 4-crown selected, per lb.	0 32	0 33
" 3-crown " "	0 31	0 31
" 2-crown " "	0 29	0 29
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17

Peanuts—French, No. 1	0 07 1/2	0 07 1/2
" Spanish, No. 1	None	None
" Virginia, No. 1	0 19	0 19
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75
Walnuts—Bordeaux halves	0 26	0 27
" Broken	0 18	0 19

EVAPORATED APPLES—Trade in evaporated apples has been unsatisfactory so far, and there seems to be no immediate prospect of an improvement. Prices are still steady, but a decline will probably result if there is no increase in demand.

Evaporated apples, prime	0 06 1/2	0 06 1/2
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BEANS AND PEAS—Beans are proving popular at present and there seems to be a steady increase in the demand. Supplies are fully adequate, however, and no price changes are looked for. Peas are not in heavy demand just at present though dealers say the situation is satisfactory.

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

AN ENERGETIC PRESIDENT.

The St. John, N.B., Sun in referring to the election of T. H. Estabrooks as president of the Board of Trade of that city says in part:—In Mr. Estabrooks the board has secured a man admirably equipped in public spirit and business energy and experience to carry along vigorously and progressively the board's work for the upbuilding and development of St. John. In the present circumstances Mr. Estabrooks is peculiarly well fitted for the position. * * * One of the chief factors in this success has been extensive and intelligent advertising, and Mr. Estabrooks, we believe, recognizes this and recognizes also that civic as well as private business is capable of development by similar methods. There is nothing St. John needs more at the present time, than an energetic and well-directed campaign of publicity.

THE CANADIAN GROCER

CANNED GOODS

MONTREAL—There is a distinct improvement in the demand for canned fruits. Heretofore the market for these lines has been very disappointing. It is thought that the somewhat inferior grade of dried goods packed this year have had a good deal to do with the return to canned.

Vegetables are firm and in good demand. Prices are firm and unchanged from last week.

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

TORONTO—Like almost everything else, canned goods are firm, and the stocks are rapidly diminishing. Peas and corn are likely to run clean out, and even tomatoes which are the heaviest pack are reaching out for more money.

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

ONTARIO MARKETS

Toronto, Dec. 16, 1909.

The great rush on the part of the wholesale grocers for the Christmas trade is pretty much over. They all report having splendid trade, and if the retailer comes out as well as they did, this autumn's trade will figure as one of the best for a good many years. It is hardly possible, however, that the retailer will get his proportion with the wholesaler for the reason that the retail stores have multiplied in leaps and bounds while the wholesale houses are almost the same as they have been for years. If the wholesale houses could have sold the same quantity of goods to a smaller number of retailers they would be surer of their money, the retailers would be better off, and the public would

have had equally as good, if not better, service.

SUGAR—The recent report from Cuba showing that the production of raw sugar there is 317,000 tons in excess of last year, has a slight weakening effect on the market, altogether it did not materialize in figures. Cuban futures are lower than present prices, which indicates that lower prices are expected.

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

SYRUP AND MOLASSES—All these lines which were expected for Christmas baking have been sold before this time, and in consequence little is moving at the present time, and prices are at a standstill.

Syrups	Per case
2 lb. tins, 2 doz. in case	2 50
5 " " " "	2 85
10 " " " "	2 75
20 " " " "	2 70
Barrels, per lb.	0 03 1/2
Half barrels, per lb.	0 03 1/2
Quarter " "	0 03 1/2
Pails, 3 1/2 lbs. each	1 80
" 25 " "	1 30
Maple Syrup	
Gallons, 5 to case	4 80
" 12 " "	2 75
Quarts, 24 " "	5 40
Pints, 24 " "	3 00
Molasses	
New Orleans, medium	0 31 0 33
" " bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 62

TEA—There is again a firmer feeling manifested this week in the tea trade. Considerable quantities are changing hands, which cannot again be repeated at the same prices.

COFFEE—Whether it is true or not, but some one interested in the coffee business made the remark that Toronto was using a lower grade of coffee than any other place. If this is correct, and a better grade would increase the consumption, there is something to hustle for on the part of the coffee men.

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

SPICES—This line has had its season, and will be a back number for some time. Prices in the meantime will remain stationary.

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

DRIED FRUITS—All these lines were in great demand and are now practically all on the retailers' hands.

They were sold at prices at which at least some of them could not be repeated again, and if the retailers do not make money on them it will be their own fault. Valencia raisins are about 1/2 of a cent higher. Peels of all kinds are pretty well cleaned out.

Prunes—	Per lb.		
30 to 40, in 25-lb. boxes	0 11 1/4		
40 to 50 " "	0 10		
50 to 60 " "	0 08		
60 to 70 " "	0 07 1/2		
70 to 80 " "	0 07		
80 to 90 " "	0 06 1/2		
90 to 100 " "	0 06		
Same fruit in 50-lb. boxes 1/4 cent less.			
Apricots—			
Standard	0 15		
Choice, 25 lb boxes	0 15		
Fancy, " "	0 17		
Candied and Drained Peels—			
Lemon	0 09 0 11 Citron	0 15 0 18	
Orange	0 11 1/4 0 12 1/4		
Figs			
Elemes, per lb.	0 08 0 10		
Tapioca	0 03 0 04		
Bag figs	0 03 0 04		
Dried peaches	0 08 0 08 1/2		
Dried apples	0 07 1/2		
Currants	4 75		
Fine Filigras	0 06 1/2 0 07	Vostizzas	0 08 1/2 0 09
Patras	0 08 0 08 1/2		
Uncleaned 1/4 less.			
Raisins—			
Sultana	0 05 0 05 1/2		
" fancy	0 06 0 07		
" extra fancy	0 08 1/2 0 09		
Valencias, new	0 06 0 06 1/2		
Seeded, 1 lb packets, fancy	0 08		
" 16 oz. packets, choice	0 07 1/2		
" 12 oz.	0 06		
Dates—			
Hallowees	0 06 0 06 1/2	Fards choice	0 08
Sais	0 05	choice	0 07 1/2

NUTS—All the nuts for the Christmas trade are sold, the stocks left are light, and the retailer has a large part of his work still to do, to get them turned into money with a good profit.

Almonds, Formigetta	0 11 1/4
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13 1/2
" Borleaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12 1/2
Pecans	0 16 0 18
Brazils	0 05 0 15
Peanuts, roasted	0 08 0 12

RICE AND TAPIOCA—As these do not enter into the special Christmas supplies they are quiet and little is doing.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	0 03 1/2
Rangoon	0 03 1/2 0 03 1/2
Patna	0 05 1/2 0 06 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04 1/2 0 04 1/2

EVAPORATED APPLES—These are quiet and the demand has almost entirely disappeared. To effect sales in quantities lower prices must be accepted.

Evaporated apples	0 08 0 09
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BEANS—Beans are firm and sell well at full prices. The consumption of beans is rapidly increasing, which has an upward effect in the value.

Beans, per bushel	1 75 1 80
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The Lind Brokerage Co., Toronto, has moved its offices from the Pacific Building to 73 Front St. East, Toronto, and will henceforth be known as the Dominion Brokerage Co., the interests of which have been purchased by the former. The new offices are larger and the building permits of better storage facilities.

MA

Firmer Holland New G ins. Withdr

Staples tion of th tive way. and there the genera has tenced goods into trade, botl taken an a beginning and their tion throu esting. On Eastern S: says that h better finar may not all tracted in l carry a la larger payn

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The mark frequent ad mas trade, t the shortage have kept th

SUGAR— greatly redu weeks on acc the west. I are popular are stocking Conditions pe a strong mar

Montreal and B.C. g	
" yellow, in 1	
" " in s	
icing sugar, in bbls.	
" " in boxes	
" " in small	
Powdered sugar, in 1	
" " in b	
" " in s	
Lump, hard, in bbls.	
" " in 1-bbl	
" " in 100-lb	

SYRUP AN sales are heav winter months. ed this week at ket has weako tion that the° so.

Syrup "Crown Brand,"	
" " "	
" " "	
" " "	
" " "	
Beehive Brand, 2-lb. tin	
" 5 " "	
" 10 " "	
" 20 " "	
Barbadoes molasses in	
Porto Rico molasses in	
gingerbread molasses, 1	
New Orleans molasses	

FOREIGN D

MANITOBA MARKETS

Corrected by Wire.

Firmer.—Raisins, beans, peanuts and Holland herring.

New Goods.—Rowley's Valencia raisins.

Withdrawals.—Cluster raisins, figs.

Winnipeg, Dec. 16, 1909.

Staples are again taking up the attention of the wholesalers in the usual active way. Holiday goods are all out, and there has been a recent revival in the general lines. Wholesale competition has tended to introduce a wide range of goods into the field and as a result the trade, both retail and wholesale, has taken an active appearance, travelers are beginning to come in in large numbers and their reports of the general condition throughout the country are interesting. One drummer, who has tramped Eastern Saskatchewan for some years, says that his customers were never in a better financial condition. Although they may not all clear themselves of debts contracted in less propitious years, yet they carry a larger stock and are making larger payments.

Just now a severe cold snap has cut off the trade considerably in all parts of the west, but this only means that the retailer will make larger but fewer sales.

The market continues strong with frequent advances. The heavy Christmas trade, the close of navigation and the shortage of crops in several lines have kept the market firmer than usual.

SUGAR—Wholesale stocks have been greatly reduced during the past few weeks on account of the heavy trade in the west. Iceing and powdered sugars are popular and retailers everywhere are stocking quite heavily in these lines. Conditions point to the maintenance of a strong market.

Montreal and B.C. granulated, in bbls.	5 20
" " " in sacks	5 25
" " " yellow, in bbls.	4 80
" " " " in sacks	4 75
Iceing sugar, in bbls.	5 55
" " " in boxes	5 75
" " " in small quantities	5 80
Powdered sugar, in bbls.	5 35
" " " in boxes	5 55
" " " in small quantities	6 20
Lump, hard, in bbls.	6 05
" " " in 4-bbls.	6 15
" " " in 100-lb. cases	6 15

SYRUP AND MOLASSES — Syrup sales are heavy, as is usual during the winter months. The market is unchanged this week and although the U. S. market has weakened, there is no indication that the Canadian market will do so.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " " 5-lb. tins, per 1 " "	2 75
" " " 10-lb. tins, per 1 " "	2 55
" " " 20-lb. tins, per 1 " "	2 60
" " " 1/2 barrel, per lb.	0 04
" " " Sugar Syrup, per lb.	0 034
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" " " 5 " " " " " "	2 75
" " " 10 " " " " " "	2 55
" " " 20 " " " " " "	2 60
Barbadoes molasses in 4-bbls., per gal.	0 50
Porto Rico molasses in 4-bbls., per gal.	0 60
gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses 1/2 bbls., per gal.	0 36

FOREIGN DRIED FRUITS—Raisins

are all much firmer this week, owing to the shortage. It is fully expected that next week we will be compelled to quote higher prices. All the dried fruit markets are firm, and the output continues heavy. Dates, peaches and apricots have an excellent market. There are very few figs on the market and the price is about 5 1/2 cents per lb. Prunes are slightly weaker just now, and the quality is not up to the standard.

Smyrna Sultanais raisins, uncleaned, per lb.	0 08
" " " cleaned, per lb.	0 09 1/2
Valencia raisins, Rowley's, f.o.s. per case, 28 s.	1 95
" " " select, " " 28 s.	2 05
" " " layers " " 28 s.	2 05
California raisins, choice seeded in 1/2-lb. packages per package	0 06 1/2
" " " fancy seeded, in 1/2-lb. packages per package	0 06 1/2
" " " choice seeded in 1-lb. packages per package	0 07 1/2
" " " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3-crown muscatels, per lb.	0 06 1/2
" " " 4 " " " "	0 06 1/2
Prunes, 90-100 per lb.	0 04 1/2
" " " 70-80 " "	0 05
" " " 60-70 " "	0 05 1/2
" " " 50-60 " "	0 08 1/2
" " " 40-50 " "	0 08
" " " 30-40 " "	0 08 1/2
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" " " dry, cleaned, Filistras, per lb.	0 06 1/2
" " " wet, cleaned, per lb.	0 07 1/2
" " " Filistras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" " " choice	0 09
Apricots, standard, per lb.	0 15 1/2
" " " choice, per lb.	0 16
Plums, black pitted, per lb.	0 11
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 6 1/2

RICE AND TAPIOCA—Rice is still weak in price, and sales are not large. Tapioca is stronger, and may be higher soon.

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

HONEY—The holiday trade in this commodity has been good. The 12-oz. jars are popular, as is also the pail. Indications are that next season's goods will be firmer, as the demand greatly exceeds the supply.

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

EVAPORATED APPLES—The market is easier and lower prices are anticipated. The bulk of sales are at 10 cents per pound.

ROLLED OATS—Last week's reduced prices hold to-day.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 95
" " " 40 " " " 40	1 00
" " " 20 " " " 20	0 52
" " " 80 " " " 8	0 23 1/2

BARLEY—Prices are unchanged, and sales continue to be good. The market has been strong and wholesalers expect that the demand which is good everywhere on the continent will keep prices up.

Pot barley, per sack	2 60
Pearl barley, per sack	3 65
" " " per 1/2 sack	1 90

NUTS—Abundance of the shelled products have gone out, and although supplies have not all arrived, they will next month. Prices are strong.

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

BEANS—Prices are going up, owing to the shortage. If the demand continues it will not be long before stocks will be depleted.

3-lb. picker, per bushel	2 10
Hand picked, per bushel	2 20

FRESH FRUITS AND VEGETABLES—The native vegetables are rapidly nearing an exhaustion. As a result prices are firmer. The following fruit prices prevail with a good possibility of a stronger market very soon.

Pumpkins, per lb.	0 01
Carrots, per lb.	0 50 1/2
New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb.	0 04
Native celery, per doz.	0 40
Native oca. s., per bushel	0 40
Native onions, per doz.	0 30
Native radishes, per doz.	0 30
Native cucumbers, per doz.	0 75
Oranges	3 75 4 50
Lemons	5 50 6 50
Apples, Ontario, per box	3 75 5 00
Grape Fruit, per crate	5 50
Grapes, per crate	8 00
Bananas, per lb.	0 05
Cranberries, per bbl	9 00 10 00

MEATS—

Boneless pigs feet, round, 1 s, 3 dozen	1 95
" " " square, 2 s, 1 dozen	3 15
Boiled beef, round, 1 s, 2 dozen	1 60
" " " 2 s, 1 dozen	2 85
Corned beef, square, 1 s, 2 dozen	1 55
" " " 2 s, 1 dozen	2 80
Cambridge sausage, round, 1 s, 4 dozen	2 30
" " " 2 s, 2 dozen	4 25
English brawn, round, 1 s, 2 dozen	1 35
" " " square, 2 s, 1 dozen	3 15
" " " 1 s, 2 dozen	1 95
" " " plum pudding, round, 1 s, 2 dozen	1 65
" " " 2 s, 1 dozen	3 25
Geneva sausage, oblong, 1 s, 2 dozen	2 35
" " " 2 s, 1 dozen	4 25
Jellied hocks, round, 2 s, 1 dozen	3 75
" " " 6 s, 1 dozen	10 60
Paragon lunch tongue, round, 1 s, 2 dozen	3 40
" " " ox tongue, round, 1 s, 2 dozen	7 75
" " " 2 s, 1 dozen	8 60
Ready lunch veal loaf, square, 1 s, 2 dozen	2 50
" " " 1 s, 4 dozen	1 30
Ham loaf, oblong, 1 s, 4 dozen	1 30
Beef loaf, assorted, oblong, 1 s, 2 dozen	2 50
Roast beef, round, 1 s, 2 dozen	1 60
" " " 2 s, 1 dozen	2 85

EGGS—Prices range from 28 to 30 cents just now. Supplies are all from Ontario, and as winter closes in, a scarcity is noticed. Higher prices seem to be inevitable.

BUTTER—Manitoba creamery is 28 cents to-day. Choice dairy is the same price, while No. 1 is 26 cents and No. 2 24c. There is an active demand for butter and the trade is in an excellent condition.

CALGARY MARKETS.

Corrected by Wire.

Calgary, Dec. 16, 1909.

In groceries the holiday business is now active, indications pointing to a record-breaking trade until Christmas. Most lines have arrived in good time so that the merchants have had ample time to display goods to advantage, which counts for much at this season.

In fresh fruits and vegetables the market is well supplied. A carload of grape fruit arrived last week from Florida and three cars of Jap Oranges direct from Kobe, Japan, (these little oranges retail at 80 to 90c per box). The usual shipments of California oranges and lemons from Los Angeles have arrived. Nuts are none too plentiful, the demand being unusually heavy. In grocery lines several items have advanced. Candied peels are higher; currants, too, have ad-

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

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

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

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

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 Importers and Roasters of High Grade
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 Manufacturers and Proprietors of
 'Feather-Light' Brand Baking Powder
 We also carry a full line of TEAS,
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 Mail orders promptly attended to.
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 Write us for information about B.C. trade
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 Correspondence Solicited.
F. R. McINTOSH & CO.
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 Free and Bonded Warehouses
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 SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
 We have an established connection and can handle a
 few more good agencies to advantage.
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**VICTORIA
 FRUIT GROWERS' ASSOCIATION**
 The largest packers and shippers of first-
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 OFFICE AND WAREHOUSES
 COR. WHARF AND YATES STS. - VICTORIA
 Branch at 130 Water Street, Vancouver.

