

CANADIAN GROCER

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

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, DECEMBER 3, 1909

NO 49.



If it can't be had in the town there is excuse for using other laundry blue than

Keen's Oxford Blue

But—

There isn't a city, town or hamlet in Canada where it cannot be found.
To explain—Every grocer wants Keen's Oxford Blue.

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

Agents for the Dominion of Canada

From Halifax to Vancouver

grocers, both wholesale and retail, are pushing

"Crown Brand" Table Syrup

There must be reasons for this special attention. There are reasons, good strong arguments for this preference—Purity, Quality, Richness, Healthfulness and Profit in selling.

Do these arguments appeal to you?

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

3 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



IMPERIAL PRODUCTS

MacLaren's Imperial Cheese

is, and has been since first manufactured, the public choice of all cheese. Your customers want the best and you will gain their confidence by supplying **Imperial Cheese**.

Imperial Peanut Butter

A food which has earned by its purity, palatability and nutritive properties, a place in the public pantry and esteem. It pays to stock it.



Imperial Dessert Jelly

is without doubt the ideal dessert food, as the rapidity with which it disappears from your shelves testifies. By keeping stocked with it you prevent good customers from going elsewhere to obtain it.

IMPERIAL PREPARED MUSTARD

In Three Sizes 5c., 10c. and 15c.



Manufactured and Guaranteed Pure by
MACLAREN IMPERIAL CHEESE CO., LIMITED
TORONTO

“Thistle” Canned Haddies,
Kippered Herring,
Tunny Fish

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

Cox's Gelatine

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

Taylor's Peels

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

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

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

ARTHUR P. TIPPET & CO., Agents
Montreal



Montreal Office

Manufacturers' Agents and Brokers' Directory

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.



Winnipeg Office

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

Canadian Manufacturers and Exporters:
Are you aware of the fact that there are 4½ millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business?
You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to
10, Garfield Chambers, Belfast, Ireland

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

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers and Warehousemen
27 St. Sacramento Street, Montreal
TEL. MAIN 778 BOND 28

Largest and Finest Pure Whole Skinless Codfish "Royal Crown" in 100 lb. boxes.
Distributing Sole Agents
ROBERT ALLAN & CO.
MONTREAL
General Commission Merchants

WAREHOUSE ACCOMMODATION IN OTTAWA
Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates.
Special rates for large quantities
Dominion Warehousing Co., Ltd.
52 Nicholas Street, Ottawa
J. R. Routh, Manager.

Try a Condensed Ad.
in the Grocer.

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufacturers' Agents, Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity.
SASKATOON,
Western Canada

W. S. CLAWSON & CO.
Manufacturers' Agents and Grocery Brokers.
Warehousemen
ST. JOHN, - - - N.B.
Open for a few more first-class lines

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

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

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

G. C. WARREN
Box 1036, Regina
IMPORTER WHOLESALE
BROKER, and MANUFACTURERS'
AGENT
Ceylon Teas, Coffees, Spices, Mustard, Canned Goods, Grocery and Drug Specialties. Importer and distributor of the Dagoba Brand Pure, High-grade Ceylon Tea—stood the test in Western Canada for over 12 years—sales always increasing. Sold in bulk, 1-lb. packets and 5-lb. boxes. Popular prices. Grocers: it will pay you to stock this line. Manufacturers: it will pay you to place your account in my hands. Business established over 12 years.
Yours truly,
G. C. WARREN

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

W. G. PATRICK & CO.
Manufacturers' Agents
and
Importers
29 Melinda Street, Toronto

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

ON SPOT
Finest Bordeaux Whole Halves
SHELLED WALNUTS
New Three Crown Shelled Almonds
LIND BROKERAGE CO.
23 Scott Street Toronto

WATSON & TRUESDALE
(Successors to Stuart, Watson & Co.)
Wholesale Commission Brokers and Manufacturers' Agents.
WINNIPEG, - - - MAN.
Domestic and Foreign Agencies Solicited.

Canadian Agencies Wanted
E. SAVILLE WEBB
7 St. Stephens Street
BRISTOL, :: ENGLAND

— TO —
Brokers and Manufacturers' Agents

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

Write for particulars to
The Canadian Grocer
Montreal Toronto Winnipeg

MI

Manuf

No O

Each

BE L
Indu
Proc

THE

"Ke



"Keep

One-h

THE

MEAT OF WHEAT

Manufactured from Canadian grown wheat

No Other Cereal so Delicious or Satisfying

Each Package Makes 12 lbs. Nourishing Porridge

—ON COMPARISON—

Proven better than any similar imported cereal

BE LOYAL — Encourage Home Industry. Sell Canadian Made Products.

FOR PANCAKE TIME

You Cannot Get a Better Article Than

“PICKANINNY”

Pancake and Buckwheat Flour

ATTRACTIVELY PUT UP IN 10c. PACKAGES

A Good Seller and a Money Maker

THE WESTERN MILLING CO., TORONTO

“Keep up with the Twins”



“Keep up with the Twins”

Handle

GOLD DUST WASHING POWDER

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

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

THE N. K. FAIRBANK COMPANY, Montreal

THE CANADIAN GROCER

Quality Talks!

A right selection of
Canned Goods is at once one of
the most important and most difficult
problems before the modern grocer!
There must be no half measures of purity! And
any grocer in any way in doubt can always safeguard
himself by buying

Old Homestead Brand

Canned Fruit and Vegetables

This is the brand that 'talks quality,' quality of
raw material, quality of skilled labour, and
quality of cans and sealing methods. Are
you handling this splendid selling line?
If not, order from your jobber
to-day.

Old Homestead Canning Co.

PICTON

ONTARIO

Pu

a
to
G

E.

h
m
sy

E. D

Canadian
Y&S
All Druggists.



should

Lic

whic

Soft Mint
Acme Pell

Write for

Send
To-day

Purity and



Perfection

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

E. D. S. Brand Jams and Jellies

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

Let me have your enquiry

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

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

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE Co.
Montreal.

Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

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

Write for price lists and illustrated catalogue

Send
To-day

AGENTS

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



Made
in
Canada

**A
TOUCH
DOWN**

FOOTBALL at this particular season of the year is attracting the attention of thousands of people. TOUCH DOWN is one of the terms spoken of in describing an important feature of the game.

Do you allow your customers to make Touch Downs with you?

Do they get into your debt for forty to fifty dollars when you did not intend to let them have more than fifteen or twenty dollars credit?

Do they ever dispute their accounts and make a touch on you for two or three dollars at time of settlement?

As Umpire and Referee the McCASKEY stands at the head of them all.

Your accounts are posted.

You place the limit.

McCASKEY stops the play at your limit mark.

There are no disputes—no foul plays.

The McCASKEY pleases the merchant and customer.

If you do a credit business, you need a McCASKEY.

DOMINION REGISTER COMPANY, Limited

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

TORONTO

TO THE
Merchants of Canada

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

FINNAN HADDIES
ever produced, the famous

**WACHUSETT
FINNAN HADDIES**

packed by

FREEMAN & COBB CO.
(Incorporated)

FISH

BOSTON - - MASS.

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

JUST WHAT YOU WANT FOR ADVENT

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

Prices on application.

D. HATTON & CO.

18 Bonsecours St.

MONTREAL



THIS TIN CONTAINS

100%

PERFUMED - POWDERED

LYE

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

A MUCH LARGER PROFIT THAN YOU HAVE BEEN RE-
CEIVING ON SIMILAR GOODS.

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

A TIN WITH ROTATING COVER AND SIFTING TOP

YOU WANT MORE PROFIT
YOUR CUSTOMERS MORE PURE GOODS

OPPORTUNITY OFFERS TAKE IT TO-DAY

WHITE SWAN SPICES AND CEREALS LIMITED
TORONTO

**ASEPTO SOAP
POWDER**

THE ENEMY OF DIRT

Recommends Itself for **5** Reasons

1. It saves labour. There's not half the rubbing required.
2. It prevents disease. It is thoroughly antiseptic.
3. It is odorless.
4. It is harmless. It will not damage the most delicate fabric.
5. It is economical. A 5c. packet makes 4 gallons of liquid soap.

Try a case. You will be astonished to find how soon it is gone.

Order from Your Jobber.

THE ASEPTO MANUFACTURING CO.
ST. JOHN, N.B.

BROOMS

We Make

Brooms of Quality

When next in need of this line
ask us for prices
We have the goods for house-
hold, mill, factory, warehouse
and others

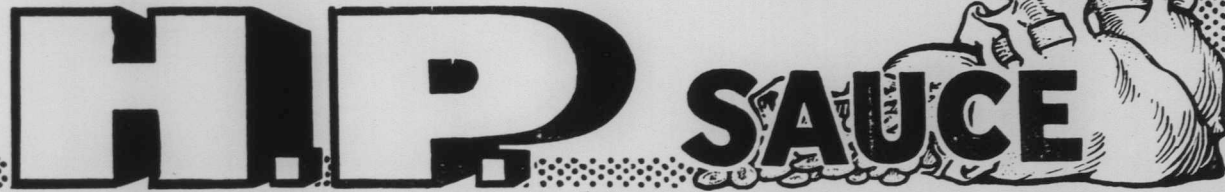
Capacity enlarged to
20,000
dozen per annum

Walter Woods & Co.
Hamilton and Winnipeg

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

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

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

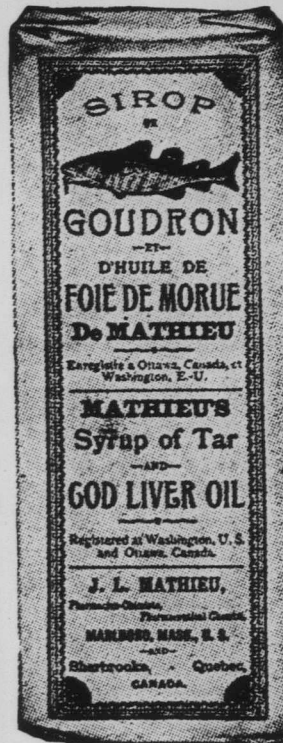


**Counter
Check
Books** *"Get
The
Best"*

**LOBLAW
CREDIT
SYSTEMS**

The **CARTER-CRUME COMPANY, Ltd.**
TORONTO and MONTREAL

Mention this paper



**MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil
AND

**MATHIEU'S
NERVINE POWDERS**

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

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

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

Sold by all wholesale dealers.

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

Distributors for Western Canada:

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

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

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

QUAKER SALMON

This year sales of Quaker Salmon have been larger than ever before, illustrating the immense and growing popularity of Canada's premier canned salmon.

YOU are selling this high-class and profitable brand, are you not?

Sole Purveyors:

MATHEWSON'S SONS

Wholesale Grocers
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

Halifax, - Nova Scotia



FORESIGHT LEADS TO FORTUNE!

Show your foresight by handling

BALAKLAVA SARDINES

the line the public demands. Fine, firm, fresh fish, caught by our own men in the famous Bay of Fundy, delicious in flavor, packed in purest salad oil, and put up in an attractive sanitary tin—that's the proposition you are handling when you sell 'Balaklava' Sardines. The prices will interest you.

Write to-day.

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 Weese, Hamilton; H. D. Marshall, 137 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.

When taking the weekly grocery order mention

SNAP

THE MAGIC HAND CLEANER

to the housewife. Once purchased, you can be sure of repeat orders, because there is nothing known equal to SNAP for chasing dirt, grease, tar or paint from soiled hands.

It is antiseptic and will not harm the most delicate skin.

See to your stocks to-day and recommend SNAP.

