

**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.
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VOL. XXIII.

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NO. 46.



Healthful Foods

The grocer is looked to by his customers to study the foods he sells them—His judgment carries weight.

Robinson's Patent Barley

is a health food pure and simple and every household should use it.—Talk it to your customers—It will pay you.

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

Agents for the Dominion of Canada

Syrup Sales

Syrup sales are easily made if you will place the true value of using Table Syrup before your customers.

Everyone likes Syrup, but it's like asking a man to enjoy a cigar with you—you have to make the suggestion first—So with your customers suggest

“Crown Brand” Table Syrup

to them—point out the delicious flavor, color, body, etc. There's a sale every time. Try it with “Crown Brand.”

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

55 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

THE CANADIAN GROCER

UPTON'S

PURE

ORANGE

MARMALADE

Often Imitated

Never Equalled



UPTON'S

PURE

JAMS

Are

Delicious

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

The T. Upton Company, Limited

HAMILTON, - ONT.

Currants Of High Repute

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

THE
GREEK
CURRANT
COMPANY

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



ARTHUR P. TIPPET & CO. Agents
Montreal

Fruits Dried or Canned

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

GRIFFIN &
SKELLEY

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



Gelatine The Best There Is

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

COX'S

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





Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p>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>ON SPOT Finest Bordeaux Whole Halves SHELLED WALNUTS New Three Crown Shelled Almonds LIND BROKERAGE CO. 23 Scott Street 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 Dagoba Brand Pure, High-grade Ceylon Tea - stood the test in Western Canada for over 12 years - sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years. Yours truly, G. C. WARREN</p>	<p>J. P. THOMAS 25 St. Peter St., - QUEBEC Open to represent another progressive house in this territory. All connection and highest references. Write me to-day.</p>
<p>D. STAMPER Wholesale Grocery, Fruit and Confectionery Broker. Manufacturers' Agent and Warehouseman. Importing Commission or Buying Agent. Warehouse: City Spur Track. Office and Sample Room: Masonic Temple Building, Main Street, next door to Customs Office. P.O. Box 793 MOOSE JAW, SASK.</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>Canadian Agencies Wanted E. SAVILLE WEBB 7 St. Stephens Street BRISTOL, :: ENGLAND CHAS. MORIN 89 Dalhousie St., - QUEBEC Specialty Manufacturers' Agent 18 years' experience; 3 travelers calling upon retail trade in Quebec district. Open for good lines in Grocery Specialties.</p>

WE HAVE TWO CARLOADS NEW ORLEANS MOLASSES

Good strong bakers Fine flavor and body

Good sound packages

OUR QUOTATIONS ARE RIGHT

Do not overlook our

"ANCHOR" brand MOLASSES

2 lb. tins, cases 3 doz. \$2.85 case

3 lb. tins, cases 2 doz. 2.85 "

You
cannot
equal
it in
quality

EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

Worth Digesting

MR. GROCER,

Have you ever stopped to think over the question as to which of the most popular Package Teas gives you the best returns? Compare our prices against other package teas you are handling. We think you will soon see, with the popularity Blue Ribbon Tea has with the General Public to-day, that, if you are not handling our lines, it would be to your advantage to do so.

25c. grade costs you	20c. for 1 lbs.
25c. " " "	21c. for ½ lbs.
30c. " " "	24c.
35c. " " "	25c.
40c. " " "	30c.
50c. " " "	35c.
60c. " " "	42c.
80c. " " "	55c.
\$1.00 " " "	70c.

THE BLUE RIBBON TEA CO, Limited
266 St. Paul St., MONTREAL

Absolute Security

is assured you if you will insist on handling only such canned goods as have "made good."

OLD HOMESTEAD BRAND

Canned Fruit and Vegetables

are "quality" goods which will keep your good reputation in absolute security, and add to your profits.

This is the brand in which the care and skill in canning the finest fruit and vegetables has preserved the delicious natural flavor.

Order to-day from your jobber. You'll be more than satisfied.

Old Homestead Canning Co.

Picton,

Ontario



On Your Extract
Depends Ultimate Goodness

A few drops of flavoring extract—
and according as the extract is good
or poor, delicate or coarse, pure
or not pure depends the perfect
success or partial failure of your
dessert. You pay for it by the
bottle—you use it by the drop—so
you can't afford to buy by price.

Pure Gold
(Trade Mark Registered)
Flavoring Extracts

are delicate as the perfume of the original fruit yet concentrated
to the utmost. A very, very few drops of any one of these pure,
rich, fragrant extracts and your dessert is delightfully flavored.

Our Stock of Baking Soda Free

Samples on Request
Send us 10c in stamps to pay pack-
ing and postage and let us send you
flavoring samples of our Vanilla and
Cocoa Extracts and a small can of
Baking Powder. Mention your name
and your grocer's name and address.

MADE IN CANADA
PURE GOLD MANUFACTURING CO., Limited Toronto



Delicacy

A delicate dessert means much to the full enjoyment
of a meal. After the hot, heavy meats and vegetables,
how delightfully refreshing to see a light, delicate,
delicious dessert come to the table.

Pure Gold
(Trade Mark Registered)
Quick Desserts

represent the very best of dessert ingredients combined with utmost care
in the making. Hours of time spent in the kitchen and the length of
culinary skill could not produce a better dessert than can be made with
Pure Gold Quick Desserts in a few minutes. For example, try this:

Chocolate Walnut Pudding
Take contents of package of Chocolate Pudding and half pint of
milk, add one or two squares of chocolate and half pint of
cream mixed together before pouring from the mixture. Add
a marshmallow and nut to each. Serve with whipped cream if
desired.

Our Stock of Baking Soda Free

Samples on Request
Send us 10c in stamps to pay pack-
ing and postage and let us send you
general assortment of our Vanilla and
Cocoa Flavors. Mention your name
and your grocer's name and address.

MADE IN CANADA
PURE GOLD MFG. CO., Limited Toronto

Your Success Mr. Grocer

is best attained by care in the selection of your stock of goods. The ability to choose between articles that move rapidly and those that hang fire as it were—that pile up “dead stock.”

Now, you know what makes goods move quickly. Advertising—to create the initial demand. Quality—to make them repeat. More advertising—to convince additional consumers and to suggest new uses.

Pure Gold

(Trade Mark Registered)

Goods

are getting the advertising—you've seen the copy in the Canadian newspapers, magazines and street cars. You will continue to see it.

They have the quality—the purity, deliciousness and wholesomeness to bring repeat order after repeat order. This has been proved for years—before we even thought of advertising them.

Do You Carry the Pure Gold Line?

(Trade Mark Registered)

If not, it will pay you to do so—there's a profit for you.

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

PURE GOLD MANUFACTURING CO., Limited, Toronto

HAVE YOU NOTICED

HOW FAST

WHITE SWAN COFFEE

HAS GAINED IN

FAVOR WITH PARTICULAR PEOPLE?

IF NOT

TRY A SINGLE CASE

AND YOU WILL SOON HAVE THE EVIDENCE

BEFORE YOU

QUALITY COUNTS

PACKED 2 OR 4 DOZ. 1 LB. TINS PER CASE.

White Swan Spices & Cereals, Limited
TORONTO

Very plain reasons always carry weight!



are best for you to handle

BECAUSE

1. They are firm, fresh, finest Bay of Fundy fish, packed in purest salad oil.
2. They are scientifically and attractively canned.
3. Their flavor and price suit the public.
4. Selling them leaves you a good profit, and adds to your reputation.

For prices and information write

The 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 Wense, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

Why does a woman

whom we knew a few years ago as the very essence of cheerfulness, now wear that tired, listless expression that is, alas, only too common? It is only too evident that the average woman has begun to

look old sooner than

she would otherwise have done, because of the drudgery of wash-day. But there is hope for her yet! ASEPTO SOAP POWDER, the enemy of dirt, positively saves labor and gets through the wash-day duties more quickly and better than any other preparation.

See that your shelves are well stocked with this quick-selling soap and enable a woman to have an equal chance to preserve youth and beauty with

a man

Order from your jobber.
THE ASEPTO MFG. CO.
ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

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

Walter Woods & Co.

Hamilton and Winnipeg

HOW MANY CUSTOMERS HAVE YOU

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

Wide-awake grocers are making a leading line of

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

H.P. SAUCE



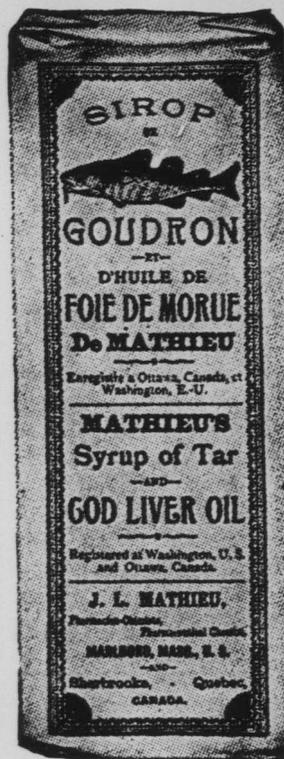
We know of no trade-mark that covers a product that is nearer perfection, or that is more universally used in Canada, than the

WINDSOR SALT

trade-mark, shown on this bag.

Windsor Salt is the only satisfactory salt for a good grocer to sell.

The Canadian Salt Co.
 Limited
 Windsor - - - Ontario



MATHIEU'S SYRUP

of Tar and Cod Liver Oil

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

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

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

MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

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

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

Distributors for Western Canada:

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

SOMETHING NEW

And what is more important "Something Good"

DOMELINE

Simply the genuine old reliable James Dome Black Lead in **PASTE FORM**. Put up in a very attractive tin, makes a big 5 cent package. Shines up clean and quick, leaving a lasting, brilliant polish. Pays a good profit.

W. G. A. LAMBE & CO. - Canadian Agents.

It is never too late
to get in on a good
thing like

QUAKER SALMON

but we would—nevertheless—advise
you to order your
supply immediately.

MATHEWSON'S SONS

Wholesale Grocers
202 McGill St. : : MONTREAL

Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

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

RESULTS

Satisfied Customers Increased Sales

Dominion Molasses Co., LIMITED

Hallifax, - Nova Scotia

OK THE COLD MEAT SAUCE

GEO. MASON & CO., LTD.

Sole Manufacturers,

London, Eng.

Sole Canadian Agents:
S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.
Hamilton, Ont.—James Somerville
Ottawa, Ont.—Mackenzie & Co.
London, Ont.—Wm. G. Coles &
Quebec, Que.—The F. Abel Co. Co.
K. Ruston, Cal.—Jn

ESPECIAL EMPHASIS

should be laid on the fact that

SNAP

does its work honestly!

There are no half measures in the way SNAP
removes every vestige of tar, dirt, grease or paint
from soiled hands. And it is moreover quite
harmless and antiseptic.

SNAP SELLS ALL THE TIME!

TRY IT!

SNAP
CO.
LIMITED



Montreal,
Que.

SA

It han
accoun
WIT
ONE
WRIT

Accoun
posted
charged

It gives
informa
about y
business

IF YO

DO

96 to

SAY GOOD-BYE TO NIGHT WORK!

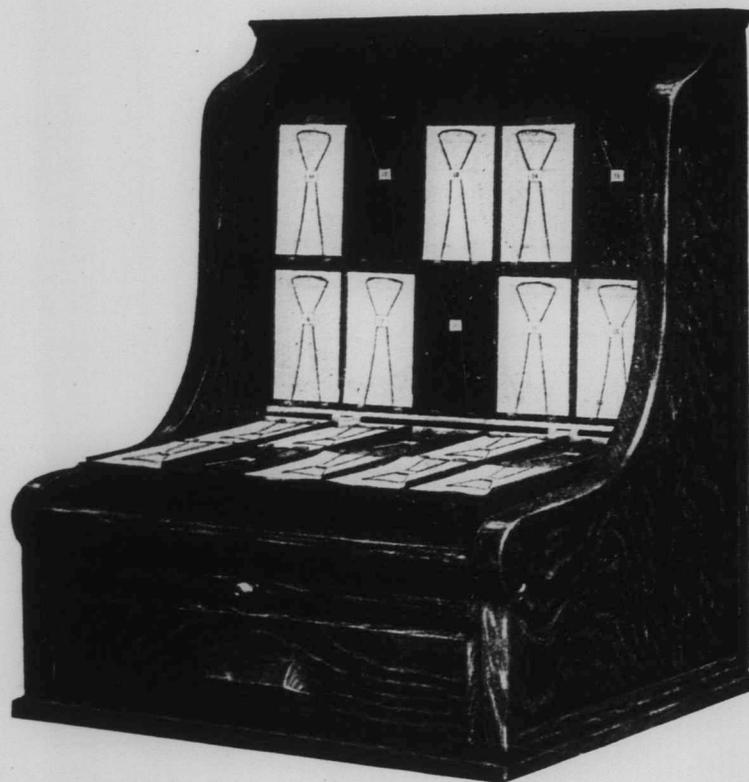
You can if you install THE McCASKEY SYSTEM
OF BOOKKEEPING WITHOUT BOOKS

It handles
accounts

**WITH
ONE
WRITING.**

Accounts
posted and
charged.

It gives you
information
about your
business.



It stops
errors and
disputes.

It prevents
forgetting
to charge.

It is an
automatic
collector.

It draws
new trade.

It saves time,
labor and
money for
the merchant.

MADE IN CANADA

In Styles and Sizes to Fit Any Business

IF YOU DO A CREDIT BUSINESS, YOU NEED A McCASKEY CREDIT REGISTER

For More Information Write

DOMINION REGISTER CO., Limited

Successor to THE McCASKEY REGISTER CO. in Canada

96 to 104 Spadina Avenue, - - TORONTO

A LEADER
 FOR OVER
50 YEARS



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

Mr. Grocer :

When buying canned goods always remember that

"CANADA'S PRIDE"

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

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

To be had of the following wholesale grocers :

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

PACKED BY

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

**A "Special" For
 Subscribers To
 The Canadian Grocer**

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

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

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

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

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

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

Name

Street

Place

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

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

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

Name

Street

Place



FIRST In Official Tests In Public Favor

An unsupported statement such as the above would not carry much weight. But we have the strongest possible backing to our statement; we refer you to the Government Analysis which pronounces—

E.D.S. Brand JAMS and JELLIES

100% pure. The increasing demand throughout the Dominion for these goods is proof enough of the way they are appreciated by the public.

They are just what you want for a high-class trade.

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

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

Get Out of the Way

of handling inferior lines of Canned Goods. Especially in the case of Sardines it will pay you to stock nothing but an article of quality. You will reach and retain the better-class trade if you sell

"King Oscar"



Brand Sardines

the sweetest, purest, and best packed fish on the market.

CANADIAN AGENTS

J. W. Bickle & Greening

(J. A. HENDERSON)

HAMILTON

ONT.

By Special royal permission.



THE
PUREST

AND
BEST

MR. DEALER

Have you stocked the new 5c. tin

St. Charles Brand ?

Some of your customers will want it and any jobber can supply you. It's a convenient package and only

\$2.00 per case.

Manufactured by



**St. Charles
Condensing Co.**

INGERSOLL, ONTARIO
CANADA



**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.

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

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

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

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 JOBBER

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

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



High Class Pickles

New season pickles are now ready for our trade. Our pickles are of the same high quality as in the past, and prices are exceedingly attractive.

Can fill orders in any quantity, in bulk or in bottles.

WRITE US TO-DAY.

Thos. McCready & Son, Limited

Bonded Vinegar, Pickle and Spice Manufacturers - - - St. John, N. B.



It pays to buy a High-class Broom!

And there is no broom on the market so chock full of quality points as the

"PANSY" BROOM

It is an article you can conscientiously recommend and profitably dispose of. The corn used is selected from the finest crop grown, the workmanship is of the best, the handle straight and well-finished, and the size and weight are just what the women want! For profit push the "PANSY." Send for prices.

BUY FROM THE MAKERS.

H. W. NELSON & CO., Limited
TORONTO, CANADA

There are

other cocoanuts but none that have so long led in popular favor.

For satisfaction, for profit, be sure to ever have on hand a good stock of

White Dove Cocoanut



W. P. Downey
MAKER
Montreal

Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

MONTREAL BUSINESS

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

Snowdon & Borland

Manufacturers' Agents
34 Guardian Building :: MONTREAL

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

BASKETS

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

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

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

The Oakville Basket Co.,
OAKVILLE, ONT.



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

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

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

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

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG



Reindeer Milk
and
Jersey Cream

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

SUGARS

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

Redpath

Extra Granulated

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

IT WILL PAY!

Manufactured by

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

WINTER FESTIVITIES

mean refreshment provision! Here's your chance to push

SHIRRIFF'S JELLY POWDERS

which are easily made, and give that pure, sparkling, natural-flavoured jelly which so delights the dainty housewife.

Imperial Extract Co. 18-22 Church St.
TORONTO





THE A1 SAUCE

*A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."*

*Simply A1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.*

For full particulars and prices write our Agents :

General Agents :
H. HUBBARD, 27 Common St., Montreal
THOS. O. BAXTER, 27 Front St. E., Toronto
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.
LIMITED

PERMANENT PATRONS

are the kind you aim to get, and these may be converted from merely casual customers if, when they ask for canned fruits and vegetables, you sell them the reliable

RIVERDALE BRAND

The way in which the natural flavor of both fruits and vegetables is preserved in this brand of canned goods is remarkable. You are distinctly behind the times if they are not to be found on your shelves.