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 mission Agent
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THE CANADIAN GROCER
 British Columbia Office at Room 11, Hartney Chambers,
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 H. HODGSON Manager

The WEST INDIA CO., Ltd.

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

Sugars	Rums	Molasses	Cocoa
	Rice	Limes	Arrowroot

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

St. Nicholas Building **MONTREAL**

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THE CANADIAN GROCER

vanced about $\frac{1}{4}$ ¢ per lb. California dried fruits are firm. Sugars have advanced. Evaporated milk and cream declined temporarily.

Sugars	Dry salt bacon
B.C. granulated 5 74	smoked 0 16
Raymond " 5 64	Eggs, fresh, case
Peels	30 dozen 3 50
Lemon 0 12	Butter
Orange 0 13	Alberta cream
Citron 0 20	ery bricks 0 30
Dried fruits	Alta creamery
Apricots, choice 0 16	solida 0 29
stand-	Alta, dairy 0 26
ard 0 15	Alta, tubs 0 25
Peaches, choice 0 10	Cheese
stand-	Ontario, large 0 15
ard 0 095	" twins 0 15
Pears, choice 0 12	" Stiltons 0 17
Pitted plums 0 12	Beans
Prunes, 40-50 0 08	Ontario, hand
" 50-60 0 07	picked, bushel 2 40
" 60-70 0 07	California limas,
" 70-80 0 06	per lb. 0 06
" 80-90 0 06	Canned fish
" 90-100 0 05	B.C. salmon,
Evap apples, 50's 0 11	sockeye, 48-1's 7 50
Produce	B.C. cohoes, 6 25
Sugar cured ham	B.C. pinks, 48-1's 4 00
10-12 average 0 18	Sardines, domes-
Sugar cured ham	tic, 100-4, 4 00
picnic 0 16	Lobster, 48-1's 17 00
B. bacon bellies 0 21	" 96-2's 18 50
" back 0 20	Fin haddie, 48-1 5 65
Dry salt bacon 0 15	

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, B.C., Dec. 16, 1909.

Changes in prices are all towards increases these days, with the exception of a drop in Quaker lard. The quotation for this has been from \$1.25 to \$1.32 $\frac{1}{2}$, but now it is \$1.25. Potatoes have started on their winter ascent. The price for Asherofts was \$22 per ton, but with a day or two of moderate frost, not sufficient to freeze anything inside, the figure has been advanced to \$25, and wholesalers declare they will hold it at that, although the weather is warm again. Supplies have not been coming in very fast, and they see a chance of making money. Local potatoes go for \$20.

Japanese oranges are of good quality this year, and job at 60 cents a box in large quantities, and 65 cents in small, retailing at 75c.

Sugar, standard	Butter, local
granulated 5 60	creamery 0 40
Val. raisins, lb. 0 05	Butter, Western 0 22
Cal. " 0 07	Eggs, Eastern 0 33
Prunes 0 05	Eggs, local 0 60
Currants 0 06	Cheese, per lb. 0 14
Dried apricots 0 11	Bacon, premier 0 27
Flour, Standard,	Potatoes
bbbl. 6 90	Ash rofts, ton 25 00
Cornmeal, p. 100	Local, ton 20 00
lb. 2 60	Canned Goods
Beans, per lb. 0 03	Peas 1 00
Rice, per ton 68 00	Tomatoes 1 32
Tapioca, per lb. 0 03	Corn 1 10
Evaporated	Apples 3 42
apples 0 08	Strawberries 2 15
Butter, Eastern 0 29	Raspberries 1 65

NEW BRUNSWICK MARKETS.

St. John, N. B., Dec. 16, 1909.

The rush of holiday business with the wholesalers is about over, and the majority of orders going out now are for sorting-up purposes. With the retailers, however, the Christmas rush is now on in earnest, the demand for cooking requisites usual at this time of year being fully up to the average.

Sugar	Beef, Canadian
Standard gran. 4 85	an plate 16 75
Austrian 4 75	Molasses, fcy.
Yellows 4 35	Barbados, gl 0 34
Flour, Manitoba 6 45	Butter, dairy,
Ontario 5 75	lb. 0 25
Rolled oats, bbls 5 15	Butter, cream-
Cornmeal, bags 1 47	ery, lb. 0 26
west grey, bag 2 90	Eggs, doz. 0 27
Cal. raisins, seed-	Potatoes, bbl. 1 20
ed 0 05	Canned goods
Currants, lb. 0 07	Peas, doz. 1 10
Prunes, lb. 0 05	Corn, doz. 0 85
Rice, lb. 0 03	Tomatoes, dz 1 00
Beans, hand	Raspberries,
picked, bus 2 00	dozen 1 85
Beans, yellow	Strawberries,
eye, bus 3 40	dozen 1 55
Cheese, lb. 0 13	Salmon, case
Lard, compound	Red spring 6 50
lb. 0 13	Cohoos 6 00
Lard, pure, lb. 0 17	Peaches, 2's,
Pork, domestic	dozen 1 70
mess 28 50	Peaches, 3's,
Pork, Ameri-	dozen 2 70
can clear 30 00	Baked beans,
Pork, clear	dozen 1 15
backs 31 00	Fish
Beef, Ameri-	Cod, dry 2 75
canplate 17 00	Halibut, salt,
	half bbl 2 30
	Herring,
	smoked, box 0 08

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Dec. 9, 1909.

Creamery prints	Beef, American
per lb. 0 27	plate per bbl 16 50
Creamery solids	Beef, Canadian
per lb. 0 27	per bbl 16 00
Dairy, tubs, lb. 0 21	Hams smoked 0 16
Fresh eggs, doz 0 30	Pork, fresh 0 09
Case eggs 0 28	Codfish, quantal 5 50
Sugars	Herring pickled
Extra Standard,	per bbl 5 00
granulated 4 80	Apples, per bbl 1 50
United Empire 4 55	Potatoes, P. E.
Austrian, bags,	Island, bag 1 15
granulated 4 70	Onions, Spanish
Bright yellow 4 60	per lb. 0 02
No. 1 yellow 4 50	Onions, Ameri-
Flour, h. wheat	can, per lb. 0 02
per bbl. 6 55	Onions, Canad-
Flour, Ontario	ian, per bag 1 50
blends, bbl. 5 75	Molasses, fancy
Cornmeal, bag 1 70	Barbados, bbl. 0 38
Oats 0 54	Molasses, fancy
Pork, American	Barbados, pun 0 34
per bbl. 26 50	Beans, bushel 2 20
Pork, clear bbl 32 50	Rolled Oats, bbl. 5 50

HAS SCALE OF MINIMUM PRICES.

Manufacturing Concern Points Out Why This Scale Should be Adhered to.

Many manufacturers have now "terms of sale" for their particular products. The following is a sample announcement of these terms, pointing out why the company wants to be protected by a fixed minimum selling price for its products:

"Is a special product, originated by us, made under our exclusive process, and sold under our trade mark. As the result of great expenditure of money by us, it is widely and prominently advertised and known, which has established for it a certain fixed position and value, in which we alone have any material interest. Our existence depends upon its success in the market, while the trade handling it have no particular interest in it except an incidental one, limited to the small quantity they may have on hand at any one time. And as it is of paramount importance to us that our product shall be distributed through the wholesale trade to the retail trade and thence to the consumer, in perfect condition and on terms equitable to all, we have established the following scale of prices, with due regard to the interest of all concerned, deviation from which

by any of the parties concerned will result in injury to our business."

Following this the scale of minimum prices is given, including that from manufacturer to jobber, from jobber to retailer, and from retailer to consumer.

It concludes with the following: "Any factor in the trade not willing to observe this scale of prices is requested not to handle the goods. Should a charge of violating these terms be made, we shall ask from the accused a certificate, to be verified by his oath and the oath of the salesman making the sale, to the effect that they have not violated the same. Refusal to furnish such a certificate will be construed as conclusive evidence that the charge is true, and further orders declined until reparation is made."

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

MacLaren Imperial Cheese Co., Ltd., are putting up Imperial Prepared Mustard in three sizes, and in attractive packages.

The business of the Dominion Brokerage Co., Toronto, which has been taken over by the Lind Brokerage Co., but which retains its name, has secured splendid storage facilities in its move to 73 Front St East. The goods handled include all the grocery staples such as pickles, nuts, raisins, jams, etc.

Memories of the famous "Boston Tea Party," says a Boston despatch, were recalled on Thursday last, by the arrival at the port of Boston of the largest cargo of tea ever landed in Boston, and valued at more than \$400,000. The consignment of more than 10,000 chests came on the steamship Kattenturm, from Colombo, Ceylon. The great percentage of this was consigned to the "Salada" Tea Company, Toronto.

Early in November of this year the members of the south eastern section (Great Britain) Sanitary Association, with other distinguished experts, paid a visit of investigation to the factory of Bovril Ltd., in London, Eng. Many compliments were paid the Earl of Arran and other officials of the company, as to the cleanliness and general neatness in arrangement. After a thorough inspection the unanimous report was that there were no suggestions to make.

FRUIT WAREHOUSES DAMAGED.

Fire broke out in the fruit warehouse of White & Co., corner Front and Church Streets, Toronto, on Tuesday night of this week and before it was extinguished considerable damage was done by fire, smoke and water. The roof of the warehouse of McWilliam & Everist, wholesale fruit dealers, Church Street, also caught fire but the blaze was extinguished. Much damage, however, was done by water with which the whole building was soaked.

Business Should be Made a Campaign, not a Battle

Spasmodic Efforts in Window Dressing and Advertising, etc., Not Considered of Great Value—Definite Plan Should be Made and Adhered to—Such a System Shown to Bring Good Returns.

By Victor Lauriston.

"The direct sales resulting from a window display or an advertisement I consider the least part of the returns," remarked an aggressive merchant the other day. "If I run my business along right lines, these direct and immediate returns ought to be small compared with those that flow in in the long run.

"Merchants are sometimes too intent upon the direct and immediate results of their efforts to consider anything outside that. They put on an attractive window display and then, because they don't clear out the whole window in a day or two, they feel sore. Or they advertise a certain line of goods in a couple of issues of a paper, and consider themselves duped if the line isn't depleted inside of the week. They expect to win their business campaign with the very first shot.

"And this," concluded the wise merchant, gravely, "is something I always remember—that life is a campaign and not a battle, and that business is practically life on a slightly smaller scale. It's not the result of a single effort, but the sum total of results from a large number of persistent efforts, that goes to make up a successful business. A campaign—not a battle. Remember that, if you are about to start in business."

The advice is excellent for the business beginner. It is better still for the business man who, after struggling along spasmodically, feels down at heel because he is not gaining the patronage which he thinks his efforts justify.

In window display, in advertising, in salesmanship, it is not the one day's work, but that of the long series of days that builds up the business.

Take the first instance—the window display.

The flower wears bright colors to attract the bee. The girl wears attractive garments, puts an added touch to her coiffure and an added bit of brightness to her cheeks, to attract the beau. And, for a like reason, the merchant must brighten his store exterior to attract the business of the chance passer-by.

It is not merely for the purpose of selling the goods actually displayed that the merchant makes his show window attractive.

It is in consideration, rather, of the business which will perhaps be driven away if he leaves the window careless, dirty, dusty, unkempt.

A window display does more than actually sell goods—and what it does should be considered by the impatient merchant who feels like declaring that the returns from this window or that do not come near to paying for the time which he himself or one of his salesmen may have spent in dressing it.

The window gives the prospective customer a favorable impression of the mer-

chant himself, his personality and his business ability. And, when you simmer it all down, the average buyer prefers to deal with a good business man.

A good window display may not at the moment sell enough to pay for the clerk's time or the merchant's time in putting it together. But it may, in conjunction with a series of other good windows, be the means of bringing to the store one or two or three permanent customers. And, if every good window display means just one permanent, paying customer, the merchant will contrive to worry along very comfortably, thank you.

But if the window display talks to the man or woman who drifts past the merchant's store, it is through the advertising columns of the newspaper that the merchant must talk to the many who, in the regular order of business, do not come within such close hailing distance.

There are dozens of men who imagine that, because they cannot trace the direct results, advertising doesn't pay—who renew their contracts with the suspicion fondly cherished all the while that they are being duped.

Positive That it Pays.

The other day a merchant who has been advertising, day in and day out, for a couple of decades, who gives the subject daily study, who is probably the best advertiser in his town, said:

"It is hard to trace sales directly back to the advertising."

Then he added:

"But we are advertising and will continue to advertise for a very important reason. It's a professional secret, but I don't mind passing it on to you. It's because—**advertising pays.**"

The gentleman went on to quote instances which did indicate that the firm's advertising was read.

"One time," he said, "we purposely quoted the wrong figure for a certain article—ham, I think it was. It was a ridiculously low price. The answers we got, the orders for ham, the queries as to the correctness of that price, would have astounded you. At another time we advertised that we were putting in a second telephone to accommodate our telephone customers. We could trace direct results from that. The man who comes in, buys an article, and then goes out again does not as a rule tell that he saw it advertised. Neither does the purchaser always buy at the time he reads the advertisement; often he is stocked with the article advertised, and merely makes a note of it. Nevertheless, after an experience extending over many years, I am convinced beyond all possibility of gainsaying, that advertising does bring direct results, and lots of them."

Yet outside all the actual, direct re-

sults in promoting the sale of the one article advertised, there are other things to be counted in the final summing up, where advertising is steady and persistent.

The merchant is kept continuously before the public.

Persistent advertising impresses the merchant's personality, and the personality of his business, upon the purchasing public.

The constant dropping of water that hollows the stone isn't in it with the constant advertising that builds up a business, so far as results are concerned.

A single advertisement may not sell enough coffee or cocoanuts to pay for the one insertion—but a series of advertisements, day in and day out, will (as the experience of successful merchants the wide world over has shown) unquestionably bring new customers. It is these new customers, rather than the immediate and direct returns, that pay for the merchant's advertising and give him something extra in pocket besides.

That is why the merchant should remember that successful advertising is a campaign, and not a battle—and that, just like a military campaign, it should be carefully mapped out beforehand.

CHRISTMAS CALENDARS AT CHATHAM.

Chatham, Ont., Dec. 14.—Following a recent resolution of the local Merchants' Association, few of the Chatham merchants this year are giving out calendars.

John McConnell, one of the grocers who is still adhering to the calendar practice, has adopted a decided reform, which aims to eliminate the bad feature of calendar giving. With reference to his 1910 calendar he makes the following announcement:—

"Our regular customers will receive one free. Any others desiring one can have one by purchasing \$3 worth of groceries before Christmas or until all are gone. You do not have to buy the goods all at once. Every time you come, you will receive a receipt for money paid. When you have \$3 worth of receipts bring them in and receive a calendar."

The experience of merchants hitherto in regard to children clamoring for calendars has been a source of intense dissatisfaction to the merchants, and it was largely this difficulty which led a majority of them to decide to do away with calendars altogether. Mr. McConnell, as will be seen, is endeavoring to meet the difficulty in another way.

Last Friday a social function including many interesting features was held at McConkey's restaurant, Toronto, where Henry Wright, president of the MacLaren Imperial Cheese Co., entertained the travelers of the firm, several of the office staff and a few friends.

Jno. L. Forrest, general merchant, Dy-sart, Sask., has assigned to Wm. J. Smith.

Hog

Last live hog per cwt they we \$7.85, a the dem market cwt.; a \$4.25, th years ag

It will hogs are and yet are likel from rep nothing i er prices. demand

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PROVIS tendency provision made itse dressed he seem agree whole tone Trade has ler influx firm.

Pure Lard—
Boxes, 50 lbs
Cases, tins,
Pails, wood,
Pails, tin, 20
Tubs, 50 lbs
Tierces, 375 lb

Compound Lard
Boxes, 50 lbs
Cases, 10-lb.
Pails, wood, 5
Pails, tin, 20
Tubs, 50 lbs
Tierces, 375 lb

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

Dry Salt Meats—
Green bacon, flani
Long clear bacon,
Long clear bacon,

Hams—
Extra large sizes,
Large sizes, 18 to 2
Medium sizes, 13 to
Extra small sizes,
Bone out, rolled, 1
" 2
" 3

Breakfast bacon, E
Windsor bacon, sk
Spiced roll bacon, 1
Hogs, live, per cwt.
" dressed, per

Hogs Higher than they Have Been for Many Years

Some Comparisons Made—No Likelihood of any Noticeable Decline in Hog Products—Butter Tends to Lower Prices—Speculation in the Egg Market.

Last year at this time the price of live hogs at country points was \$5.75 per cwt., and then everybody thought they were too high. This year they are \$7.85, and still the supply is short and the demand good. On the United States market this year they are worth \$8 per cwt.; a year ago \$5.65, two years ago \$4.25, three years ago \$6.25, and four years ago \$4.85.