THE SNAP CO., Limited
MONTREAL

UNSOLICITED

Weighed in the balance and NOT found wanting

Bowmanville, 26th October, 1909

Dear Sirs,

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

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

Yours truly,

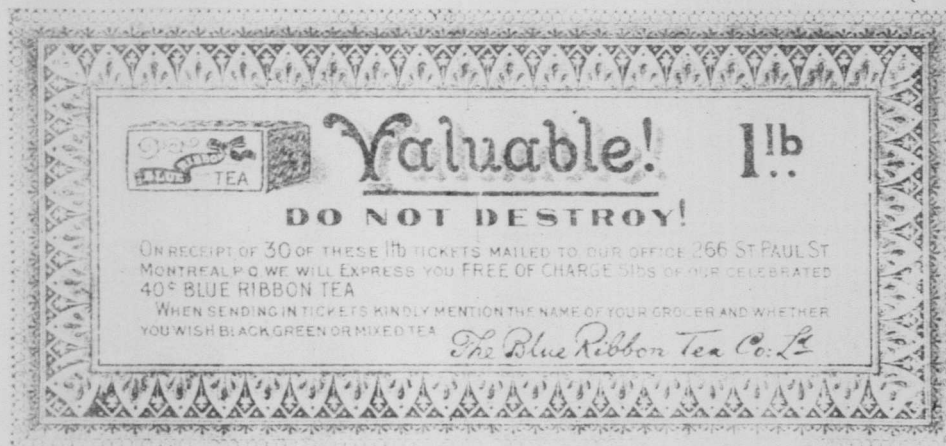
The Blue Ribbon Tea Co., Ltd.
P.O. Box 2554, Montreal.

MRS. ARTHUR H. SCOBELL,
Bowmanville.

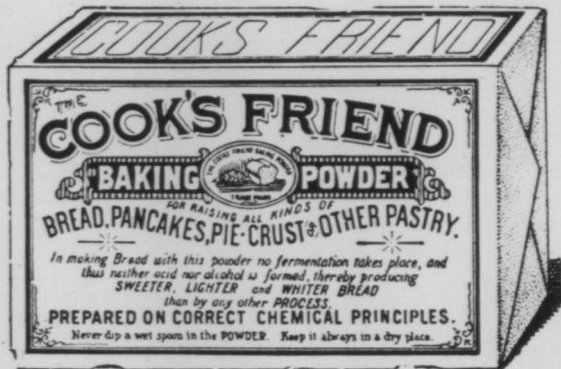
To Further Benefit our Retail Friends

On receipt of an order for a 30-lb. case of our Red Label Tea, in black, green or mixed, accompanied by the coupon at the foot of this page, we will enclose an extra 5 pounds of our 40c. tea, in pounds or half-pound packages, free of charge—freight prepaid—this offer is good until December 31st, 1909.

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



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 :

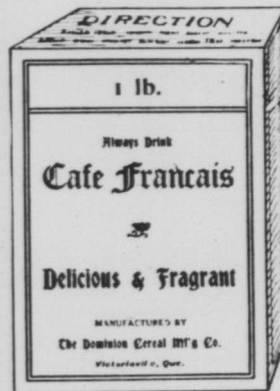
Messrs. W. Galbraith & Sons, Montreal
 Messrs. Fenwick, Hendry & Co., Kingston
 Messrs. Medland Bros., Toronto

PACKED BY

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

Cafe Francais

IS SIMPLY
 COFFEE WITHOUT THE AFTER-EFFECTS



As a quick and profitable seller it is rarely equalled. We want you to try a small order, that you may see for yourself the truth of our claim when we say that Cafe Francais is a line that you would not be without if you but knew it.

Ask us to send you a sample package to try in your own home.

Dominion Cereal Mfg. Co.
 VICTORIANVILLE, QUE.
 Also Makers of Imperial Self-Raising Flour

McLEAN'S

WHITE MOSS COCOANUT



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

The Canadian Cooconut Co.
 Montreal

WHAT FOOD HAS DONE FOR YOUR HORSE THAT FOOD CAN DO FOR YOUR NEIGHBORS'

If you have tried MOLASSINE MEAL on your horse, you will have noted the fine, healthy condition in which the animal has been kept, and you will realize the many merits of the food.

What it has done for your horse, it can do for the horses of your customers.

IT IS IN YOUR OWN INTERESTS TO KEEP A GOOD STOCK OF MOLASSINE MEAL IN YOUR STORE!

ANDREW WATSON, - Sole Importer
 MONTREAL

We

To

in g

P.

S

B

Y

th

B

W

W

C

W

MAKE

POULTRY WANTED

We want, right away, poultry—large or small shipments from grocers and general storekeepers.

—WE DESIRE—

Turkeys - Geese - Chickens
Ducks - Fowls

in good condition, nice plump stock. We will pay you the highest market prices. No commission

REMITTANCES PROMPTLY MADE. REFERENCE: ANY BANK.

P. POULIN & CO. 30 Bonsecours Market, MONTREAL

S. T. NISHIMURA & CO.

have some very desirable

JAPAN TEAS

at different points for Jobbers' attention

Offices: MONTREAL & JAPAN



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

**White Dove
Cocoanut**

W. P. DOWNEY
MAKER - MONTREAL

CHANGE of BUSINESS.

J. Walter Snowdon

has taken over the business formerly carried on by SNOWDON & BORLAND, who have dissolved partnership, and will look after all orders, which should be sent to

413 St. Paul St. MONTREAL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

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.**

Try a business card in
The Canadian Grocer.

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

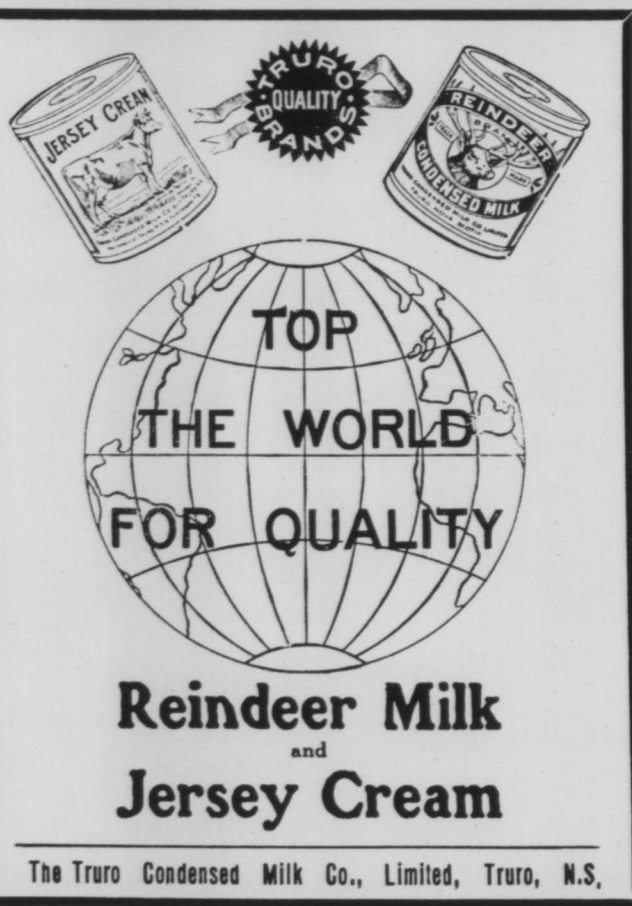
SELECTED FIRST QUALITY FRUIT ONLY. PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK
FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG



TRURO QUALITY BRANDS

TOP THE WORLD FOR QUALITY

Reindeer Milk
and
Jersey Cream

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

SUGAR


When next purchasing supplies of Granulated Sugar, ask for

Redpath

The Purest and Best. To be had in original packages, barrels of about 300 lbs., and bags of 100, 50 and 20 lbs.

Manufactured by

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



The Festive Season Shortly Due

is the time of many extra dishes for the housewife, in which essences play an important part!
How are your stocks?

SHIRRIFF'S ESSENCES

Combine purity and strength; they will help to obtain and retain the family trade for you. Order to-day.

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

Bo
Siz

Y
of p
why

B

W
S

TH

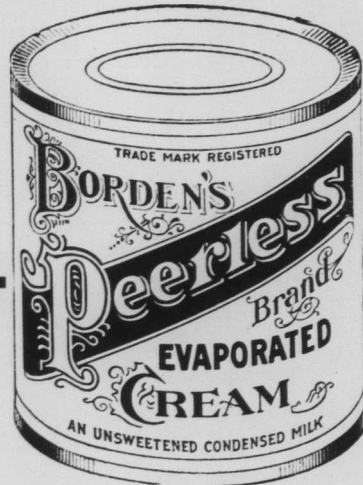
proce
and th
forml

Th

HIGH

Bond

Borden's New
Size Package



"Peerless Brand"
Evaporated Cream

Retails at 5c.

\$2 per case of 4 doz.

UNSWEETENED

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

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

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

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

THERE'S a reason why

Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary cans, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.



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

New Pickles for You!

Have YOU ordered from us your supply of new season pickles yet? If not, do so at once. We can fill your order whatever it be, large or small, in bottles or in bulk.

HIGHEST GRADE GOODS

QUALITY IS UNSURPASSED

Thos. McCready & Son, Limited

Bonded Vinegar, Pickle and Spice Manufacturers

St. John, N. B.

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.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

MALT VINAGAR



LONDON, ENGLAND
Commands a Preference over all others.

IS THE BEST
Made from the finest malted barley.

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

AGENTS

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

The old proverb "make hay while the sun shines," though a little out of season, applies all right to the pushing of

STERLING Brand MINCE MEAT

at this season of the year. It is now everybody is buying mince meat, and "Sterling" leads with all leading grocers.

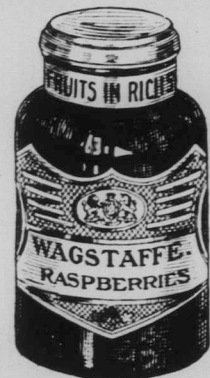
Done up in glass and 6½, 12, 28 and 50 pound pails.

Made in Canada by

The T. A. Lytle Co.

Limited

Sterling Road :: TORONTO, Can.



CHRISTMAS SEASON

Fine Old English
Mincemeat and Plum Pudding

NOW READY FOR DELIVERY

Send in your orders quickly, please.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

Hamilton, - - Ont.

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



A Sure, Fast Seller

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

Holland Rusks

"The Food of Old Holland"

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

SEND FOR SAMPLE

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

If your jobber cannot supply you, please notify

McGREGOR SPECIALTY CO.

672 Yonge Street, TORONTO

A SPECIAL CHANCE

for you to stock up in

**KITCHENER BRAND
PORK and BEANS**

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

THE OSHAWA CANNING CO., Ltd.
OSHAWA, ONT.

Tartan
BRAND

IN STORE

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

Phone or write for quotations
Long distance 596 free to buyers

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

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



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

Huber Account Register and System

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

We Want Salesmen—Live Ex-Merchants Should Apply

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

St. Lawrence

GRANULATED
and
GOLDEN YELLOWS

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

Ewings' Club Jelly Powders

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

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

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto



Snow
an
F. K.
F. H.
C. E.
Nichol

New Crop Shelled Walnuts

We have just received our first shipment of 300 Cases "ACME" Brand reg'd.

NEW JORDAN ALMONDS

200 Cases LENGUAFUERA just arrived to-day.

ON SPOT :--Two, Three, Four and Six Crown New
Valencia Shelled Almonds.

New Shelled Pecans, New Shelled Brazils, New
Shelled Pistachio Nuts

Write for
Quotations

W. G. PATRICK & CO.

Direct
Importers

MONTREAL

TORONTO



ROWAT'S

still hold the Premier
Position for

Imported Pickles and Olives

Enquire of your wholesaler for our
New 12-oz. Bottle Pickles which
retail at 10c.

ROWAT & CO.

GLASGOW, SCOTLAND

AGENTS IN CANADA:

Snowdon & Ebbitt, 325 Coristine Building, Montreal, for Ontario
and Quebec.