Write for quotations to-day.

The LAKESIDE CANNING COMPANY, Limited

WELLINGTON, ONTARIO

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

Each
man
With
funct
ate, o
next
large

The

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ESTABLISHED OVER 200 YEARS

HAMPION'S

MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

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Green & Co., 25 Front Street East, Toronto

AGENTS

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R. Robertson & Co., 25 Alexander St., Vancouver, B.C.
Snowdon & Borland, Room 34, Guardian Building, Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

Each season brings its demand for particular goods. With the many social functions, public and private, on the calendar for the next few months expect a large call for

STERLING Brand PICKLES

— a pickle that measures up to the highest expectations.

The T. A. Lytle Co.

Limited

Manufacturers

Sterling Road :: TORONTO, Can.



NEW SEASON'S

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.

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HOLLAND RUSK CO., HOLLAND, MICH.

Makers of the Original

If your jobber cannot supply you, please notify

McGREGOR SPECIALTY CO.

672 Yonge Street, TORONTO



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

NICHOLSON & BROCK, - - TORONTO

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

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

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
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Montreal.

Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

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Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
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Send To-day

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MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
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Rubber Stamps

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=Reliable Prices=

Send us an order for Rubber Stamps and see the difference between what you have been getting.

Hamilton Stamp and Stencil Works, Ltd.

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A new fireproof Storage Warehouse.

TRACK FACILITIES
Every convenience to reduce the cost of handling Merchandise

IN BOND OR FREE
Lowest Insurance
Experienced Warehousemen
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and you will be sure that you are carrying the finest, purest cocoanut—the kind your most critical customers will appreciate.

The Canadian Cocoanut Company
Montreal

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

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Made in Canada, Used by Hundreds of Merchants
The System That They Are All Talking About

Our No. 200
Double
Cabinet
Construction



"Is perfect
from every
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J. A. RENAUD,
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A PRACTICAL LABOR SAVER

Adapted to Any Kind of Retail Credit Business

Cuts Out Book-keeping and Does Your Collecting

"Will save me at least \$500 per year."

J. D. MILLS, Pres. Grocers' Assn., Sarnia.

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St. Lawrence
Sugar

GRANULATED

and

GOLDEN YELLOWS

made only from
the choicest West India Crystals

SOLD BY ALL WHOLESALE GROCERS

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

Club Jelly Powders

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

This is a good selling pointer

S. H. EWING & SONS, Montreal and Toronto

THE CANADIAN GROCER

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

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

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

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

REPRESENTATIVE WANTED.

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

AGENCIES WANTED.

WHO'SALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (48p)

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.

FOR SALE.

CASH REGISTER, nickel plated. Registers one cent to twenty dollars. Perfect condition guaranteed. For quick sale, \$50. Apply care Box 325, CANADIAN GROCER, Toronto.

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 a price. See Vancouver Business Mart, 9 Hastings St. E., Vancouver, B.C.

SHOW CASES AND STORE FIXTURES for grocers. Send for illustrated catalogue. Jones Bros. & Co., Limited, 30-32 Adelaide St. W., Toronto, Ont.

SITUATION VACANT.

FIRST-CLASS opening for gilt edged traveler for wholesale groceries. Trip well worked up; good salary. Drawer Z, Calgary.

BUSINESSES FOR SALE.

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

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.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; \$2,500 stock; \$1,500 will handle. Building solid brick, for sale or rent, easy terms. Clear profit last year \$2,200. Address Box 316, CANADIAN GROCER, Winnipeg. (46p)

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IF YOU are in the market for a safe or vault door, let us send you our illustrated catalogue "S." Our Safes are made to suit all requirements, from the smallest household safe to the largest bankers' safe made. The material and workmanship used in the construction of our Safes are the best obtainable. They are made to stand any fire through which they may be called upon to pass. Write to-day for book showing Safes which have passed through Canada's most severe fires. Address all inquiries to Dept. "S," The Coldie & McCulloch Co., Ltd., Galt, Ont. (tf)

MISCELLANEOUS.

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.

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

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, will interest you—there's nothing like it on the market. That's why we sell so many. All kind of supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

IN SEVERAL GOOD TOWNS we have not yet secured a satisfactory resident agent. This is a permanent agency worth from \$600 to \$1,500 per year, according to the capacity of the representative to build it up. If you are well regarded in your home town we can probably make a place for you. Send your references, state experience. Box 319, THE CANADIAN GROCER, Toronto.

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

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remington, Oliviers, Empress, 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)

KEEP AN ACCURATE ACCOUNT of your Employees' time. The Bundy Autograph Time Recorder is the ideal Time Recorder for retail merchants. It is the only machine where one employe cannot register for another, as each employe signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog. International Time Recording Co. of Canada, Limited, Office and Factory, 9 Alice Street, Toronto.

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

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

SILENT SALESMEN as represented by your show cases and fittings work all the time, show all the goods and make sales unaided. Efficient display half sells any article, and our illustrated catalogue has points of interest in this direction for every merchant. Write for it to-day. Dominion Office and Store Fittings Co., Ltd., Dept. E., London, Ont. (tf)

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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 St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicate Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Write Press Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada.

WHEN BUYING BOOKCASES insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Limited, General Offices, Woodstock, Ont. (tf)

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TECHNICAL BOOKS.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading—BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

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

PRODUCE WANTED.

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

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

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Messrs. Gordon, McDonald & Co., 67 Cross Lane, East, cheap, London, invites correspondence, either from exporters of Canadian produce or importers of general goods. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address "Gordon." Codes "A B C," fifth edition, Riverside and Glasgow.

DAVID SCOTT & CO.

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

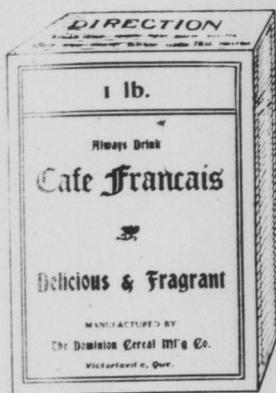
The Most Powerful Lever

You can use to move the whole family trade to your store is the handling of a popular tea like

MELAGAMA THE TASTY TEA

It is a genuine satisfaction-giver, and is moreover profitable to sell. In **BULK TEAS** we are the acknowledged leaders. Send for samples and prices.

MINTO BROS. - - - TORONTO



Do
YOU
Sell it
?

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

It is a profitable line for YOU to handle.

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

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

Also makers of Imperial
Self-Raising Flour



A Great Selling Team

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

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

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

JAPAN TEAS

Jobbers please write for samples when in the market.

S. T. NISHIMURA & CO.
MONTREAL and JAPAN

The Best Value for the Money of any Preserves in the World

De Luxe quality at Popular Prices

CAIRNS

Alexander Cairns & Sons, Paisley, Scotland

New Season's Pack

1-lb. glass, patent air-tight caps.

Cases 2 dozen.

\$1.80 per dozen, f.o.b. Montreal. Net 30 days.

In any quantity, one case or a thousand cases.

Strawberry	Jam
Raspberry	Jam
Black Currant	Jam
Red Currant	Jam
Gooseberry	Jam
Apricot	Jam
Peach	Jam
Greengage	Jam
Damson	Jam
Plum	Jam
Raspberry and Currant	Jam
Assorted	Jam

Scotch Orange Marmalade

\$1.50 per dozen

HUDON, HEBERT & CO.,

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Montreal

The Most Liberally Managed Firm in Canada



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THE
GUELF

GOODWILLIE'S PURE FRUITS

In Glass



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

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

Of delicious natural flavor, quite unequalled anywhere.

Request your wholesaler to quote you prices.

AGENTS

Rose & Laflamme, Ltd. - Montreal and Toronto.

SOAP SENSE

is a sense very much akin to common sense which comes to a grocer after a while and tells him his best interests are served by handling only soaps whose quality and purity are known and proved. Such a soap is

WONDERFUL SOAP

which will establish confidence and build up your general connection. The public is getting wise and will rather pay a little more for a good article than pay through the nose for premiums. We sell the good article and offer no premiums.

Send for quotations.

THE GUELPH SOAP COMPANY

GUELPH

ONTARIO

A Healthy Horse is a Live Asset Worth Dollars . . .

As we have stated before, a trial bag of Molassine Meal costs but \$3—and it may mean the difference to you between a Sound Horse and a Sick Horse.

Molassine Meal is a patented preparation quite free from Arsenic, Drug or Spice of any kind. It combines, chiefly, the correct proportions of sugar and molasses, those two extremely healthful animal foods.

Do not experiment with unknown and untested foods. Feed your animal Molassine Meal and BE Sure.

Use Molassine Meal in Your Stable and Save Vets' Bills.

Andrew Watson

Sole Importer

91 Youville Square

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WE ARE ADVERTISING THE GOODNESS OF "SALADA"

HAVE you noticed the large display advertisements running in almost every paper in the Dominion advertising "SALADA"? You will get the benefit of unusual sales resulting from this publicity. It will put money in your pocket to keep a good stock of "SALADA" on hand and put it well to the front. "SALADA" quality and "SALADA" value make satisfied customers.



"SALADA" DOES CREDIT TO YOUR RECOMMENDATION

"SALADA" HAS THE LARGEST SALE OF ANY TEA IN AMERICA. 20,000,000 PACKETS SOLD ANNUALLY.

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Will Merchants Be Represented at Farmers' Clubs?

Proposal to Bring About This Situation Meets With Favor From Government Official—Chief Object Will be to Prove to the Farmer the Financial Benefits of Dealing at Home—Other Questions That Might be Considered to Mutual Advantage.

The question has often arisen, how are the merchants going to educate farmers to co-operate with them in the building up of a community and hence mutually aiding each other from a financial standpoint?

Merchants know that they have not the co-operation from the farmers that they desire, and that they should have. They know that great numbers of the farming community around their places of business are sending past them to catalogue houses for goods; they are conscious of the fact that if they were in a position to carry on an educational campaign, pointing out the evil effects of such methods in plain dollars and cents that the mail-order situation would be alleviated.

If there were a proper medium in which to conduct such a campaign, as well as to deal with other questions, such as the proper attention to eggs, butter, etc., that have to pass through the hands of the merchants to the consumers, many of the troubles in the trade would be eliminated.

Those who are acquainted with the methods of farmers appreciate the value of Farmers' Clubs and Institutes. Through this medium they secure a great portion of their education. Then, why not use it to bring about the desired changes that are necessary to enhancing the wealth, value and standing of the community. The question is, how can it be done?

Bring Matter Before Institutes.

The Canadian Grocer recently talked over the situation with Geo. A. Putnam, superintendent of Farmers' Institutes for Ontario, and suggested the idea of having representative merchants or other interested speakers, address the Farmers' Institutes on trade questions—this to be done with a view to better co-operation between farmer and merchant, tending to the strengthening of the community and to the placing of more dollars and cents into the pockets of both.

The proposal met with the favor of the dairy instructor. He had not looked at the matter in that light, but stated that he would consider the question, and in all probability, the Retail Merchants' Association will be given an opportunity to present their case before the farmers regularly at Farmers', and possibly Women's, Institutes and Clubs.

The merchants, however, should not be inclined to work on sentimental lines in their talks to farmers. One simple, plain fact stated concisely, showing a farmer, or for that matter, any other person, how he can make \$10 or how he can in-

crease the value of his farm, is worth more than an all-night's talk catering to his sentiments.

Plain Money Talks Needed.

It will not be sufficient to say to a farmer that he must not buy from the mail order house because it is not fair for him to purchase goods past his own merchants. It is necessary that he be shown that he can buy goods cheaper at home than he can from the catalogue houses, and that he is actually losing money through mail order purchases. When it touches his pocket then he begins to listen and reflect.

The farmer must be made to see that the value of his land is enhanced, according as his home town grows. If he is positively assured that his land increases in value in direct proportion to the standing of the nearest village, town or city, and that it means direct money to him if he buys his goods at home, then he will certainly do so.

On the other hand, if he is told that the mail order house—which is considered as a legitimate institution—can sell more cheaply than the home merchant, but that the home merchant should get the business on general principles, then the effect of the whole argument is lost. Dollars and cents count, practically, every time, and the situation must be faced on this basis. It has been demonstrated from time to time that merchants in country districts can undersell the catalogue houses. Specific instances illustrating this are necessary in order to talk to the farmers so that the talk will be convincing.

While the mail order problem is one of the most important that could be discussed at Farmers' Institutes, there are other questions that could well be handled to mutual advantage.

Marketing Farm Products.

It is a fact well known, for instance, that the marketing of butter, eggs and poultry could be improved upon. Eggs are often allowed to remain in the farm houses for days and even weeks in the hot summer-time, when they should have been marketed. The merchant who handles them has to bear the complaints of the consumer, while in reality the farmer is to blame, in all probability, unconsciously. But the farmer must be shown how he is losing money by selling stale eggs before he will correct the error. Only then will he make an effort to sell fresh eggs. The merchant knows what he has to contend with in selling to the consumer and the better the quality of eggs and butter, the better will be the demand and, therefore, the more money

will be paid to the farmer. Stale eggs will certainly not tend to create a demand for eggs and the more there are, the fewer will be the eggs consumed.

These are but a few of the questions that might suggest themselves with the Retail Merchants' Associations given the privilege of having speakers attend the gatherings of the farmers. Much education could be accomplished on the catalogue house question, because the arguments against it could be made so convincing that farmers would be compelled to listen. It could be easily shown, that, while one mail order purchaser couldn't injure the community very much, scores would do considerable harm by sending their wealth away from the place, in the success of which they are directly interested. It simply means, as before pointed out, that the importance of their home towns and villages are lessened, and hence the value of their own farms decrease. Money talks, and they will have to be approached on no other basis.

Specific instances can easily be shown where land values have decreased simply because the home-town merchants were overlooked. Villages and towns go to pieces and land purchasers are difficult to find.

How Merchants Can Assist.

Of course, merchants themselves are to blame for many of such conditions. Live merchants who constantly boom their businesses and who work together can hold the trade of the surrounding community. Some years ago this was demonstrated out west in a small town just after a large mail order institution was established in Winnipeg. The merchants united, formed a joint-stock company, and made a specialty store out of each general store then established. One specialized on groceries, another on dry goods, etc., etc., and every business was run on the latest, up-to-date methods. The result was that little or no money went past this small town to the catalogue institution—because the townspeople and farmers were satisfied with what they were getting at home.

However, education among the farmers is needed, and, as Mr. Putnam intimates, there seems to be no better method than by bringing it about through the Institute meetings.

Cuba's output of sugar for 1908 has been placed at almost 1,000,000 tons, while statistics of this year's exportations and production up to March 1st indicate a crop for the season of 1,400,000 tons. There are said to be 180 plantations in operation.



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Interior of the Adams Bros. Grocery Store, Lindsay, Ont., one of the Most Successful Retail Stores in That Town, the Business of Which has Been Built up on Quality Goods.

Practical Methods Used in Retail Grocery Stores

The Value of Giving Exact Weight—Moose Jaw Merchant's Idea on Clean Windows—A Close Watcher of Would-be Delinquents—Advice on Displaying Profitable Goods—Why Clerks Should Read.

Advices Clerks to Read.

Charlottetown, P.E.I., Nov. 9.—Every grocer should be enthusiastic over the education of his salesmen and sales-ladies. It is the duty of all to assist them in every way possible, as a Charlottetown grocer is doing. He sees that his salesmen read good trade literature and hands them over The Canadian Grocer as soon as he has finished with it. He thoroughly believes in an education on trade subjects, and whenever he has the opportunity he takes up such questions with his salesmen, in what might be termed a "miniature convention."

To encourage them in their work he frequently adopts their suggestions in his business methods.

"Cleanser" Displays.

Orlham, Nov. 10.—There are a number of good cleansers on the market which can be used for cleaning glass, metal articles, etc. Here is a window design which takes but small space and yet clinches the point most effectively. It can be used for one of those little "corner" windows where there are only a few inches of space each way.

Place boxes or cakes of the cleanser in

the bottom of the window. Then take a metallic article of some kind—a kettle is a good thing—and clean a portion of it till the metal glistens. Put it that way, half cleaned, in the window. Put price tickets on the preparation; also an advertising card with catchy wording, as, for instance, "— will finish this in five seconds," or, "It feels good to be cleaned with —"

The half-cleaned kettle is a better advertisement than one entirely cleaned. The contrast makes the work of the cleanser much more effective.

Keep the Windows Clean.

Moose Jaw, Sask., Nov. 9.—Many particular people measure a grocer's importance by his appearance and that of the store. To cater to this class, therefore, the first requirement is to have clean windows. While it is seldom a purchaser will mention it, she usually notices whether the windows are clean or not. If they are, she will likely take it for granted that the interior is similarly treated.

A Moose Jaw grocer has definite ideas along this line. "I know it brings trade," he says, "and our entire store is as clean as the windows."

Specializes on Quality.

Calgary, Nov. 9.—"Too many grocers remember only present profits, when the future is what should be looked at first. If this is kept in mind when buying, poor stock will not attract, even if it is a fraction cheaper. Make quality your first consideration, and it will not be long before you can charge prices which will look fully as well as any profits you could have made from the cheaper goods."

The above are the sentiments of a Calgary merchant who specializes on quality goods.