It will be noticed how much higher hogs are this year than in years past, and yet on account of the scarcity they are likely to go even higher. Judging from reports from the country there is nothing in sight that points towards lower prices. Even at these steep prices the demand is firm.

With the low prices of butter in England and with so many countries pouring their butter into the English market, and a liberal make here, the likelihood is that butter will do well if it will hold its present prices.

The egg market is very steady. Montreal and Quebec dealers seem to think that their stocks might run short, but on the whole the egg problem will likely work out all right.

MONTREAL.

PROVISIONS—There is a decided tendency toward higher prices in the provision market. As yet it has only made itself felt directly in two lines, dressed hogs and bean pork. Dealers seem agreed that in the near future the whole tone of the market will be higher. Trade has been good and there is a smaller influx of supplies. Other prices are firm.

Pure Lard		
Boxes, 50 lbs., per lb.	0 16 1/2	
Cases, tins, each 10 lbs., per lb.	0 16 1/2	
" " 5 " " " "	0 17	
" " 3 " " " "	0 17	
Pails, wood, 20 lbs. net, per lb.	0 16 1/2	
Pails, tin, 20 lbs. gross, per lb.	0 16 1/2	
Tubs, 50 lbs. net, per lb.	0 16 1/2	
Tierces, 375 lbs., per lb.	0 16 1/2	
Compound Lard		
Boxes, 50 lbs. net, per lb.	0 11 1/2	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12	
" " 5 " " " "	0 12 1/2	
" " 3 " " " "	0 12 1/2	
Pails, wood, 20 lbs. net, per lb.	0 12	
Pails, tin, 20 lbs. gross, per lb.	0 11 1/2	
Tubs, 50 lbs. net, per lb.	0 11 1/2	
Tierces, 375 lbs., per lb.	0 11 1/2	
Pork		
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50	
Bean pork	23 50	
Canada short cut back pork, bbl. 45-55 pieces	28 00	
Heavy clear pork, bbls. 20-35 pieces	28 50	
Clear fat backs	32 00	
Heavy flank pork, bbl.	28 00	
Plate beef, 100 lb bbls.	7 75	
" " 200 "	15 00	
" " 300 "	22 00	
Dry Salt Meats		
Green bacon, flanks, lb.	0 14 1/2	
Long clear bacon, heavy, lb.	0 14 1/2	
Long clear bacon, light, lb.	0 15	
Hams		
Extra large sizes, 25 lbs. upwards, lb.	0 14 1/2	
Large sizes, 18 to 25 lbs., per lb.	0 15 1/2	
Medium sizes, 13 to 18 lbs., per lb.	0 16	
Extra small sizes, 10 to 13 lbs., per lb.	0 16	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17	
" " small, 9 to 12 lbs., per lb.	0 17 1/2	
Breakfast bacon, English, boneless, per lb.	0 16 1/2	
" " " " " "	0 16	
Windsor bacon, skinned, backs, per lb.	0 17	
Spiced roll bacon, boneless, short, per lb.	0 14 1/2	
Hogs, live, per cwt.	8 40	8 50
" " dressed, per cwt.	12 10	

BUTTER—Butter is firm with a good demand. Dealers consider the butter situation to be much better than last year, when the slump after Christmas worked such havoc.

Receipts are keeping up wonderfully, in view of the various influences present this year which were lacking at that time. For the week they are 4,657 packages as against 3,627 packages same week last year. For the season they are 376,203 packages as against 402,523 packages same season last year, showing a decrease of 26,320.

Creamery, solids, lb.	0 26
Creamery prints	0 26 1/2
Dairy, tubs, lb.	0 21 0 22
Fresh dairy rolls	0 22 0 25

CHEESE—Cheese is not in extra good demand just at present. It is thought that matters will improve after New Year's, but until then not much change is looked for. Receipts for the week show an increase over last year's figures. They are 3,359 boxes as against 2,704 boxes for the same week last year. For the season they are 1,953,789 boxes as against 1,953,012 boxes for the corresponding season 1908.

Quebec, large	0 11 1/2 0 12
Western, large	0 11 1/2 0 12
" " twins	0 12 1/2 0 13
" " small, 20 lbs.	0 12 1/2 0 12 1/2
Old cheese, large	0 15 0 16

EGGS—Fresh eggs are scarce. Heavy drafts have been made on storage stock whereas heretofore supplies have usually been coming in in sufficient quantities to supply the greater part of the demand. Receipts for the week are only 470 cases as against 592 the same week last year. For the season they are 189,789 cases as against 193,026 cases for the corresponding season, 1908.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 28
No. 2, dozen nominal	0 22 0 23

POULTRY—Good poultry is scarce and in view of the heavy demand prices had to go up. It is hoped by dealers that the farmers will take advantage of the situation to bring their stock to market now. Christmas demand is heavy, particularly for good roasting chickens and turkey. Geese are also in good demand.

Chickens, per lb.	0 15 0 16
Hens, per lb.	0 12
Young ducks, per lb.	0 15 0 16
Turkeys, per lb.	0 18 0 20
Geese, per lb.	0 11 0 12

HONEY—Comb honey is somewhat scarce and in good demand. Other lines are also doing well but not up to the comb. Prices are steady and supplies ample.

White clover comb honey (nominal prices)	0 14 0 15
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 11 0 11 1/2

TORONTO.

PROVISIONS—"Some years ago, it took us all our time to get rid of the goods, but now the trouble is altogether on the other side. The trouble is to get

the goods to give the people what they want. This was remarked by one of the dealers, and this is not the case with one line only but with almost all farm products. Hogs are still scarce and no chance of them being plentiful for some time. In view of this, prices are sure to remain sky high. The local demand continues well up to the supply and prices are firm and unchanged.

Long clear bacon, per lb.	0 13 1/2 0 14
Smoked breakfast bacon, per lb.	0 15 0 16
Roll bacon, per lb.	0 14 0 14
Light hams, per lb.	0 15
Medium hams, per lb.	0 15
Large hams, per lb.	0 14 0 14
Shoulder hams, per lb.	0 12 0 12 1/2
Backs, plain, per lb.	0 11 0 15
" " pea meal	0 18 0 18 1/2
Heavy mess pork, per bbl.	26 00 27 00
Short cut, per bbl.	28 00 29 00
Lard, tierces, per lb.	0 13 0 13 1/2
" " tubs	0 13 0 15
" " pails	0 16 0 16
" " compounds, per lb.	0 12 1/2
Live hogs, at country points	7 50
Dressed hogs	11 50

BUTTER—Receipts of fresh made butter are quite liberal, but a good deal of it is, as usual during the winter, far below the quality the people desire. Cold storage creamery butter is preferred. It is picked up readily and the fresh made is waiting for buyers. With the low price of butter in England and with the heavy receipts from Australia and New Zealand, we cannot expect much demand for our butter from England. Under these circumstances, we will at least have plenty of butter, if not more than will be required. The chances are for cheaper butter especially if too much poor stuff is put on the market. This always has a tendency to lower prices, for the simple reason that it takes at least twice as long to eat 1 lb. of bad butter as it does to eat a pound of good butter.

Fresh creamery print	0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers separator butter	0 25 0 26
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 19 0 20

CHEESE—In consequence of the fact that cheese is relatively cheaper than meat, consumption has noticeably increased. As the price in our local markets has been steady all summer with a fair margin it is not likely that prices will go any higher in face of the low market in England.

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

EGGS—The egg market is steady and quite satisfactory. It is working out, as far as can be judged at present, to meet the best interests of all concerned. The stored stock is moving out, but not to cause any alarm. If it did not move now, there would be something decidedly wrong.

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

POULTRY—Comparatively little poultry has arrived this week above the daily needs, and therefore there is not much on hand to meet the Christmas requirements. Next week, and up to the 22nd will furnish the supply, whatever that will be. Dealers all claim that it is a mistake for farmers to hold their stock until the last few days before Christmas. This gives them too little time to handle them to good advantage. It is supposed that it will take all that can be secured to meet the Christmas demand, and that prices will be good for the farmer, but tough on a great many who would like a Christmas turkey.

THE CANADIAN GROCER

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

HONEY—Honey trade is steady. The chief demand is for honey put up in glasses. Grocers often neglect their honey when it becomes candied. They should either educate their customers to use it in that way, or else keep it liquefied and clear in the bottles. This can easily be done by placing them over the register over night.

Honey, extracted, 60 lb. cans	0	104	0	11
" " 10 lb pails	0	11	0	12
" " 5 lb pails	0	12	0	12½
" " comb, per dozen	2	25	2	50

A TRAVELERS' CLUB.

Organization in Montreal for Social Purposes and Entirely Separate From the D. C. T. A.

At the annual meeting of the Dominion Commercial Travelers' Association, held in the Windsor Hotel, Montreal, Saturday evening last, a subject was broached and met with the approval of the members present to such an extent that it was deemed advisable to call a special informal meeting afterward for the discussion of the project—the formation of a social club for travelers. Since the subject was one with which the association as a body can have absolutely nothing to do, it was necessary that it should not be brought up at the meeting of the D. C. T. A., and the after-meeting was the result.

When the club is established—for it was decided to go ahead with the project—members of the club will be able to entertain outside friends, including customers, while they will always have some place to take their local customers when occasion requires. It was clearly explained that the club was to be conducted on strictly business lines, and that it was emphatically not a drinking place, and no misconduct would be tolerated.

It was pointed out clearly by the promoters of the idea that the Travelers' Club was to be absolutely independent of the Dominion Commercial Travelers' Association, and that the two were to have nothing in common. Membership is to be open only to travelers over twenty-five years of age, who are earning sufficient money to insure their moral responsibility. Merchants will probably be given the opportunity of becoming associate members.

A committee was formed composed of the following gentlemen: J. Bevans Giles, chairman; F. N. Picard, Major J. T. McBride, D. M. Lefebvre, Hackett, Austen, W. J. Egan, Samuel Woods and H. B. Levine. These gentlemen will consider the whole question.

Some thirty-five travelers present handed in their names as members of such a club. The fee will be about \$25 a year.

On every plate, at the annual dinner of the Dominion Commercial Travelers'

Association, a card will be placed, outlining the club proposition, and requesting those in favor of the idea to express themselves, and to attend a meeting, which will be called in the holidays to arrange for the securing of a charter, and the drawing up of the constitution of the new club.

President S. J. Mathewson was in the chair, supported by vice-president Giles and treasurer Max. Murdock. Mr. Mathewson spoke of the courteous action of the Federal Government in changing Thanksgiving Day from a Thursday to a Monday, and Mr. Murdock read a resolution of thanks, to be sent to the Government, which was passed unanimously.

EXPERIENCED TRAVELER AS GUEST.

Captain J. E. Bernier, of Arctic fame, will be one of the guests of the Dominion Commercial Travelers' Association at the annual dinner in the Windsor Hotel, Montreal, on Monday evening next. A last call is issued to travelers, by the executive, to attend. An excellent time is assured, and a large attendance is certain, as over three hundred tickets have already been sold.

The annual dinner of the Drummers' Snack Club will be held at the Arlington Hotel, corner King and John Streets, Toronto, on Thursday, Dec. 23, at 7 o'clock.

WHY RAISINS ADVANCED.

The following is an extract from a letter received by a Canadian importer from the firm he represents in Denia, Spain, and explains the cause of the rise in Valencia raisins.—“We should like you to impress upon the minds of Canadian dealers that weather having been unfavorable for drying the raisins, in the early part of the summer, we, like all other exporters, were bound to buy the fruit that was offered on the market, or close the warehouse. We may assure you that we took every precaution with regards to condition, but when you have to pack 25,000 cwts. of raisins in 70 days, and receive the fruit in lots of from 10 to 25 cwts. each, and examine basket after basket, it is quite impossible to get through without any bother, particularly so, in a season like this, when all the growers offer what they have, and as it happens that all their fruit has been more or less affected by the influence of the unfavorable weather that prevailed whilst being dried, they try to mix bad and good fruit, and sometimes they succeed.

“As the crop is smaller than last one, and exports up to the present show an increase on those of 1908, stocks remaining here are much reduced. Besides, England that has lately gone up 3s. to 4s. per cwt., will still require the majori-

ty of what is left for her spring trade, and so, our market has considerably advanced during these last few days, and we are of the opinion that we have seen the lowest this season.”

A MAN OF HIS WORD.

“While I am not in the same political fold as Hon. Wm. Paterson, the Minister of Customs,” said a prominent member of the Canadian Manufacturers' Association, who was attending the banquet in Montreal the other night, “there is one outstanding characteristic about him which strongly appeals to me. The Hon. Wm. Paterson is a man of his word. Every time I go to him in regard to any important customs matter, I know that what he says he will do he will do. If he promises to do a thing which he subsequently discovers should not have been done, for the sake of keeping his word he will keep faith with you. Any alterations or changes which he may think necessary will be made afterwards. He has carried through his political life the quality of integrity which characterized him in business life.

“Unfortunately, there are a great many politicians who do not do this. They are strictly honest in business affairs and their word is as good as their bond in that sphere, but for some reason which I have never been able to explain, when they get into politics, too often these qualities, under pressure of political influence and the exigencies of political life, are thrown to the winds. It is not so, however, with the Hon. Wm. Paterson.” Concluding, the manufacturer vigorously struck the palm of his hand with his clenched fist by way of emphasis.

PERSONAL NOTES.

Z. Hebert, of Hudon, Hebert & Co., Montreal, has sailed for Europe. He expects to spend the next two months across the water.

A. H. Brittain, of A. H. Brittain & Co., Montreal, was in Toronto during the week, and made a friendly visit to that office of The Canadian Grocer.

J. Hewitt, general sales agent for Canada of the Canadian Shredded Wheat Co., was presented with a handsome gold-mounted umbrella by the Canadian field staff during a conference last week, held at the Toronto offices of the company.

Ballots for the election of the officers of the Commercial Travelers' Association of Canada must all be in by noon on Monday Dec. 20th. The election will take place on Dec. 23rd, the date of the annual meeting.

Do you want a satisfying and lasting breakfast food? Try “Meat of Wheat”—nothing like it. Every grocer should have it.—Advt.

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THE CANADIAN GROCER



Gillett's Lye Eats Dirt!

It cleanses whether the dirt is visible or invisible.

Gillett's Perfumed Lye

has been the Standard for over 50 years, and millions of people use it every day. Why experiment with substitutes?

Handle the brand with the established demand! Useful for 500 purposes.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

Your Customers Want Clark's Meats

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

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

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

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

- | | |
|------------------------------------|------------------------------------|
| <u>Clark's Pork and Beans</u> | <u>Clark's Mince Meat</u> |
| <u>Clark's Ham, Tongue or Veal</u> | <u>Clark's Ox Tongue</u> |
| <u>Clark's Sliced Smoked Beef</u> | <u>Clark's Chateau Baked Beans</u> |
- and CLARK'S INGLASS BRAND MEATS

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

WRITE FOR SPECIAL LIST

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties



Cafe Francais

"Coffee without the after effects"

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

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

Stock this profitable line before your competitor.

Dominion Cereal Mfg. Co.

VICTORIAVILLE, QUE.

Also Makers of Imperial Self-Raising Flour

Canadian Trade Changes of Recent Occurrence

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

Ontario.

John Flynn, grocer, Ottawa, has assigned.

Wm. M. Fiddler, grocer, Berlin, has assigned.

J. A. Edgecomb, grocer, Toronto, has assigned.

Hackett & Co., grocer, Warton, Ont., have assigned.

Henry Cox, grocer, Hamilton, has sold to D. McFarlane.

H. L. Nicholls, grocer, Toronto, has sold to Wm. Curle.

P. Champagne, grocer, Ottawa, has retired from business.

W. J. Stewart, grocer, Ottawa, is succeeded by Jno. York.

Frank Felice, grocer, Parry Sound, has sustained loss by fire.

F. L. McLean, grocer, Hamilton, has assigned to C. S. Scott.

W. F. Clarke, general merchant, Leaburn, Ont., has assigned.

W. N. S. Hunter, grocer, Hamilton, has sold to P. H. Timmis.

The Standard Vinegar Co., Toronto, has removed to Stouffville.

Wm. Neale, grocer, Fort Frances, Ont., is succeeded by Frank Geneese.

Campbell Bros., grocers, Kenora, Ont., have assigned to R. H. Moore.

Samuel Hilton, grocer and butcher, Hamilton, has sold to Geo. A. Gow.

C. G. Van Slyke, general merchant, Glanworth, Ont., has sold to R. J. Tremain.

The Fort Frances Trading Co., general merchants, have assigned to W. A. Baker.

P. W. Armstrong, general merchant, Jarvis, Ont., has sold to Miller & McFarlane.

A meeting of creditors of Frank L. McLean, grocer and butcher, Hamilton is called.

D. J. Brodie, grocer, Niagara Falls Centre, Ont., is succeeded by Byron Brookfield.

Wm. J. Pumfrey, general merchant, West McGillvray, Ont., is succeeded by H. W. Brown.

Isaiah Dingman, general merchant, Trent Bridge, Ont., has assigned to A. Sawers, Peterboro.

Nixon & Timmis, grocers and butchers, Hamilton, have dissolved. Frank Nixon continuing.

Cameron & Moore, general merchants, Goderich & Acton, have dissolved, Cam-

eron continuing at Goderich and Moore at Acton.