F. K. Warren, Halifax, N.S.

F. H. Tippett & Co., St. John, N.B.

C. E. Jarvis & Co., Vancouver, B.C.

Nicholson and Bain, Winnipeg, Edmonton, Calgary.

" Turn Your Spare Time Into Money."

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

We publish other trade papers and
require representatives to push circula-
tion.

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

This work, while affording valu-
able experience in modern business me-
thods, will substantially increase your
income, as our commissions are liberal.

When applying give references and state your qualifica-
tions for the appointment.

THE CANADIAN GROCER

TORONTO, CANADA

CANADIAN PACIFIC

ANNUAL

EASTERN CANADA EXCURSIONS

Low Round Trip Rates to

Ontario, Quebec and Maritime Provinces

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

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

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

3-Through Express Trains Daily--3

THE "TORONTO EXPRESS"

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

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

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



You Are Interested

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

Let us hear from you to-day.

Our full line is

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

RICHARDS SOAP CO.
WOODSTOCK - ONTARIO

WHITE CLOVER HONEY

Limited quantity in barrels. Write for prices.

MORLEY PETTIT

Aylmer West, - - - - - Ont.



MAPLE SYRUP

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

Small's

A. C. LANDRY

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

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

Cable Address: "Trestler."

ESTABLISHED 1865.

A, B, C Code, 4th Ed

M. Trestler, Hamburg, Germany

Old established Commission Agent for the sale of EVAPORATED APPLES, Millfeed, Bran, Tallow, Hides, and all other Canadian Export Products.

CORRESPONDENCE WITH OFFERS F.O.B. SOLICITED.

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal Agents.

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.

52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

CHOCOLATE & COCOA



Registered, U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St. MONTREAL, CANADA

Mr. Merchant,

Are you handling Royal Purple Stock and Poultry Specifics

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

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

HOLLAND HERRINGS

In 10 lb. Kegs

—GET—

GARLAND BRAND

They are the best

Packed by
 Palvast and Van der Vliss, Holland

WRITE

W. H. ESCOTT

BROKER, - WINNIPEG
 Direct Importer, for a Car

TH
 IS US

This in
 adve
 Amson, J. T. &
 bert & Cie.
 Man, Robt., Co.
 Wilson Coupon Co
 American Tobacco
 Andrews & Mun
 Auto Mfg. Co.
 Amer Condensed
 er, Walter, & C
 lfour, Smye & C
 llen, R. B.
 mediet, F. J.
 the Ribbon Tea C
 len Condens
 trook, J. J.
 bak & Co.
 stol, Geo. & Co.
 Canada Maple Exe
 Canada Sugar Ref
 Canadian Biscuit C
 Canadian Cream
 Canadian Milk Pro
 Canadian Pacific R
 nistan Manufact
 gill, H.
 & Co.
 ter-Crime Co.
 eth & Co.
 ion Tea Ass'n.
 mption & Slee
 stie, Brown &
 uch & Dwight
 e & Little.
 rk, W.
 asson & Co.
 eard Canning C
 mors Bros.
 nstant, H.
 wan Co.
 J. & G.
 vies, Wm., Co.
 nard, Ltd.
 nion Cereal Co
 nion Molasses
 nion Register
 nion Warehouse
 wney, W. P.

THE VERY FINEST CEYLON TEA

IS USED TO UPHOLD THE UNEXCELLED REPUTATION ENJOYED BY



To fully satisfy your customers give them "SALADA." Each grade contains the finest tea possible and is of absolutely uniform quality. Remember the sale is guaranteed.

INDEX TO ADVERTISERS

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

A			Duncan, W. W. 36	Loggie, W. S., & Co. 55	Ryan, Wm. Co. 40
Alamson, J. T., & Co. 2				Lytle, T. A. Co. 15	
Amart & Co. 54				S	
Aman, Robt., Co. 2				St. Lawrence Sugar Refining Co. 16	
American Coupon Co. 58				Salada Tea 19	
American Tobacco Co. 50				Sanitary Can Co. inside back cover	
Andrews & Munn 36				Scott, David, & Co. 60	
Asptro Mfg. Co. 6				Sealship Oyster System 63	
Aulmer Condensed Milk Co. 13				Segalerva, Jose 63	
B				Smith, E. D. 5	
Baker, Walter, & Co. 42				Snap Co., Ltd. 8	
Balfour, Smye & Co. 16				Snowdon, J. Walter 11	
Balden, R. B. 16				Sprague Canning Machinery Co. 18	
Baudinet, F. L. 18				Spratts Limited inside back cover	
Baye Ribbon Tea Co. 9				Stevens-Hopner Co. 62	
Borden Condensed Milk Co. 13				Stewart, I. C. 58	
Brock, J. J. 36				Stringer, W. B. 53	
Buck & Co. 2				Symington, T. 62	
Bristol, Geo. & Co. outside back cover				T	
C					
Canada Maple Exchange 18				Thurston & Braidich 39	
Canada Sugar Refining Co. 12				Tippet, Arthur P., & Co. 1	
Canadian Biscuit Co. 44				Toledo Seal Co. 11	
Canadian Coconut Co. 10				Toronto Salt Works 18	
Canadian Milk Products, Ltd. 48				Trester, M. 18	
Canadian Pacific Ry. 18				Truro Condensed Milk Co., Ltd. 12	
Canadian Manufacturing Co. 45				Tuckett, Geo. E., & Son Co. 51	
Cargill, H. 18				V	
Car & Co. 45				Vanvassour, J. H., & Co. 44	
Carter-Crume Co. 7				Verret, Stewart Co. outside back cover	
Chapman & Co. 43				Victoria Fruit Exchange 36	
Cheyen Tea Ass'n 16				W	
Champion & Slee 15				Wagstaffe, Limited 15	
Christie, Brown & Co. 45				Walker Bin and Store Fixture Co. 58	
Couch & Dwight inside back cover				Walker, Hugh, & Son 53	
Cure & Little 43				Warren, G. C. 2	
Curt, W. 43				Watson, Andrew 10	
Cutson & Co. 2				Watson & Truesdale 2	
Cyford Canning Co. 57				Webb, Saville E. 2	
Cyprus Bros. 57				Weese, G. Wallace 2	
Danahy, H. 18				West India Co. 36	
Dawson Co. 46				White & Co. outside back cover	
De J. & G. 47				White & Co. 53	
D				White Swan Spice & Cereals, Ltd. 6	
Devis, Wm., Co. 40				Wilson, W. Harry 36	
Diamond, Ltd. 45				Wiseman, R. B. & Co. 59	
Dominion Cereal Co. 10				Wood, Thomas & Co., Ltd. 64	
Dominion Molasses Co. 8				Woodruff & Edwards 59	
Dominion Register Co. 5				Woods, Walter, & Co. 6	
Dominion Warehousing Co. 2				Y	
Doney, W. F. 11				Young, W. F. 58	
E					
Eastern Canning Co. 8					
Eby-Blain Limited 3					
Edwardsburg Starch outside front cover					
Empress Mfg. Co. 39					
Enterprise Mfg. Co. 36					
Erb, Herman 36					
Escott, W. H. 18					
Estabrooks, T. H. 37					
Evans, F. G., & Co. 36					
Ewen, J. W. 18					
Ewing, S. H., & Sons 16					
F					
Fairbank, N. K. 3					
Fearman, F. W., Co. 40					
Fels & Co. 38					
G					
Gibb, W. A. Co. 54					
Gillard, W. H., & Co. 7					
Gillett, E. W., Co., Ltd. 43					
Goodwillie & Co. 63					
Gorham, J. W., & Co. 2					
Gorman, Eckert & Co. 12					
Greek Currant Co. 62					
Gunnis Ltd. 40					
H					
Hatton, D. 6					
Holland, Rusk Co. 19					
H. P. Sauge 7					
Huber Account System 18					
I					
Imperial Extract Co. 12					
Imperial Tobacco Co. 50					
Irish Grocer 2					
Island Lead Mills Co. 59					
J					
James, F. T., Co. 54					
Jameson Coffee Co. 36					
Jenkins Mfg. Co., W. A. 18					
L					
Lake of the Woods Milling Co. 49					
Lambe, G. W. A. 2					
Landry, A. C. 42					
Laporte, Martin & Co. 24					
Leitch Bros. 43					
Leonard Bros. 55					
Lind Brokerage Co. 2					
M					
Magee, Fred. 57					
Magor, Frank outside front cover					
Malcolm, Jno., & Son 49					
Marshall, E. A. 36					
Mathewson's Sons 8					
Mathieu, J. L., Co. 7					
Midland Vinegar Co. 7					
Millman, W. H., & Son 2					
Montreal Biscuit Co. 48					
Money Biscuit and Candy Co. 47					
Morse Bros. 62					
Mott, John P., & Co. 46					
N					
Napanee Canning Co. 10					
National Licorice Co. 5					
Nelson, Dale & Co. 46					
Nicholson & Bain 39					
Nishimura, S. T. & Co. 11					
O					
Oakville Basket Co. 11					
Oakey, John & Sons inside back cover					
Old Homestead Canning Co. 4					
Oshawa Canning Co. 15					
P					
Petit, Morley 18					
Pickford & Black inside back cover					
Poulin, P. 11					
R					
Richards Pure Soap 18					
Robertson, R., & Co. 36					
Robinson, O. E., & Co. 54					
Rowat & Co. 17					

A System for Ascertaining Cost of Doing Business

Percentage May be Found by Determining the Weekly Sales and Weekly Expenses and Taking into Consideration the Cost of the Goods—Statement for the Year Should be Kept so that Average Percentage May be Obtained—An Important Matter to Look After.

Owing to the increase in the cost of doing business, and the proportionately smaller profits on goods in many cases, grocers are beginning to feel the necessity of a simple but accurate system of finding out and keeping an account of the cost of doing business. The Canadian Grocer has made enquiries among a number to find out whether any had a system that could be recommended, but did not find one who is keeping a weekly record of his business in a way to show the percentage of cost on his turn-over. The importance of an accurate knowledge of the expense of doing business, compared with the turn-over, cannot be

and when the year is out and stock-taking takes place, the total cost of doing business may be fairly well estimated. Weekly or monthly, it may be ascertained what percentage of the turn-over is necessary to meet the current expenses, as shown by the accompanying illustration. Then, at the end of the year, the weeks or months may be examined individually, and as a whole, in order to get a concise view of the cost as against the profits.

Working Out a Plan.

In suggesting a definite plan, let us consider a business of \$500 per week.

however, are based on the cost. As this is difficult to obtain on the daily sales, the nearest approach for practical purposes is to figure on the money received for goods sold. If the expense of selling \$500 worth of goods is \$52.25, it would figure out at about 13 per cent. on the cost. Following say for 25 per cent. profit on the first cost. Of course, any other percentage of profit can be taken and the percentage of doing business obtained in the same way.

Keep Weekly Statement.

When this percentage is secured, the merchant has always something to

<i>Weekly Sales and Expenses During 1909.</i>			
<i>Week Ending</i>	<i>Weekly Sales</i>	<i>Weekly Expenses</i>	<i>Expense Per Cent</i>
<i>Jan. 9</i>	<i>500. 00</i>	<i>52. 25</i>	<i>10. 45</i>
<i>Jan. 16</i>	<i>400. 00</i>	<i>51. 00</i>	<i>12. 75</i>
<i>Jan. 23</i>	<i>340. 00</i>	<i>52. 00</i>	<i>15. 3</i>
<i>Jan. 30</i>	<i>450. 00</i>	<i>53. 50</i>	<i>11. 89</i>

Weekly Statement, Showing a Simple System of Determining the Cost of Doing Business.

overlooked. If this part of the business were better understood, it would in many cases waken up grocers to the fact that they were handling some goods considerably below cost.