Give Full Weight—No More.

Montreal, Nov. 10.—There is no necessity to do what so many grocers do, give the customer the benefit in weight every time. Have your scales accurate and give full weight—no more. It is not appreciated, and in the end will tell considerably in the total year's profits. "Sell as much as possible by weight," is the advice of a Montreal grocer. "It is much easier to figure a fair selling price if you have bought by weight, and divide that weight into your selling price

THE CANADIAN GROCER

for the lot. You are then sure of your profit, provided you do not allow your customers more than a fair deal."

Small Loss Through Delinquents.

Dartmouth, N.S., Nov. 9.—"Dead-beats" are watched as a cat does a mouse by Forsyth, Jr., of Dartmouth.

"My probable loss," he recently said, "is not more than 1 per cent., and my actual loss is not over a 1/2 per cent."

He meant that figuring his loss through delinquents at the end of the year, it could not be more than 1 per cent., taking everything into consideration. Later, of course, he is able to collect a portion of what he first counted a loss, so as to let his actual loss down to about one-half per cent.

Mr. Forsyth does not think that he could run his business on a strictly cash basis, in view of the fact that Dartmouth is chiefly a manufacturing centre. He knows practically everyone, and as the population doesn't change much he can easily keep tab on all his customers.

As an advertiser in the local newspaper, Mr. Forsyth is among the leaders. Reproductions of his ads. have frequently appeared in *The Canadian Grocer* as models. He stands by advertising as one of his most successful methods, and attributes his survival in the business field to his publicity campaigns.

Would Display Profitable Goods.

Victoria, B.C., Nov. 8.—A specialty salesman, in discussing the displaying of goods with a *Grocer* correspondent to-day, said that the way goods were displayed by the average grocer was a great mistake.

"If I were running a store," he said, "I would make most conspicuous in my store, both in my windows and on my shelves, the goods which I most desired to sell, having, as far as possible, goods of every kind on my shelves which I knew to be of good quality, but which invariably paid me a fair profit. Then I would put all, or nearly all, the goods which did not pay me a fair margin of profit on some shelves under the counter, where customers would not see them. I would strive mighty hard to build up a reputation for the quality of goods, and to do that might sell a few goods of unusual quality at low prices in order to get them known to my trade, increasing the price later.

"I would never put article after article on my shelves without regard to whether they paid me a profit or not, the way many grocers do. I would look upon my shelves and windows as so much advertising space, to be used for advertising goods which I thought is paid me to advertise. In my newspaper and circular advertising I would pursue the same policy, booming goods which might be unknown to the public, with the exception of two or three leaders which I might put in to attract attention."

This quoting exceedingly low prices on

two or three widely-known articles does not cost as much money as one would think. The writer knows a grocer who advertised a three-days' sale, making prominent mention of a widely-advertised cereal, which he quoted at seven cents, regular price, ten cents. His circulars brought a big crowd to the store and did business, but only three persons asked for a package of that cereal. As he lost two cents on each of those three packages, his actual loss on that article was just six cents.

Meat Department a Good Investment.

Midland, November 11.—S. F. L. McMurtry, of this town, has added to his grocery store a meat department, which he claims is a good investment. He is already doing a good trade in this line.

A Traveler's Advice.

Montreal, Nov. 10.—"The peddler system, both in Ontario and Quebec, is one of the evils of the grocery business," remarked a grocery traveler recently. "The great advantage they have over the man in the store is that they save the customer the trouble of going down-town to order. Peddlers cannot give the same grade of goods for the same price as the reputable grocer, so adulterated goods creep in. Take individual care of your trade. See that your customers know what they are getting if they buy from a peddler. If necessary, compare samples, and show them how inferior a brand of goods they are buying."

"Just an anecdote to explain something else. A Montreal grocer, now retired, was waiting on a lady who wanted tea. She informed him that she knew all about tea of every kind, and didn't want him to try and 'palm off' a cheap brand on her. She was shown a pound of 50c tea, which was a good one for the price. 'Her nose went up,' so to speak, with the remark that if that was the best he had, she would go elsewhere. The grocer didn't even hesitate. He went to the bin and brought out another sample of the same tea. 'Of course, madam,' said he, 'I have a more expensive tea, but I was not sure of the price you wished to pay.' He got 60c for that pound of tea. Now, that may be dishonest, but it seemed to fit the old word, 'It served her right.' Incidentally, the grocer had no 60c tea, and would have lost the sale."

"Just a word or two in general," remarked the knight of the grip, "business in the store, and tactful clerks, even if you have to pay more for them than your competitor, are essential to your business success. Organize your business as if it were a small army with an enemy in sight. The more perfect the organization the better and quicker the results. By giving each clerk some initiative to push his own line, you add to the efficiency of your force. Be sure your mathematics are right,—that is, buying and selling prices and overhead expenses. It needs a live man to successfully handle a retail grocery in the face of modern competition."

OLD CANADIAN STORES.



The above is a reproduction of a photograph of an old store at Islip, Ont. It is owned by J. Dunn, of that place, and was built away back in the year 1840—sixty-nine years ago. This is the fourth 'old store' in the series.

Grocery Methods Conducing to Success

Galt and Woodstock Grocers Express opinions on Betterment of Business Methods—Hard Work, Determination, Frank Honesty Make Satisfied Customers—System to secure Prompt Payments Necessary—Old Ideas Prevail at Woodstock—Grocer Who Pays to Have His Goods Delivered—Wanted, an Association—Still Giving Premiums — Troubled With "Bad Pays"—Discouragements of Credit Business.

Galt, Nov. 10.—A visit to this pushing manufacturing town convinces one that here the merchants are an aggressive set of men. They are in the forefront of every good movement, and the grocers are among the leading men. Some of the methods which have made their names known among Galtonians have all made their businesses successful.

"I attribute my success in business to hard work," said one of the town's most prominent grocers. "I always had the idea that if anything needed to be done, there was a way to do it. With this in my mind I would adapt my methods to accomplish whatever I aimed at, and when determined hard work I would invariably get there. I always was of the firm opinion that nothing could succeed if it was not built on honest facts, and this I have completely demonstrated throughout my business career.

Frank honesty under all conditions and circumstances is essentially necessary in order to be successful as a retail merchant. Where a man has to meet from day to day such a variety of human opinions, and all classes of people and their needs and wants, he will soon get himself tangled up, unless he stands firmly on the ground that will carry him safely through all difficulties, and that is frank honesty and truthfulness. I would rather see a customer go out of the store well pleased with the way she was waited on, even if she did not buy anything, than if she had bought a big bill of goods, some of which would not please her when she got them home. It is a foolish mistake to urge people to buy goods in order to get rid of them, merely to make the sale.

"It used to be considered clever and good salesmanship to sell goods, which people did not want, and through this mistake all merchants were more or less regarded with suspicion. A merchant must buy his goods, both in quality and kind, so that he feels proud to show them to his customers, and at the same time know that they will give satisfaction."

"I have just finished painting my store red," said another Galt grocer. "This is my third day in business, and I have therefore not much to say. I have had a three months' rest and time to study the best methods of doing business, which I intend to put into practice."

"The Canadian Grocer is a very valuable paper," remarked a third grocer, "and I read it regularly each week, always finding something that will help

me. I wish The Grocer would rake over the whole country and find out some system by which we could secure more prompt payments of our accounts, and that would get our customers to pay up in full instead of so much on account, always leaving a balance to be carried forward. I am using a new system of bookkeeping, which shows to the customers their total indebtedness with each bill, but even that does not overcome the difficulty. If the retail merchants would keep up a live organization, they could clean out every objectionable feature in the trade."

"I think all the grocers should appreciate your visit," said another. "It shows that The Canadian Grocer makes an effort to assist the grocery trade. The paper is all right."

All the Galt grocers report business as quite satisfactory, and they are looking for still better things later on. Farmers are yet busy on their land, but their crops were good, and prices of almost everything they have to sell are high. This should give them a good selling season this winter.

Woodstock, Nov. 11. — The grocery stores in Woodstock run above the general average, and their owners are all well satisfied with their fall trade.

The small, "every-street-corner shops" are not in style here; and, therefore, the grocers are not suffering from troublesome opposition. Most of the grocers have been in business a long time and have established customs of their own; and no power could move them from these well beaten tracks. One, especially, hangs on to his old ideas, which landed for him a fortune, but which are almost in every respect out of date. The people are so accustomed to his old-fashion ways, that any change would likely cause a disturbance among his many old customers. He has a fish box, extending about four feet out on the sidewalk, which is there now and which has been there both day and night and Sundays too, so long that its claims of possession cannot be interfered with by all the powers of the city. That box contains ice and fish all the time, which are protected at night by a strong lock.

With exception of a few such peculiarities, which are found in every town, Woodstock grocery stores rank above the average found in towns of its size. The stores are well kept, and the people are so well served that comparatively few seek better things through mail-order houses, away from their own

good city. To unload the burden of looking after delivery boys, horses, wagons, etc., one grocer pays a certain amount, to a carter to deliver his goods. This man must deliver everything to the satisfaction of the grocer, and the grocer has no bother after the goods pass into his care. This is a plan worth considering by others, for all grocers know what it is to manage delivery boys.

The stores are well arranged, with good-sized warehouse in the rear, where goods are received, unpacked and checked, and from which the salesrooms are constantly replenished.

One grocer remarked that the business of the town could be improved very much if the merchants would combine for the general good of the trade, but it seems that merchants have not yet learned the advantages that might thus be derived. "When the facts are understood in this respect," said this grocer, "there is no excuse for any town to be without an association. Where there is no organization there is strife and enmity. This would disappear if they would meet from time to time in friendly fellowship, and no one would suffer through it. We want more moral courage, we should quit worrying about the other fellow; and we should make an honest, fearless determined effort in favor of fair dealing, and in the interest of Woodstock."

Another grocer gave vent to his feelings by saying that "some of our merchants have not yet risen above the deceptive habit of giving premiums, or rebates. The whole commercial world is fighting this evil, but still some will persist in hanging on to this delusion."

"We have considerable trouble," said another, "with bad pays, and I think we have to blame ourselves for being too easy. I think all retail merchants should have a form to be filled out by applicants for credit, showing where they are employed; the salary received; where they dealt last, etc. This could easily be done if the merchants were organized."

"I am tired of the credit business," remarked still another grocer, "particularly on account of the endless work in keeping books, making out accounts, etc." This grocer copies every item from the check books into a day book, and from this again into the ledger, and when the bills are made out, every item has to appear again on them. Why all this unnecessary trouble? It is all in educating the customers, and no merchant would be expected to do it, if the customers understood the work it takes to do it, without being of any use to them.

The Randall Grape Juice Co., Grimsby, capitalized at \$40,000, has been granted an Ontario charter to deal in fruits and to manufacture fruit juices and their products. The provisional directors are: John W. Smith, Jos. Tweddle, H. L. Roberts, A. W. Smith, Alb. N. Zimmerman, W. F. A. Wilson, Grimsby, and Fred N. Randall, Ripley, N.Y.

COMMENT ON NEW SUGAR REFINERIES.

Some Figures Given on the Daily Consumption of Sugar in Canada.

Commenting on the news item which appeared in a recent issue of The Canadian Grocer in reference to the formation of three new sugar refining companies in Canada, a writer in the Montreal Gazette, who signs himself "Mercator," deals with conditions which, in his estimation, must be met. He says that "we have on the carpet at the moment a proposed refinery in St. John, N.B., at Toronto another, at Chatham a third, and at Vancouver a fourth.

"It is generally known, in this city at any rate, that those already in operation, some five in number, are not fully employed, and the Government return of the consumption, which in 1908-9 was less than 5,000 barrels a day for the whole Dominion, is not more than enough to keep one first-class refinery fully occupied. In Halifax we have two (one silent). In Moncton there was one, burnt, but not rebuilt; there are two in Montreal and one in Vancouver.

"Needless to say, those now projected can only succeed by silencing those now in existence. The consumption of the whole Dominion is, as said, less than 5,000 barrels a day, and of this the St. John project is modestly proposing to supply 3,000 barrels. Its first business, therefore, will be to silence, not only those now in existence, and some of the new ones projected, and this undertaking will certainly operate in the postponement of dividends all around.

"Any one can check my figures from the Government Trade and Navigation Returns for the fiscal year to end of March, 1909, page 266."

SELLING GROCERIES BY WEIGHT.

In Illinois, U.S.A., there is a state law giving power to any city council to pass an ordinance providing that vegetables and other dry groceries shall be sold by weight, instead of by measure.

Referring to this plan, the state journal, representing the Aurora retail dealers, says:

"Such action will do justice to both the dealer and the consumer. It is an indisputable fact that many items in the grocery line cannot be measured by the same party with the same measure twice in succession and give the same exact measurement each time. One bushel may contain twelve pounds, another fifteen, another eighteen, and the same variation may take place in making smaller measurements. The items also of parsnips, sweet potatoes, turnips and so on, are susceptible to variation in measurement. This applies to the purchase by the retailer as well as serving the customer; therefore, as a question of equity the use of weight in place of measure should be observed.

"Then again, selling by weight in place of measure will go a long way toward solving some of the unpleasant fea-

tures of competition by the street peddler or hawker. It is generally accepted that there are two reasons why the street peddler can undersell a regularly established dealer. In the first place he usually buys refuse stock, that is, he makes his purchases after the regular dealers have made their selections, the rejected stock being bought by him and hawked about the streets. Another reason is that the average street peddler has a faculty of measuring six pecks out of a bushel, which enables him to sell at cost price, yet make a good margin of profit by giving short measure. An act of this kind will compel him to buy by weight, thus placing him more on an equality with that of the regularly established dealer.

"Here now, is an item with which associations can busy themselves to secure the needed legislation through their municipal governments. If each association will take this matter up, it will be a comparatively short time until selling by weight in place of measure will be in practice throughout the state."

HONOR FOR PRESIDENT OF BOVRIL.

The Earl of Arran has been appointed by the King to be a Knight of the Order of St. Patrick, in the place of the Earl of Carysfort, deceased. The Earl of Arran, the sixth bearer of the title, having succeeded his father in 1901. The new Knight of St. Patrick, president of Bovril Limited, was formerly adjutant and brevet major Royal Horse Guards. He served in the Egyptian cavalry, and commanded the Royal Horse Guards squadron of the Household Cavalry in the South African campaign.

LARGE RICE CROPS IN JAPAN.

The Japan rice crop is reported to be the largest for some time and with the return of good rice crops good times are being experienced. Yet from figures furnished it is shown that Japan imports about seven times as much rice as she exports. Her tea crop is also reported good and expected to help out the export trade. The Jiji, a leading paper of Tokio, had an item recently where it was stated a subsidy would be granted to the Shidzuka tea men. This will raise the standard of Japanese teas and help advertise them.

LARGE INCREASE IN P. E. I. DAIRY PRODUCTS.

St. John, Nov. 10.—Harvey Mitchell, of the dairy division, Ottawa, was in the city last week on his return from a visit to P. E. Island. He reports that there will be a large increase in dairy products from P. E. Island this year. Nova Scotia has gone in more for the establishment of private dairies, and although New Brunswick has co-operative dairies, there is little, if any, increase to be noted in their output this year. Mr. Mitchell said that all crops have been excellent on the island. The farmers there saved their hay before the wet weather set in. He saw a good deal of grain in the shock, however, and fields practically under water. Potatoes are a good crop but are rotting as the farmers cannot get them out of the ground.

H. Bradbeer & Co., who have been in the grocery business in Lethbridge, Alta., for the past two years, has sold to Geo. Kerr, for many years connected with the Hudson Bay Co. The change took place on Nov. 1st.



THINGS THAT SHOULDN'T BE.—Clerks Talking Over Yesterday's Baseball Game. While Customers Stand Waiting.

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The Canadian Grocer

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 JOHN BAYNE MACLEAN PRESIDENT

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TORONTO	10 Front Street East Telephone Main 7324 W. H. Saylor, Manager
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
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OUTLOOK FOR CANNED GOODS.

A careful reading of this week's grocery markets in the various centres of Canada leads one to believe that higher prices will soon rule the canned goods situation. Especially is this true of vegetable lines.

From all sections of the country reports reach us that the tendency is towards higher values. In fact, Ontario markets already show an advance of 2½ cents per dozen. A slight one, to be sure, but, nevertheless, a movement showing the way of the wind. This advance takes in beans, corn, peas, pumpkins, tomatoes among the vegetables, and berries, peaches, cherries, plums, pears and apples among the fruits.

Winnipeg reports a decline in canned berries, but this is the only weak point in the situation. With it all, too, independent canners are said to be low in supplies, which fact of itself should tend to make for higher prices.

At present canned goods look safe to hold, and, happily, the trade is said to be fairly well supplied.

BRITISH COLUMBIA SALMON IN LONDON.

After five years of persistent effort, the sending of fresh British Columbia salmon direct to England will soon be an accomplished fact. Discouragements have been frequent, and the scheme has been laughed at several times, but now seems a certainty that the first consignment of fifty tons will be shipped in the near future, direct from the Pacific coast to London.

Hitherto all shipments have comprised frozen fish only, but, in case this initial lot arrives in first-class condition, it is likely most future shipments will be sent fresh.