Humbert Graves, grocer and dry goods merchant, Thamesville, Ont., is selling to W. Watts.

Stock of Hiram Armstrong, grocer, Ottawa, has been damaged by fire and water. It was fully insured.

John Garvey, wholesale grocer and liquor dealer, London, Ont., has changed his style to John Garvey & Sons.

Burns & Day, grocers, Hamilton, have admitted Thos. Burns as a partner under style of Burns, Day & Burns.

Quebec.

D. Lariviere & Co., grocers, Montreal, have registered.

Assets of J. V. Lafond, grocer, Montreal, are sold.

Lachaine & Trembly, grocers, Montreal, have dissolved.

Bissonnette & Alix, grocers, St. Angele, Que., have dissolved.

Assets of Nap. Morin, general merchant, Lambton, Que., are sold.

John Johnston, who has been in the Delahaye store, Montreal, for many years, has bought Robert Gould's grocery store, at the corner of Hineks and Pembroke Streets.

Maritime Provinces.

Burns & Co., general merchants, Grand Etang, N.S., have discontinued business.

Campbell & Co., grocers, Halifax, N.S., have assigned.

J. H. VAVASSEUR & CO.

LIMITED

4, LLOYD'S AVENUE

LONDON, E.C.

FACTORIES

CEYLON

MANUFACTURERS OF FINEST QUALITY

**DESICCATED
COCONUT**

AND

COCONUT FAT

TELEGRAMS--CITRONELLA, LONDON

A QUICK, PROFITABLE TURNOVER---

Any line which guarantees you this is worthy of your immediate attention. For that reason we are particularly desirous of having you give us a trial order for one of our biscuit specialties, say our biscuits in animal form. Speedy sales at a profit are assured.

A Postal will ensure your receiving samples, with a complete list of prices

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

The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw material is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, "*Christie biscuits do sell more than biscuits*"

CHRISTIE, BROWN & CO., Ltd.

Lovers of Choice Confectionery

BUY BY THE NAME

Cowan's

YOU WILL FIND COWAN'S

Maple Buds Chocolate Croquettes
Nut Milk Chocolate
Cream Bars, Milk Chocolate Medallions
Milk Chocolate Sticks

AND THE REST OF THE LINE GREAT SELLERS

The Cowan Co., Ltd.

Toronto, Canada

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

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

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

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

**Good
Condition**



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

These are the kind to handle.

CARR & CO., Carlisle, Eng.

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

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EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

**NELSON'S
POWDERED GELATINE**

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

**NELSON'S
Gelatine and Liquorice
LOZENGES**

Should be in your confectionery department.

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

Opini

While opinions of wheat, the prices last week scarcely a future va a large e out at w and in th on a safe The pr vest, whic of wheat now so fa front can ing to the crop of 1 000 bushe and 355.0 average quite true the world year's cro true that able, are to keep r ing from able to s rule. Wheat

to mills i

FLOUR ble suppl than at t even if t counterba pean stoc is very g Prices an tendency. ago that bring the slight low

Winter wheat Straight roller Extra, bbl. Royal Househ Glenora, bbl. Manitoba spr

Five Roses, bl Harvest Queer

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at steady ing the i tions this as cold and with heavy den Other dull.

Fine oatmeal, Standard outn Granulated Golddust corn Bolted cornu Rolled oats, b

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Opinions on Future Values of Flour Not Ventured

Millers at a Loss to Know What Will Next Occur—Raise in Prices not Anticipated—Farmers Slow in Bringing Out Wheat—Cereal Products in Good Demand.

While there may be vast differences of opinions between the buyer and seller of wheat, there is no visible change in the prices of either wheat or flour from last week. Even the oldest millers scarcely dare to venture an opinion on future values. Before they risk to take a large contract for flour they first find out at what they can secure the wheat, and in this way work at a small profit on a safe basis.

The prospects of the Argentine harvest, which was used to move the price of wheat either one way or the other, is now so far advanced that the scare from front can now have little effect. According to the most reliable estimate the wheat crop of the world this year is 120,200,000 bushels more than any previous year, and 355,968,000 bushels more than the average of the last ten years. It is quite true that the stocks held all over the world, were very light, when this year's crop was available, and it is also true that farmers, as far as they are able, are holding back, which all helps to keep up a strong market; but, judging from the quantity, it seems reasonable to suppose that easier prices must rule.

Wheat delivered by farmers at Toronto mills is bought for \$1.08 by millers.

MONTREAL.

FLOUR—It is reported that the visible supply of wheat in Canada is less than at this time last year. However, even if this be true, it is more than counterbalanced by the increased European stocks. Christmas trade in flours is very good, and steadily improving. Prices are steady, with no downward tendency. It was thought a short time ago that when the farmers began to bring their wheat in there would be a slight lowering of prices.

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

ROLLED OATS—Oatmeal is selling at steady prices. Cold weather is bringing the increase. From present indications this winter is going to be fully as cold as the average, if not colder, and with this in view, dealers expect a heavy demand.

Other lines are firm, but somewhat dull.

Fine oatmeal, bags.....	2 52½
Standard oatmeal, bags.....	2 52½
Granulated ".....	2 52½
Golddust cornmeal, 98-lb. bags.....	2 10
Bolited cornmeal, 100-bags.....	1 85
Rolled oats, bags.....	2 30
barrels.....	4 85

FEED—All lines are having a good sale, with brans somewhat in the lead. There is a very firm tone to the entire market, and from indications of a short-

age among some dealers, it would not be surprising to see higher prices in the near future.

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

TORONTO.

FLOUR—The local market is strong, but the prices are unchanged and not likely to go higher. Farmers are slow in bringing out their wheat, and millers have some difficulty in getting a supply of Ontario winter wheat, to meet the requirement of their customers.

Manitoba Wheat.	
1st Patent.....	5 20 5 30
2nd Patent.....	5 00 5 10
Strong bakers.....	4 90 5 00
Winter Wheat.	
Straight roller.....	5 20 5 40
Patents.....	5 40 5 50
Blended.....	5 40 5 50

CEREALS—The demand for all kinds of uncooked cereals is active. Most people after all, like a fresh cooked hot porridge in the morning, and when the fires are required for other purposes, it makes it convenient to do the cooking. This accounts for the keen demand for these goods. Prices are steady but no change from last week.

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

TRADE NOTES.

R. Simpson, president of the Guelph Board of Trade, intends leaving Guelph soon for Hamilton, where he will reside.

The Alberta Fish Exchange is a new concern with head office at Calgary, Alta., organized for the distribution of fish, poultry, eggs, etc.

Charles Chaput, of Chaput, Fils & Cie, Montreal, has returned from New York. He was accompanied by Mrs. Chaput.

A. Browne, grocer, corner of Carleton and Ontario Streets, Toronto, has moved into a new store on an opposite corner, and is showing an attractive Christmas window.

The Coledyke Baking Powder Co., with branches at Winnipeg and Portland, Ore., is seeking a site for a plant at the Pacific coast. The question has come up before the New Westminster Board of Trade.

Mr. Kendrick, who for a number of years was in business in Greenwood, B. C., being a member of the Hunter-Kendrick firm, and who has gone to Vancouver, has bought the majority interest in the Empress Manufacturing Co., producing jams, etc. Walter Taylor will retire, but his son will continue with the business.



Think what you lose if you are so short-sighted as not to sell an article for which there is a constant demand!

MOONEY'S "PERFECTION" Soda Crackers

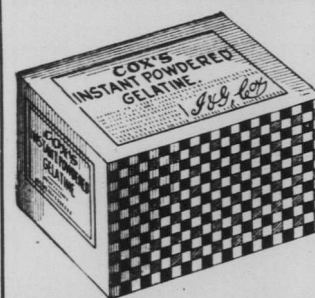
are just a little better than the others, because of the extra skill put into their making, and the extra care taken in the selection of materials.

Our methods of packing preserve the individuality of the **MOONEY CRACKER** and retain its freshness indefinitely.

ORDER TO-DAY

The Mooney Biscuit and Candy Co's

Limited
Stratford - - Canada



COX'S, GELATINE

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

PURITY GUARANTEED BY THE MAKERS.

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

Christmas Comes but Once a Year

*May its coming bring to you this and
many succeeding years
a full measure of prosperity for the preceding
twelvemonth, ensuring a Merry Christmas
and auguring well for
a most Happy New Year—such is the wish of*

THE MONTREAL BISCUIT CO.
Makers of the Original "Bordo Chocolate"
MONTREAL

52 Highest Awards In Europe and America

**WALTER BAKER & CO.'S
CHOCOLATE
& COCOA**



Registered
U. S. Pat. Off.

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

Walter Baker & Co., Limited
Established 1780, Dorchester, Mass.
Branch House, 86 St. Peter St.
MONTREAL, CANADA



"All Aboard!"

This Traveler Sells

**Anchor
Brand Flour**

Hence the pleasant smile;
satisfies both the dealer and
the housewife.

26

Bakers, "Get on board!"



Manfd. by LEITCH BROTHERS FLOUR MILLS, OAK LAKE, MAN.

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.
Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at

82 Beaudry Street MONTREAL

HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

GARLAND BRAND

They are the best

Packed by

Palvast and Van der Vliiss, Holland

WRITE

W. H. ESCOTT

BROKER, - WINNIPEG

Direct Importer, for a Car

TRUMILK

A full-creamed Milk in soluble powder form.

MILKSTOCK

A separated Milk in soluble powder form.

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

MADE IN CANADA

Canadian Milk Products, Limited

Head Office: TORONTO.

Plant: BROWNSVILLE, ONT.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.



*The Honor of One is the
Glory of All*

IN Montreal early last week, Brother Grocer, there was quite a mild sensation. About several grocers who were accused of selling "watered butter."

Whatever that means! But if it bears any relation to "watered stocks," sure, 'twere a grievous crime.

* * * *

Be that as it may, the alert reporters got hold and exploited it in the press. Quite a stir. "Oh, the Grocer!"

Result—the women's clubs take up the matter, agitate for Women Inspectors, contemplate drawing up for distribution a "White List" of Pure Food dealers.

Well! Well!

* * * *

The pity is, Brother Grocer, that those found selling the watered article may suffer *all along the line*.

Confound those reporters, anyway!

Though their other lines may be the best and purest on the market, yet because of the—ah, "watered stock," *all are condemned*.

Such is poor, weak, feminine human nature, and the way it reasons.

* * * *

Now, Brother Grocer, if Mrs. Housewife comes to YOU and you should praise to the echoes a brand of flour which to HER is associated with many unpleasant kitchen recollections—do you make a sale?

Not only do you waste your time (which is money), but you engender in her mind dark suspicions of your intentions and general stock.

Very sad!

Hardly *logical*, you say? But human nature is not altogether logical, especially *feminine* human nature; and women constitute 90 per cent. of the buying community.

* * * *

But if you sell her FIVE ROSES, you handle a flour which for *twenty-one* years past she knows to be *eminently satisfactory*, which has never failed her friends in kitchen or parlor. All your goods shine with reflected glory—"the honor of one is the glory of all."

Think well on it, Brother Grocer.

There's something in it—'tisin't all water.

FIVE ROSES FLOUR

**LAKE OF THE WOODS
MILLING COMPANY**

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

BANK OF MONTREAL

UNUSUALLY LARGE INCREASES IN DEPOSITS REPORTED—MUCH OF THIS BROUGHT IN BY FOREIGN INVESTORS — SATISFACTORY REPORTS REGARDING CROPS AND FOREIGN TRADE.

The ninety-second annual general meeting of the shareholders of the Bank of Montreal was held in the Board Room of the institution yesterday, at noon.

There were present:—Sir Edward Clouston, Bart., vice-president and general manager; Sir William Macdonald, Sir Thomas G. Shaughnessy, Hon. Robert Mackay, Messrs. A. Baumgarten, R. B. Angus, E. B. Greenshields, David Morrice, Hon. J. K. Ward, G. F. C. Smith, Lieut.-Col. Prevost, James Kirby, K.C.; C. J. Fleet, K.C.; John Patterson, Alfred Piddington, George R. Hooper, B. A. Boas, George Durnford, Hugh Paton, H. Dobell, W. H. Evans, G. Scott, H. Joseph and J. Taylor.

In consequence of the absence of the president, Sir George Drummond, K.C. M.G., through indisposition, Mr. R. B. Angus moved that the vice-president and general manager, Sir Edward Clouston, take the chair.

This was seconded by Mr. E. B. Greenshields, and unanimously concurred in, after which it was resolved, on motion of Mr. Hugh Paton, seconded by Lieut.-Col. Prevost: "That the following be appointed to act as scrutineers: Messrs. G. F. C. Smith and George R. Hooper; and that Mr. James Aird be secretary of the meeting."

The vice-president then submitted the report of the directors as follows:

THE DIRECTORS' REPORT.

The directors have pleasure in presenting the report showing the result of the Bank's business for the year ended 30th October, 1909.

Balance of Profit and Loss Account, 31st October, 1908	\$ 217,628.56
Profits for the year ended 30th October, 1909, after deducting charges of management, and making full provision for all bad and doubtful debts	1,826,167.74
	<u>\$2,043,796.30</u>
Dividend 2½ p.c. paid 1st March 1909	\$360,000.00
Dividend 2½ p.c. paid 1st June, 1909	360,000.00
Dividend 2½ p.c. paid 1st Sept., 1909	360,000.00
Dividend 2½ p.c. payable 1st Dec., 1909	360,000.00
	<u>\$1,440,000.00</u>

Balance of Profit and Loss carried forward

\$603,796.30

Since the last Annual Meeting Branches have been opened at Three Rivers, P.Q., Weyburn, Sask., Oakwood, Ont., Moose Jaw, Sask., Outlook, Sask., Sault Ste. Marie, Ont., and Sub-agencies at Merritt, B.C., Cloverdale, B.C., Spring Coulee, Alta., and Bathurst Street, Toronto.

The Branches at Grimsby, Ont., and Millbrook, Ont., have been closed.

With deep regret the Directors have to record the death of their esteemed colleague, Mr. A. T. Paterson, who had been a member of the Board for upwards of twenty-eight years.

The vacancy on the Board has been filled by the election of Mr. A. Baumgarten.

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

G. A. DRUMMOND,
President.

Bank of Montreal,
6th December, 1909.

THE GENERAL STATEMENT.

The General Statement of the Bank on 30th October, 1909, was read as follows.—

LIABILITIES.

Capital Stock	\$ 14,400,000.00
Rest	\$12,000,000.00
Balance of Profits carried forward	603,796.30
	<u>\$12,603,796.30</u>
Unclaimed Dividends	2,580.51
Quarterly Dividend, payable 1st December, 1909	360,000.00
	<u>12,966,376.81</u>
	<u>\$ 27,366,376.81</u>
Notes of the Bank in circulation	\$13,245,289.00
Deposits not bearing interest	51,401,226.27
Deposits bearing interest	128,445,206.58
Balances due to other Banks in Canada	124,648.04
	<u>193,216,369.89</u>
	<u>\$220,582,746.70</u>

ASSETS.

Gold and Silver coin current	\$ 5,802,263.05
Government demand notes	13,240,587.00
Deposit with Dominion Government required by act of Parliament for security of general bank note circulation	600,000.00
Due by agencies of this Bank and other Banks in Great Britain	\$ 8,719,654.41
Due by agencies of this Bank and other Banks in Foreign countries	7,425,676.78
Call and short Loans in Great Britain and United States	77,312,382.00
	<u>93,357,713.19</u>
Dominion and Provincial Government Securities	1,445,570.61
Railway and other Bonds, Debentures and Stocks	9,575,608.66
Notes and Cheques of other Banks	4,560,501.23
	<u>28,582,243.74</u>
Bank Premises at Montreal and Branches	600,000.00
Current Loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets	\$91,173,656.56
Debts secured by mortgage or otherwise	143,552.13
Overdue debts not specially secured (loss provided for)	83,294.27
	<u>91,400,502.96</u>
	<u>\$220,582,746.70</u>

Bank of Montreal,
Montreal, 30th October, 1909.

E. S. CLOUSTON,
General Manager.

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The Vice-President.

The Vice-President then spoke as follows:—

The most important change from last year in the statement submitted to you is the unusually large increase in deposits, amounting to \$36,000,000. Part of it is temporary, pending large payments in connection with special transactions, part is the natural increase from depositors as a result of the prosperous condition of affairs in this country, but the largest portion of the increase arises from money brought into Canada from other countries. It is quite possible that if the apprehensions expressed in many quarters as to the consequence of the new methods of British taxation are realized, deposits from this last source may be still further enlarged. It is very important, therefore, that nothing should be done in Canada by injudicious legislation, the exploitation of doubtful enterprises, or otherwise, to stop this flow of capital. Our call loans have increased by about the same amount as our deposits, and what is not necessary to retain as a portion of our reserves, will be gradually brought into the country to meet the commercial requirements as they arise.

The profits are some \$130,000 less than last year, but considering the low rates ruling for the greater part of our fiscal year in London and New York, the result may be regarded as satisfactory. I am glad to say that the outlook for the coming year, or at least, for the earlier months, is more promising, and I shall be much disappointed if we do not make a better showing when next we meet.