The methods of some grocers of rushing into expense without counting the cost has been altogether too frequent, and the time has come when those who wish to survive among the fittest, must take more precautions as to what they are actually doing.

The difficulty of estimating the cost is not an easy matter. Such expense items as help, rent, light, heat, taxes and insurance, stand out as certainties, but there are innumerable other items which work their way in so that the amount of expense cannot be exactly ascertained. It is a safe policy, however, to watch the weekly or monthly turn-overs closely and govern the outlays accordingly.

As time goes on, other items may be added to the list of fixed expenses,

The object is not to show the actual facts in figures in connection with any particular business, but to show how to obtain a system to estimate the percentage of cost of running the business. In a \$500 per week business the expenses might run something as follows:

To rent per week	\$15.00
To 1 salesman	12.00
To 1 saleslady	8.00
To 1 driver	9.00
To feed, 1 horse	3.00
To shoeing and repairs	1.00
To gas	1.50
To telephone	1.00
To ice and coal	1.50
To insurance	.21
To trade paper	.04

Total weekly expense \$52.25

This would show that the cost to handle \$500 would be \$52.25, or 10.45 per cent. on the turn-over or sum received. The profits on the goods,

work on. He knows his cost and can easily figure out what his selling price will be by adding on an amount equal to the expense of making the turn-over and what profit he expects to get.

By means of a statement, illustrated by the accompanying cut, close tab can be kept on the expense of doing business in comparison with the weekly sales.

There is some difference of opinion as to how the cash book should be kept, where a credit business is done. Some try to add the cash with which is charged that day, but this means a lot of work and more or less confusion. A better way seems not to count the credit sales until they are paid, and then count that money as cash sales on the day he money is received. The weekly sales are, of course, the totals of the daily cash book for the week.

By keeping up this statement it

will show t
well as the
year, togeth
and the avo
This will
from year
growing.
will have a
made, if pu
beneficial
than the or
is now in

The death
er known
ewcastle,
place in the
the United
business,
sh to all
sometimes
death occu
and was du

WE

It is an un
plays and
able in sel
two methods
grocers are
They are fol
assistance to

In dressing
a little ex
best you ev
as has alre
cash prizes
mas window
not later th

Following
dressing cor
two classes:

For the
shows in (1)
and (2) in
population.

In the w
case there v
1st, \$7 in c
in all \$20.

To enter
photo of o
with a dese
person who

Most gro
space during
view to bo
to get copie

The adver
about Chris
ery stores.
forward one
local paper
writer of th
of the pape
will be a p
winner.

The award
tising speed
with a repro
ly after the
tries in eac
later than
The Canadia

Saving Money by Careful and Judicious Buying

A Maritime Merchant Keeps Want List and Gets Salesmen's Assistance—Tends to Prevent Loading up with Slow Sellers Which Increase Outlay—Saves Time of Traveler and of Himself.

There is nothing in the retail store that will make or lose money to the merchant more rapidly than the buying system—it all depends upon whether there is a good or poor one in operation. There is every reason to believe that many of the failures in business are due to careless and slovenly methods in buying, and no one will doubt that the better the system is the greater amount of money will the merchant save.

In these days of progress, it is the business man with the scientific methods that survives the longest. There are a few yet who still cling to old ideas and who say: "Oh, I have no time to read and study those things; my father never used anything like that, and I don't think I'll start." But this class of merchant is assuredly wearing few. A critic of store methods who has watched the trend of retail merchandizing in Canadian stores during the past year, will tell you so. Ask yourself, "What improvements have I made this year, and have they profited me?" and you will agree that they have. On the other hand, you may not have improved your methods, but run along in the same old rut. Is your business increasing as others are doing?

These are pertinent questions and should not be side-stepped.

Benefit of a Want List.

A merchant in one of the Maritime Provinces reports considerable success with his "want list." This is a list, which he keeps to show just what stocks are running short. Each of his salesmen and salesladies have a similar one, and every time an article is sold they take notice of the remaining quantity. If the stock is in small compass, the fact is jotted down on the want lists, and at night they are all turned into the proprietor, who does the buying. When the traveler comes around he has something definite to work from and doesn't lose any time running around the store to see what goods he has left.

How Money is Saved.

His method serves different purposes. It interests the clerks in the goods, because they assist in the buying; it saves both the merchant's and traveler's time; it shows what stocks need to be replenished and serves to

prevent the duplication of already large stocks.

The latter is where the money is made. Every merchant is anxious to have a big turn-over with the smallest outlay possible, but if he places in large stocks of a couple of dozen lines, which are not good sellers, his outlay is going to be large. His turn-over, of course, may be also large, being made up on other goods, but the less the outlay in comparison to the turn-over, the greater are the profits. This shows that carefulness in buying is something that must not be overlooked, because it means dollars and cents to the retailer, and it is the accumulation of these, together with a smooth and happy life, that everyone is looking forward to. Judgment is the thing that counts.

THE PLACARD CHANGED.

Amusing Incident of Former Days in Winnipeg Told by a Merchant.

J. A. McKercher, a Winnipeg merchant, tells of an amusing incident which occurred many years ago when the agitation for early closing hours was interesting Winnipeg grocers. He, in company with the late Mr. Bryson, then of Bryson & Stone, and later a wholesaler in Ottawa, drove about the city one afternoon for the purpose of distributing the cards duly printed, "On and after (a certain date) I promise to close at 6 o'clock, etc." and with a view to getting as many merchants to sign them as possible. They stopped at a small store, managed by a representative of the Jewish race, whom they knew would not agree to any policy which would seriously hinder the realization of his ambitions to accumulate wealth. They entered, but the proprietor was not in. A small girl peered over the counter, and much to her amazement, the intruding 'urchins' proceeded to placard the entire store with the printed agreement cards. About twenty-five of the cards were posted or hung somewhere in the store, and soberly the boys disappeared. The proprietor signed the pledge afterwards, but not without mutilating the original reading. For weeks a card hung outside the little store, upon which was printed crudely in English and Hebrew: "On and after (a certain date) I promise *not* to close this store at 6 o'clock."

will show the sales of each week, as well as the total at the end of the year, together with the total expense and the average percentage.

This will become more interesting from year to year, as the business is growing. As this is a matter that will have a good effect on the general trade, if put into practice, it would be beneficial to know of systems other than the one here suggested, which are now in operation.

The death of Joseph H. King, better known as "Shad King Joe," of Newcastle, Del., will leave a vacant place in the fish trade of Canada and the United States. During 50 years of business, King shipped millions of fish to all parts of both countries, sometimes as many as 10,000 a day. His death occurred at 77 years of age, and was due to paralysis.

WHY YOU SHOULD ENTER.

It is an undisputed fact that window displays and newspaper advertising are valuable in selling groceries. By using these two methods in getting business, therefore, grocers are not going out of their way. They are following along lines of least resistance to their own financial advantage.

In dressing your Christmas window, take a little extra trouble, and make it the best you ever had. The Canadian Grocer, as has already been announced, is offering cash prizes for the best Canadian Christmas windows, photographs to be sent in not later than December 31st.

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

For the best selling window display shows 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.

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.

The Preparation of a Preserve and Fruit Window

Montreal Grocer Shows One Simply Arranged, but Effective in Selling—His Windows are Regularly Changed—Suggestion for Taking a Photograph.

In November and early December, when there is considerable interest displayed by the consumer in new-pack fruits and vegetables, as well as in the later fresh fruits, a window such as that recently dressed by Wm. Currie, Montreal, is of particular interest. As will be observed from the accompanying photograph, Mr. Currie has prepared an artistic yet simple window.

The background is formed by three pyramids of canned goods, peas, tomatoes and corn being shown. The four pyramids of preserves which are on a smaller scale and placed a little differently add to the effect, although the pyramids on either side of the main ones would have been

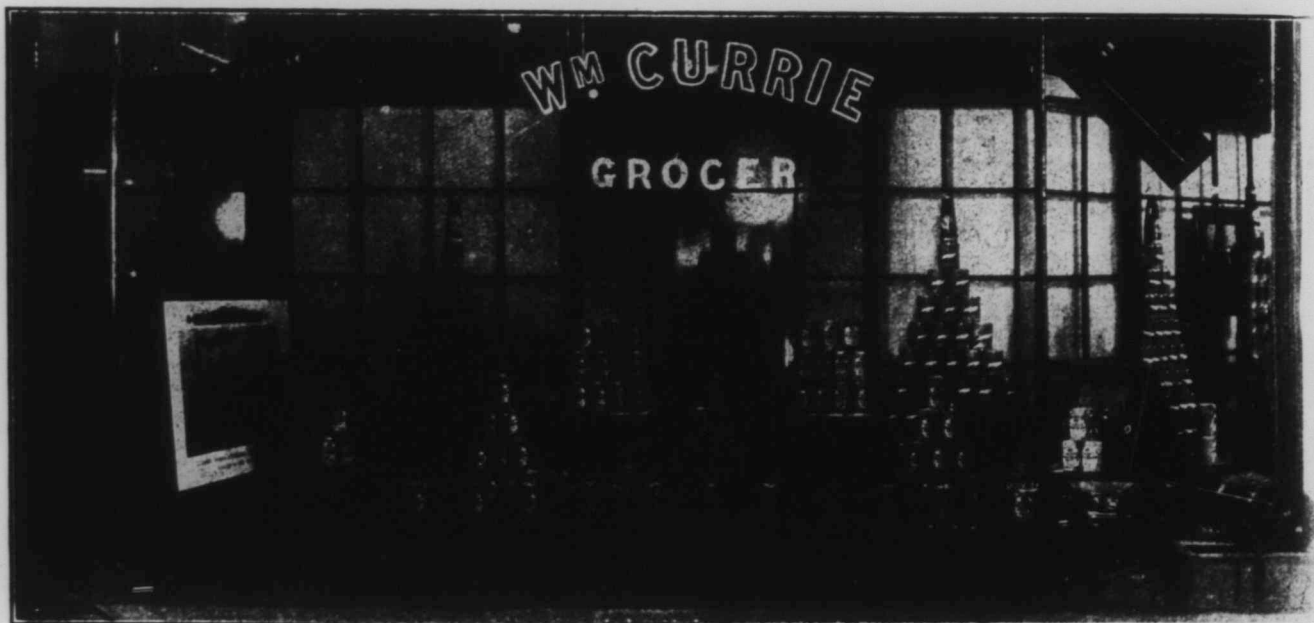
found in his shop front in the course of the year.

A suggestion might be made here which other grocers could adopt, and that is, when having a photograph taken in the evening as this one was, they should have lights in the window or reflecting into the window, turned off, so as to ensure a perfect photograph being taken by flashlight.

SUGGESTIONS FOR WINDOWS.

By Geo. Nicholson.

Never dress the window for any purpose other than as a means of advertising your goods.



A Montreal Window that Produced Good Selling Results.

more artistic, if they had been finished off by the placing of another jar on top of each. Another suggestion which might be offered is the removal of the jars of preserves along the front of the window, which give a scattered effect to the whole. The baskets of late fruit displayed is a good idea, although the effect would have been better had they been placed in a slanting position in order to more clearly show the contents. On the whole the window is a good selling one.

Mr. Currie is one of those progressive grocers who believes in having his window changed regularly, and some particularly nice displays are

Don't forget that the windows, like newspaper advertising, is intended to bring results.

Don't stick to one style of trimming. Branch out. "Variety is the spice of life."

Don't wait until Saturday to wash your windows.

Don't forget that dirty windows shut out trade as well as light.

Don't put in freak displays that have no connection with your business.

Don't neglect to have neat, attractive show cards.

Don't forget the keynote of a good display is simplicity.

Don't overcrowd your windows.

Don't overlook the seasonableness of all displays.

Don't have one of your clerks washing windows or sweeping the walk after business has started.

Don't show too many different kinds of goods at once.

Don't fail to "hook-up" your window displays with your advertising. They should pull together.