According to the promoter of the scheme, all that is necessary for success is to chill the fish properly. If successful, it points the way to the development of a new outlet for Canadian salmon; and, in fact, for other lines of fish. Canadian fish have no superiors among fresh varieties, and it looks as if we would soon be in a position to take our share of the English market. It will mark the beginning of a new era in fish exportation.

MONTREAL TO ITALY DIRECT.

Many years have been spent by prominent Italians in this country, as well as exporters and importers, to accomplish a scheme of sending cargoes direct from Montreal to Italian ports.

The first results of value obtained were the establishment of a line of two fruit boats, the Jacona and Bellona, sailing at certain seasons from Italian and Spanish ports direct to Montreal. This was not by any means what was wanted, though it was undoubtedly a step in the right direction. Efforts were continued, with the result that the Thomson Line have assigned the new S. S. Tortona to the Italian route, to sail direct between Naples and Montreal. At present, of course, the service is somewhat of an experiment, but there seems no reasonable doubt in the minds of those conversant with the situation, that traffic will not only warrant one boat, but, in the course of time, more boats will have to be added.

With the French line again subsidized by the Federal government, and this new line to Italy, Montreal is rapidly getting the best of direct transportation facilities with the principal European ports.

TAKE TIME TO READ.

"I have no time to read." This is an expression familiar to trade paper canvassers, and if it were as well understood by those who make use of it, as it is by canvassers it would not so frequently be expressed. Instead of being an excuse for not subscribing for a paper that will benefit the merchant, it is an admission of neglect to do what every business man is expected to do.

Trade papers are busily engaged in searching for new and progressive ideas, and are bringing the best that can be found to the attention of their readers who are continually making use of them.

A young man recently bought out a grocery business of which he has little knowledge. He has not the least inclination to read and therefore has little chance to learn. He is consequently not making headway and cannot understand what is the matter.

Another young man started under similar conditions, but he caught on to the idea that knowledge is the source

of success. He devotes certain hours every week to the reading of trade literature, and he claims that his success, to a large extent, is due to the valuable information he obtains in that way. If a man has no taste for reading he should cultivate it; in fact should make himself read, and he will soon acquire a habit that will be beneficial to him. The man who does not read must not forget that others read him, and they soon find out that he is narrow in his views and selfish in his dealings.

It is even time well spent for a grocer to take a look at other stores in order to get improved ideas, but what is that compared with the knowledge he can gather from his trade paper, which is on the lookout for the best systems and methods all over the world, and which are gathered up and brought right to his counter every week for his own benefit and at his leisure.

No time to read! One might as well say that he had no time to eat.

MAKE YOUR COLLECTIONS NOW.

This year's harvest has been a bountiful one. The farmers have money, and that means that there is money in circulation through all the channels of business.

Now is the time for the merchant to collect what is due for merchandise supplied on account. There are many demands upon the farmer and the laborer for his money after the harvest and if the merchant is to secure what is rightfully due him he must go after his money and see that he gets it.

Every merchant should get his credit accounts checked and posted up to date without delay. If he has notes on account due, he should present them for payment and insist upon a settlement. If he has merely outstanding credit accounts on his books, now is the time for him to see that his collections are made.

KNOW THY GOODS.

The Canadian Grocer has for some time been calling the attention of grocers and their clerks to the importance of knowing more about the goods they are selling, and still some allow their clerks to go on from week to week without making an effort to improve their knowledge of the goods they are expected to handle. That this idea is appreciated is evident for the fact that a grocer writes: "The fundamental principle of salesmanship is to know your goods."

It is impossible to make a success of selling any article unless you can talk intelligently about it. The people are looking for it, and the customers are expecting the services of qualified salesmen to handle the goods they buy to eat.



THE CANADIAN GROCER

AYLMER

Tomato Catsup

Why pay fancy prices for imported

Tomato Catsup

Why pay fancy prices for imported Catsup when you can obtain as good or better quality at very much lower prices?

Aylmer Tomato Catsup

is the best value on the market.

Aylmer Tomato Catsup

has been for years, and still is, the standard for all Catsups.

CANADIAN CANNERS
LIMITED

Canned Goods Scarce and Higher in Price

Evaporated Apples, Nuts and Prunes Show Higher Values—Lower Grades of Tea Higher—Beans Lower in Price—Some Canned Fruits in the West are Quoted Lower.

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

QUEBEC MARKETS

Pointers.

Sugar.—Easier.
Beans.—15c. lower.
Evaporated Apples.—New stock in.
Canned Goods.—Rise looked for.

Montreal, Nov. 11, 1909.

About five days ago it looked as if sugar was due for an advance. In fact one New York refinery did make a five cent advance, but during the last few days, indications seem to point the other way. The recent Cuban hurricane did not damage crops to any such degree as was anticipated.

Investigations show that damage was done to a very small proportion of the total crop. This fact, taken in conjunction with the gradual drawing off of American refiners, who have now about filled their requirements, promises an easier time to the market.

There is a largely increased demand for molasses, owing to dealers being anxious to fill requirements before the close of navigation. A few low grade tea arrivals have injected temporary life into the tea situation, but no high grade teas are at present on the importers' hands. Low grades of coffee show great firmness, but no price changes are expected.

The arrival of the S.S. Jacona has about ended the dried fruit season, and at the same time given a new impetus to nut trade. This year's crop seems to be fully up to last year's standards, and most of the Jacona's cargo has already been sold.

Tapioca is easier while rice is considerably firmer. Spices are still firm, with a probability that peppers and nutmegs will go higher in the near future. Flax is now so high that farmers are getting 3c. for it in the fields. Beans are down to 1.85, owing to the large supplies now coming forward.

Two cars of new evaporated apples have been delivered here, and the grade is pronounced very good. Cannery have raised prices in most lines of their goods. Gallon apples are up 25c. While this has not as yet affected local conditions, it seems sure to do so in the near future, as prices are too near cost at present.

SUGAR.—Advices from Cuba show that there is a strong raw market, but this is not expected to last. The cane was not damaged by recent storms as much as was at first stated, and stocks will, therefore, be larger than anticipated.

American refiners have now about withdrawn from the market, having filled their requirements. This will assist in lowering the raw market.

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

Crystal diamonds, bbls.	5 30
" 100 lb. boxes	5 40
" 50 lb. "	5 50
" 25 lb. "	5 70
" 5 lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 05
" 50 lb. boxes	5 25
" 25 lb. boxes	5 45
Powdered, bbls.	4 85
" 50 lb. boxes	5 05
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2 "	4 35
No. 1 " bags	4 20
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES.—Dealers are anticipating the closing of navigation by laying in stocks of molasses, as freight by boat is so much less than rail. This has caused a largely increased demand for this commodity.

Corn syrups are quiet, though there are symptoms of an increased business in the near future. Prices are unchanged.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " half-barrels	0 41	0 43
" " 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 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 62	0 63
" 4-bbls.	0 63	0 63 1/2
" 3-bbls.	0 63	0 63 1/2
" 384 lb. pails	1 80	1 80
" 25-lb. pails	1 30	1 30
Cases, 2 lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz. "	2 85	2 85
" 10-lb. " 1 doz. "	2 75	2 75
" 20-lb. " 1 doz. "	2 70	2 70

TEA.—With the arrival of some low-priced teas, more transactions are reported. High grade teas are not at present on the market, that is, first hand. Jobbers still are fairly well stocked. The Shanghai market is virtually closed for the season. The stock of China teas is short and prices are considerably higher than at this time last year. Local demand is chiefly for Japans.

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

COFFEE.—Coffee shows great firmness, the low grades particularly. The cause assigned is a short Brazil crop. As yet no effect has been shown by local prices, but a future rise is looked for by close observers.

DRIED FRUITS.—The S.S. Jacona arrived Tuesday, bringing the second consignment of dried fruits and nuts. This cargo will complete the Canadian assortment for this year and, as most of the goods are already disposed of by importers, the market will from now on

be somewhat inactive. At present there is a very good demand for all lines.

Currents, fine filigras, per lb., not cleaned	0 05
" " cleaned	0 06
" Patras, per lb.	0 07 1/2
" Vostizzas, per lb.	0 08
Dates	
Hallowees, old, per lb.	0 04
" new, per lb.	0 05
Sais, old, per lb.	0 05
" new, per lb.	0 07
Raisins	
Australian, per lb., (to arrive)	0 08 1/2
Old seeded raisins	0 06
California, choice seeded, 1 lb. pkgs.	0 07 1/2
" fancy seeded, 1 lb. pkgs.	0 08 1/2
" loose muscels, 3-crown, per lb.	0 07 1/2
" " 4-crown, per lb.	0 08 1/2
" sultana, per lb.	0 07 1/2
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 05 1/2
" 4-crown layers, per lb.	0 06

NUTS.—The arrival of the S.S. Jacona this week also gave a new impetus to the nut market. New lines are now well represented in this market, and the quality of this year's crop seems to be fully up to the average. Prices are as yet unchanged.

In shell—	
Filberts, Sicily, per lb.	0 11 1/2
" " " "	0 10 1/2
Tarragona Almonds, per lb.	0 12
Walnuts, Grenoble, per lb.	0 13
" Marbots, per lb.	0 12
" Cornes, per lb.	0 11
Shelled	
Almonds, 4-crown selected, per lb.	0 32
" 3-crown " "	0 31
" 2-crown " "	0 30
" (in bags), standards, per lb.	0 26
" " " "	0 15
Cashews	
French, No. 1	0 07 1/2
Spanish, No. 1	None
Virginia, No. 1	0 10
Peanuts, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts	
Bordeaux halves	0 25
Broken	0 18

RICE AND TAPIOCA.—Tapioca is slightly easier in the primary market, as somewhat larger supplies have been coming forward than there was demand for. Rice is firmer, and, while no advance is expected, the tone of the market is such that an advance would not be surprising.

Rice, grade B, bags, 250 pounds	2 35
" " " 100 "	2 35
" " " 50 "	2 35
" " pockets 25 pounds	3 15
" " " 12 1/2 pounds	3 15
" grade c.e., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	3 05
" " " 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04 1/2

SPICES.—Nutmegs and peppers are particularly firm, and from present conditions, a further advance in both lines is expected. Other lines are firm and in all probability will continue so.

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

BEANS AND PEAS.—Supplies of beans are coming forward in large quantities, and the price has sagged somewhat under the pressure. Peas are having a steady sale at last week's quota-

tions and 1 sent.

Ontario prime pe

Peas, boiling, ba

EVAPOR of new win this week a The deman goods and on the mar ranges are

Evaporated appl

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MONTR on all line which are the market and dealer future, as selling very this opport No chan however.

Peas, standard,

Peas, early June

Peas, sweet wim

Peas, extra sifte

Peas, gallons

Beans, dozen

Corn, dozen

Tomatoes, doz

Strawberries, do

Raspberries, 2s

Peaches, 2s, doz

Pears, 2s, dozen

Pears, 3s, dozen

Plums, Grogna

Plums, Lombard

Lavtonberries

Clover Leaf a

1 lb. flats, per d

1 lb. flats, per d

Other salmon

Humpbacks, do

Cohoos, dozen

Red Spring, doz

Red Sockeye, d

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Beans

Corn

Peas

Pumpkins

Tomatoes, 3s

Strawberries, 2s

Peaches

Lavtonberries

Red pitted cher

Gallon apples

Bartlett pears

Lombard plums

Clover Leaf a

1 lb. flats, per d

1 lb. flats, per d

Other salmon

Humpbacks, pe

es, per doz

R & Spring, pe

Red Sockeye, pe

Lobsters, halves

Lobsters, quart

H. H. B

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cently,

THE CANADIAN GROCER

ONTARIO MARKETS

tions and no change is expected at present.

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

EVAPORATED APPLES—Two cars of new winter stock have been delivered this week and more are coming forward. The demand is very brisk, both for new goods and the early fall apples already on the market. The price for the latter ranges around 9c.

Evaporated apples, prime.....	0 09½
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CANNED GOODS

MONTREAL—Canners have raised on all lines, especially on gallon apples, which are 25c higher. This has given the market a firmer feeling all through, and dealers expect a rise in the near future, as wholesale grocers have been selling very near cost, and will grasp at this opportunity to raise prices.

No changes have been made as yet, however.

Peas, standard, dozen.....	81 00	81 05
Peas, early June, dozen.....	1 05	1 07½
Peas, sweet wrinkled, dozen.....	1 07½	1 12½
Peas, extra sifted, dozen.....	1 32½	1 40
Peas, galton, dozen.....	0 75	0 80
Beans, dozen.....	0 77½	0 82½
Tomatoes, dozen (Ontario and Quebec).....	0 82½	0 90
Strawberries, dozen.....	1 37½	1 40
Raspberries, 2s, dozen.....	1 75	
Peaches, 2s, dozen.....	1 65	
Peaches, 3s, dozen.....	2 45	
Pears, 2s, dozen.....	1 60	2 30
Pears, 3s, dozen.....	1 50	1 55
Plums, Greenage, dozen.....	0 95	1 00
Plums, Lombard, dozen.....	0 95	1 00
Lawtonberries, 2s, dozen.....	1 60	
Clover Leaf and Horseshoe brands salmon		
1 lb. talls, per dozen.....	1 87½	
1 lb. flats, per dozen.....	1 30	
1 lb. flats, per dozen.....	2 02½	
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.—Canned goods are firm, but the trade is fairly well supplied and in the meantime the turnover is limited. The independent canners are all pretty well sold out, and when the repeat orders are required by the retailer it is quite likely that they will have to pay more for them. The Canadian canners advanced the prices of all their goods this week 2½ cents per dozen; gallon apples 25c., and 3 lb. apples 5c. per dozen. With the possible heavy requirements in the Northwest, canned goods at the present prices are considered safe to hold.

Beans.....	0 75	0 82½
Corn.....	0 80	0 87½
Cinnamon.....	1 00	1 42½
Pumpkins.....	0 75	0 82½
Tomatoes, 3s.....	0 82½	0 87½
Strawberries, 2s.....	1 32½	1 37½
Raspberries, 2s.....	1 60	1 67½
Peaches.....	1 57½	
Lawtonberries.....	1 52½	
Red pitted cherries, 2s.....	1 60	1 67½
Gallon apples.....	2 40	2 52½
Bartlett pears, 2s.....	1 45	1 52½
Lombard plums, 2s.....	0 85	0 92½
Clover Leaf and Horseshoe brands salmon:		
1 lb. talls per dozen.....	1 87½	
1 lb. flats per dozen.....	1 25	
1 lb. flats per dozen.....	2 12½	
Other salmon prices are:		
Humpbacks, per dozen.....	0 95	1 00
Cops, per dozen.....	1 45	1 50
R. Spring, per dozen.....	1 55	1 65
Red Sockeye, per dozen.....	1 55	1 65
Lobsters, halves, per dozen.....	1 85	2 20
Lobsters, quarters, per dozen.....	1 40	

H. H. Kidd, manager of the Toronto office of Andrews, Gillespie & Co., was in Montreal for a couple of weeks recently.

POINTERS—

- Beans—Decline of 5c.
- Evaporated Apples—Up ½c.
- Nuts—Advanced 1c to 3c.
- Tea—1c advance on low grades.
- Prunes—Up 1c.
- Canned Goods—Up 2½c.

Toronto, Nov. 11, 1909.

The wholesale trade is experiencing a certain amount of the usual quietness after the first rush of the arrival of the fall goods. However, the general feeling is satisfactory, with even better things to come. The general tone of the trade is optimistic and cheerful with good reports for all country points.

SUGAR—The prices of raw sugars are uneasy and more or less fluctuating, but the refined article remains unmoved, and while the market is firm, no change is looked for, at least, in the immediate future.

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

COFFEE—A peculiar feature in the coffee trade is the high price of Rio coffee, which is now only a fraction of a cent lower than some varieties of Santos, which is considered a much better quality. This must mean that some people will not accept the growing tendency to put Rio on an inferior list, and will continue to have coffee that has a flavor.

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

SPICES—Spices are firm, especially peppers and ginger. Demand keeps up beyond expectations.

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

BEANS—Beans are coming in freely, and are selling at a decline, and may be quoted at from \$1.75 to \$1.80 according to quality.

Beans, per bushel.....	1 75	1 80
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EVAPORATED APPLES—Some are asking an advance in evaporated apples, and we quote them ½ cent higher this week.

Evaporated apples.....	0 09	0 09½
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NUTS—Shelled nuts are higher, but this may be only temporary, as the sea-

son for these goods has hardly opened. The tone, however, is firm and advance orders for new goods are considered good buying.

Almonds, Formigetta.....	0 11½
" " Tarragona.....	0 12
" " shelled.....	0 30
Walnuts, Grenoble.....	0 13½
" " Bordeaux.....	0 11
" " Marlots.....	0 11½
" " shelled.....	0 25
Filberts.....	0 12
Pecans.....	0 16
Brazils.....	0 15
Peanuts, roasted.....	0 08

TEA—In consequence of the continued firmness of the tea market, several of the package tea firms have advanced their lower grades 1 cent a lb., which means that much less profit to the retailer.

DRIED FRUITS—The orders which had been taken for future delivery are now filled, and a large portion of the goods are in the hands of the retailers. No material change is expected in these lines, and prices are well maintained, with the exception of large size prunes, which are smaller percentage than last year. From 30 to 40, and from 40 to 50 are 1 cent up.