The rapidity of the recovery of trade from the set-back following the monetary crisis in the United States two years ago has been as striking as it is satisfactory. Conditions to-day are, as a whole, excellent. The large harvest gathered in the Northwestern Provinces in itself affords a basis for active and profitable business, for some time to come. How considerable a factor in the commercial life of Canada the agricultural output of our Northwest has become may be realized from the fact that the yield of wheat, oats and barley is this year 313,635,000 bushels, as compared with 232,620,000 bushels in 1908, 160,000,000 bushels in 1907, or 32,000,000 in 1900. A tenfold gain in the grain product of the Northwestern Provinces in nine years conveys some idea of the commercial potentialities of the country.

The marketing of wheat has been quite prompt, and the railways have had no difficulty in moving the crops. In the ten weeks to November 14th, there had been inspected in the Northwest 43,866,000 bushels, being 10,300,000 bushels more than in the corresponding period of 1908, while the shipments from Fort William and Port Arthur amounted to 35,815,000 bushels up to November 14th, or 13,300,000 bushels in excess of the preceding year's shipments.

Our foreign trade has not only reached, but has begun to exceed, the high-water mark of two years ago. In the six months ending September 30th, last, imports for consumption and exports of domestic products were of the value of \$292,857,000, or \$46,000,000 in excess of the corresponding period of the preceding year, imports having been larger by thirty-six millions and exports by ten millions. The adverse balance of trade has thus again begun to grow, but while men and money pour into Canada from abroad the disparity need not cause uneasiness. Domestic industries are, speaking generally, working well up to the limit of capacity. Labor is fully employed; the lumber trade has improved. The export of dairy produce has been larger than last year, with high prices ruling throughout the season; all farm products, indeed, are exceptionally dear.

Such tests as bank note circulation, bank clearings, railway earnings, all point to the great activity of business. At the end of October the note circulation exceeded \$89,600,000, or \$6,600,000 more than a year ago. Business failures have been neither numerous nor serious, being for the year to October 1st, 1,486, with liabilities of \$12,919,000, as compared with 1,629 failures and liabilities of \$16,959,000 in the previous twelve months.

Railway construction is proceeding apace over the whole face of the Dominion. West of Lake Superior nearly 1,100 miles have been built this year, and the Western Provinces now have 11,500 miles of railway, as much as the mileage of all Canada twenty years ago.

Immigration has picked up after the short relapse in 1908, the estimate of the number of new settlers this year being 150,000, about one-half of whom are experienced farmers who have moved into our Northwest from the United States. The evidences of expanding trade, accumulating wealth, and material progress and development might be cited at great length, and a pleasant picture painted of our happy condition. There are always, however, dangers to be avoided, and never more so than when the outlook is so bright and inspiring. A tendency to over-speculation in real estate in some parts of Canada is already apparent, and this, like other forms of gambling, can bring only disaster when the inevitable crash comes. How suddenly conditions may change the rapid advance in the Bank of England rate last autumn attests. Only by prudence both in taking and granting credits and by avoidance of wild-cat ventures and exploitations on the high reputation Canada enjoys in the British money market, can we reasonably anticipate a continuance of the prosperity now enjoyed.

There is only one other observation I desire to make. As you are aware, the decennial revision of the Bank Act will take place during the present session of Parliament. In one or two respects

changes of a more or less technical character will be found necessary, but the Act has been so thoroughly revised in the past, it withstood so staunchly the trials of 1907, and its operation has been found to conform so admirably to the requirements of trade and the interests of a rapidly developing country, that I hardly think it likely that any material change will be made.

In our note circulation we have a system which enables us by its elasticity to carry out the heavy autumnal demands without creating any monetary stringency; and to show how valuable it is to the whole business community, I need only point to the fact that we are moving the large crop in the Northwest with great ease and without any advance in rates to our commercial customers.

I beg to move: "That the report of the directors now read be adopted and printed for distribution among the shareholders."

This was seconded by Mr. E. B. Greenshields, and unanimously adopted.

Mr. H. Joseph then moved: "That the thanks of the meeting be presented to the president, vice-president and directors for their attention to the interests of the Bank."

Mr. C. J. Fleet seconded the motion, which was unanimously agreed to.

Sir Thomas G. Shaughnessy moved: "That the thanks of the meeting be given to the general manager, the assistant general manager, the inspectors, the managers and other officers of the Bank for their services during the past year."

The motion was seconded by Mr. David Morrice, and was unanimously carried.

Sir Edward Clouston expressed acknowledgment on behalf of himself and fellow-officers.

The Directors.

The ballot for the election of directors was then proceeded with. The scrutineers appointed for the purpose reported the following gentlemen duly elected:

R. B. ANGUS,
A. BAUMGARTEN,
SIR EDWARD CLOUSTON, BART.,
HON. SIR GEORGE DRUMMOND,
K.C.M.G., C.V.O.,
E. B. GREENSHIELDS,
CHARLES R. HOSMER,
SIR WILLIAM C. MACDONALD,
HON. ROBERT MACKAY,
DAVID MORRICE,
JAMES ROSS,
SIR THOMAS G. SHAUGHNESSY,
K.C.V.O.

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

At a meeting of the Directors, held later, the Right Hon. Lord Strathcona and Mount Royal, G.C.M.G., G.C.V.O., was elected Honorary President; Hon. Sir George Drummond, K.C.M.G., C.V.O., president, and Sir Edward Clouston, Bart., vice-president.

Believe Organized Efforts to be Necessary

Grocers and Butchers of West Toronto Join Ranks of the Retail Merchants Association—Interested in Division Court Act Legislation and the Collection of Accounts—The Officers Elected.

Toronto, Dec. 14.—The grocers and butchers of the western part of the city, known in olden times as West Toronto Junction, held a meeting last week for the purpose of considering the advisability of forming an association to protect their mutual interests. They, too, feel, like the rest of the merchants all over the country, that their interests suffer if not looked after by united action on their part. While assistance was secured from the Government in the matter of trading stamps, and in defeating the co-operative bill, through the determined fight on the part of the retailers, it cannot be overlooked that the retail merchants have seldom been favorably considered by the Government.

The merchants are a necessary element in the industrial fabric of the country, and are essential to the convenience and comfort of the people, and they have rights which must be respected and maintained. They are called upon in a large city like Toronto, to assist more people than all the charitable institutions put together, and yet when they asked for an amendment to the Division Court Act, for a simple, cheap system of collecting accounts from those who deliberately take advantage of them, and who dead beat their way from year to year, they were turned down, because it would interfere with the income of some of the officials.

To protect their own interests and secure fair and reasonable legislation, they see the necessity of being organized. The most unanimous feeling prevailed at the meeting in West Toronto, with an enthusiasm that meant business.

T. P. Padget presided, and forcibly pointed out the necessity of united action. The meeting was then addressed by F. C. Higgins, ex-president; E. W. Trowern, secretary, and M. Moyer, treasurer, of the Retail Merchants' Association.

The work of the association was clearly described, and the good results shown from collecting systems in getting after the dead beats, was highly appreciated. From the practical manner in which those present took hold of their work, it was evident that the retail merchants of that part of the city are a good class of business men and will be useful for the betterment of the retail trade.

After deciding to form a district board of the Toronto branch, they at once elected their officers as follows:—

T. P. Padget, chairman; F. Whetten, first vice-chairman; W. J. McCullough, second vice-chairman; J. C. Gilbert, secretary, and H. Rowntree, treasurer.

At the close of the meeting the officers

invited all present to an oyster supper, where they became better acquainted with each other and where each found out that they were all jolly good fellows. The following occupied seats at the table:—T. P. Padget, B. Wilson, W. J. Tobin, S. Harris, J. C. Gilbert, F. Whetten, J. H. Rowntree, Hillock & Brown, James Scott, J. S. Adamson, C. W. Spink, T. Chapman, W. H. Ford, W. Rowntree, R. Padget, M. Evans, H. McClement, A. L. Anderson, E. M. Trowern, F. C. Higgins and M. Moyer.

BROKE HUXTER BY-LAW.

Woman Fined in London—Association Keeping Eye on Offenders.

London, Ont., Dec. 15.—The usefulness of an association was once more demonstrated to London grocers, during the week, when a woman was fined for breaking the law governing huxters. In spite of warnings from members of the Grocers' Association, and Market Clerk Maker, she persisted in engaging in huxter business on the local market.

The woman pleaded ignorance of the by-law, but President Ed. Ryan, of the Grocers' Association, stated to the magistrate that he had personally warned her half a dozen times.

"I will have to find you guilty," said the court. "I hate to have to fine a lady, but you certainly broke the by-law. I will fine you \$1 and \$4.85 costs. I think the by-law is a perfectly just one, and is for the good of the public."

The woman asked if she could appeal if she desired, and the court told her she had ten days in which to do so. She paid her fine, however, and left the

court. The case drew a large number of grocers and hucksters to the court, as it was one of considerable interest to them.

"The Grocers' Association intend seeing that this by-law is enforced," states ex-president Thos. Shaw. "The facts of many of the cases are that these hucksters who live outside of the corporation and do not pay any taxes, come into the market very often with empty

POSITION WANTED.

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

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

GREAT WEST

CUT PLUG

**SMOKING and CHEWING
TOBACCO**

SALES INCREASING DAILY

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow, Scotland

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



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wagons. They then go around and buy the stuff that growers bring in and carry it to their wagons and then resell it to grocers and the public at a considerable profit. There is a by-law against such practice, and we intend, if possible, to see that it is lived up to."

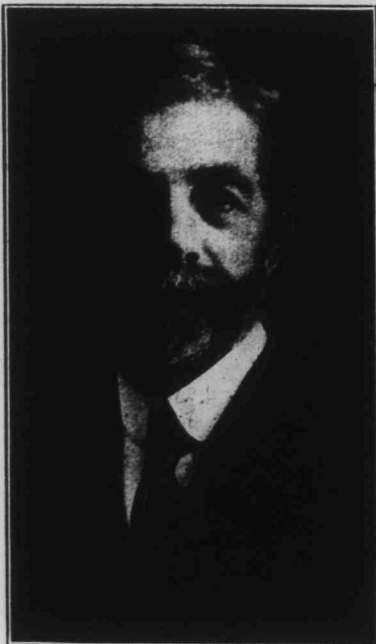
WHAT CATSUP IS IN MAINE.

As defined in the Maine, U.S.A., food standards, catchup, catsup or ketchup, is the clean, sound product made from the properly prepared pulp of clean, sound, fresh, ripe tomatoes, with spices and with or without sugar and vinegar. Also benzoate of soda may be used provided its presence and amount are plainly stated upon the label.

QUEBEC REPRESENTATIVE.

C. D. Chown, who has been connected with the Montreal office of The Canadian Grocer, has been appointed permanent traveling subscription representative of the paper in Quebec Province. Mr. Chown, who is a retired retail merchant, knows the problems which confront the trade, and his past experience will enable him to intelligently discuss with the grocers and general storekeepers in Quebec, the difficulties they meet with every day. It is the intention of The Canadian Grocer to have Mr. Chown call upon subscribers, and those who should be subscribers, in every part of the prov-

ince, and merchants will confer a favor by co-operating with Mr. Chown, in furnishing him with their ideas on pro-



C. D. CHOWN.

gressive retailing and their views on the treatment of questions which are daily presented to them for solution.

MEN AT THE HEAD.

Maritime Commercial Travelers Elect Their Officers for 1910.

Halifax, N.S., Dec. 15.—The annual meeting of the Maritime Commercial Travelers' Association was held in the Board of Trade rooms on Wednesday evening, Dec. 8. The report of the president and directors show the association to be in a flourishing condition. The membership now totals 926, against 869 for 1908. The resources of the association for the past year have increased nearly \$10,000.

The annual banquet of the association will this year be abandoned in favor of a "Smoker," which will be held at the Halifax Hotel on December 30.

The officers for 1910 were elected as follows:—

President—Charles Blackie.

Vice-Presidents for Nova Scotia.—A. Milne Fraser, D. Rutherford, P. T. Strong, William Tapp.

Vice-Presidents for New Brunswick.—R. F. Humphrey, A. E. Massie, H. V. Vaughan, J. E. Petrie.

Directors.—H. E. Pyke, R. A. March, F. H. Keating, J. B. Douglas, L. L. Libby, J. McL. Fraser.

Treasurer.—O. E. Smith.

The new president represents Clayton & Sons, wholesale clothiers, Halifax, and has been on the road 25 years in the interests of that firm.

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

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from

Imported Leaf Exclusively

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

HAMILTON, CANADA.

The Consumption of Fish Increasing in Canada

Dealers Finding Better Demand From Year to Year—Temporary Scarcity of California Navel Oranges — Apple Prices Becoming Easier—New Potatoes From Bermuda are Rather Expensive.

MONTREAL.

GREEN FRUITS—Dealers are somewhat disappointed in present trade in fruits, except in oranges, grape fruit and pineapples. These lines are proving popular, and indications point to a continuation of the present demand. Prices remain firm and steady, with the exception of apples. The export sales of apples have proved disappointing, owing it is thought, to the careless packing which has been on the increase of late years. This lack of demand has caused a slight weakness in wholesale prices, which has not yet reached the retail trade.

Apples, Baldwins, per bbl.	4.00
Greenings, per bbl.	4.00
Russets, per bbl.	4.50
Kings, No. 1, per bbl.	5.00
Spies, per bbl.	5.00
Fameuse, per bbl.	4.00
Mackintosh reds, No. 1, per bbl.	4.50
" No. 2, per bbl.	3.50
Tallman's sweets, per bbl.	2.50
Wealthys, No. 1, bbl.	4.50
" No. 2, bbl.	4.00
Bananas crated, bunch	1.75
Cranberries, per bbl.	7.75
Cocanuts, bag	4.25
Grape fruit, Florida	5.00
" Jamaica	3.50
Grapes, Almeria, per keg	5.50
Lemons, Verdillis, box	3.25
" Marris, box	3.25
Limes, per bag	1.00
Oranges, late Valencians	3.25
" California navels	3.00
" Porto Ricos	2.50
" Mexican	2.40
" Jamaica, per crate	4.50
Pineapples, Floridas, box	3.00

VEGETABLES—Parsley and string beans are scarce and higher. It is thought that additional supplies will be forthcoming shortly, which will relieve the situation somewhat. The market generally is dull, with few indications of any return of vitality. Prices are firm and unchanged except in the two above mentioned.

Beets, per bag	0.50	0.60
Carrots, bag	0.50	0.50
Cabbage, dozen	0.25	0.40
Celery, Canadian, dozen	0.75	0.90
Cauliflowers, dozen	1.00	2.00
Cucumbers, Boston, per doz.	1.50	1.75
Green peppers, basket	0.75	
Lettuce, curly, dozen	0.60	0.75
" Boston, dozen	1.50	
Leeks, dozen	1.00	
Onions, red, per bag	1.00	
" Spanish, cases 150 lbs	2.75	
" half cases	1.65	
" crates 50 lbs	0.90	1.00
Potatoes, Montreal, bag	0.65	0.75
" sweet, per bbl.	2.50	3.50
" basket	2.00	
Parsley, dozen	0.40	0.75
Parsnips, per bag	0.90	1.00
Pumpkins, doz	1.25	1.50
Sage, dozen	0.40	0.50
Savory, dozen	0.40	0.50
Spinach, Canadian, box	0.50	0.60
String beans, basket (large)	3.50	
Squash, Hubbard, per dozen	1.50	
Thyme, dozen	0.75	1.00
Tomatoes, hot-house, lb.	0.20	0.25
Turnips, bag	0.40	0.75
" Quebec, per ton	7.50	9.00
Vegetable Marrows, dozen	0.90	1.00
Watercress, dozen	0.40	0.75

FISH—Weather has turned more suitable for frozen fish trade, and sales have increased accordingly. On account of exceptionally stormy weather on the fishing grounds, the output of fresh haddock and cod has been short and prices have materially advanced. Smelts and Tommy cods are starting to arrive. Salt and pickled fish have been somewhat neglected of late, while shell fish are much in demand.

FRESH	
Market cod, lb.	0.05
Perch, dressed, lb.	0.08
Pike, headless and dressed	0.47
Salmon, B.C.	0.12
Steak cod, per lb.	0.08
Barbotte	0.08
Dore, per lb.	0.08
Eels, fresh, per lb.	0.09
Haddock, per lb.	0.09
Haddock, lb.	0.09
Herring, per 100	1.00
" fish	1.00
Mackerel	0.10
FROZEN	
Dore, winter caught, per lb.	0.08
Flounders	0.06
Haddock, per lb.	0.09
Herring, per 100	1.75
Lake trout	0.08
Mackerel	0.10
Pike, headless and dressed	0.47
Steak cod, per lb.	0.08
Salmon, B.C., red, lb.	0.12
Salmon, Gaspe	0.10
Salmon, Qualla, lb.	0.10
Smelts, 10 lb. boxes	0.08
Tom cods, per bbl.	2.50
Whitefish, large, lb.	0.08
Whitefish, small, lb.	0.08
SALTED AND PICKLED	
Green cod, No. 1, small, per bbl.	7.00
Green cod, small, bbl.	5.50
Green cod, large, bbl.	7.50
Labrador herring, bbl.	3.25
" " bbl.	3.00
Labrador sea trout, bbl.	12.00
Labrador sea trout, half bbl.	6.50
No. 1 mackerel, pack, bbl.	2.25
" " bbl.	3.00
SMOKED	
Blotters, large, per box	1.00
Haddies, 15 lb. boxes, per lb.	0.10
Herring, new smoked, per box	1.00
Kipperd herring, per box	1.20
Kipperd herring, imported	1.20
Smoked salmon, sugar cured, per lb.	0.10
SHELL FISH	
Loabsters, ve, per lb.	1.00
Oysters, choice, bulk, Imp. gal.	1.00
" Sealship, standards, Imp. gal.	1.00
" shell, per bbl.	7.00
PREPARED FISH	
Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c per lb.	1.00
Dry cod in bundles, per bundle	1.00
Skinless cod, 100 lb. case	1.00
Shredded cod, per box	1.00

TORONTO.