HAVE A BOARD OF TRADE.

For some time the business men of Rossburn, Manitoba, have felt the urgent need of organizing a Board of Trade in that place. At a meeting held for that purpose, at which many retail merchants were present, the following officers were elected:

President, Mr. Burnie; vice-president, Geo. Watson; secretary, B. H. McKee. Committees were appointed as follows: Messrs. Peckoff, H. W. Johnston and D. Hough; finance, Messrs. Burnie, H. R. Ross and Geo. Watson.

son; publicity, Dr. Evans, H. W. Johnston and B. H. McKee. W. A. Anderson was appointed correspondent.

THE D. C. T. A. BANQUET.

The annual meeting of the Dominion Commercial Travelers' Association will be held in the ladies' oratory of the Windsor Hotel, Montreal. There may not be as much to be done this year as heretofore, owing to the fact that officers were elected at the general meeting held a short time ago. A date has been set for the annual banquet, which will be held in the banquet hall of the Windsor, December 20th.

Conce

The a brought the telep So far : concerne his trade he should ders and proper n his sales

A lot correctnc takes an be retain with tact are sendi message.

Usually the phor might ea vantage the "Hell Kennedy party at : nothing t go on or to ask, " and "Wh sible cha say over t

D

Many the store well, by lo one regist That's the endeavor head." C sure to lo are not in

The di to treat h possibly n count is w take the m er and hav best to as unless you are not, a on your matter.

If a kic livered pa the store have been "I am sor immediatel know righ make no this has o

Then, if deliveryma

Concerning the Retail Salesman and His Work

How to Answer the Telephone—The Use of Tact in Listening to Complaints Over the Phone—Carefulness in Taking an Order—Never be Under an Obligation to Any Customer.

By H. B. Thomas.

The advance of the times has brought with it a widespread use of the telephone in the business arena. So far as the merchant's position is concerned, he does a great deal of his trade by telephone, and naturally he should be an adept at taking orders and talking to customers in the proper manner, and he should teach his salesmen to do the same.

A lot depends on the facility and correctness with which a salesman takes an order. If customers are to be retained they should be handled with tact, and particularly when they are sending in their orders by phone message.

Usually when a salesman answers the phone he says, "Hello?" This might easily be changed to good advantage in saving time. Instead of the "Hello?" query, try, "This is Mr. Kennedy of Brown's grocery." The party at the other end of the line has nothing to do but tell who she is and go on ordering. She does not have to ask, "Is that Mr. Brown's store?" and "Who's speaking?" with the possible chance of the clerk having to say over the names two or three times.

Don't Lose Your Head.

Many a clerk loses a customer to the store and sometimes his job as well, by losing his temper when someone registers a "kick" over the phone. That's the very time when he should endeavor to remember to "keep his head." Getting angry, too, is almost sure to lose the customer, even if you are not in the wrong.

The diplomatic method would be to treat her with all the tact you can possibly muster. If she says her account is wrong, tell her that you will take the matter up with the bookkeeper and have it corrected. It is always best to assume that you are wrong, unless you know positively that you are not, as this shows a willingness on your part to straighten out the matter.

The Value of Tact.

If a kick is made about an undelivered parcel, do not say that it left the store and you are sure it must have been delivered. Better make it, "I am sorry, Mrs. K—, and I shall immediately look it up and let you know right away; we always try to make no mistakes, and regret that this has occurred."

Then, if it should turn out that the deliveryman left the parcel at the rear

door with the maid, and that she forgot to speak of it, the purchaser will be under an obligation to you.

That is where salesmen score. Never allow a customer to get even with you. Always keep a little ahead by your kindness and service, so that you have no hesitation in meeting any customer who enters the store. When you are under an obligation to others you are at a decided disadvantage.

In telephoning, talk to a customer as you would if she was standing before you, and, above all, avoid mistakes in taking and filling orders.

POINTERS FOR SALESMEN.

A voice well cultivated is an important factor in a salesman's equipment.

A salesman should train his memory to remember names and faces.

A vivid imagination, properly portrayed, is a winner in making a deal.

Never try to impress upon a customer that you or your house is better than he is.

A salesman should always be careful to see that the buyer does not switch him from the main line of his argument when he is working up to the closing of the deal.

Never lose time in discussing with the house their faults, but study carefully your advantages; it is more easy to criticize than to commend; no man or company is perfect.

If a salesman will consider all points which come up in his vocation from the other fellow's point of view, he will find it helpful.

Too many salesmen look upon their success or failure as luck. This is not true; it depends upon their natural and developed qualities, coupled with hard, conscientious work.

A salesman who is tactful enough to compliment a buyer, seldom makes a mistake in doing so, but be careful and not overdo it.

The personality of a salesman wins or loses him as many orders as the quality or price of his goods.

THINGS THAT SHOULDN'T BE.



A Grocer Handling Candy With the Hand Instead of With a Scoop.

Practical Methods Used in Retail Grocery Stores

Montreal Grocers Have Unique Idea for Opening the Door—The Winning of a Good Customer—London Price Cutters Losing Money on Dried Fruits—A Charge System that Worked Successfully—Western Merchants Have Automobile Delivery.

A Method for Convenience.

Ormstown, Que., December 1.—A. Bastien, a progressive Ormstown grocer, has evolved a handy method of placing goods in connection with his window displays. Supposing he has a display of canned goods in the window. Just under the back of the window are shelves, on which is placed his reserve stock of those lines. Thus a customer seeing the display, can be served with those goods without going to the back of the store. This quickens the service to a marked degree by precluding the necessity for going to the back of the store for the most frequently called for lines.

How a Good Customer Was Won.

Vancouver, B.C., December 1.—Grocers, like dry goods merchants, should keep in touch with the styles. If there is something new on the market, they should know what it is, and if it is not in stock, they should be able to get it at a moment's notice if called for. This was emphasized by a grocer the other day who said: "I got a new customer a short time ago, simply by keeping my eyes open, and he is a good one, too. And the transfer was over a very simple matter. I make a point of visiting the wholesale establishments at least three times a week, and if business is slack, I always go there to look around. I take in them all, like the departments of a fair for grocers, and one day saw the new dates arrive. My regular dealer's consignment was delayed, in fact, it was a week or two late. My opposition dealt at the same place, and he got no dates while I ordered from another wholesaler. A man came into my store and got a pound or two, remarking that my competitor had none, which seemed strange since they were on the market. He called up for some by telephone and had been told that it would be a week before any were in, repeating the words of the wholesaler. He saw mine next day, and observed that it was funny that one man could have them and another not. I told him how I got them, and he evidently thinks mine is the store to call at, for he is assured of getting at least what is on the market."

Price Cutters Lose Money.

London, Ont., December 1.—There is a merry war in progress among a number of city grocers in regard to the prices of raisins. A short time ago a grocer came out with an offer of four pounds of raisins for a quarter. Next day a member of the association, whom it is said, did not consult the other members, came out with five pounds for a quarter. Many of the other grocers who belong to the

association refuse to make any changes in their prices, but others have followed the lead, it is said, and are cutting prices also. The result is that a few grocers are selling raisins at a price that leaves them absolutely no profit, and besides they have incurred the censure of other members of the association, who claim that the better way to have dealt with the matter would have been for all the grocers to have had the one old price and sold only high-grade goods, instead of trying to sell cheap grades of raisins at starvation prices.

Looking for Better Methods.

Pictou, N.S., December 1.—In order to keep his coal-oil away from the other goods in the delivery wagon, a Pictou grocer has placed an oil tank underneath the box. He has a tap in this and whenever coal-oil is ordered it is poured in the tank at the store.

While this system of delivering coal-oil is the best that he has yet devised, it is not altogether satisfactory to him and he is anxious to hear from others who have a better method.

Another matter upon which he would like ideas is the delivery of goods. For instance, a customer comes into the store and wants a certain article delivered to the south end of the town in time for dinner and another wants something delivered to the north end at the same time.

He said his method of getting over the difficulty was the use of a time-table for delivering goods in certain districts at specified times. This plan had worked fairly well but not to his entire satisfaction.

Extra Help for Christmas.

Lindsay, Ont., December 1.—The near approach of Christmas reminds the grocer that he must look around for extra help during the busy season. There is no business that stands to make larger profits during the Christmas season than the grocery business, at least this was the opinion one Lindsay grocer gave to your representative. Already the windows have assumed their "Christmasy" appearance and have contained the necessities or ingredients that go to make the delicious pudding for the 25th of the following month. Extra help has already been engaged and the advertisements of the grocers tell the citizens that they are prepared to cater to their wants.

A Successful Door Hint.

Montreal, December 1.—Many grocers here are using a little business help which

is not any too well known and yet is so simple and effective that any storekeeper can instal it. That is a weighted rope which is attached to the top of the door and brought through a series of hooks around behind the counter. A slight pull on the rope and the door opens. It looks almost like magic to a customer who sees the door opened in this way for the first time and it always pleases them.

Live Things in the Window.

Peterboro, November 24.—White & Gillespie, Peterboro grocers, recently devoted a window to a display which may or may not meet the approval of critics in this art. At any rate it attracted attention. Walter Fitzgerald, who prepared, it secured a number of pigeons and rabbits and arranged just a showing of them with appropriate setting. It drew the attention of old and young, particularly the latter. More than one mother who had brought her little boy or girl to market on the Saturday of that week had to allow the little one's curiosity to be satisfied and to explain what kind of birds and "doggies" they were. The result was that they could hardly drag the little tots away from the window. It is not absurd to state that the little one took great delight in telling "daddy" about it that night and the store received an "ad." in more ways than one.

How a Charged System Worked.

St. John's, Que., December 1.—R. Gould, a grocer of this place, has had in use for some years a charge system that is proving satisfactory. With each parcel is sent out a bill. In making out the bill it is written with a carbon sheet beneath on a counter book so that a duplicate charge is made. The customer receives the original.

The customer has been educated to keep these bills so as to check her account at the end of the month. In rendering statements, only the date and amount is given, similar to statements sent out by the wholesale trade, as:

November 1	\$ 20
November 5	1.00
Total	\$1.20

If the customer is charged with anything that she has not a bill for, the date and amount enables the duplicate to be obtained, and any error traced and rectified quickly.

Have an Auto Delivery.

Kamloops, B.C., December 1.—Steven & Allan, of Kamloops, B.C., may easily come under the category of "the progressive grocers of Canada." Within the last few weeks they have introduced to the little town of Kamloops, one of the International Auto Wagons which they

use for delivery one sees goods for cities. The store, to see of a town, 2,000. It Kamloops, Allan, when innovation.

The business rapidly. At the assistance of the firm, day behind

During the business constant gross measure however, in they carry of the firm through the best quality.

Do not believe many grocer that as we s grocers stay progressive, and prove our business, we In this respect useful. I know. It is a

Business

Three River the value grocer of T many retailers question? By some kind of cost into commission; however, at the store, I school for the good literature fellow merchants, and st "By means ways keep up from the expenditure men in the business, in the

"Economic"

Chatham, N also recently "grocery" in of St. Clair formerly ceer the introduction of new devices, which less an exception for a store front h atmosphere of whole place, w but attractive but neat handling an a plainly written to the window

THE CANADIAN GROCER

use for delivering goods. It is but rarely one sees an automobile delivering goods for grocers, even in the larger cities. The more surprising is it, therefore, to see one running about the streets of a town with a population of about 2,000. It speaks well for the town of Kamloops and for Messrs. Stevens & Allan, when it is found to be a paying innovation.

The business of this firm is growing rapidly. At the present time they have five assistants, besides the two members of the firm, who are to be found every day behind the counter or in their office.