Prunes—	Per lb.
30 to 40, in 25-lb. boxes.....	0 11½
40 to 50 " ".....	0 10
50 to 60 " ".....	0 08
60 to 70 " ".....	0 07
70 to 80 " ".....	0 07
80 to 90 " ".....	0 06½
90 to 100 " ".....	0 06
Same fruit in 50-lb. boxes ¼ cent less.	

Apricots—	
Standard.....	0 15
Choice, 25-lb. boxes.....	0 15
Fancy.....	0 17
Candied and Drained Peels—	
Lemon.....	0 09
Citron.....	0 15
Orange.....	0 10
Figs—	
Elemes, per lb.....	0 08
Tappets.....	0 03
Bag figs.....	0 03
Dried peaches.....	0 08
Dried apples.....	0 07
Currants.....	
Fine Filiatras.....	0 06½
Vostizzas.....	0 07
Patras.....	0 08
Uncleaned ½ less.	

Raisins—	
Sultana.....	0 05
" fancy.....	0 06
" extra fancy.....	0 08
Valencias, new.....	0 06
Seeded, 1 lb. packets, fancy.....	0 08
" 16 oz. packets, choice.....	0 07
" 12 oz. ".....	0 06
Dates.....	
Hallowees.....	0 06
Fards choicest.....	0 08
Sairs.....	0 05
" choice.....	0 07

SYRUPS AND MOLASSES—Demand is good, but there is no variation in prices.

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 03½
Half barrels, per lb.....	0 03
Quarter " ".....	0 02½
Pails, 38½ lbs. each.....	1 80
" 25 " ".....	1 30
Maple Syrup—	
Gallons, 6 to case.....	4 80
" " 12 " ".....	5 40
Quarts, 24 " ".....	5 40
Pails, 24 " ".....	3 00
Molasses—	
New Orleans, medium.....	0 31
" " bbls.....	0 29
Barbadoes, extra fancy.....	0 45
Porto Rico.....	0 45

RICE AND TAPIOCA—The market is quiet, with nothing special to report, and no change in prices.

Rice, stand B.....	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b.,	0 03½
Montreal.....	2 85
Rangoon.....	0 03½
Patna.....	0 05
Japan.....	0 05½
Java.....	0 06
Carolina.....	0 10
Sago.....	0 05
Seed tapioca.....	0 05
Tapioca, medium pearl.....	0 04½

THE CANADIAN GROCER

ST. JOHN MARKETS.

St. John, Nov. 10 '09.

A number of changes have been listed in quotations since last report, mainly as a result of an adjustment by the price committee of the Maritime Grocers' Guild. There has been a good deal of dissatisfaction among jobbers lately over the persistent price-cutting of several wholesalers. One prominent dealer said he was getting letters every day from his travelers telling of having met with lower quotations from other dealers while his own prices were already as low as was possible to quote and leave a fair margin.

If the present state of affairs continues there is likely to be a merry war on soon when retaliatory methods are adopted.

Present quotations are as follows —

Sugar		Beef, Canadi-	
Standard gran.	4 75 4 85	an plate	16 75 17 50
Austrian	4 55 4 65	Molasses, gl.	0 34 0 35
Yellows	4 25 4 65	Barbados, fcy.	0 24 0 26
Flour, Manitoba	6 45 6 55	Butter, lb.	0 24 0 30
Ontario	5 65 5 90	Eggs, doz.	0 24 0 30
Cornmeal, bags	1 47 1 50	Potatoes, bbl.	1 10 1 25
Rolled oats, bbls	5 15 5 20	Canned goods	
Val. raisins, lb.	0 05 0 06	Peas, doz.	1 10 1 50
Cal. raisins, seed-		Corn, doz.	0 85 0 90
ed	0 07 0 08	Tomatoes, dz	0 95 1 00
Currants, lb	0 07 0 07	Raspberries,	
Prunes, lb	0 05 0 09	dozen	1 85 1 90
Rice, lb	0 03 0 03	Strawberries,	
Beans, hand		dozen	1 55 1 60
picked, bus	1 95 2 00	Salmon, case	
Beans, yellow		Red spring	6 50 6 75
eye, bus	2 95 3 00	Cohoec	5 60 6 00
Cheese, lb	0 13 0 13	Peaches, 2s,	
Lard, compound		dozen	1 70 1 80
lb.	0 13 0 13	Peaches, 3s,	
Lard, pure, lb.	0 16 0 17	dozen	2 70 2 80
Pork, domestic		Baked beans,	
mess.	27 75 28 50	dozen	1 15 1 25
Pork, clear		Fish	
backs.	30 09 30 50	Cod, dry	2 75 3 75
Beef, Ameri-		Herring, salt,	
can plate.	17 00 18 00	half bbls	2 30 2 50
		Herring,	
		smoked, box	0 08 0 08

CHARLOTTETOWN MARKETS.

Corrected by Wire.

Charlottetown, Nov. 11, 1909.

Present wholesale quotations are as follows:—

Sugar, standard		Butter, dairy,	
granulated	4 90 5 00	fresh, per lb.	0 22 0 24
Sugar, yellow	4 40 4 50	Butter, dairy,	
Flour, Manitoba	6 40 6 50	tubs, per lb.	0 20 0 22
Flour, Ontario	5 50 5 70	Eggs, per doz.	0 22 0 23
Cornmeal, bags	1 75 1 85	Potatoes, per bus	0 22 0 25
Raisins, Val.	0 06 0 06	Turrips, per bus	0 12 0 15
Raisins, Califor-		Beets and car-	
nia, seeded.	0 07 0 08	rots, per bus.	0 40 0 50
Currants	0 07 0 07	Parsnips, per bus	0 50 0 60
Rice	0 03 0 03	Cabbage, dozen	0 25 0 50
Beans, new, bus	2 00 2 10	Cranberries, lb.	0 04 0 05
Cheese	0 12 0 12	Oats, bus.	0 38 0 40
Lard, pure	0 16 0 16	Hay, per ton	9 00 10 00
Molasses, fancy		Straw, per ton	5 00 6 00
Barbados, gal	0 35 0 36	Poultry	
Oatmeal, 100 lbs	3 00 3 25	Geese, per lb.	0 11 0 12
Rolled oats, per		Ducks, per lb.	0 11 0 12
bag 90 lbs.	2 70 2 80	Chickens, per lb.	0 10 0 11
Butter, creamery		Fowl, per lb.	0 09 0 10
per lb.	0 25 0 26	Pork, medium, lb.	0 09
		Pork, heavy, lb.	0 08 0 08

HALIFAX MARKETS

Halifax November 6.

The steamer Jacona which arrived here this week from Mediterranean ports brought an immense cargo of dried fruits for Canadian consumption. The steamer had twenty-four thousand boxes of currants, raisins, citrons, almonds and hazel nuts. She also brought a few casks of wine. There is in all about fifteen hundred tons of these delicacies aboard, a large portion of which is for Quebec, Montreal and Toronto. The steamer landed a considerable quantity here which will be distributed over the maritime provinces. Some of the fruit opened up is of very fine quality.

The autumn trade at present is fully up to the standard of last season. Some Canadian pork is now coming on the market and it will have the effect of relieving the price of the American product. The supply of lard is very limited and high prices prevail. Easier conditions are looked for in the near future. Trade conditions are considered very good and the collections are much more satisfactory. Produce is now coming on the market in good supply and the commission houses are doing a good business.

The apple trade is very brisk and the shipments continue heavy. The steamer Gulf of Venice that sailed from here this week for Liverpool took 21,000 barrels. She also had among her cargo a very choice selection of Nova Scotia apples which are being sent to England for exhibition purposes. It has been the custom in former years to send apples to the Royal Horticultural Exhibition. This will not be done this year, but the apples will be sent to the different county shows instead. These apples are packed in boxes as well as in barrels, and the stock is of very fine quality, being large and highly colored. The apples were collected from the finest orchards in the province.

American plate beef dropped one dollar per barrel here this week and is now quoted at \$16.50. United Empire sugar was advanced ten cents per hundred pounds and fancy Barbadoes molasses (punchons), declined one cent per gallon. Fresh laid eggs are becoming very scarce and the best stock is now quoted at 30 cents per dozen. Higher prices are looked for.

INFORMATION FOR BUYERS.

Hints to the Trade Supplied by Sellers.

It is interesting to learn from J. H. Vavasseur & Co., Ltd., of Lloyd's Avenue, London, England, that they were the first to manufacture desiccated coconut in the island of Ceylon. They established their factory there in 1890, nearly twenty years ago.

A report comes from Fresno, California, U.S.A., that the California raisin crop has been cornered by L. F. Giffin & Co. Watt & Scott, Toronto, are the agents for the Giffin Co., and W. H. Escott will represent them in Winnipeg.

There is probably not one man in a hundred thousand that could tell you how many grocers there are in Canada. The "Salada" Tea Co. have compiled a statement showing that on January 1, 1909, there were 27,573 grocers in the Dominion. The company's systematic distribution has been so perfected that 19,238 are selling "Salada". The facts of persistent and consistent advertising are thus shown, which, when backed by unvarying good quality, make "Salada" a tea that every grocer can recommend with absolute confidence.

The Christmas season being so near the announcement of Laporte, Martin & Co., Montreal, elsewhere in this issue will be of particular interest to grocers desirous of securing supplies at attractive prices. Dried fruits and nuts are featured, and it is safe to say that the firm is in a position to offer a wide range of goods at more attractive figures than they are quoting. Prunes, figs, evaporated fruits, raisins of all kinds, cranberries, shelled and unshelled nuts, are included in their offerings. Grocers will do well to await the coming of the firm's traveler, or to otherwise secure information about the goods offering before making their Christmas purchases.

DETAILS OF THE CHRISTMAS CONTESTS.

The Canadian Grocer in recent issues announced the beginning of our annual Christmas window dressing and retail advertising competition which closes on December 31st. This is done with a view to encouraging a greater interest in holiday displays and holiday advertising. If both are performed in the proper manner they will be found to be of much selling value to merchants.

Following last year's precedent, window dressing contestants will be divided into two classes:

For the best selling window display shown in (1) a city over 10,000 population, and (2) in towns and villages under 10,000 population.

In the window display contest in each case there will be two prizes as follows: 1st, \$7 in cash; 2nd, \$3 in cash, making in all \$20.

To enter the contest send a good, clear photo of one or more Christmas windows, with a description and the name of the person who arranged the display. Photos must be mailed to us not later than December 31.

Most grocers use increased newspaper space during the Christmas season with a view to booming holiday trade. We want to get copies of these advertisements.

The advertisement submitted should be about Christmas goods sold through grocery stores. 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.

A Buying Power of \$210,000,000

The merchants who read The Canadian Grocer every week represent a buying power conservatively estimated at \$210,000,000. In their purchases they are always disposed to give the preference to Grocer advertisers. There are good reasons why this should be so. Figure out for yourself if it is worth an advertiser's while to occupy this position of advantage, when, by the use of a half-page space, he is able to talk to 10 good buyers for every cent expended. In other words, every cent he spends gives him prestige with a buying power of \$300,000.

Basis of Business Growth

On a food stuff window in Toronto is emblazoned in display letters,

"Our Motto, Quality Sells"

Sometimes you have been almost persuaded that price sells; but you know, and it is part of your business faith, that quality sells and more than that, that quality, as Mr. Sheldon, editor of Business Philosopher and Salesmanship, says, "Quality begets confidence and confidence begets trade, builds it up and keeps it up."

It is because of the quality of Red Rose Tea that I keep telling you that it will pay you to recommend it to your customers. The quality of Red Rose Tea is so good that when you recommend it you are building up you customers' confidence in you and in your store. It is the quality of Red Rose Tea that has been the basis of its wonderful business growth. It is to-day the very best value on the market. That means:

It will pay you to recommend

Red Rose Tea

Your tea business will grow.

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

} Branches

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

MANITOBA MARKETS

Corrected by Telegraph.

Advances—Almonds, 3 and 4 crown muscate's and California raisins evaporated apples, peas.

Reductions—Beans, canned fruits, Rolled oats.

New Goods—Figs.

Winnipeg, November 11, 1909.

The trade has been weakened somewhat by the delay in the arrival of supplies. Orders have been coming in freely for several weeks for dried fruits which could not be supplied. Several cars arrived yesterday, about 18 days later than the arrivals last year; this applies to the Mediterranean fruits particularly; the California goods were about 10 days later than usual. Xmas goods are moving very well and the season promises to be an excellent one for holiday lines.

The market is fluctuating freely this week. Some important advances have been made, and although we quote reductions in beans and canned fruits the market is on the whole growing stronger. The consumption has exceeded the supply to such an extent that prices have been forced up. With the incoming of new goods the tone will be steadier and it is thought that prices have about reached the maximum in several lines. The trade is in good condition, but it would be greatly improved if collections were better.

October was a record month in point of returns, but payments have dropped off again and wholesalers will be compelled to sell conservatively in some quarters. The apple supply is abundant. The Ontario yield has been large and the general quality is excellent. They are being distributed by the car load to all points of the west.

SUGAR—The rumor is that sugar may go up, as it is uneasy on the New York market. The following prices hold to-day and the demand is heavy

Montreal and B.C. granulated, in bbls.	5 10
" " in sacks.	5 15
" " yellow, in bbls.	4 70
" " in sacks.	4 55
Icing sugar, in bbls.	5 45
" " in boxes.	5 65
" " in small quantities.	5 70
Powdered sugar, in bbls.	5 25
" " in boxes.	5 45
" " in small quantities.	5 40
Lump, hard, in bbls.	5 95
" " in 1/2-bbls.	6 05
" " in 100-lb. cases.	6 05

SYRUP AND MOLASSES—Syrup prices will not advance more and the feeling is that they are fixed for some time. They have recently advanced and the all-rail shipments will be inclined to hold the price up.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 30
" " " 5-lb. tins, per 1 " "	2 75
" " " 10-lb. tins, per 1 " "	2 60
" " " 20-lb. tins, per 1 " "	2 55
" " " 1/2 barrel, per lb.	0 04
" " " Sugar Syrup, per lb.	0 03 1/2
Beehive Brand, 2-lb. tins, per 2 doz. case	2 30
" " " 5 " " " 1 " "	2 75
" " " 10 " " " 1 " "	2 60
" " " 20 " " " 1 " "	2 50
Barbadoes molasses in 1/2-bbls., per gal.	0 50
Porto Rico molasses in 1/2-bbls., per gal.	0 60
gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses 1/2 bbls. per gal.	0 36

FOREIGN AND DRIED FRUITS—Mediterranean fruits have arrived several days late. Currants are a good quality but unusually small. The rains in

Spain damaged much of the crop in that country. Figs arrived yesterday and the quality is excellent. The prices are remarkably low and an advance might well be expected. We quote advances on California raisins and muscate's. The crop was shorter than expected, and the demand is heavy. Wholesalers are awaiting the arrival of new dates. The old stuff is going at 7 cents.

Smyrna Sultana raisins, uncleaned, per lb.	0 06
" " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28's.	1 85
" " selects " 28's.	1 95
" " layers " 28's.	2 05
California raisins, choice seeded in 1/2-lb. packages	0 06 1/2
" " fancy seeded, in 1/2-lb. packages	0 06 1/2
" " choice seeded in 1-lb. packages	0 07 1/2
" " fancy seeded in 1-lb. packages	0 08 1/2
Raisins, 3 crown muscate's, per lb.	0 06 1/2
Prunes, 90-100 per lb.	0 04 1/2
" " 80-90 " "	0 05
" " 70-80 " "	0 05 1/2
" " 60-70 " "	0 06
" " 50-60 " "	0 08 1/2
" " 40-50 " "	0 08
" " 30-40 " "	0 08 1/2
Silver prunes, per lb.	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filiatras, per lb.	0 06 1/2
" " wet, cleaned, per lb.	0 07 1/2
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 07
" " choice " "	0 08 1/2
Apricots, standard, per lb.	0 14
" " choice, per lb.	0 14 1/2
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 07

NUTS—The demand for shelled stuff is very heavy. Cases are moving freely at the ruling prices. Almonds are up 2 cents. Walnuts may go up soon.

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

HONEY—There is no change in price but there is a continued activity in the demand. The Ontario stuff is popular this year and merchants have been buying in large quantities.

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

COFFEE—Further unsatisfactory reports regarding the conditions for the next crop in Brazil, and a continued heavy demand, have advanced prices to a new high level during the past week and should there be no improvement in the outlook for the next crop it would seem likely that the prices now ruling are far below those that are likely to prevail during the next year. Rios are going at 10 and 11 cents per lb.

ROLLED OATS—We quote a reduction of 10 cents on this commodity, as winter approaches the trade is greatly improved.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 05
" " 40 " " " 40	1 05
" " 20 " " " 20	0 54
" " 80 " " " 80	0 24 1/2

MAPLE PRODUCTS—Prices and conditions unchanged.

Sugar, per lb.	0 13
Syrup, gallons, 1/2 doz. to case, per doz.	9 60
" " " 1 doz. to case, " "	5 35
" " " 2 doz. to case, " "	2 85

CORNMEAL—A revival is noted in demand. Prices are firmer and may go up 5 cents soon. The export delivery is heavy and the possibility of a shortage is rumored.

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

BARLEY—Prices are holding firm at present. They are high, but there is little chance of a reduction. There is a general scarcity.

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

EVAPORATED APPLES—The new goods are going higher owing to the continued strong export demand.