GREEN FRUITS—The local demand for apples is largely supplied by farmers driving in and selling them to the stores, which causes them to move slowly at the wholesale houses. Navel oranges are scarce. Dealers find difficulty in filling their orders, but they hope to be able to supply all orders for Christmas. Just now they are selling at about 25c a case higher. They are however of splendid quality, and will more than satisfy the Christmas trade. Florida and Mexican oranges are here, but the California navels get the preference. Grape fruit, almost like oranges, are in great demand and are rapidly becoming an article of regular daily use.

Apples	3.50	4.00	Lemons	2.75
Spies	3.00	3.50	Palermo	3.00
Greenings	2.25	2.50	Oranges	3.00
Bananas	2.00	2.25	California navels	3.00
Cranberries, bbl.	8.00	8.50	Florida	2.50
Grapes, Almeria	5.50	6.00	Mexican	2.00
" per keg	5.50	6.00	Pears, Canadian	0.75
Grape Fruit	3.50	4.00	Pineapples, case	2.00

VEGETABLES—The potato market is steady with no change from last week. Celery from our Canadian growers is making a good showing.

Imported vegetables are beginning to occupy important positions on our market again, as lettuce, beets, and new potatoes from Bermuda. With our potatoes at from 60 to 65c a bag at this time of the year when they are at their very best, we get some idea of what people will do when they pay \$1 a bushel for new potatoes, 25c for a cucumber,

ALL XMAS ORDERS FILLED WITHOUT DELAY

Our warehouse was very slightly damaged by fire that broke out in an adjoining building on the night of Dec. 14. This has not interfered in the least with prompt filling of orders for the Holiday Trade.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

St. Nicholas

Tracuzzi, Messina, Packer

The Brands OF Lemons

You will eventually handle

McCabe, Toronto Agent

Home Guard

25c for week will vegetable ronto for

Beets, bag...
Cabbage, Ca...
Carrots, bag...
Celery, Ca...
Onions

Canadian, ba...
Valencians, n...
Spanish...
Spanish, 2 cas...
FISH—
demand is...
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that the...
increase.

Goldeyes...
Herring, Lake...
" Lake...
Pickled, blue

Cod steak...
Flounders (25...
in box)...
Halibut...
Halibut...
Herring, per 10

SMOKEI
Acadia, per c...
tablets...
Blotters, per b...
Codfish, shred...
Bluen...
Cod steak, per l...
Cod, Imperial...
Cisoes, per bas...
Haddie, Finna

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25c for a lb. of tomatoes, etc. Next week will show the largest variety of vegetables and fruit ever shown in Toronto for the Christmas trade.

Beets, bag..... 0 70	Parsnips, bag..... 0 75
Cabbage, Canadian, dozen... 0 35 0 40	Potatoes Canadian, bag... 0 60 0 65
Carrots, bag... 0 50 0 55	Bermuda, new, per barrel..... 3 00
Celery, Canadian, dozen... 0 30 0 35	Sweet, basket..... 0 35
Onions Canadian, bag... 1 00 1 25	" hamper... 1 25 1 30
Valen-tias, new, crate..... 2 75 3 00	Tomatoes, hot house, lb..... 0 25
Spanish..... 2 50 2 75	Turnips, bag..... 0 40
Spanish, cases..... 1 50	

FISH—The fish market is active. The demand is good and prices are firm. The turnover is in excess of former years. This may be owing to increase of population, but there is some reason to think that the consumption of fish is on the increase.

LAKE FISH (FROZEN)

Goldeyes..... 0 054	Pickered yellow..... 0 03
Herring, Lake Erie... 0 06	Pike..... 0 06
" Lake Superior 0 054	Perch..... 0 06
" Lake Ontario, 0 04	Trout..... 0 10
Pickered, blue..... 0 054	Whitefish..... 0 10

OCEAN FISH (FROZEN)

Cod steak..... 0 07	Mackerel, each..... 0 20
Flounders (25 to 50 lb. in box)..... 0 12	Salmon, pink, per lb. red..... 0 09
Halibut..... 0 09	" sea-dressed..... 0 13
Haddock..... 0 063	Smelts, per lb..... 0 12
Herring, per 100..... 3 00	Shrimps, per gal..... 1 15

SMOKED, BONELESS AND PICKLED FISH

Acadia, per crate... 2 40	Herrings, Labrador, half barrels..... 2 30
" tablets, box... 1 60	Herrings, Digby, bulle 0 60
Bloaters, per basket... 1 00	Herrings, Imported Loch Fyne, per kit... 1 10
Codfish, shredded, box... 1 80	Kippers, per box... 1 25
Bluenose, " 1 40	Quail on toast, per lb. 0 054
Cod steak, per lb..... 0 07	Trout, pickled, 100 lb. barrels..... 6 00
Cod, Imperial, per lb. 0 05	
Ciscoes, per basket... 1 00	
Haddie, Finnan..... 0 08	

SHELL FISH

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

TO USE CO-OPERATION.

Fruit growers in the vicinity of Nelson, B.C., met last week and organized a committee to form an association for the purposes of co-operation in marketing fruit, and in purchasing boxes, fertilizers and other necessary supplies for the cultivation and packing of fruit. The details of the organization will be carefully worked out, and to secure as many members as possible, a canvass will be made of the district.

DECREASE IN SALMON TRADE.

Vancouver, B.C., Dec. 14.—At the meeting of the Board of Trade on Tuesday evening, R. H. Alexander, who was the delegate from here to the Chambers of Commerce of the Empire, in Sydney, Australia, reported the canned salmon trade was rapidly disappearing, so far as New Zealand was concerned. While in the Antipodes, he noticed that a large business was being done in canned her-

ring from the Old Country, and he could not see why a good trade along this line could not be worked up from British Columbia. The market was close at hand, the demand was already establish-

ed and there were large quantities of herring here to be caught. He made the suggestion that the plants of the salmon canneries might be used for the packing of herring.

FIRE NOTICE!

Our warehouse at corner Church and Front Streets having been damaged by fire on the night of December 14, we are doing business at our other warehouse, 18-20-22 Church Street. All orders filled without delay.

WHITE & CO., Limited
Toronto and Hamilton

NEW ARRIVALS

Fancy Sweet Sonoras
California Navels
AND Florida Oranges
FINE RIPE New Messina Lemons
Almeria Grapes
ALL OF FINEST QUALITY

HUGH WALKER & SON
(Established 1861)
GUELPH, ONTARIO



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

FRATELLI FOLLINA, Palermo, Messina

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

Our Best Brands

BUSTER BROWN
HIAWATHA
LORD BERESFORD

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

W. B. Stringer

Canadian Agent

Toronto

Many Maritime Potatoes are Spoiled by the Rot

But for that this Year's Production Would Have Been Record-Breaker—Large Quantities go to Cuban Market—Some Dealers Think Spring Will Show Shortage.

Special Correspondence

Halifax, N.S., Dec. 15.—The potato situation in the Maritime Provinces, even at this late date, is somewhat uncertain. The crop in New Brunswick is not as large as usual and the quality is below the average. The stock that has been sold here is turning out poorly, and the dealers are greatly disappointed. Large quantities of New Brunswick potatoes are sold here every season and they command a higher price than the local grown or P. E. Island stock. The imports of potatoes from Prince Edward Island this season are below those of last year. Various causes are assigned. Some of the dealers say that the crop is short, while others claim that so many of the potatoes are affected with dry rot that they are unfit to market. Despite these rumors, however, the quality of the potatoes now offered for sale ex-vessel at the wharves is fairly good. The consumers here prefer the blue calico, and those offering find a ready sale. The demand, however, is not as heavy as usual. The dealers are not laying in as large stocks as last season, owing to the uncertainty of the keeping quality of the stock. The price quoted is 35 cents per bushel.

Nova Scotia potatoes are in good demand and all the stock marketed finds a ready sale. The quality of the potatoes is good, but there is the same uncertainty regarding the keeping of them for any length of time. They are quoted at 50 cents per bushel. The higher price, however, causes many to take their chances with the Island stock. Nova Scotia still sends large quantities to the Havana market and large shipments are being made to the southern climate this season. Some of the shipments have totalled ten thousand barrels. Good prices are obtained for the stock. There is a general feeling here that before the spring comes around there will be a shortage of potatoes, and that they will command high prices.

CUBA A GOOD MARKET.

St. John, N.B., Dec. 15.—Despite the fact that potatoes have been shipped from New Brunswick at the rate of over 10,000 barrels per month since the first of September, there still seems to be a plentiful supply available for export. Shippers who are in close touch with the farmers report that there are at least 50,000 barrels yet in the hands of the farmers, over and above what will be needed for home consumption.

Shipments from New Brunswick this season have been confined almost wholly to the West Indies, where the Cuban market alone requires 450,000 barrels. The establishment of potato warehouses

by the New Brunswick Government, at St. John and Havana, has contributed largely to the increase in the exports in the tubers. The shipments in November totaled 20,000 barrels, worth in the Cuban market \$40,000.

Early in the season it was expected that this year's crop would be the greatest ever, but heavy rains had a detrimental effect and a large portion of the crop has rotted. Shipments received in St. John for forwarding to the West Indies have to be sorted over and from 5 to 10 barrels in a hundred are found to be bad. The ruling price is now \$1 per barrel of 180 lbs., f.o.b., at the shipping point.

BIG DISPLAY NEXT WEEK.

The fruit and vegetable dealers of Toronto, are making elaborate preparation for the most extensive fruit and vegetable display for the Christmas trade ever seen in that city. They are determined to have on hand samples of almost everything the world produces, at any cost. They will have strawberries, fresh fruit and vegetables, picked fresh from the gardens of the sunny south, and delivered here for the Christmas festivities. This is a unique attempt and the enterprising dealers deserve credit for trying to show the people how the products of the earth, where they ripen every day in the year, can be brought in good shape from summer to winter climates.

D. C. T. A. BANQUET.

Capt. J. E. Bernier has accepted an invitation to attend the annual banquet of the Dominion Commercial Travelers' Association in Montreal, on Monday next. Other speakers include Sir Frederick Borden, R. L. Borden, Henri Bourassa, F. Robertson, Hon. Frank Oliver, and W. Caldwell.

A last call is being sent out by the executive, requesting travelers generally to attend.

An official of a large British fish company states that London, Eng., consumes between twenty and thirty millions of oysters every year. He states that out of the large number of consumers in that city only two known cases of illness can be attributed to oysters. The discussion arose over the fact that a hotel-keeper was fined because one of his guests became ill with typhoid fever, the alleged cause being diseased oysters. Critics claim that no trouble can arise from bad oysters if the bivalves are only allowed to be taken from beds certified to be strictly sanitary.

CATALOGUES AND BOOKLETS.

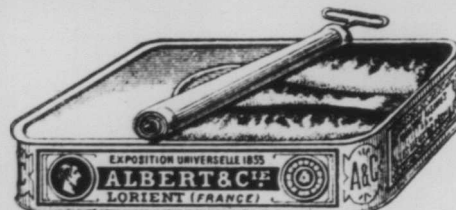
Leonard Bros., Montreal, have issued a comprehensive advent price list, in which are quoted all varieties of fish and oysters. It is being distributed to responsible dealers free of charge.

Alderman A. J. Carson, Haileybury, Ont., has moved into his new grocery store in the Post Office block, which has recently been completed on the west side of Ferguson Avenue. The building is one of the finest of the new blocks to have been erected in Haileybury this year.

King of breakfast food. "Meat of Wheat," made from Manitoba No. 1 hard wheat, rich, nutty, flavor, makes muscle, brain and nerve.—Advt.

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

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



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

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

Ask for

"ALBERT & CIE"
French Sardines

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THE CANADIAN GROCER

FRESH CURED HADDIES

Something tasty for your particular customers. New stock just in store. Specially cured for us by a process which makes the quality particularly high. We have them in 15 lb. and 30 lb. boxes. You cannot buy better haddies for your high-class trade.

OYSTERS FOR CHRISTMAS!

Order early so as to be sure of your supply. We can ship you, promptly, "Sealshipt," Malpeques, Caraquets, Bulk and Shell.

When you write secure our quotations in all kinds **Fresh, Frozen, Pickled, Dried, Salted, and Prepared Fish.**

SPECIAL—Our **new** price list is just off the press; any reliable merchant will be mailed a copy on request.

WE SELL TO THE TRADE ONLY

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

LEONARD BROS.

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

Four
Long
Distance
Telephones

YOU, Mr. Retailer

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



The answer is: become a SEALSHIPT AGENT.

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

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

"Mephisto"

Brand

Lobster

FRED MAGEE

Producer

Port Elgin, N.S., and
Pictou, N.S., Canada

SEND ALL YOUR POULTRY

TO

P. POULIN

Highest market prices paid for

Turkeys **Geese**

Chickens

Fowls **Ducks**

Prompt remittance is made. Stock must be in first-class condition.

Reference: Any Bank

SHIP IMMEDIATELY

P. POULIN & CO.

30 Bonsecours Market, Montreal



Our new cold storage warehouse, which will hold 1,000,000 lbs. poultry

TO THE **Merchants of Canada**

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

FINNAN HADDIES
ever produced, the famous

WACHUSETT FINNAN HADDIES

packed by

FREEMAN & COBB CO.

(Incorporated)

FISH

BOSTON - - MASS.

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

JUST WHAT YOU WANT FOR ADVENT

Packed in 5, 30 and 50-lb. boxes.

Prices on application.

D. HATTON & CO.

18 Bonsecours St.

MONTREAL

What's a grocer's tongue for?

WHY! Just 2 things!

First to find out how good a thing tastes, and then to tell his customers?

First chance you get just try your tongue on

GOLDEN KEY and CROWN **LOBSTERS**

By our process of packing, the fish retains all its natural delicious flavor, and you have our guarantee that each can contains nothing but the finest fresh fish.

SEND FOR PRICES

SOLE PACKERS:

W. S. LOGGIE CO., Ltd.

CHATHAM, N.B.



It's knowledge that directs the successful grocer in stocking up with

Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because this is the "quality" brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

CONNORS BROS., Limited,
Black's Harbor, N.B.

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



Friend Retailer—

You have heard the story of the insurance agent that insured the merchant's stock, building and fixtures, and then went outside, stopped to take a look through the plate glass window at the advertising design, and then went away contented.

But that plate glass was not insured. He looked too far.

You are probably doing the same. You wonder why your sales do not increase as you would expect. You overlook "BEACON BRAND" HADDIES AND OYSTERS as a business building line. Oysters sealed at the Coast and haddies cured by our Scotch experts.

Good enough to guarantee. Think of it, friend retailer. When your customers ask for it have the "real thing."

The F. T. JAMES CO., Limited

Fish and Oyster Distributors

TORONTO



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


THE WALKER BIN & STORE FIXTURE CO., Ltd.
Berlin, Ontario

Imitations of Fels-Naptha soap

direct the house-keeper's attention to the superiority of the original; they resemble the original only in name.

And after the short career of imitations of Fels-Naptha soap, the sales of the genuine increase and Fels-Naptha's popularity grows greater than before.

Let your customers be always supplied with Fels-Naptha soap.



THE PEOPLE OF

JAMAICA

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

KINGSTON

"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

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.**

Mr. Merchant,

Are you handling

Royal Purple Stock and Poultry Specifics

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

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



ABSORBINE

Removes Bursal Enlargements, Thickened, Swollen Tissues, Curbs, Filled Tendons, Soreness from any Bruise or Strain, Cures Spavin Lameness, Allays Pain Does not Blister, remove the hair or lay the horse up, \$2.00 a bottle, delivered. Book 1 D free.

ABSORBINE, JR. (mankind \$1.00 bottle.) For Synovitis, Strains, Gouty or Rheumatic Deposits, Varicose Veins, Varicocele, Hydrocele, Allays Pain. Book free.

W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass. LYMAN'S Ltd., Montreal, Canadian Agents.