During the six years they have been in business their record has been one of constant growth. Their present front store measures 25 by 80 feet. They are, however, increasing this to 110 feet. They carry a heavy stock. "The success of the firm has been," says Mr. Stevens, "through carrying goods of only the best quality. I maintain a fair price and do not believe in cutting prices as do many grocers, and I have always found that as we supply 'good goods,' the customers stay with us. We like to be progressive, and any new thing that will improve our business, or our methods of business, we are always glad to adopt. In this respect I find The Grocer very useful. I have read it for some time now. It is a good paper."

Business Education Needed.

Three Rivers, Que., Nov. 30.—Discussing the value of business education a grocer of Three Rivers says:—"How many retailers have had a business education? By that is meant a course of some kind on how to take all items of cost into consideration, what is good advertising; how to keep or examine books properly, and the general management of the store. It is not necessary to go to a school for these pieces of information. Read good literature on the subject, talk to fellow merchants, who have made successes, and study trade journals."

By means of the latter you can always keep up with the latest ideas drawn from the experience of the most successful men in their particular line of business, in the country. It pays."

"Economy Grocery" Opened

Chatham, Nov. 30.—T. Primeau & Co., who recently opened the "Economy Grocery" in the premises at the corner of St. Clair Street and Grand Avenue, formerly occupied by Richard Reaume, are introducing a few simple but novel devices, which give their place of business an exceptionally attractive appearance for a "corner" grocery. The store front has been repainted and an atmosphere of cleanliness pervades the whole place, which is enhanced by simple but attractive window displays. Small but neat hand made show cards, each bearing an attractive "catch phrase" plainly written in two colors, are used by the windows to an extent unusual

even in larger stores. The familiar blackboard used by so many groceries to advertise "specials" to the passerby, takes on a new form. Instead of impeding sidewalk traffic it is fastened to the corner of the building some feet above the ground. Two boards are used, one facing on St. Clair Street and the other on Grand Avenue, each bearing a few timely hints to shoppers; while an attractive feature is that the boards are well out of the reach of vagrant dogs.

The store is featuring a few "specials" from time to time, a starter being 8 boxes of matches for 25c. The firm comprise Thos. Primeau, formerly associated with the dry goods business of this city, and his brother, W. F. Primeau, who recently moved here from Dover South.

Cleaning up Before Christmas.

St. John, N.B., Nov. 30.—Now that fly time is over and Christmas is approaching, grocers should see that their fixtures are given a thorough cleaning. In one of the larger stores visited two of the clerks were busily engaged removing goods from the shelves and giving all the woodwork a vigorous scrubbing. Before the goods were replaced in the shelves, they also were carefully wiped, and the change was quite noticeable. After the dust and flies of the summer season every grocery needs a thorough overhauling to keep it looking bright and clean.

System in Arranging Stock.

Sherbrooke, Que., Nov. 30.—"Careless stock arrangement is sure to cost you money in the end; something is misplaced, and you cannot find it just when it is needed to make a sale, or it becomes lost for so long that it spoils. It may also lead to your laying in a new supply, thinking you are short of that particular line."

"The least evil of careless placing is the inconvenience caused. Customers soon tire of a store where they have to wait till an article is found. Clerks should be taught that everything has its place, and must be returned there after showing it to a prospective customer. It is just as easy to be systematic as slovenly."

The above are the ideas of a Sherbrooke merchant, who has had experience with losses through stock arrangement, but who applied himself so that now he has a practically perfect system in watching it.

How Improvements Were Made.

Belmont, Man., Nov. 30.—With the advances of the times, merchants are paying more attention to store appearance. This is in evidence here, as well as in other places, as the store of McIntyre & Castell, to which improvements have just been made, indicates.

An extra thirty feet have been added to the length of the original building,

making a total length of seventy-five feet and the whole has been ceiled with white metallic ceiling. Modern bin fixtures, finished in solid oak veneer with glass fronts which insure the keeping of all groceries in absolute cleanliness, at the same time displaying the contents of each compartment, have been installed and add greatly to the attractiveness of this department. The dry goods department has been remodelled and is well stocked with a well arranged assortment of dress goods, staples, furs, etc., while two silent showcases do splendid work in displaying fancy neckwear, novelties, and ornaments. Six dust proof wardrobes, each with a capacity for fifty suits brings the men's clothing department up to the minute. This is the latest fixture for clothing, and provides each suit with a hanger of its own, keeps it in perfect shape, and free from dust.

A shoe settee of oak veneer has been added to the shoe department and spring counter stools have been provided for the comfort of the customers. The whole building has been fitted up with steam heating apparatus, and lighted throughout with the Hanson gasoline lighting system, and there only remains the putting in of the plate glass windows to complete a work that has cost a considerable amount of thought, time and outlay, but has brought results that must be gratifying, not only to the enterprising men behind it all, but to all who are possessed of that splendid quality of citizenship known as "town pride."

Two Good Ideas From St. John Grocer.

St. John, Nov. 30.—In sending out calendars every year to his customers, one of the retail grocers here does not follow the usual custom of having his name printed on the front, but invariably has it inscribed on the back. He claims this is a better advertisement for him than disfiguring the picture on the front. He has a demand every year for more than he can supply as he always selects something attractive and not being marred by an "ad." they are much sought after. These calendars are so much prized and admired that the people who get them usually talk about "Porter's pretty calendar without any advertising on it," and he gets more advertising than he otherwise would.

The same dealer in sending out orders always marks them with a printed slip bearing his name, address and telephone number and with a space for marking the number of packages in the order. This latter feature enables the teamster to know just how many parcels he should have for that customer, and the name on the slip serves as a reminder to the customer of the grocer from whom the goods were purchased.

Optimism cannot be bought with money. It is as free as the air we breathe. The poor often possess it in greater measure than the rich.

Wants Government Aid for Merchants' Associations

"Country Store-keeper." Thinks This Should Be Granted in View of What is Being Done For the Farmers, Florists, Etc.—Importance of the Mission of the Merchant — How He Has Helped to Build up the Country.

Editor Canadian Grocer,—The retail merchants all over the province have been watching with a great deal of interest and satisfaction the valuable help that has been, and is still being given to the farmer, at the expense of the general public. The farmers, beekeepers, dairymen, florists, etc., have received great benefits, and are reaping rich harvests through the assistance they receive from the various efforts on the part of our Government.

Of this movement the retail merchants have always been strong and cheerful supporters, and have never refused to assist, by contribution or otherwise, in every way possible to improve and better the conditions of the agriculturists. All the agricultural societies are receiving annual grants from the Government to aid them in doing their work more advantageously and in making more money, to which the retailers have never objected. The Farmers' Institutes are supported, lecturers supplied, and all for their direct benefit, and paid from the public chests. Commissions are appointed to go to European countries to investigate methods of dairying, hog raising, etc., entirely in the interest of the farmer, and all paid out of the public treasury, yet the retailer has never made a kick.

The Horticultural Exhibition recently held in St. Lawrence Arena, in Toronto, gets a free annual grant of several thousand dollars from the Government, besides the free use of the building, with a liberal grant from the city, and all for a good time and for the benefit of the agriculturist—to enable him to make more money. Now, we as retailers would not withhold a single thing, nor would we pluck one leaf to rob them of any of these privileges; but let me speak a word for the more unfortunate merchant, who begins to feel that he, too, needs help and considerations, and that his long-suffering generosity has not been properly appreciated nor fairly reciprocated.

What the Merchant Has Done.

The retail merchant has always followed the early settlers, and has done his full share with the farmers in overcoming the hardships of pioneer life. Instead of taking up land, he settled on a few acres and immediately used his influence and money to establish

and build up a village. He accommodated the settlers with the things they needed, and very often waited for his money, at great inconvenience to himself, until they were able to pay. As the settlers improved their land, he increased his stock, and enlarged his premises, and encouraged the growth of the town, which added to the comfort and convenience of the people. The villages and towns had as much to do in bringing about the happy conditions of our country as the farmers themselves, and unless the villages and towns receive their natural and just support, the whole industrial fabric will suffer.

While we have cheerfully submitted to all the assistance the farmers received, I think it is time for us to speak when farmers' clubs are organized and aided by the Government for the purpose of buying direct, with a view of cutting out the retailers' profits.

They seem to forget that for their convenience the retail stores cannot be dispensed with, and must remain, in the best interests of the country.

It is a deplorable fact that the tendency of our people is to rush to the cities, but what else can be expected if the towns are not supported? What would a country be like, with a few overcrowded cities and no towns? And yet we are unconsciously drifting that way. When the country was suffering for want of improved methods and better knowledge of the science of farming, the Government wisely stepped in and as a result the farmers are now prosperous, but the danger seems to be that the importance of our towns in their relation to agricultural advantages is overlooked.

Through the fact that too many people have been induced, through consistent and increasing advertising, to deal in one place, land values in Toronto have gone up to three and five million dollars an acre. Is it not evident that in proportion as these values advance, town properties all over the country must suffer, and that, if the towns suffer, it will also affect the farming lands? In the United States there are farming sections almost deserted, and the farms entirely neglected. The young people have gone to the cities, and the old people would sell out for less than the buildings are worth, and the whole trouble has been

caused by the large centres drawing the trade away from their country towns.

Government Assistance.

This is sure to happen in Canada also unless something is done to keep the trade in the local towns, and this can only be done through proper organized educational campaigns. Merchants and farmers should work together for their mutual benefit. They should understand the whole situation. There is nothing to hide. The cause of all our troubles is suspicion and ignorance. Farmers' Institutes should be attended by merchants, and merchants' associations by farmers, and both should be supported by the Government. If the trade conditions can be properly regulated, and economically carried out, every branch of our industrial system will get its proper share, the country will develop naturally, and the people will be comfortable, contented and happy.

COUNTRY STOREKEEPER.

SALT PREVENTS FIRE SPREADING.

Treleaven & Campbell, Winnipeg grocers, were troubled seriously last week by a fire that visited their premises. It was caused by a defective furnace, and when once loose in the basement the flames shot up the elevator shaft in their characteristic haste. The damage was slight, perhaps three hundred dollars will cover the loss, but the delay in the business caused a greater loss. Barrels of salt which were placed near the furnace prevented the fire spreading more rapidly.

THE NAME SINKS IN.

Perhaps no fact has been more thoroughly proven than the fact that the name of a well-advertised article records itself on the mind unconsciously, whether the reader will or no. When an advertiser talks up his goods to an audience composed of the people who are destined to handle them, his name becomes as familiar to the trade as are the names of certain soaps and pills to the public generally. The traveler carrying samples of goods well advertised in the trade press has an easier and more profitable time than the man selling unknown goods.

TI

J. H. C. F. has assigned T. Marsd assigned to Assets of Hyacinthe. S. Tye, g succeeded D. M. M has sold R. Hamb has so J. O. Ch ta., has r Stock of t grocer Ken Edwin M succeeded b B. Piott. Money Cree

John John were at Ber N.B.

The stock Wilson, gro

R. M. Bos business in Capell.

Ered Bend cow stock o ten, Ont.

R. H. M: has opened a ery store.

Mo. Glass ems, Quebec for sale.

R. J. McD Stevenson, B F. Sills.

E. E. Ke. Bvanston, C Burnett.

Mo. S. F bro, Ont., h: Williams.

Broadfoot Gladstone, M the Bros.

The busine grocer, Hali of the sheriff.

D. Camero merchant, Lis Fred Bender.

The George Company, Cal branch in Ca

Family Mals all the busi

W. to Wm. I W. T. Phi

Strome, Alta. end stock of Chas. Brem

merchant, Ha grocery stock

TRADE NOTES.