5-lb. boxes.	0 09
25-lb. boxes.	0 10
10-lb. boxes.	0 11

BEANS—New goods arrived a few days ago and prices have dropped for the time being at any rate. They cannot however remain low for any great length of time.

3-lb. picker, per bushel.	2 10
Hand picked, per bushel.	2 15

RICE AND TAPIOCA—The tapioca market is much stronger and it is likely to advance. Prices to-day range from 4 to 4 1/2 cents. Rice is steadier at \$3.85 per 100 lbs.

Japan rice, per 100 lbs.	3 85
Pearl tapioca, per lb.	0 04 0 04 1/2

QUAKER OATS—

Family size.	4 50
Quaker oats, 36's.	3 50
Puffed rice.	2 50
Puffed wheat.	2 50
Cornmeal.	2 40
Pettijohn breakfast food.	2 25
Cornflakes.	2 00

CANNED GOODS—Canned peas are up from 5 to 10 cents a case. Fruits, however, show a decline, especially strawberries, raspberries, peaches and plums. Canned salmon has advanced about 50 cents a case.

Peas, standard, per case 2 doz.	1 80
" " early June, per case 2 doz.	1 80
Beans, per case 2 doz.	1 50
Corn, per case 2 doz.	2 00
Tomatoes, per case 2 doz.	2 10
Strawberries, per case 2 doz.	3 25
Raspberries, per case 2 doz.	3 25
Peaches, per case 2 doz.	3 75
Pears, per case 2 doz.	4 75
Plums, per case 2 doz.	4 00
Salmon (Horseshoe Brand), per case 4 doz.	7 00

MEATS—

Clark's 1 lb. pork and beans, plain, per case.	2 80
" " " " " " " "	2 80
" " 1 " tomato sauce, per case.	2 80
" " 2 " " " " " "	2 80
" " 3 " " " " " "	2 80
" " 1 " Chili " " " "	2 80
" " 2 " " " " " "	2 80
" " 3 " " " " " "	2 80
Soups, per doz.	1 10
Corned beef " 2's per doz.	2 60
" " 1's per doz.	1 40
Roast beef, 1's, per doz.	1 50
" " 2's, " "	2 70
Potted meats, 1's, per doz.	2 35
Veal loaf, 1/2 lb., per doz.	1 25
" " 1 lb., " "	2 35
Ham loaf, 1/2 lb., " "	1 25
" " 1 lb., " "	2 35
Chicken loaf, 1/2 lb., " "	1 25
" " 1 lb., " "	2 35
Sliced smoked beef, 1/2-lb. tins, per doz.	1 65
" " 1-lb. tins, " "	2 80
" " 1-lb. glass, " "	3 60
English brawn, 1's, per dozen.	1 30
" " 2's, " "	2 75
Cambridge sausage, 1's, per dozen.	2 15
" " 2's, " "	3 25
Geneva sausage, 1's, per dozen.	2 00
" " 2's, " "	3 40
Boneless pig's feet, 1's, per dozen.	1 65
" " 2's, " "	2 75
Lunch tongue, 1's, per dozen.	3 35
" " 2's, " "	6 70

EGGS—The fine weather has revived the local supply and the delivery is remarkably large. Wholesalers are jobbing at 30 cents to-day and the commodity is so popular that prices may advance still further.

BUTTER—No. 1 dairy is 25 cents to-day and No. 2 is firm at 22 cents. Creamery is moving well at 28 cents just now. These prices are firmer and they will undoubtedly go up.

GET in on the Ground Floor!

The markets of the West are not yet glutted, and the man of enterprise has his opportunity of getting in there first! Does not this appeal to you, Mr. Manufacturer? We are here to assist you to capture this profitable trade. We have the facilities, the connection, the business ability and the financial standing to do so. Our large track warehouses are situated at the three chief distributing points of the West—Winnipeg, Calgary and Edmonton—and we know we can serve you as no other firm can. Send us details of what you have to sell. We are after more business.

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

Importers, Roasters and Grinders of
Coffee and Spices

Manufacturers of
**Jams, Jellies, Pickles,
Sauces and
Flavoring Extracts**

We manufacture a full line of these and are able to supply you quickly and cheaply.

**OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS**

Before replenishing your stock get our prices

Empress Manufacturing Co.
Limited

VANCOUVER, B.C.

Another of
GUNNS "TOP NOTCH"
 Quality Products

GUNNS
MINCEMEAT

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

Gunns "Pi-Crus"
Condensed Mincemeat
 "HAS THEM ALL BEAT"

A Sample Order Will Convince You

Made under Government Inspection.

GUNNS Pork and Beef Packers
LIMITED TORONTO

BEANS

New crop of Canadian
 Beans now in stock.
 Sample is very fine in-
 deed and prices lower.

WRITE US FOR QUOTATIONS

F. W. Fearman Co.
 LIMITED
 HAMILTON, :: :: ONT.

Never had a can of
 milk returned to us yet

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

Write for prices

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

BUTTER
EGGS
POULTRY
GAME

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

The WM. RYAN CO.
 LIMITED
 PACKING HOUSE:
FERGUS, - - ONT.
 HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Dressed Poultry

We want large quantities of
 Turkeys, Geese, Ducks, Chickens and Fowl

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

THE DAVIES CO.,
WM. DAVIES LTD.
 Phone Main 119 James St., TORONTO

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Quality Always Wins!

That "Gillett's Goods" are the best is the general verdict of the housekeepers of Canada. They have stood the test of time—the true test of quality.

Only the purest ingredients are used in the manufacture of

Magic Baking Powder

Gillett's Perfumed Lye

Gillett's Cream Tartar

Royal Yeast Cakes

Etc.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

Clark's Meats are Good Meats!

Every pound of meat used is most carefully selected.

Every process in the manufacture is as thorough as experience can make it.

Everything that is used is the best obtainable.

In buying, in making, in selling, there is only one end in view—to confirm and add to the reputation of Clark's Meats as the standard of excellence; to multiply the number of customers by satisfying each one; to make Clark's Meats the most profitable sellers the grocer handles.

Clark's Pork and Beans

Clark's Mince Meat

Clark's Ham, Tongue or Veal

Clark's Ox Tongue

Clark's Sliced Smoked Beef

Clark's Chateau Baked Beans

and CLARK'S INGLASS BRAND MEATS

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

WRITE FOR SPECIAL PRICE LIST.

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

BOVRIL

is Canadian

The original of All "fluid beefs" was introduced in Canada many years ago as Johnston's Fluid Beef and that still sells in very large quantities as

VIMBOS

That preparation was improved and offered to the public under the name of "Bovril" and Bovril is now sold in every country on the globe. Many imitators have come AND GONE but the "quality" goods still hold their own.

BOVRIL for your high-class trade.

VIMBOS for those who prefer to make a little Economy.

BOVRIL LIMITED

27 St. Peter St.,

MONTREAL

A Grocer Converted to Handling Confectionery.

Pail of Candy Came by Mistake—But Was Sold at a Profit of \$2.40—A Traveler's Suggestions on Handling and Displaying Confections—Showcases Should be Placed Near the Door.

"Too many grocers," remarked a confectionery traveler the other day, "give the matter of carrying confections but little attention and fail to see that they are cutting off a direct source of profit as well as missing many sales of groceries that might be made to the individual who had been induced to visit the store because of an attractive display of confections."

"I have in mind a grocer in a small town who ten years ago handled no candy at all and never intended to. He received by mistake one day a 30-pound pail of candy and rather than go to the trouble of returning it he put a price-card on it and set it on his counter. Before the time of closing on the following day the pail was empty and the grocer had made a profit of \$2.40. This little incident made him decide to put in a line of confections, and he is now selling several tons of candy each year, and his net profit is increased by several hundred dollars. And so, I believe, it is altogether possible for the grocer or general merchant in a small town to do a profitable business in confections."

Counter Arrangement.

"I think it pays to give the candy counter one of the most prominent positions in the store. With a little care and attention a very attractive display can be made with a comparatively small stock."

"When a customer is attracted to enter your store by a tempting display of confections a favorable impression is at once created, and even though the party may buy no candy at that time, you have made it easier for him to come again, for the very presence of a neatly arranged candy department gives character to the whole store and may very easily influence some people to trade with you who might not otherwise."

"Of course a candy department will not run itself. If you are situated so that you can, or if your trade warrants it, it is best to have a saleslady at the department all the time. She can keep the show-cases clean, make the display as tempting as possible, keep a close tab on what is required and give suggestions on how the department might be improved."

Occasionally I run across a grocer who will not listen to the suggestion that he establish a confectionery department; but I find on my subsequent rounds that he is more willing to hear what I have to say and usually I sell him confectionery. I point out the fact that he can make as much if not more profit out of good candy than he can from any other article he sells—that is, if he gives the department some care and attention."

"Nearly all grocers are now selling confectionery because they know it pays them well to do so. Some, of course, still declare they will not be bothered

with it, but, as the above story indicates, they are finding out by actual experience the value of handling this class of goods."

Location of the Department

"If I were a grocer I would place my confectionery show-cases as near the front of the store as possible, providing they were attractive. Very often when they are placed in such a position they attract passers-by and sell much better, and I would impress upon all merchants the advantages of displaying in prominent places all goods that present themselves for good profits."

CANNED GOODS TO ADVANCE.

"According to my figuring, the price of canned goods must advance," said Geo. E. Fisher, of the Burlington Canning Co., to The Grocer one day this week. "The demand, at the prevailing low prices will be larger than ever before. Combine this with the revival of good times, increased population and better distribution facilities, and we must admit that everything points to extraordinary consumption of canned goods which means an advance in prices."

EXPORT NEWS.

Two cars containing 1,500 gross of "2 in 1" shoe polish passed through Toronto recently per C.P.R., leaving Montreal on the 2nd inst., for Australia by the steamer "Montezuma." This is the second large shipment of "2 in 1" that has been shipped to Australia this year. The goods were sent through the Imperial Export Co., Toronto.

Do You Want To Save Money?

on discounts and freight.

We can put dollars in your pocket if you will handle



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

RICHARDS—

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

Let us quote you on your APPLE BARREL

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

H. CARGILL & SON
CARGILL, ONTARIO

SALT

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

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto
G. J. CLIFF, Manager.

CIE FRANCAISE des PATES ALIMENTAIRES Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal
Agents.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL. U.S.A.

SEEDED RAISINS

INSIST ON HAVING
PURPLE AND GOLDEN

They are **always** the Best

Packed by L. F. Giffin & Co.

W. H. ESCOTT

BROKER, - WINNIPEG
WESTERN AGENT.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

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.

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

CHRISTIE'S BISCUITS

—and the preferential tariff

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

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

Our latest fancy line ZOO BISCUITS

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

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

Christie Biscuits sell more than biscuits.

Christie, Brown & Co., Limited, Toronto

124

MANUFACTURERS OF FINEST QUALITY

**J. H. VAVASSEUR
& Co. Ltd.,**

**4, LLOYD S AVENUE,
LONDON, E.C.**

FACTORIES - CEYLON.

DESICCATED COCONUT AND COCONUT FAT

TELEGRAMS—CITRONELLA, LONDON.

Biscuits Promptly Shipped

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

THE CANADIAN BISCUIT COMPANY, LIMITED LA PERADE, QUE.

All the Year Round

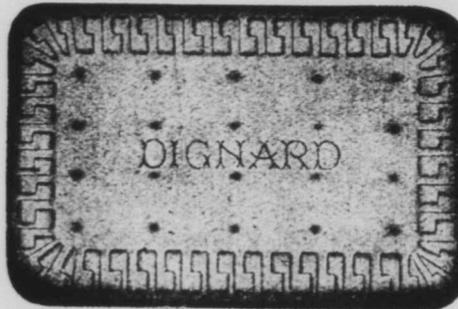
Cowan's Cocoa and Chocolate

are in demand. Strong, persistent advertising, backed up by absolute purity and uniformly delicious flavor, has made "Cowan's" a household word in Canada.



THE Cowan Co., LTD.
Toronto

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.

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

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Manitoba bran, p
Manitoba short
" bran,
Manitoba, milled
" straight
Feed flour, 88-lb

Wheat and Flour on a See-Saw

Higher Prices one Day Tumble the Next—Demand Not so Keen—Heavy Wheat Movement From the West — Inferior Wheat Selling in England at Low Prices Holds up Delivery of Canadian Grains.

The wheat and flour situation is as much a puzzle as ever. Since last week almost daily changes have taken place, either up or down, and yet in the whole the prices are practically the same, although perhaps favoring an upward tendency. The demand for flour, however, is not as keen. This may be owing to the fact that the rush, which always takes place before navigation closes, is over, and this is usually followed by a certain degree of dullness. The general feeling is a firmer confidence in the market, and in the likelihood that present prices will be fully maintained.

The movements of wheat from the west are very heavy, but the export demand is less active. This appears to be owing to the inferior wheat in England, which is milled and rushed on the market at low prices.

MONTREAL.

FLOUR—Owing to the continued holding off of wheat by the farmers, winter wheat patents are very scarce, and prices are becoming firmer every day. It is hoped that this condition will not keep up much longer, as from present weather indications, fall ploughing will soon be over and farmers will then feel free to do more drawing of wheat. At present orders are more plentiful for high grade goods than are the goods themselves. There are no changes in quotations.

Winter wheat patents, bbl.....	5 45
Straight rollers, lb.....	5 20
Extra, bbl.....	4 80
Royal Household, bbl.....	5 70
Genora, 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—Some heavy sales in the past week have resulted in a general evening up of the rolled oat market. It is not expected to continue long, as the cause assigned is simply a filling of some special temporary need. No changes in price are quoted.

Fine oatmeal, bags.....	2 65
Standard oatmeal, bags.....	2 65
Granulated.....	2 65
Gold dust cornmeal, 98-lb. bags.....	2 10
Rollt cornmeal, 100-bags.....	1 85
White cornmeal.....	2 00
bags.....	2 40
barrels.....	5 00

FEED—Supplies of shorts have been coming in very freely, so much so that it has reduced the price to \$22. Other lines are firm, with a strong probability that they will remain so for some time to come.

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

TORONTO.

FLOUR — There is nothing of any consequence to report this week. Wheat is fluctuating from day to day, but in the course of a week very often it has not moved a single point. Flour is more steady, especially the local market, which has not changed for several weeks.

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—Although both wheat and oats are firm and higher, the manufactured goods are still sold at the same price as last week. The demand has lost some of its keenness, and buyers are looking for lower prices, but as a manufacturer this week remarked with considerable confidence, "they will be fooled."

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

A Vancouver report states that Andrews & Nunn, grocers, of Mount Pleasant, have sold their business to the People's Grocery & Bakery Co., Ltd., who have now four stores running in the city. The purchase price was between \$5,000 and \$6,000.

THINKING VS. DREAMING.

Sometimes when you suddenly wake up and find yourself wasting a whole lot of time over an unimportant matter, experiencing difficulty in arriving at a conclusion, just open your eyes still wider, and ask yourself the question: Am I actually thinking about this subject, or am I simply dreaming about it?

Thinking involves concentration—the forcing of given facts into logical and sequential order, from which further facts are evolved, and ultimately the decision in the whole matter.

Dreaming involves an involuntary revolving in the mind of given facts until they finally lodge themselves in some position whereby a conclusion is reached—and it is very apt to be an unsafe conclusion.

If business men would do more real thinking and less dreaming, how much more work, and how much better work, they would be able to do.—Herman Price in Graphite.

A DEMAND

That there is a demand all the year round for the Soda Cracker Biscuit is a fact too obvious to need emphasis; and the public has long ago come to

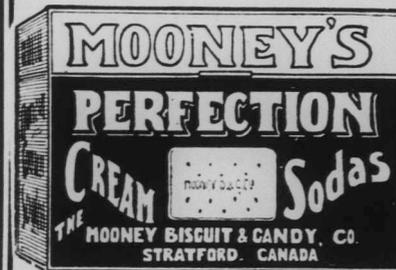
A DECISION

to have nothing but a Cream Soda in crisp, fresh condition and of unqualified purity.

You, Mr. Grocer, can rest assured that you will rapidly make

A DISPOSAL

of Mooney's "Perfection" Soda Crackers if you persist in handling and pushing this well-known line. Moreover, there's a "worth while" profit in selling these goods!



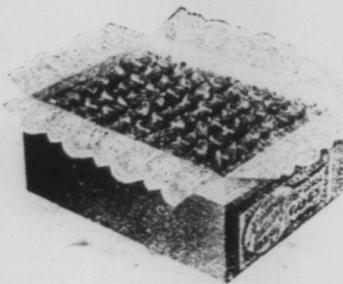
Cox's Gelatine



The Leading Gelatine for more than Sixty Years. Foremost in Purity and Manufactured by Messrs. Cox as well as PACKED by them.

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

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



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

"CHOCOLATE BORDO"

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

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

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

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

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

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

The Montreal Biscuit Company
Wholesale Confectioners
MONTREAL

XMAS CANDIES

- ☐ Mr. Grocer, I can supply you with a complete range at very reasonable prices.
- ☐ It will pay you to get my quotations.
- ☐ Quality in every instance guaranteed to be highest.

Write me To-day Sure.

Victor Archambault
Wholesaler
SHERBROOKE, QUE.

Have You Entered the Orange Meat Contest ?

If not, you are missing an excellent opportunity to win some large cash prizes.