SALT

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

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

Let us quote you on your

APPLE BARREL

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

H. CARGILL & SON
CARGILL, ONTARIO

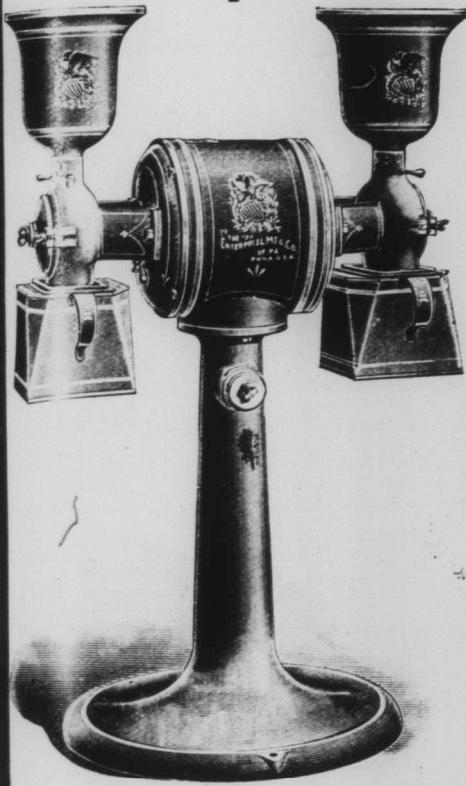
Persons addressing advertisers will kindly mention having seen their advertisement in this Paper.





Ask
WINNIPEG
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VANCOU
HAMILTO
SC
TORONTO
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ST. JOHN.
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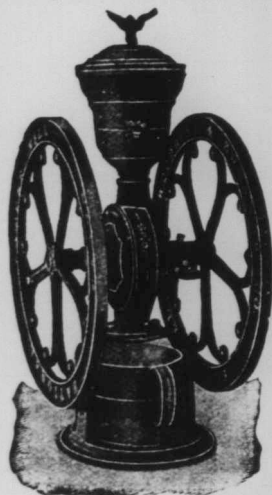


The LATEST "Enterprise" Electric Mill

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

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

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



See Here!

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

ELGIN NATIONAL COFFEE MILL

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

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

MANUFACTURED BY

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

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

THE BROWN MEAT CO.,
Port Arthur, Ont.

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



Huber Account Register and System

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

We Want Salesmen—Live Ex-Merchants Should Apply

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

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 postage, etc.

AGENCIES WANTED.

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

FOR SALE.

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

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

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

FOR SALE—National Cash Register, No. 92, Improved check and detail strip. Printing device, six clerks' initial keys, change, received on account, paid out. One cent to ninety-nine dollars and ninety-nine cents. Allan Cameron, Brockville, Ont.

FOR SALE AT A SNAP—One 6-drawer National Cash Register—self adder. A beautiful piece of shop furniture, cost \$650, only two years old. Will sell cheap. Also a set cash carriers, new Lamson make, four stations, at a big sacrifice. Correspondence solicited. R. H. Benson & Co., Copper Cliff, Ont. (50)

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

BUSINESSES FOR SALE.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; good clean stock; at 90 cents, turnover \$10,000. Brick building, for sale or rent, easy terms. Clear profit last year \$2,200. Address Box 316, CANADIAN GROCER, Union Bank Building, Winnipeg. (50p)

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

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

SITUATIONS VACANT.

GROCERY CLERK for Port Arthur. Must be number one, able to window dress, decorate and manage high class business. Married man preferred. State salary and experience. P.O. Box 511, Port Arthur.

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

WANTED—Experienced traveler for British Columbia to specialize confectionery and confectioners' sundries. State age, experience and salary expected. Address, K.M., Box 395, Vancouver. (52)

WANTED—Grocery man of ability and energy. Give particulars. Send photograph and references. Also state salary expected. Apply to T. P. Malone, Strathcona, Alberta. (50)

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

SITUATION WANTED.

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

COUNTER CHECK BOOKS.

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

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

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

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

CASH AND PACKAGE CARRIERS—Better and quicker service in your store results from the installation of the "Gipe" system of cash or parcel carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

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

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

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

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

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

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

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

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

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

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

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

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

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

A book-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

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

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

ADDING MACHINE.

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

REPRESENTATIVE WANTED.

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

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, Epsom, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of all trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "D.G. & Co.," London. Codes—"A B C," fifth edition, Riverside and Aldershot.

Diamond—
1-lb. tins, 2 doz
1-lb. tins, 3
1-lb. tins, 4
IMPER
Cases.
4-doz.....
3-doz.....
1-doz.....
1-doz.....
1-doz.....



CANADIAN
Aylmer Jan
P.
Strawberry.....
Raspberry.....
Black currant.....
Red currant.....
Raspberry & red
currant.....
Raspberry and
gooseberry.....
Damson plum,
stoneless.....
Greengage plum,
stoneless.....
Gooseberry.....
Pure
5s & 7
Strawberry.....
Black currant.....
Raspberry.....
Other varieties.....
Freight allowed
White Swan Bak
1-lb. tins, 3-doz.
1-lb. "
1-lb. "



Cook's Price
In
No. 1, 1-lb., 4 doz
" " " 2 " "
No. 2, 5-oz., 6 doz
" " " 3 " "
No. 3, 2 1/2-oz., 4 doz
No. 10, 12-oz., 4 doz
" " " 2 " "
No. 12, 4-oz., 6 doz
" " " 3 " "
In
No. 13, 1-lb., 2 doz
" " " 14, 8-oz., 3 " "
" " " 15, 4-oz., 4 " "
" " " 16, 2 1/2 lbs.....
" " " 17, 5 lbs.....



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 "		1 95
1-lb. tins, 4 "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
1-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
1-doz.	24lb.	3 40
1-doz.	5lb.	10 50
1-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	13 "	1 45
4 "	16 "	1 65
4 "	18 "	1 70
2 "	24-lb.	4 10
1 "	5 "	7 80
1 "	6oz.	
1 "	12 "	
1 "	18 "	

Per case \$4 55

ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
Royal—Diamond		\$0 95
" "	1 lb.	1 40
" "	6 oz.	1 95
" "	12 oz.	2 55
" "	1 lb.	4 90
" "	3 lb.	13 50
" "	5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aylmer Jams	Peach	1 80
	Per doz	1 70
Strawberry	1 90	
Raspberry	1 90	
Black currant	1 80	
Red currant	1 80	
Raspberry & red currant	1 80	
Raspberry and gooseberry	1 80	
Damson plum	1 70	
stoneless	1 70	
Greengage plum	1 70	
stoneless	1 70	
Gooseberry	1 80	

Pure Preserves—Bulk.

5s & 7s per lb.	14s & 30s per lb.
Strawberry	0 11
Black currant	0 11
Raspberry	0 11
Other varieties	0 09

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " " " " "	0 "
1-lb. " " " " " "	0 "



Cook's Friend Baking Powder

In Cartoons	per dozen
No. 1, 1-lb., 4 dozen	2 49
" " " " " "	2 50
No. 2, 5-oz., 6 dozen	0 80
" " " " " "	0 85
No. 3, 24-oz., 4 dozen	0 45
No. 10, 12-oz., 4 dozen	2 10
" " " " " "	2 21
No. 12, 4-oz., 6 dozen	0 70
" " " " " "	0 75

In Tin Boxes per dozen

No. 13, 1-lb., 2 dozen	3 00
" " " " " "	1 75
" " " " " "	1 10
" " " " " "	7 25
" " " " " "	14 00

Cereals

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 3-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.80

White Swan Barley Crisps, per doz., \$1

White Swan Self-rising Buckwheat Flour, per doz., \$1.00

White Swan Self-rising Pastry Flour, per doz., \$1.00

White Swan Wheat Kernels, per doz. \$1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

Keen's Oxford, per lb. 0 17

In 10-box lots or case 0 16

Gillett's Mammoth, 4 gross box. 2 00

Chocolates and Cocoas
THE COWAN CO., LIMITED

Cocoa—

Perfection, 1-lb. tins, per doz. \$4 50

Perfection, 1-lb., per doz. 2 40

Perfection, 1-lb., per doz. 1 30

Perfection, 10c size, 5-lb. tins 0 37

Soluble, bulk, No. 1, per lb. 0 20

Soluble, bulk, No. 2, per lb. 0 18

London Pearl, per lb. 0 22

special quotations or Cocoas in bbls. kegs, etc.

Unsweetened Chocolate— Per lb.

Plain Rock, 4s & 5s, cakes, 12-lb. bxs 0 36

Perfection chocolate, 20c size, 2 dozen boxes, per dozen 1 80

Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90

sweet Chocolate—

Queen's Dessert, 4s and 5s, 12-lb. bxs., per lb. \$0

Queen's Dessert, 6s, 12-lb. boxes 0 40

Vanilla, 4-lb., 12-lb. boxes, per lb. 0 35

Parisian, 8s, 12-lb. boxes, per lb. 0 30

Royal Navy, 4s, 8s, boxes, per lb. 0 24

Diamond, 7s, 12-lb. boxes, per lb. 0 25

" " " " " " " " 0 28

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 4-lb. pkgs., 3-doz. in box, per dozen 0 90

Confections— Per lb.

Milk chocolate wafers, 5-lb. boxes 0 36

Maple buds, 5-lb. boxes 0 36

Chocolate wafers, No. 1, 5-lb. boxes 0 30

Chocolate wafers, No. 2, " " " " 0 30

Nonpareil wafers, No. 1, " " " " 0 30

Nonpareil wafers, No. 2, " " " " 0 25

Chocolate ginger, 5-lb. boxes 0 30

Milk chocolate, 5c bundles, per box 1 35

Milk chocolate, 5c cakes, per box 1 35

EPPE'S

Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities 0 37

JOHN P. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto,

Arthur M. Loucks, Ottawa,

J. A. Taylor, Montreal,

Jos. E. Huxley, Winnipeg,

Tees & Perse, Calgary, Alta.

Standard Brokerage Co., Vancouver, B.C.

G. J. Estabrook, St. John, N.B.

MOTT'S DIAMOND CHOCOLATE

Elite, 10c size (for cooking) doz. 0 90

Mott's breakfast cocoa, 10c size 90 per doz.

" breakfast cocoa, 4s 0 38

" " " " " " " " 0 38

" No. 1 chocolate, 4s 0 32

" Navy " " " " 0 29

" Vanilla sticks, per gross 1 00

" Diamond chocolate, 4s 0 24

" Plain choice chocolate liquors 0 33

" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 4 and 4-lb. cakes \$0 35

Breakfast cocoa, 1.5, 4, 1 & 5-lb. tins 0 41

German Sweet chocolate, 4 and 4-lb. cakes, 6 lb. boxes 0 36

Caracas Sweet chocolate, 4 and 4-lb. cakes, 6-lb. boxes 0 32

Auto Sweet chocolate, 1.5-lb. cakes, 2 and 6-lb. boxes 0 32

Vanilla Sweet chocolate, 1.5-lb. cakes 6-lb. tins. 0 44

Soluble cocoa (hot or cold soda) 1-lb. tins. 0 38

Cracked cocoa, 4-lb. pkgs., 6-lb. bags 0 32

Caracas tablets, 100 bundles, tied 5c, per box 3 00

The above quotations are f.o.b. Montreal

COCONUTS.

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per lb.

1 lb. packages assorted 0 26

1 lb. " " " " " " 0 27

1 lb. " " " " " " 0 28

1 and 1/2 lb. packages assorted 0 26

1 and 1/2 lb. " " " " " " 0 27

1/2 lb. packages assorted in 5 lb. boxes 0 38

1/2 lb. " " " " " " 0 39

Bulk—

In 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Bbls.

White Moss, fine strip 0 19 0 21 0 17

Best Shredded..... 0 18 0 16

Special Shred..... 0 17 0 15

Ribbon..... 0 19 0 17

Macaroon..... 0 17 0 1

Desiccated..... 0 16 0

White Moss in 5 and 10 lb. square tins, 1c.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails..... 0 16

Shredded..... 0 15

In packages 3-oz., 4 oz., 8-oz., lb. 0 28

CONDENSED MILK
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

Cases. Doz.

Eagle Brand Condensed Milk..... \$6 00 1 50

Gold Seal Condensed Milk..... 4 25 1 10

Challenge Condensed Milk..... 4 00 1 00

Peerless Brand Evaporated Cream 2 00 0 50

Peerless Brand Evaporated Cream family size..... 3 50 0 90

Peerless Brand Evaporated Cream pint size (4 dozen)..... 4 80 1 20

Peerless Brand Evaporated Cream hotel size..... 3 70 1 85



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... \$4 00

Reindeer " brand per case (4 doz.)..... 5 00



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

Club House..... \$0 33

Nectar..... 0 30

Empress..... 0 28

Duchess..... 0 26

Ambrosia..... 0 25

Plantation..... 0 22

Fancy Bourbon..... 0 20

Bourbon..... 0 17

Crushed Java and Mocha, whole..... 0 18

" " " " " " " " ground..... 0 17

Golden Rio..... 0 14

Package Coffees:

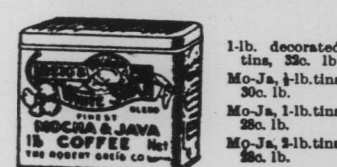
Gold Medal, 1 and 2 lb. tins, whole or ground..... 0 30

Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground..... 0 30

German Dandelion, 1 and 1 lb. tins, ground..... 0 22

English Breakfast, 1 lb. tins, ground 0 18

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



Cafe des Epitours—1-lb. fancy glass jars, per doz. \$3.60.

Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4.

Presentation, with 3 tumblers, \$10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins..... \$0 33

"Gilt Edge" in 2 lb. tins..... 0 23

Canadian Souvenir 1 lb. fancy lithographed canisters 0 39

Cheese.—Imperial

Large size jars, per doz 4 25

Medium size jars, per doz..... 4 50

Small size jars, per doz..... 2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz. 18 00

Med. size " " 17 00

Small size " " 12 00

Roquefort—

Large size, doz. 2 40

Small size, " " 1 40



Confections
THE COWAN CO., LTD.

Cream Bars, 60s, assorted flavors, box 1 80

Milk Chocolate Sticks, 36 in box, " 1 35

" " " " 10c cakes, 36 in box " 2 55

Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33

" " " " No. 2, " " " " 0 35

Maple Buds, 5-lb. boxes, lb. 0 36

Nut Milk Chocolate, 4-lb. cakes, 12-lb. box, lb. 0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD.
Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons..... \$3.50 each

Small " " " " " " " " " " " " 3.50 "

Assorted, cases, 25 small, 12 large 3.55 "

Net 30 days.

Coupon Books—Allison's.

For sale in Canada by The Ely Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$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 03

500 books to 1000 books..... each 03

For numbering cover and each coupon, extra per book 1/4 cent.

Extract of Beef.

LAPORTE, MARTIN & GIE, LTD.

"Vita" Pasteurized Extract of Beef, Per case.

Bottles 1-oz., case of 2 doz..... \$3 20

" " " " " " " " " " " " 3 00

" " " " " " " " " " " " 4 50

" " " " " " " " " " " " 4 75

" " " " " " " " " " " " 9 00

Infants' Food.

Robinson's patent barley 4-lb. tins..... \$1 25

" " " " " " " " " " " " 2 25

" " " " " " " " " " " " 2 25

" " " " " " " " " " " " 2 25

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts.

SHIRIFF'S

1 oz. (all flavors), doz. 1 00

2 " " " " " " " " " " " " 1 75

2 1/2 " " " " " " " " " " " " 2 00

3 " " " " " " " " " " " " 3 00

4 " " " " " " " " " " " " 3 75

5 " " " " " " " " " " " " 5 50

16 " " " " " " " " " " " " 10 00

20 " " " " " " " " " " " " 18 00

Discounts on application.

Milk Powder
CANADIAN MILK PRODUCTS, LTD., TORONTO

Tramilk, full cream, per case (4 doz.) 11b tins..... 4 80

Milkstock (cooking milk), per case (4 doz.) 4 lb tins..... 4 80

BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafanume, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz. \$1 00

3-lb. tins, 2 doz. in case..... per lb. 0 07

5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 07

7 wood pails, 6 pails in crate, per lb. 0 07

10-lb. wood pails..... 0 08

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz. 1 00

3-lb. tins, 2 doz. in case per lb. 0 07

7 wood pails, 6 pails in crate, per lb. 0 07

Soups
JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans all kinds, doz. 90c. No. 10 cans, tomato only, doz. \$6.50.

Fork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. 95c. Salad Dressing, Mayonnaise—Bottles (10c. size only) doz. 90c. Tomato Ketchup—Bottles (10c. size only) doz. 90c. Chili Sauce—Bottles (10c. size only) doz. 90c. Assorted Condiments—Case contains 6 bottles each—salad dressing, tabasco-ketchup, tomato ketchup, Chili sauce, Bottles (10c. size only) doz. 90c. Mustard (prepared)—With spoon (new) doz. 90c.; No. 80 jars, doz. 90c.



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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



We want your trade in

**Whitewash and
Kalsomine Brushes**

and we are going after it with a new line which should leave no doubt about our getting it. You cannot afford to place your order until you see our new samples and quotations.