J. H. C. Karn, grocer, Owen Sound, has assigned.
 T. Marsden, grocer, Vancouver, has assigned to E. Dickie.
 Assets of J. H. Beaudry, grocer, St. Macinthe, Que., are sold.
 S. Tye, grocer, Wallaceburg, Ont., succeeded by R. J. Watts.
 D. M. McEachren, grocer, Toronto, has sold to Clarke Bros.
 R. Hambleton, grocer, Hagersville, Ont., has sold to J. J. Dixon.
 J. O. Chance, grocer, Raymond, Ont., has removed to Taber.
 Stock of the estate of J. W. Wilson, grocer, Kenora, has been sold.
 Edwin Moffatt, grocer, Toronto, is succeeded by Margaret Brock.
 B. Piott, manufacturer of baskets, Soney Creek, has sold to J. W. Dalton.
 John Johnson is erecting a grocery store at Berry's Mills, near Moncton, N.B.
 The stock of the estate of J. W. Wilson, grocer, Langham, Sask., is sold.
 R. M. Boswell has sold his grocery business in Elora, Ont., to Stewart Copell.
 Fred Bender has purchased the grocery stock of D. Cameron, Palmers- ton, Ont.
 R. H. Marlow, Lethbridge, Alta., has opened a grocery and confection- ery store.
 J. G. Glass, manufacturer of bis- cuits, Quebec, advertises his business for sale.
 R. J. McDonald, general merchant, Steveston, B.C., has sold to Mrs. J. E. Sills.
 F. E. Kestle, general merchant, Bryanston, Ont., has sold to Wm. Burnett.
 J. S. Ferguson, grocer, Peter- burg, Ont., has assigned to R. F. Mc- Williams.
 Broadfoot Bros., general merchants, Godstone, Man., have sold to Ballan- tine Bros.
 The business of Jas. I. Hillman, grocer, Halifax, N.S., is in hands of the sheriff.
 D. Cameron, grocer and crockery merchant, Listowel, Ont., has sold to Fred Bender.
 The Georgeson Wholesale Grocery Company, Calgary, Alta., is opening a branch in Camrose.
 Emily Malsen, grocer, Toronto, has sold the business at 184 Queen St. W. to Wm. R. Kindree.
 W. T. Phipps, general merchant, Strome, Alta., has purchased the gen- eral stock of Max Knoll.
 Chas. Bremner, grocer and liquor merchant, Hamilton, advertises his grocery stock for sale by auction.

A meeting of creditors of George Moore & Son, general merchants, of Lisgar Station, Que., has been called.

S. W. Ewing, of S. H. Ewing & Sons, Montreal, was last week, on a business trip to Toronto, Hamilton and London.

Fire destroyed the entire stock of F. W. Johnson's general store at Bronte, Ont., recently. The stock was valued at \$3,000, and was partially covered by insurance.

Miss E. MacLachlan, Orangeville, Ont., has opened a grocery store and lunch room on First Street, in the premises immediately north of M. Robinson & Son's store.

William Shoenburn, Bridgeburg, Ont., who has been in the butcher business for the past five years, in- tends opening a grocery, notion and dry goods store in connection with the butcher business in the spring.

T. D. R. Hemming, D.O.C., M.D. No. 3, gives notice that under the Army Act, a soldier in Canada can- not be placed under stoppage of pay for a private debt, and if the inhabi- tants suffer soldiers to contract debts they will do so at their own risks.

A writ has been issued at the in- stance of M. T. R. Simouski, doing business as The Toronto Match Co., against A. E. Thomas, Ltd., of St. Thomas, Ont., for \$1,205.33, and for an order to compel defendants to deliver to plaintiff a promissory note for \$1,260, and a draft for \$87.20.

An era of prosperity is just now passing over Newfoundland, accord- ing to P. T. McGrath, editor of The St. John's, Newfoundland, who is this week visiting in Halifax.

"Since the Morris Government came into power Newfoundland has been making big advances," says Mr. MacGrath. "The development of our main resource, the fisheries, is being carried on, and in addition to advanced methods of curing and packing fish, an active endeavor to widen our markets and so increase our prices is being made."

A report comes from Fort Wil- liam, Ont., to the effect that merch- andise is going west this year in quantities never equalled in the past. Recently there were unloaded from steamers into one freight shed, 750 crates or 40,000 tins of one brand of condensed milk. About 100 boxes of laundry soap, also passed through during a few days, and the quantity of hardware en route for the west is enormous.

CASH DISCOUNTS AGAIN.

Hamilton Grocers Think They Still Should be Allowed the Cash Buyer.

Hamilton, Ont., Dec. 2.—The re- tailers here are much interested in the matter of cash discounts, and the com- munication and comments which ap- peared in last week's issue of The Grocer on the question has caused considerable talk. The consensus of opinion among the retail trade is that the cash buyer should receive some recognition.

There is just a little lull in the re- tail business here. This enables the grocer to prepare for the rush that is to follow. The mild weather has apparently made the people forget the early approach of Christmas. All business concerns here are booming the "Shop early" question, and it is having its effect. Good old wintry days would now brace everybody up and make them fear that the time is short for holiday preparations. Whole- salers are pushed to the limit to fill orders and it looks as if stocks would be well cleaned up for year-end in- ventories.

The municipal elections are again in sight. Ald. Forth, president of the Retail Grocers' Association, is out for re-election. He has made a good start and the trade generally would like to see him re-elected.

ADVANCE OF TEA PRICES.

Packet tea men report that the ex- traordinary price that Green Ceylons are fetching now has placed them in much the same position as they were previously to their taking the 25c tea off the market, for Green Ceylon teas have gone up in price fully 4c to 5c per pound this year. This with the advance in Blacks, makes the packet tea business a difficult one, they claim.

Last Monday a two-inch standpipe burst on the third floor of the N. K. Fairbanks Co. warehouse, Ann and Wellington Streets, Montreal. For a while the water had its own way and by the time the street main was turned off, over a foot of water had been deposited on all three floors, with about three feet in the basement. It is not expected that the damage will be heavy, as very little perishable goods were in storage. The cause is not known, but it is thought that the cold snap recently froze the water in the pipe and cracked it. When it thawed again the force of the water did the rest.

The Canadian Grocer

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

CANADA—
MONTREAL Rooms 701-702, Eastern Town-ship Bank Building Telephone Main 1235 J. J. Gallagher
TORONTO 10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG 511 Union Bank Building Telephone 3726 F. R. Muir
VANCOUVER H. Hodgson, 11 Hartney Chambers
ST. JOHN, N.B. W. E. Hopper
UNITED STATES—
NEW YORK R. B. Huestis Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y. Telephone, 1111 Cortland.
GREAT BRITAIN—
LONDON 88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
FRANCE—
PARIS John F. Jones & Co., 31bis Faubourg Montmartre
SWITZERLAND—
ZURICH Louis Wolf Orell Füssli & Co.
 Subscription, Canada and United States \$2.00
 Great Britain, 8s. 6d. Elsewhere, 12s.
 PUBLISHED EVERY FRIDAY

Our customs department should have the power to grant free entry to goods coming here for exhibition purposes only, if trade is to be systematically encouraged. At present it is one of the little sore points with the West India merchant, and is a practically useless precaution. We need their goods and they need ours, yet very little has been accomplished toward bringing the merchants of the two colonies close to each other.

The Royal Commission will undoubtedly do a great deal toward obtaining the desired result, but it is certainly the duty of our own government to make any reasonable concession, particularly in so small a matter as this, if it will, in the end, benefit the whole country. The West Indies are so placed geographically, that they should be one of our best customers, and exchanges of produce should be almost as simple and frequent as they now are between the provinces of our own Dominion. It is sincerely to be hoped that this will be the final outcome of the present agitation and general awakening of interest in the matter of better trade with our Island neighbors.

COCOANUTS VERY SCARCE.

Many reasons for the present scarcity of cocoanuts have been brought forward. The general opinion is that there are many elements to account for the situation. At any rate cocoanuts are so hard to obtain that a Montreal manufacturer could only give a customer 15 lbs. in place of the barrel he wanted.

The recent severe hurricane in Jamaica has had considerable influence on the situation. Much of the crop in that island was damaged or destroyed and as a great part of our Canadian supplies come from that district, a decided shortage is the result. Further information regarding this commodity will be forthcoming soon, which should throw additional light on the situation.

BLUE-MOLDED BUTTER.

The following letter from a writer in the capital of Newfoundland adds force to what The Canadian Grocer pointed out in its editorial article in the issue of October 15th:

Editor Canadian Grocer,—I have before me your fall number, and a splendid issue it is. The item "Carelessness the Cause," particularly arrested my attention, as it refers to a matter that was brought forcibly before me within the past few days.

The quality of Canadian butter shipped to Newfoundland of late, is far behind what was shipped us formerly; in fact to-day, the large

buyers will not purchase round lots of Canadian butter, but import Australian and Argentine butters.

One importer told me last week that formerly they purchased as much as 1,000 tubs (about 70 lbs. each) at a time and had it shipped from Montreal as required; to-day they are not buying a pound of Canadian butter and this, when their requirements are much larger than ever. This buyer states, that the Canadian butter has been coming down in very bad condition, in many cases blue-mold running through many of the packages.

It seems a disgrace to Canada that such should be the case and that this market should be forced to get supplies from Australia and Argentine.

J.A. MACNAB

St. John's, Newfoundland, Nov. 23.

The Grocer was not aware that Newfoundland was purchasing supplies of butter from countries other than Canada until the receipt of Mr. Macnab's letter. We stated that New Zealand had become a strong competitor of Canada in supplying the British market even under less advantageous shipping facilities, all on account of the carelessness in the making, packing and storing of it and Mr. Macnab's letter substantiates our statements.

Blue-mold is caused through improper methods of packing the butter, as well as the wrong selection of a storage place. If butter is not solidly packed the air getting around it causes it to blue-mold, and of course if it is allowed to stand in too warm a place, the same results naturally follow.

More care must be taken in the production of Canadian butter if it is to hold an enviable position in the markets of Newfoundland, as well as in Great Britain. Canada must not remain idle and see her markets fade away in some of her most important products.

A COMMENDABLE WORK.

The work accomplished by the Hospital for Sick Children, Toronto, is indeed commendable. This is a provincial charitable institution which is being of much assistance to the poor people of Ontario and deserves the aid that it receives.

Last year there were 1,155 patients from all over the province and of these 65 per cent. were children of poor parents, who could not afford to pay. Since its organization the institution has treated 15,613 children, 11,550 of whom were unable to pay.

This gives a concise idea of what this large Provincial Charity is doing for the benefit of the poor.

Canners' Amalgamation

The independent Canadian canners have again the matter of amalgamation under discussion, but up to the present nothing definite, so far as can be learned, has been arrived at.

In discussing the situation with The Canadian Grocer a wholesaler closely in touch with the independent canners stated that he did not think the amalgamation would be effected.

He said that although it apparently was the wish of most of the individual canners to see the amalgamation, the trouble lay in making the terms satisfactory. For instance it was understood, he said, that the promoters of the proposition desired the canners to take stock in the new concern to the value of their manufacturing plants and properties, but that they wanted to sell outright. If the amalgamation was put through this difficulty would have to be overcome.

DEFECT TO BE REMEDIED

Samples sent to Canada by West India firms for exhibition purposes, have to pay duty if left in this country, or primarily go to their destination in bond, be exhibited in bond, and then must be returned to the West Indies.

Considering the efforts now being made to establish better trade relations between the two colonies, this is one of the first and simplest evils to be remedied. Comparatively few exporters are willing to send us samples of their goods under such conditions, and there would certainly be a large increase in case the restriction were removed, allowing samples to be distributed at our national fairs.

A GOOD THING FOR CANADIAN SHIPPERS

It begins to look as if Canada is going to find the Tehuantepec route of practical service in the development of trade between the Pacific and the Atlantic Coasts.

Business men are only too well aware that freight rates on the transcontinental route militate to some extent against the development of trade between the business men of Eastern Canada and those on the Pacific Coast. To ship from Liverpool is cheaper than to ship from Montreal.