\$700.00

Cash is the First Prize

Get your customers to save the bottoms of Orange Meat boxes for you.

Send your name and address to Orange Meat, Kingston.

Read postcard in package. Contest closes November 30th, 1909.

GRATEFUL

COMFORTING

EPPS'S COCOA

The Choicest of all
Cocoas

The Most Delicious
The Most Nutritive

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

The LEADING COCOA of MANY GENERATIONS

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

MILK

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

TRUMILK AND MILKSTOCK

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

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



When Brown Bought Out Smith

BROWN is young and aggressive. He was also Toronto born. He always had yearnings for a grocery business by his "lonesome."

From his tenderest years he haunted the corner grocery—because the biscuits were good and *the boss was busy*.

So, when Smith hung out the "For Sale" sign as a window display—Brown was one of the first to see the invitation.

The first to accept the challenge.

• • • • •

Because Brown's pater had the cash, everything ran on wheels.

Behold Brown Jr. duly inducted "boss" in a shop of his very own. Smith he noticed had been selling half-a-dozen brands of flour.

In fact, a little of everything and little of anything.

But Brown wasn't born in Toronto for nothing.

Wise he was, and keen, and aggressive.

Both his eyes were good.

Now Brown didn't want any "Transient Trade."

When he said "please step into my parlor," he meant each stepper-in to become a *fixed asset* upon whom he could bank.

So he handed over FIVE ROSES when she said "flour."

He knew the difference between the "come back" and the "come again."

• • • • •

Out of every ten women who called, the FIVE ROSES majority stood out like unto an exaggerated wart on an elongated nose.

Ay, Brother Grocer.

Every woman who called for FIVE ROSES flour—and got it—became at once infected with the "come again" microbe.

Smith hadn't noticed that—Brown *did* the second day of his election.

But Smith never noticed very much, anyway.

Maybe that's why he sold out, who knows.

Brown doesn't sell any other flour. For reasons that stand out, Brother Grocer.

This is the true story of Brown, who bought out Smith less than a month ago in Toronto.

His sign reads—

"I don't stock FIVE ROSES—I sell it."

Another states—

"Everybody satisfied."

Including Brown, of course.

• • • • •

Which, Brother Grocer, would YOU rather be: Smith or Brown?

FIVE ROSES FLOUR

LAKE OF THE WOODS
MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Plan of Western Merchant in Collecting Accounts

Debtor Should First Become Interested — Rules Ought to be Flexible to Meet Varying Circumstances—Nature of the Series of Letters Sent to a Slow Pay.

Calgary, Alberta, Nov. 9.—The first thing necessary in collecting accounts, said a local merchant the other day, is to get a debtor interested in a debt. In order to do so a letter, short and to the point, can be written, laying before him the nature of the indebtedness, in order to get him interested. Once his interest is aroused other letters can be sent, it being necessary, of course, to form an idea of the nature and personality of the debtor in question.

As a matter of fact, correspondence through the mail is merely a matter of sizing up human nature. The employe to whom is assigned the duty of collecting accounts has a highly important work, for there is a time to be severe, and a time not to be severe. The collecting work should be under the management of one who while using tact and retaining the good will of the customers can keep up the collections.

The collector should explain to each debtor that it is necessary to collect money promptly in order to conduct a business properly, but few firms can force all customers to live up to an iron-clad rule regarding the time of payment and retain their trade. In some places tradesmen in excellent standing are accustomed to pay bills only at the end of thirty or sixty days. Therefore, a firm desiring to have all bills paid in thirty days, must if doing business all over the country be tactful and allow its rules to be sufficiently flexible to meet varying circumstances. Many firms hold to the policy of writing letters the day after accounts are due, and making formal requests for payment.

Be Careful in Dunning.

In most lines of business it is advisable to introduce some manifestation of personal interest that will take away from the dunning letters all the disagreeable effects, yet retain the usefulness of the work. In the case of a hard debt, a letter might be written enclosing a statement, and stating that it was necessary to have a payment as early as possible as you have bills of your own to meet. Then follow this up by showing that you still desire patronage by speaking of a new line of goods you have just received.

If a letter of this kind brings no response, it would be well, after giving a reasonable length of time for attention, to send a second letter firmly emphasizing the fact that the account has run for some time over the usual limit, and as you must have money to run your business the account should be given attention without any further delay.

Then if debtors pay no heed to such letters, a firm is certainly justified in drawing on a customer. If the customer

refuses to pay, or there seems danger of losing the account by failure it is then time to act quickly and send a personal representative. As many men object seriously to drafts, this method of collecting must be used with caution. It is really difficult to lay down rules, because what holds good for one business and one class of debtors would not hold good for another, because proper action must be considered largely by the circumstances of each case.

The Last Resort.

If letters and drafts have no effect the case should be placed in the hands of an attorney who is in the employ of the firm, as experience proves that a letter over the signature of an attorney is often all that is necessary with obstinate and indifferent debtors. In all cases the correspondence and conversation should be courteous, as very often customers become offended at a harsh or hasty demand for money and turn their patronage elsewhere.

TRADE NOTES.

T. D. MacIntyre, Dundalk, Ont., has moved into a new store fitted in up-to-date fashion. He intends to keep only quality goods.

J. C. Mullin, Church and Wellington Streets, Alliston, two weeks ago opened a store with a stock of about \$800 in groceries, and already reports business good.

The grocery business formerly conducted by E. J. Reid, of Everett, Ont., recently came into the possession of B. Fairs. Mr. Fairs reports business in a healthy condition.

A despatch from Turks Island, Bahamas, states that a recent rainfall of over 10 inches overflowed the salt ponds and caused an immense loss of salt, the raking of which is the most important industry in the Turks and Caicos Islands. About 1,800,000 bushels are produced and exported annually.

Blenheim, Ont., merchants have a slight change in the hours of operation. On Mondays, Wednesdays and Fridays they will close at 6 and other nights at 8. This agreement holds good during the winter.

Tell Your Customers That :

**SHAMROCK
BIG PLUG
SMOKING TOBACCO**

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

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

Tel. Up 2076 Tel. East 899

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

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



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DID YOU EVER GIVE A THOUGHT

to the profit that would accrue from a tobacco department in your store?

It can be run at very little cost, the value of the stock need not be high, the room taken up in your store is not appreciable, and the profit you will make will be well worth while if you feature the

7-20-4 CIGAR

Ask the man who is now selling "7-20-4" Cigars!

Write to-day for prices.

The Sherbrooke Cigar Co.
SHERBROOKE, QUEBEC



Royal Polishes

For satisfaction to the housewife who desires most value for her money, and for profit to yourself, push these Canadian-made polishes.

ROYAL POLISHES COMPANY
MONTREAL

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

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.

FLORIDA Grape Fruit and Oranges

are giving great satisfaction. Stock is ripe and in fine shape.

New Lemons, our special pack, "**Hiawatha**" Brand, none better.

Almeria Grapes, Figs, Dates, Nuts, Cranberries, etc.

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

"EROTIC" (Lovely?)

LEMONS

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

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

J. J. McCABE

AGENT

32 Church Street, TORONTO

Heavy Shipments of Apples Abroad

Almost Double the Quantity Sent Out Last Year—Fresh Tomatoes Scarce—Frozen Fish for Advent Trade — Florida Oranges Displace Californias—Mediterranean Lemons and West Indies' Grape Fruit Arriving—Grocers Storing Potatoes for Winter.

MONTREAL.

GREEN FRUITS—Pears have practically disappeared from the market. Those which still remain are of very indifferent quality, and are not of sufficient importance to quote. Canadian plums are also off the market.

Among the new goods now being quoted are Baldwins, Spies, Fameux and Greenings of the apple family. The quality of such of these apples as have found their way to the local market is very good, though some complaints have been made as to their being small for firsts.

Apple shipments for the week ending Nov. 6, were 56,578 bbls., as against 37,731 bbls. same week last year. To date for the season they are 402,993 bbls., as against 256,131 bbls. 1908. These figures show that this year is proving much better for apples than last year.

Apples, Alexanders, No 1	3 50
" Baldwins, per bbl	4 00
Greenings, per bbl	4 00
" Spies, per bbl	4 50 5 00
" Fameux, per bbl	4 50 5 00
" Mackintosh reds, No 2	5 00 5 50
" " No 2	4 50
" Tallman Sweets	2 50
" Wealthys, No 1, bbl	4 50
" " No 2, bbl	4 00
Bananas crated, bunch	1 75 2 25
Cranberries, per bbl	8 00 9 00
Cocoanuts, bag	3 00 3 25
Grapes, California, Malagas, crate	1 75
" Tokays, crate	2 75 3 00
" Delaware, crate	1 50
" Concord, per basket	0 15
" Niagara	0 15
Lemons, Verdills, box	3 00
" Maoris, box	3 00
Limes, per box	1 00
Oranges, late Valencias	3 50 3 75
Peaches, California, box	1 50 1 75
" Canadian, basket	0 50 1 00
Plums, California, per crate	1 75 2 50
Pineapples, Florida, box	4 00 4 50

VEGETABLES — High-grade vegetables are very scarce, as supplies have almost ceased to come in. Tomatoes and string beans are particularly hard to get and prices on both are much higher.

Potatoes are plentiful, and of an exceptionally good grade. In fact poor potatoes are hard to find.

Very few additional arrivals are expected in most lines. Prices are generally higher, with a poor demand.

Beets, per bag	0 50 0 60
Carrots, bag	0 50 0 60
Cabbage, dozen	0 25 0 40
Celery, Canadian, dozen	0 30 0 50
Cauliflowers, dozen	1 00 2 00
Cucumbers, basket	0 50
Green peppers, crate	1 50 2 00
Lettuce, dozen	0 40 0 50
" Boston	0 65 0 75
Leeks, dozen	1 00 2 50
Onions, red, per bag	0 75 0 80
" Spanish, cases 150 lbs	2 75
" " half cases	1 65
" " crates 50 lbs	0 90 1 00
Potatoes, Montreal, bag	0 60 0 90
" sweet, per bbl	2 50 3 50
" " basket	1 50
Parsley, dozen	0 10 0 15
Parsnips, per bag	0 30 1 00
Pumpkins, doz	1 25 0 50
Sage, dozen	0 40 0 50
Savory, dozen	0 40 0 50
Spinach, Canadian, box	0 50 0 60
String beans, basket (large)	4 00 4 50
Squash, Hubbard, per dozen	1 50
Thyme, dozen	0 40 0 50
Tomatoes, hot-house, lb	0 25
" Chateauguay, per basket	0 75
Turnips, bag	0 50 0 75
Vegetable Marrows, dozen	0 50 0 60
Watercress, dozen	0 40

FISH—The close season for lake trout and whitefish is on, and only a few fresh in these lines are obtainable.

The market is active, particularly in the pickled and salt fish, as country merchants are ordering their supplies before the close of navigation. Some frozen fish from the Pacific coast and Manitoban lakes are now in transit and will be ready for Advent trade. Also frozen herring and mackerel from the east. Prices for these goods will rule about the same as last season.

Shell oyster trade is showing improvement, and the best grades are selling high.

A Vancouver concern has just completed arrangements to ship fresh salmon direct to London, Eng. It is claimed that this can be done successfully by proper chilling of the fish, and expects to start the first shipment of fifty tons in the near future.

Heretofore all shipments have been frozen fish only, but in case the initial shipment arrives in first class condition, it is thought most future lots will be sent fresh. The price in London will be about five pence per pound.

FRESH	
Barbotte	1 00
Bluefish, per lb	14
Dore, per lb	10
Eels, fresh, per lb	8
Flounders, per lb	10
Haddock, per lb	10
Haddock, per lb	10
Lake trout, per lb	10
Mackerel	10
Market cod, per lb	10
Perch, dressed, per lb	10
Pike, headless and dressed	10
Salmon, B.C.	14
Sea trout, per lb	14
Steak cod, per lb	8

FROZEN	
Dore, winter caught, per lb	10
Haddock, per lb	10
Steak cod, per lb	10
Salmon, B.C., red, per lb	10
Salmon, Gaspé	18
Salmon, Qualla, per lb	10
Whitefish, large, per lb	10
Whitefish, small, per lb	10

SALTED AND PICKLED	
Green cod, No. 1 medium, per lb	10
" small, per lb	10
" large, per lb	10
Labrador herring, bbl	10
Labrador herring, half barrel	10
Labrador sea trout, bbls	10
" " half bbls	10
No. 1 mackerel, pail	10
No. 1 " half bbls	10
Salmon, B.C., half bbls	10
Salmon, B.C., bbls	10
Salmon, B.C., pink	10
Salmon, Labrador, bbl	10
Salmon, Labrador, 1 bbls	10
Salmon, Labrador, tierces, 300 lb	10
Salt eels, per lb	10
Salt sardines, 20 lb. pail	10
Sardines, Quebec, bbl	10

SMOKED	
Blonkers, large, per box	10
Haddies, 15 lb. box, per lb	10
Herring, new smoked, per box	10
Kipperd herring, per box	10
Smoked salmon, sugar cured, per lb	10

SHELL FISH	
Lobsters, live, per lb	10
Oysters, choice, bulk, 1/2 imp. gal	10
" " Sealship, standards, 1/2 imp. gal	10
" " select	10
" shell, per bbl	7 00 10

PREPARED FISH	
Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c	15
Dry cod in burnies, per bundle	15
Skinned cod, 100 lb. case	15
Shredded cod, per box	15

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TORONTO.

GREEN FRUITS—Apples are now almost the only domestic fruit in the market. A few late peaches of poor quality are still awaiting buyers. Grapes are yet here, but they are getting stale and hard to sell. Apples are now taking up the principal time of the dealers. While the market is pretty well stocked, they are nearly all fall apples and a good many culls at that. They are selling from \$1.50 to \$2.50 a barrel, according to quality. Snow apples go as high as \$4. Very few good winter apples are offered.

The California late Valencia oranges are about over, but are promptly followed by the Florida, the first car of which has arrived. New Palermo lemons are also on hand, as well as grape fruit.

Apples, green, basket	0 15	0 35
per barrel	1 50	4 00
Bananas	1 65	2 00
Cranberries, per bbl.	8 50	
Grapes, small basket	0 12	0 15
large	0 20	0 25
Almeria per keg	7 50	6 50
Grape Fruit	4 00	4 25
Lemons, Verdelli	3 25	3 50
Palermo	3 50	3 75
Oranges, Cal Valencia	3 25	3 75
Cal small	2 00	2 50
Porto Rico	3 00	3 25
Florida	0 50	0 65
Peaches, late	0 40	0 60
Pears, Can., basket	2 40	4 50
Pineapples, per case	0 30	0 40
Pumpkins, per basket		

VEGETABLES—Potatoes are handled in large quantities. Retail merchants are

buying freely and large quantities are being stored for winter. As they are cheap and of good quality they must certainly be good buying at present prices, before the extra cost to protect them from frost will have to be added.

Beets, per bag	0 60
Cabbage, Canadian, per dozen	0 35 0 40
Carrots, new, per bag	0 50 0 55
Celery, Canadian, per doz	0 25 0 30
Onions, Canadian, per bag	1 00 1 25
new, Valencias, crate	2 75 3 00
Spanish	2 75
half cases	1 75
Peppers, green, per basket	0 30 0 35
red, per basket	0 50 0 60

ALMERIA GRAPES

In choosing grapes for winter, keeping quality is our first consideration. We have the finest selection this year we ever had, and prices very reasonable.

Late Howe Cranberries

Fancy long-keeping stock---A good time to buy.

Late Valencia Oranges

All sizes from 96s to 250s. The only first-class orange on the market.

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



THE ITALIAN LANGUAGE

would be nice to understand when we hear a conversation in Italian and want to know what they are talking about. Space does not permit me to explain much. I will tell you about *FRATELLI*---this word means Brothers and from the same root we have Fraternity. So when you hear or read Fratelli Follina it translates Follina Brothers---Packers of finest Sicily Lemons. Look for this name on every box of lemons you buy. Quality and packing unexcelled.

W. B. STRINGER, Toronto, Canadian Agent

DATES

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

MENTION THE BRANDS

"CAMEL" HALLOWI
(Packages)

"EAGLE" SAIR
(Packages)

"MONOGRAM" Extra Fancy
"CAMEL" Extra Choice
FARD

W.M. HYELS, JR.
IMPORTER

W. B. STRINGER, Agent, TORONTO

FANCY

Jersey Sweet Potatoes Bbls. and Hampers

Cape Cod Cranberries

Almeria and Domestic Grapes

Chestnuts

New Figs

New Dates Due Next Week.

(Established 1861)

HUGH WALKER & SON
GUELPH, ONTARIO

THE CANADIAN GROCER

Parsnips, per bag.....	0 75
Potatoes, Canadian, per bag.....	0 60 0 65
" sweet, basket.....	0 56
" sweet, per hamper.....	1 25 1 50
" sweet, per barrel.....	3 50
Radishes, per dozen.....	0 20
Tomatoes, Canadian, per basket.....	0 40 0 50
Turnips, per bag.....	0 40

Finnan haddie.....	0 08
Haddock, fresh caught.....	0 07
Halibut, fresh caught.....	0 10
Herring, medium, per lb., fresh caught.....	0 05 0 06
Herring, sea, per 100 count.....	3 00
Herring, Digby, per box.....	0 15
Lobsters, each.....	0 25 0 30
Mackerel, each.....	0 20 0 25
Perch.....	0 07
Pike.....	0 06
Quail on toast.....	0 05
Sea salmon.....	0 17 1
Trout, fresh caught.....	0 09 0 10
Whitefish, fresh caught.....	0 10
Yellow pickerel.....	0 09
Oysters, selects, per gal.....	1 85
" standards, per gal.....	1 65
" extra selects.....	1 90

FISH—The month of November is the closed season for trout and whitefish and therefore these lines can only be bought from frozen stock. In speaking with one of the dealers, he declared that the closed season is not nearly long enough to give the fish a chance to spawn. Herrings are the principal fresh fish used just now. Finnan haddie are in good demand. Business on the whole is very satisfactory.