**STEVENS-HEPNER CO.
LIMITED**
PORT ELGIN, - ONTARIO

Mr. Grocer :

When buying canned goods always remember that

"CANADA" "PRIDE"

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

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

To be had of the following wholesale grocers :

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

PACKED BY

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

TEA LEAD

Best Incorrodible

Buy **"PRIDE OF THE ISLAND" Brand**

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

ISLAND LEAD MILLS LIMITED,

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

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

R. B. Wiseman & Co.

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

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

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95 B

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30-lb. wood pails
Pure assorted ja
dozen in cas

Je
MacLaren Imp
IMPERI



Assorted



Assorted Case,
Assorted Case,
Lemon (Stra
Orange (Stra
Raspberry (Stra
Strawberry (Stra
Chocolate (Stra
Cherry (Stra
Peach (Stra
Weight, 8 lbs. to

The GENUINE



Price—O
Less than 5 cases.
Five cases or mor

CURRANTS

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

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

CANADIAN REPRESENTATIVES:

- W. H. ESCOTT, Winnipeg
- LAMBE & MacDOUGAL, London
- H. & A. B. LAMBE, Hamilton
- W. G. A. LAMBE & CO., Toronto
- H. D. MARSHALL, Ottawa
- ARTHUR P. TIPPET & CO., Montreal
- J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
 95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of
 production. Every bottle gives satisfac-
 tion and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY**
 gives wonderful value. One bottle makes 40 cups of
 delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer
 outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

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

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

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



Assorted flavors—gross 10.75.



Assorted Case, Contains 4 doz. \$3.60
 Assorted Case, Contains 2 doz. \$1.80
 Lemon (Straight) Contains 2 doz. \$1.80
 Orange (Straight) Contains 2 doz. \$1.80
 Raspberry (Straight) Contains 2 doz. \$1.80
 Strawberry (Straight) Contains 2 doz. \$1.80
 Chocolate (Straight) Contains 2 doz. \$1.80
 Cherry (Straight) Contains 2 doz. \$1.80
 Peach (Straight) Contains 2 doz. \$1.80
 Weight, 8 lbs. to case. Freight rate, 3rd class

Soap
 The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
 Less than 5 cases..... \$5 00
 Five cases or more..... 4 95



WHITE SWAN SPICES
 AND CEREALS, LTD.
 White Swan, 15
 flavors, 1 doz. in
 handsome counter
 carton, per doz., 90c.



List price.
 "Shirriff's" (all
 flavors), per doz.
 Discounts on applica-
 tion.

Lard

N. K. FAIRBANK CO. BOAR'S HEAD
 LARD COMPOUND.

Tierces.... \$0 12 1/2
 1-bbls. 0 12 1/2
 Tubs 50 lbs. 0 12 1/2
 20-lb. Pails. 2 60
 20-lb. tins.. 2 50
 Cases 3-lb. 0 13 1/2
 " 5-lb. 0 13 1/2
 " 10-lb. 0 13 1/2

F.O.B. Montreal.



GUNNS
 "EASI-FIRST"
 LARD
 COMPOUND.

Tierces.... 0 12 1/2
 Tubs .. 0 12 1/2
 20-lb. pails. 0 12 1/2
 20-lb. tins.. 0 12 1/2
 10-lb. " 0 13
 5-lb. " 0 13 1/2
 3-lb. " 0 13 1/2
 1-lb. cartons 13 1/2

Licorice

NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper, per lb. \$0 40
 Fancy boxes (36 or 50 sticks), per box... 1 25
 "Ringed" 5-lb. boxes, per lb. 0 40
 "Acme" pellets, 5-lb. cans, per can .. 2 00
 (fancy boxes 40) per box 1 50
 Tar licorice and tolu wafers, 5-lb. cans,
 per can..... 2 00

Licorice lozenges, 1-lb. glass jars..... 1 75
 " 20 5-lb. cans..... 1 50
 "Purity" licorice, 10 sticks..... 1 45
 " 100 sticks..... 0 73
 Dulc, large cent sticks, 100 in box.....

Lye (Concentrated)

GILLET'S PERFUMED Per case
 1 case of 4 dozen..... \$3 60
 3 cases of 4 dozen..... 3 50
 5 cases or more..... 3 40

Marmalade.

T. UPTON & CO.
 12-oz. glass jars, 2 doz. case... per doz \$1 00
 16-oz. glass jars, 2 doz in case " 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Pint Sealers (24 oz.), 1 doz in case, per
 dozen..... 2 00



SHIRRIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz... 1 55
 2-lb. " " 3 80
 4-lb. tins, " 4 65
 7-lb. " " 7 35
 "Bredded"—
 1-lb. glass, doz.... 1 90
 2-lb. " " 3 10
 7-lb. tins, " 8 25



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen
 cases per doz \$0 95
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 2-lb. pkts 1 35
 Bird Cage Sand, about 1 1/2-lb. bags, 1-
 gross cases, per doz..... 0 30
 Bird Cage Grit, about 1 1/2-lb. bags, 1-
 gross cases, per doz..... 0 30

Mince Meat

Wethey's condensed, per gross, net... \$12 00
 per case of 5 dozen, net. 3 00



ST. CHARLES CREAM
 CONDENSING CO

PRICES:

St. Charles Cream,
 family size, per case
 \$3 50
 Baby size, per
 case..... 2 00
 Ditto, hotel. 3 70
 Silver Cow Milk 4 55
 Purity Milk.... 4 25
 Good Luck.... 4 00

Mustard

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
 " pts. 24's..... 6 50
 " 1-pt. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
 1/2-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases, doz. 1 75

Soda

COW BRAND



Case of 1-lb. contain-
 ing 60 packages, per
 box, \$3 00
 Case of 1/2-lb. con-
 taining 120 pkgs. per
 box, \$3 00
 Case of 1-lb and 1/2-lb.
 containing 30 1-lb.
 and 60 1/2-lb. pkgs. per
 box \$3 00

Case of 5c. pkgs. containing 96 pkgs. per
 box, \$3.00
MAGIC BRAND Per case
 No. 1, cases 60 1-lb. packages..... \$ 2 75
 No. 2, " 120 1-lb. " 3 75
 No. 3, " 30 1-lb. " } 3 75
 " 60 1-lb. " }
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case..... 2 85
 5 cases..... 3 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

Soap and Washing Powders.

A. F. TIPPET & CO., Agents.
 Magpole soap, colors.....per gross \$10 30
 " " black..... " 15 30
 Oriole soap..... " 17 30
 Gloriosa soap..... " 19 30
 Straw hat polish..... " 19 30



3 doz. to box..... \$3 60
 6 doz. to box..... \$7 20
 30 days.



1 Box Price \$4.00
 5 Box Price \$3.90
 Freight paid on 5 box lots.



Or Quick Naphtha Soap (100 bars to case) in 5-case lots (delivered) \$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.
 Laundry Starches— per lb
 No. 1 White or blue, 4-lb. carton. \$0 07
 No. 1 " " 2-lb. " " 0 07
 Canada laundry..... 0 06
 Silver gloss, 4-lb. draw-lid boxes. 0 08
 Silver gloss, 5-lb. tin canisters.... 0 08
 Edward's silver gloss, 1-lb. pkg. 0 07 1/2
 Kops silver gloss, large crystal.... 0 07
 Benson's satin, 1-lb. cartons..... 0 07 1/2
 No. 1 white, blue and kops..... 0 06 1/2
 Canada White Gloss, 1-lb. pkg. 0 06 1/2
 Benson's enamel..... per box 1 50 to 3 00
 Cullinary Starch—
 Benson & Co.'s Prepared Corn.... 0 07 1/2
 Canada Pure Corn..... 0 06 1/2
 Rice Starch—
 Edwardsburg No. 1 white, 1-lb. car. 0 10
 " " " " or blue, " " " "

BRANTFORD STARCH WORKS, LIMITED
 Ontario and Quebec.

Laundry Starches—
 Canada Laundry, boxes of 66-lb. \$0 06
 Acme Gloss Starch—
 1-lb. cartons, boxes of 66 lb. 0 06 1/2
 Finest Quality White Laundry—
 4-lb. Canisters, cases of 66 lb. 0 07
 Barrels, 200 lb. 0 06 1/2
 Kegs, 100 lb. 0 06 1/2

Lily White Gloss—
 1-lb. fancy cartons, cases 66 lb. 0 07 1/2
 5-lb. toy trunks, 2 in case. 0 08
 4-lb. toy drums, with drumsticks 88
 in case..... 0 08
 Kegs, ex. crystals, 100 lb. 0 07
 Brantford Gloss—
 1-lb. fancy boxes, cases 66 lb. 0 07 1/2
 Canadian Electric Starch—
 Boxes of 66 fancy pkg., per case 3 00

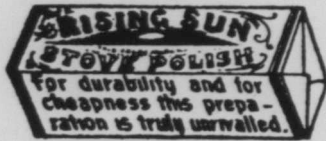
For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Royal Purple Stock and Poultry Specifics

THE W. A. JENKINS MFG. CO.
 London, Ont.
 One case, 30 fifty cent packages \$10 00
 Six pails (retail \$1.50) 6 00

Stove Polish.

Per gross.
 Rising Sun, 5-oz. cakes, 4-gross boxes \$0 60
 Rising Sun, 3-oz. cakes, gross boxes 4 50
 Sun Paste, 10c. size, 4-gross boxes.... 10 00
 Sun Paste 5c. size, 4-gross boxes.... 5 00



For durability and for cheapness this preparation is truly unparalleled.

JAMES' DOME BLACK LEAD

Per gross
 6a size..... \$2 40
 2a " " 2 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
 "Crown" Brand Perfection Syrup.
 Barrels, 700 lbs. 0 04 per lb.
 Half-barrels, 350 lbs. 0 03 " "
 4-barrels, 175 lbs. 0 03 " "
 Pails 25 lbs. 1 30 each
 2 1/2 lbs. 1 80 " "
 Plain tins, with label— Per case.
 5 lb. tins, 2 doz. in case..... 2 50
 5 " " " " " " 2 85
 10 " " " " " " 2 75
 30 " " " " " " 2 70
 (5, 10 and 30 lb. tins have wire handles.)



Teas

THE "SALADA" TEA CO.

Wholesale Retail
 Brown Label, 1's and 1/2's..... \$0 25 \$0 30
 Blue Label, 1's and 1/2's..... 0 27 0 35
 Red Label, 1's and 1/2's..... 0 30 0 40
 Gold Label, 1's and 1/2's..... 0 44 0 60
 Red-Gold Label, 1/2's..... 0 55 0 80

GEO. E. BRISTOL & CO., Hamilton, Ont.



EMPIRE TEA

Cases 30 and 50 lbs. each—
 Black, Mixed, and Green Ceylon.
 25c..... 1s, 20c.; 1s, 21c.
 30c..... 1s and 1/2, 23c.
 40c..... 1s and 1/2, 28c.
 50c..... 1s and 1/2, 35c.
 75c..... 1s and 1/2, Vulcan, 50c.
 100 lb. lots freight paid.



Blue Label, 1's..... \$1 0 35

Orange Label, 1's and 1/2's..... 0 35 0 40
 " " " " " " 0 20 0 25
 Brown Label, 1's and 1/2's..... 0 38 0 40
 Brown Label, 1/2's..... 0 40 0 40
 Green Label, 1's and 1/2's..... 0 35 0 50
 Red Label, 1/2's..... 0 40 0 50

LAPORTE, MARTIN & OIE, LTD.
 Japan Teas—
 Victoria, hf-c, 90 lbs..... 0 35
 Princess Louise, hf-c, 90 lbs..... 0 19
 Ceylon Green Teas—Japan style—
 Lady, cases 60 lbs..... 0 18
 Duchess, cases 60 lbs..... 0 19



BLUE RIBBON TEA CO., MONTREAL

Wholesale Retail
 Yellow Label, 1's..... 0 20 0 25
 " " " " " " 0 21 0 25
 Green Label, 1's and 1/2's..... 0 24 0 30
 Blue Label, 1's and 1/2's..... 0 25 0 35
 Red Label, 1's, 1/2's and 1/4's..... 0 30 0 40
 White Label, 1's, 1/2's and 1/4's..... 0 35 0 50
 Gold Label 1's and 1/2's..... 0 42 0 60
 Purple Label, 1/2's and 1/4's..... 0 55 0 80
 Embossed, 1/2's and 1/4's..... 0 07 1 00



Wholesale Retail
 Pink Label, 1's and 1/2's..... 30c. 40c.
 Gold Label, 1's and 1/2's..... 35c. 50c.
 Lavender Label, 1's and 1/2's..... 42c. 60c.
 Green Label, 1's and 1/2's..... 50c. 75c.
 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. 35 lb. 25c ea. 50 lb.
 Red Tins, 1's 35c ea. 70 lb. 50c ea. 100 lb.
 Red Tins, 1/2's 18c ea. 72 lb. 25c ea. 100 lb.



MELAGAMA TEA.

MINTO BROS., 45 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 60
 " " " " " " 1 lb. & 1/2. 0 38 0 50
 " " " " " " 1 lb. & 1/2. 0 35 0 50
 " " " " " " 1 lb. & 1/2. 0 32 0 40
 " " " " " " 1 lb. & 1/2. 0 25 0 30
 " " " " " " 1 lb. & 1/2. 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c..... \$0 20
 " " " " " " 1-lb. " " 0 21
 Blue Label, retail at 20c..... 0 25

Green Label, " 40c..... 0 30
 Red Label, " 50c..... 0 35
 Orange Label, " 50c..... 0 42
 Gold Label, " 50c..... 42



Pure Gold Jelly Powder..... 90 cents per doz.
 Pure Gold Salad Dressing Powder }
 Discounts on application.



THOMAS WOOD & CO. LTD. Montreal and Boston

Wholesale Retail
 Wood's Primrose, per lb. 0 40 0 60
 " Golden Rod..... 0 35 0 50
 " Fleur-de-Lis..... 0 30 0 40
 Pack in 1-lb. tins. All grades—either black, green or mixed.

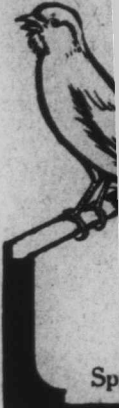
GILLET'S CREAM TARTAR Per doz
 1/2-lb. paper pkgs., 4 doz. in case..... 0 90
 1-lb. paper pkgs., 4 doz. in case..... 1 80
 Per case
 4 doz. 1/2-lb. paper pkgs. } assorted..... 7 20
 2 doz. 1-lb. paper pkgs. }
 Per doz
 1/2-lb. cans with screw covers, 4 doz. in case..... 1 95
 1-lb. cans with screw covers, 3 doz. in case..... 3 75
 Per lb.
 5-lb. sq. canisters, 1/2 doz. in case..... 0 28
 10-lb. wooden boxes..... 0 26
 25-lb. wooden pails..... 0 25
 100-lb. kegs..... 0 25
 300-lb. barrels..... 0 24 1/2

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.

Wholesale Retail
 Cheewing—Black Watch 5s..... 36
 Black Watch 11s..... 38
 Bobs 5s and 10s..... 38
 Bully 6s..... 44
 Currency 5 1/2s. and 10s..... 38
 Stag 5s..... 38
 Old Fox 12s..... 44
 Pay Roll Bars 7 1/2s..... 46
 Fry Roll 7s..... 56
 Plug smoking—Shamrock 6s., plug or bar 45
 Rosebud Bars 6s..... 45
 Empire 5s. and 10s..... 36
 Amber 8s. and 3s..... 60
 Ivy 7s..... 50
 Starlight 7s..... 50
 Out Smoking—Great West Pouches, 7s. 61
 JOE. COYS, QUEBEC.

Veterinary Remedies.
 W. F. YOUNG
 Absorbine, per doz..... \$18 00
 Absorbine Jr., per dozen..... 0 00

Yeast.
 Royal yeast, 3 doz. 5 cent. pkgs..... 1 10
 Gillet's cream yeast, 3 doz. in case..... 1 15



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PICK



SELL SEEDS THAT FEED—
SPRATT'S
 MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.
 Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, Ontario

DWIGHT'S



BAKING SODA

You can talk Baking Soda to advantage by suggesting only and always

"Cow Brand"
Baking Soda

Your customers will invariably insist upon this brand after one trial—they will appreciate its purity, strength and uniform quality.

It's good policy to sell
 "Cow Brand" Baking Soda.

CHURCH & DWIGHT

Manufacturers

MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK

HALIFAX

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building - MONTREAL

**LUMP ROCK
SALT** for Cattle

and all other kinds

Quality and satisfaction
our constant study

VERRET, STEWART & CO.
LIMITED
MONTREAL

**WETHEY'S
CONDENSED
MINCE MEAT**

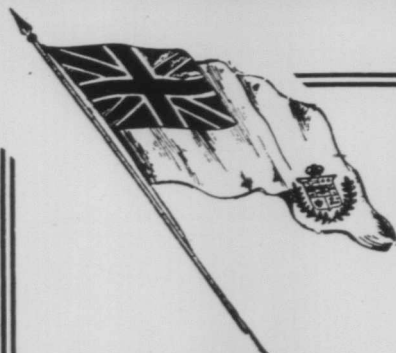
(in Cartons)

Just as staple as sugar

**No Grocer's Stock is Com-
plete Without It**

If your jobber cannot supply you
—write us direct.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand
THE GUARANTEE OF QUALITY

**4
TELEPHONES**

USE THEM
FREELY

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