Blazers, per box.....	1 20
Blue fins.....	0 06 1
Carp.....	0 03
Cod, fresh caught.....	0 07
Cod, Imperial, per lb.....	0 05
Cod, Arcadia.....	0 10
Ciscoes, per basket.....	1 10 1 20
Eels, per lb.....	0 08

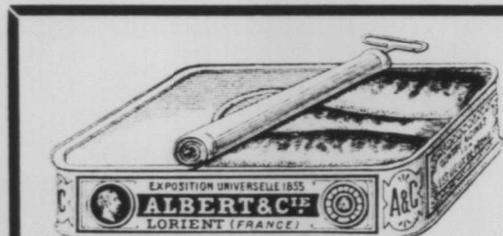
TRADE NOTES.

H. Precious, Guelph, Ont., has sold his grocery business to Robinson Bros.

P. E. Lessard, of Edmonton, Alta., is opening a general store in Vegreville, Alta.

L. Randall & Sons, Moncton, N.B., have opened their new store at 322 St. George Street.

The owners of a St. Abbs fishing boat have made the important discovery that a net dyed as nearly as possible the hue of the sea, instead of the traditional brown, yields much larger results in the matter of fish caught. The discovery was, says the Western Morning News, put to the test a short time ago when, out of a fleet of sixty-five boats, the boat with its nets dyed blue made far and away the largest catch. The dye used is bluestone. The discovery has aroused much interest among the fishermen.



Ask for

"ALBERT & CIE"
French Sardines

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

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

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

BEACON BRANDS

FRIEND RETAILER,—

Would you use broken-down delivery horses in your service? Would you think of trying to sell groceries or meat without regard to the appearance of your store?

CERTAINLY NOT!

Then, why complain of the laxity in your FISH and OYSTER business? You have never brought these lines to the front. Be up-to-date, Friend Retailer. Get one of our display cases. Handle "BEACON" Oysters and Haddies.

THE F. T. JAMES CO., LTD.

Wholesale Fish and Oyster Distributers, - TORONTO

C

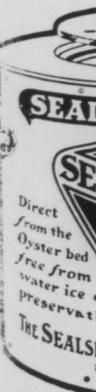
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AGENTS—
Bros., Montr
Calgary, Alta

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CUSTOM CATCHERS

Particularly in the case of Canned Goods, quality is the determining feature where the trade will go. If you stock



you will be influencing a better class trade to your store.

Our herring are the finest obtainable—coming from Passamaquoddy Bay, where they are captured in weirs or traps—the packing is done by the very latest process in a modern sanitary factory.

BRUNSWICK BRAND

is synonymous for quality.

You are wanting a satisfaction-giving line like this! Be sure and have the name right when you are ordering Sea Foods.

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.

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.

Sardines That Sell

are those that have a guarantee on each tin!

Concord Norwegian Sardines

are finest small autumn fish only, packed, when freshly caught, in high grade oil. Each tin is provided with an extra cover for use after it has been once opened.

The care given in selection and packing has retained the natural delicate flavor of the fish in a remarkable degree. Order from any wholesale grocer, and don't forget the name CONCORD.



LIST OF AGENTS:

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



**THE MAXIMUM
OF EFFICIENCY
IN THE GROCERY**

is within the reach of every practical merchant who will carefully study the particular requirements of his trade.

**“WALKER BIN”
FIXTURES
WILL HELP
WONDERFULLY**

as they provide every modern facility for the handling of a special or general grocery stock. They will

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: “Modern Grocery Fixtures”



The Walker Bin and Store Fixture Co.,

LIMITED

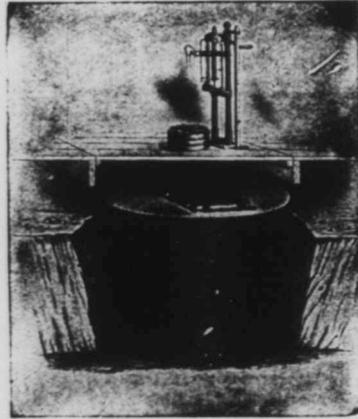
BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

Montreal; Kenneth H. Munro, Coristine Building
Manitoba; Watson & Truesdale, Winnipeg, Man,
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

Turn Your Losses into Profits



Cut 6—Under the Floor Outfit.

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer.

No More Bad Bills

There's absolutely no excuse for a grocer to complain of bad bills. There's a way to hold the credit customer in check and avoid losses.

Allison COUPON BOOKS

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

HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere.

Manufactured by

ALLISON COUPON CO., Indianapolis, Ind



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis, Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Alays Pain Quickly without Blistering, removing the hair, or laying the horse up. Pleasant to use. \$2.00 per bottle at dealers or delivered. Horse Book 5 D free.

ABSORBINE, JR., (mankind's favorite.) For Strains, Gout, Varicose Veins, Varicocele, Hydrocele, Prostatitis, etc. W. F. YOUNG, P.D.F., 234 Temple St., Springfield, Mass. LYMAN'S Ltd., Montreal, Canadian Agents.

THE PEOPLE OF **JAMAICA**

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

KINGSTON “GLENER”

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

BI

TRY

OTTAWA,

Jenkins &



Ask
WINNIPEG
(and
VANCOUVER
HAMILTON
50
TORONTO—
LONDON—
ST. JOHN, I.
REGINA, SA
MONTREAL

Woo

BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL
JOBBERs

1/2-lb. tins—3 doz. in case.

HOTEL DIRECTORY

HALIFAX HOTEL

HALIFAX, N. S.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.

ACCOUNTANTS

Jenkins & Hardy

Assignees, Chartered Accountants, Estate and
Fire Insurance Agents, 151 Toronto St., Toronto;
465 Temple Building, Montreal

Poultry Wanted!

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

P. POULIN & CO.

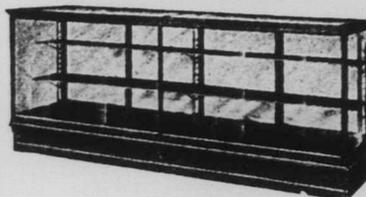
39 Bonsecours Market

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

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

Wolverine

Show Case



The best show case
made in America for
the money.

Price, \$4.50 per foot
f.o.b. Detroit

W. H. ESCOTT

141 Bannatyne Avenue,
Winnipeg. Selling Agent

No. 100.

This case is finished in golden oak—Beveled plate top.
—Shipped K.D.—

Made by

Michigan Show Case Co., Detroit, Mich.



Five Essentials

Simplicity

Fast Grinding

Durability

Easy Adjustment

Finish

ELGIN NATIONAL COFFEE MILLS

(40 STYLES)

These are high-grade, attractive
looking mills, at a

LOW COST

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co.
(and branches); Foley Bros., Larson & Co. (and branches).

VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson,
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—Canadian Fairbanks Co.

MANUFACTURED BY

Woodruff & Edwards Co.

ELGIN, ILL., U.S.A.

Tea Lead,

Best Incorrodible

"Pride of the Island"

Manufactured by

BRAND

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.

A.B.C. Codes used 4th and 5th Editions.

Canadian Agents:

ALFRED B. LAMBE & SON, TORONTO

J. HUNTER WHITE, ST. JOHN, N.B.

CECIL T. GORDON, MONTREAL



Saves Time.—Saves Bags.

McGregor's Patent Bag Holder.

Indispensable to every grocer.

KILGOUR BROS.

19 Wellington St. West, TORONTO

"We will never be buried with the unknown dead—we advertise. There's the whole thing in a nutshell—we advertise and, therefore, we cannot be unknown—See?"

The above is an extract from an advertisement that appeared several years ago over the name of a firm that has since made remarkable progress in its line. This particular ad. outlined the general policy of the house. Another paragraph that contains splendid food for thought is the following:

"The forget-me-nots of to-day are frequently the has-beens of to-morrow."

Just turn this over in your mind—The firm that advertises *cannot* be unknown or forgotten.

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

Next week's issue—A concrete example of one way in which THE CANADIAN GROCER brings buyer and seller together.

Q
Bak
W. H. G
Standard—
1-lb. tins, 2 doz. in
1-lb. tins, 3 "
1-lb. tins, 4 "
IMPERIAL
Cakes.
4 doz.
3 doz.
1 doz.
1 doz.
1 doz.



CANADIAN C
Ashmer Jams Per d.
Strawberry 1 1/2
Raspberry 1 1/2
Black currant 1 1/2
Red currant 1 1/2
Raspberry & red
currant 1 1/2
Raspberry and
gooseberry 1 1/2
Dumpling, stoneless 1 1/2
Greenish plum, stoneless 1 1/2
Gooseberry 1 1/2
Pure Pre
5 & 7 s p
Strawberry
Black currant
Raspberry
Other varieties
Freight allowed up
WHITE SWAN SPICE
White Swan Baking
1-lb. tin, 3-doz. in
1-lb. " "
1-lb. " "



Cook's Friend
In C
No. 1, 1-lb., 4 dozen
" " " " 2 "
No. 2, 5-oz., 6 dozen
" " " " 3 "
No. 3, 2 1/2-oz., 4 dozen
No. 10, 12-oz., 4 doze
" " " " 2 "
No. 7, 4-oz., 6 dozen
" " " " 3 "
In T
No. 13, 1-lb., 2 dozen
" " " " 3 "
" " " " 4 "
" " " " 5 "
" " " " 7, 5 lbs.





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.

**Have you money to invest?
Are you interested in finance?**

If so, our present offer will interest you. We will mail you :: ::

The Financial Post

Canada's weekly investment and financial journal, from date to January, 1911, for the sum of \$3.00, the amount of the regular annual subscription. This introductory offer means that you would receive THE FINANCIAL POST from now until the end of this year absolutely free of charge.

The Special Articles and Editorial Comments of THE FINANCIAL POST are acknowledged by Canada's leading financial men to be both authoritative and interesting, and, in addition, reliable and complete information is always to be found of stock movements, bond and debenture issues, dividends declared, real estate, mining and financial news generally.

Your best interests will be served by availing yourself of this offer.

Ask for Sample Copy

Address

THE FINANCIAL POST OF CANADA, TORONTO



A PROPOSITION TO YOU

We want you to send for a sample of "VOL-PEEK" Granite Cement, which you should have your wife try—just to convince you of its merit.

It will be found unparelleled for mending holes in all kinds of tinware, enamelware, iron, etc. Then, knowing its value, we want you to secure a trial lot—for sale. It will mean money in your pocket.

WILL YOU DO THIS?

H. NAGLE & COMPANY
LAPRAIRIE, QUE.

R. B. Wiseman & Co.

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

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg



A GOOD SALE!
A QUICK TURNOVER!
A GOOD PROFIT!
for grocers selling

"Soclean"

The Dustless Sweeping Compound

Sold to the consumer in nice neat lithographed pails. Prices 25c., 50c., \$1.00.

BUY FROM YOUR WHOLESALE

or
The Harnett-Ridout Company

Manufacturers **TORONTO**
Manufacturers Sales Co., Eastern Sales Agents
314 Birks Bldg. Montreal



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE CANADIAN GROCER.

Always
Look
For
The
Beave



VAL

are pac

ROSE & LA

34lb. metal pails.....
Pine-apple jam, 14
..... in case.....

Jelly I
IMPERIAL D



Assorted flav
Macaron Imperial



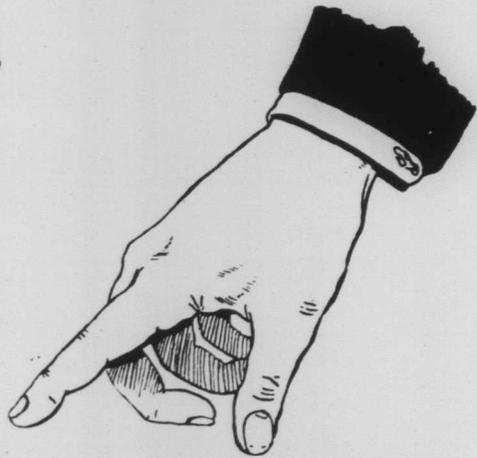
Assorted Case,
Assorted Case,
Lemon (Straight)
Orange (Straight)
Raspberry (Straight)
Strawberry (Straight)
Chocolate (Straight)
Cherry (Straight)
Peach (Straight)
Weights lbs. to case.

The GENUINE. Pa



Prices—Ontari
Less in 5 cases.....
Five or more.....

Always
Look
For
The
Beaver



**BEAVER
BRAND
VALENCIA RAISINS**

are packed by **MAHIQUES, DOMENECH & CO.** and invariably excel.

AGENTS:
ROSE & LAFLAMME, Ltd. Montreal and Toronto

"José Segalerva"

on a package containing

**Malaga Table Raisins
Malaga Loose Muscatels
Jordan Shelled Almonds
Valencia Shelled Almonds**

signifies that the box contains
Spain's highest quality fruit
or nuts.

AGENTS:
Rose & Laflamme, Ltd.
Montreal
Toronto

34lb. wood pails..... Per lb. 0 062
Pure sweetened jam, 1-lb. glass jars, two
doz. in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited.



JELL-O
The Dainty Dessert

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 10 lbs. to case. Freight rate, 3rd class

Soap
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... \$5 00
Five cases or more..... 4 95



THE ROBERT GREIG COMPANY.

White Swan, 15
flavors. 1 doz. in
handsome counter
carton, per doz., 90c.



List price.
"Shirriff's" (all
flavors), per doz.
Discounts on applica-
tion.

Lard

**N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.**



F.O.B. Montreal.



**GUNNS
"EASIFIRST"
LARD
COMPOUND.**

Tierces... 0 112
Tubs... 0 12
20-lb. pails... 0 121
20-lb. tins... 0 111
10-lb. " " 0 124
5-lb. " " 0 123
3-lb. " " 0 122
1-lb. cartons 13

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. \$0 40
Fancy boxes (36 or 50 sticks), per box... 1 25
"Ringed" 5-lb. boxes, per lb. 0 40
"Acme" pellets, 5-lb. cans, per can... 2 00
" " (fancy bxs. 40), per box 1 50
Tar licorice and tolu wafers, 5-lb. cans,
per can..... 2 00

Licorice lozenges, 1-lb. glass jars..... 1 75
" " 20 5-lb. cans..... 1 50
"Purity" licorice, 10 sticks..... 1 45
" " 100 sticks..... 0 73
Dule, large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'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. " " " 2 80
4-lb. tins, " " 4 85
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen
cases per doz..... \$0 95
Parrot Food, 1-lb. pkts., 1 doz cartons 0 45
Parrot Food, 2-lb. pkts..... 1 35
Bird Cage Sand, about 1 1/2-lb. bags, 1/2-
gross cases, per doz..... 0 30
Bird Cage Grit, about 1 1/2-lb. bags, 1/2-
gross cases, per doz..... 0 30

Mince Meat

Wetley's condensed, per gross, net... \$12 00
per case of 3 dozen, net.... 3 00



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DENSING CO**

PRICES:

St. Charles Cream-
family size, per case
..... \$3 50
Ditto, hotel, 3.70
Silver Cow Milk 4.55
Purity Milk.... 4.25
Good Luck.... 4.00

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COLMAN'S OR KEEN'S
D.S.F. 1/2-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... 0 25
F.D. 1/2-lb. tins..... per doz. 0 85
" 1-lb. tins..... " 1 45

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts 24's..... 6 50
" 1/2-pt. 24's..... 4 25

SAUCES

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and
Toronto
1/2-pint bottles, 3 & 6 doz., per doz..... 0 90
pint " 3 doz..... 1 75

Soda

COW BRAND



Case of 1-lb. contain-
ing 60 packages, per
box, \$3 00
Case of 1/2-lb. contain-
ing 120 pkgs. per
box, \$3 00
Case of 1-lb and 1/2-lb.
containing 30 1-lb.
and 60 1/2-lb. pkgs per
box \$3 00

Case of 5c. pkgs. containing 96 pkgs. per
box, \$3.00

MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1/2-lb. " " " 2 75
No. 3, " 30 1-lb. " " " 2 75
No. 4, " 60 1/2-lb. " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs
1 case..... 2 85
5 cases..... 2 75

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 SODA**

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"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

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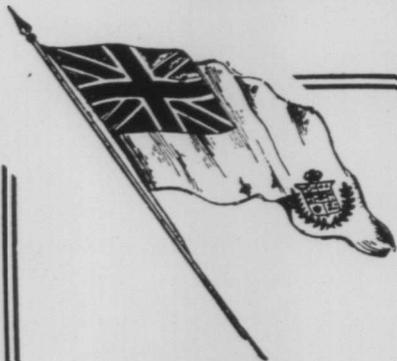
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