By a line of steamers co-operating with the little 193 mile line which runs across Mexico from Puerto to Salina Cruz we are in a fair way to solve the problem.

The first steamer to leave a Canadian Port to connect with the Mexican railway left in June last and carried a shipment of only 45 tons, the products of Canadian factories. The boat which left on November 15th, however, carried 1,500 tons. This substantial increase is encouraging.

Although the freight has to be transferred from the steamship to the railway at Puerto and from the railway to the steamship at Salina Cruz it can be carried from Montreal to Vancouver in 45 days.

This of course is much longer than by the Transcontinental Railway, but what is lost in time is more than made up by the decrease in the cost of freight. The saving is on the whole something like 40 p.c., while in some instances the rate has been cut in two. Although the rate so far obtained by Canadian shippers by the new route is scarcely as low as that enjoyed by shippers from Great Britain, it is certainly much more favorable than that of the all-rail routes.

There is a little hitch just at present, but which is only likely to be so temporarily, and that is the action of the railways running to Halifax and St. John. During the winter months the steamers connected with this route run from Halifax and St. John; but so far the railways have refused to give shippers by this route the benefit of the export freight rate. This is serious. But fortunately we have in Canada a Board of Railway Commissioners, and as the matter is to be brought to their attention it is to be hoped that relief will be obtained shortly.

The railway which runs across Mexico from Puerto to Salina Cruz was built by British capitalists in co-operation with the Mexican Government, and is to-day under the joint ownership of these two interests. It is believed to be the first instance on record of a partnership being formed by a govern-

ment and foreign capitalists to construct and operate a railway.

The traffic of the railway last year aggregated 650,000 tons. With European and American shippers patronizing the route as they now are a very large increase may be expected this year. Seven steamship lines, one of which is Canadian, are now operating in connection with the Pacific end of the railway.

A BUSINESS EXAMINATION.

The fact is well known that too many people enter the grocery business who have little or no knowledge about trade matters or business in general. Failure to make themselves useful as mechanics or even as laborers, they devote the front room of their already too small cottage to groceries. In many instances they go to the wall because they are unacquainted with the essentials of good business methods; because of their eagerness to cut prices in order to get trade, forgetting to figure at all on the cost of running their stores.

Secretary J. A. Green of the National Retail Grocers' Association of the United States, makes a new proposal to prevent such individuals from entering the grocery field. He says that the time has now arrived when something must be done to check the inexperienced person from going into the grocery business. It should be compulsory, he maintains, to stand an examination as to fitness and experience before being allowed to embark in the business of dispensing food to the public.

A man thoroughly informed as to the expense, the perishable nature of many goods and the margin of profit necessary to conduct a successful business will not so readily risk his savings as the man with no experience and who to secure trade will dispose of goods on a small margin or no margin at all.

He is a firm believer in a law compelling examination as to fitness, knowledge of goods and in fact a general idea of the business.

CANADIAN GOODS LOSING IN ENGLAND.

At least three of our most profitable exports to England are losing their position as leaders in the market there, and it is not hard to find the causes. The three referred to are cheese, apples and butter.

As to the first, foreign competition is seeking a foothold and finding it, owing to a growing carelessness among certain Canadian factorymen, who seem to think that Englishmen must buy their cheese from Canada, no matter in what shape or condition it arrives. New Zealand is our most dangerous com-

petitor at present. New Zealand cheese is nearly as good quality, on the average, as our own. Where they are gaining is through care in packing and grading. Holland is also gaining in the British cheese market, and will soon prove a factor to be reckoned with, owing to their proximity to England.

Danish butter is supreme in the British market at present. This is largely owing to the fact that it is all made under government supervision, and the stamp on it indicates exactly what grade of butter may be looked for in the package. This certainty does not by any means apply to Canadian butters. The packages are often carelessly put up. They are frequently graded wrong, and the general quality is not always nearly so dependable as the Danish.

Apples, too, often are being shipped across the ocean "stuffed," that is, with a centre of seconds, while both ends are of firsts. No one likes to be fooled in this way more than once, and a continuation of this practice can have only one end—a loss of a good section of our apple trade.

The situation is one which is exercising the minds of exporters conversant with it, and it is only by the cooperation of all concerned that any effective remedy can be devised.

USE PRICE TICKETS FREELY.

An important factor in making the holiday season trade a success is in preparing to handle customers as speedily as possible and have the goods sell themselves when they can be made do so. And to this end there is nothing better than the liberal use of price tickets both in the window and on goods in the store.

Every store, of course, uses some price tickets, but few use them as liberally as they might. If pricing goods is a good policy for the five and ten cent stores, it ought to be equally profitable in grocery stores, into whose business the "syndicate" stores cut most freely.

The purpose of price tickets is to interest people in other goods than they had intended purchasing when they entered the store. And following this idea out it can safely be considered that until shippers can tell the price of every small seasonable or household article without asking the price, enough price tickets have not been used.

Customers will invariably go to a counter where goods are displayed with a price on them. They see a sign, "Anything on this counter for ten cents," and immediately they want to see what they can get for ten cents. Often they will pick up articles and sell it to themselves without any effort on the salesman's part. It is the price card, mostly, which is responsible for the sale.

THE ENCYCLOPAEDIA.

What the Kohl-Rabi is and How it is Prepared.

KOHL-RABI.—One of the latest Canadian acquisitions in vegetables is a product of Germany originally, the Kohl-rabi. It is a peculiar vegetable in many ways, being a turnip with a cabbage flavor, and growing with the edible bulb above the ground. Another peculiar item in its appearance is the leaved outside to the bulb. This gives it somewhat the appearance of a pineapple, except that the leaves are soft, and the color is different.

The plant is very hardy, and can be grown out of doors in both Ontario and Quebec. So far it is little grown in this country, but those who have had the pleasure of eating it, prepared in the way described below, pronounce it one of the most delicious vegetable dishes they have ever eaten.

Insect enemies are about the same as on the cabbage, but are not nearly so destructive to Kohl-rabi.

Recipe for Preparing.

Cut off the leaves and peel. Boil until tender. Then slice in 1/4-inch slices. Roll in egg and bread crumbs and fry. The result is a delicious food.

WANT CANADIAN AGENTS.

The last weekly report sent out by the Trade and Commerce Department of the Dominion Government contains a number of inquiries for Canadian agents. The names of the firms making these inquiries, with the addresses, can be obtained upon application to "The Inquiries Branch, the Department of Trade and Commerce, Ottawa," or "The Secretary of the Board of Trade at Halifax, Winnipeg or Vancouver." The numbers should be quoted when requesting the following addresses:

No. 1762—A London firm of wholesale tea merchants and exporters is anxious to appoint Canadian agents.

No. 1765—A London firm wishes to get into touch with Canadian packers of canned salmon.

No. 1774—A Yorkshire company desires to hear of some firm in Canada which could take up the sale of their mustards of all descriptions.

CATALOGUES AND BOOKLETS.

The Kent Company, Limited, Coristine building, Montreal, are sending out an attractive booklet, illustrating Nonpareil Corkboard Insulation, which has just been issued by the

Armstrong Cork Company, Pittsburg, Pa. The booklet is unique in style, set up in plain, readable type, and is handsomely illustrated. It explains in detail the manufacture of the corkboard insulation and its uses.

POULIN'S NEW COLD STORAGE.

A large warehouse, equipped in modern fashion, has just been completed for P. Poulin & Co., Montreal. The building is stone and brick, 70x55 feet, and a five-storey structure, with a basement. There are eight insulated rooms, with a storage capacity of 50,000 cubic feet. There are two rooms, as well, for the storing of eggs.

AN OLD ONTARIO STORE

Sixty years ago the general store represented by the above cut was erected in Hartford, Ont., by T. Haskett. That was in 1849. It was rented for two years by A. Smith, then purchased by Robert Gaynor, and run



by him until 1856, when he assigned to Jno. Brown, of Hamilton, Ont. In the same year it was bought by B. W. Thomas, who built up a very successful business. In 1864 B. W. Thomas was appointed postmaster at Hartford, and the post office is conducted in the same store to-day, which is now managed by his son, R. J. Thomas.

MADE MONEY FROM FORSIGHT.

A. P. Rogers, buyer, ad-writer and manager of the grocery, china and tinware department for the G. W. Robinson Co., of Hamilton, Ont., writes to The Grocer in reference to the article which appeared in the issue of Nov. 26th, under the heading, "Some Plans for Hurrying up the Christmas Trade."

"Strange as it may seem," he said, "I had been thinking along the same lines some time ago—with the object in view of hurrying up trade."

Mr. Rogers enclosed an ad. he had written to bring about the desired results and which had been written exactly the same lines as suggested by our correspondent, Victor Landon. He says that it appeared in one of the Hamilton papers and was accompanied by extraordinary results—results that will go down into history as record breakers.

The moral for merchants is plain.

THE MEANEST MAN.

He went into a grocery store and asked the proprietor for a small bunch of matches. The small package was made up and the price, a nickel, handed to the merchant, when the customer asked if his purchase could be sent to his home. The merchant assented, and, calling a boy, handed him the parcel and a dime, saying: "Here, sonny; take this parcel to Blank's house."

"What!" exclaimed the customer, "are you going to give a boy a dime

to take that parcel up?" "Why, certainly," said the merchant. "I would not think of asking him to go for nothing."

"Well," said the meanest man, "if you would just as soon give me my nickel back I will take it up myself, and you will save five cents."

STILL REMAINS A READER.

When a merchant continues to read trade paper after he has given up the business, it is conclusive proof that it has proven its worth to him. This is just what has occurred in the following instance:

MACLEAN PUBLISHING CO.—I have sold my stock and leased my store 83 Wyandotte St., Windsor, Ont., to David Schwartz. I wish to have my Canadian Grocer to look over, for I owe a good part of my success in business to it. Please send my Canadian Grocer to HENRY BRACKELL, 437 Oxford St., London, Ont.

The

QUI

POINTEL
Nutmeg
ets.

Currant.
Coffee—
Canned
higher.

Raw su
ness, but

temporary
York indic

The stor
cently did

is was at
of Jamaica

than other
age to the

Cuban sug
little harm

One sur
Christmas

creasing sa
are beginn

more this
Spices a

tendency
some lines.

Currants
are reporte

age this y
walnuts.

The mos
week is th

ned vegeta
corn. Botl

been looke
ready adva

tomatoes a
\$3.

SUGAR-
mand for s

It is princ
necessities.

ged somew
are that thi

New York
a raw suga

true, this
tions event

Granulated, bags
20-lb.
" Impe
" Beav

Paris lump, boxes,
" "
" "
Red Seal, in cartons
Crystal diamonds,
" "
" "

The Markets—Canned Peas and Corn Advanced

This was an Expected Raise Owing to Crop Shortage—Shelled Walnuts Higher to the Retail Trade—Scarcity of Orange Peel—Sugar Demand Light but Prices are Firm—Tea Market Firm.

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

QUEBEC MARKETS

POINTERS—

Nutmegs—High in primary markets.

Currants—Scarce.

Coffee—Firm.

Canned Peas and Corn—5c and 10c higher.

Montreal, Dec. 2, 1909.

Raw sugars show signs of weakness, but this is thought to be only temporary, as reports from New York indicate a present shortage.

The storm in the West Indies recently did not do as much damage as was at first thought. The island of Jamaica has suffered perhaps more than others, and considerable damage to the banana crop is reported. Cuban sugar cane, however, received little harm.

One surprising feature of the large Christmas trade being done, is the increasing sale of corn syrups. People are beginning to appreciate more and more this table article.

Spices are firm and active, with a tendency toward higher prices in some lines.

Currants and dates are scarce. Nuts are reported as being below the average this year, particularly Grenoble walnuts.

The most striking feature of the week is the strength shown by canned vegetables, particularly peas and corn. Both show advances. This has been looked for, as canners had already advanced their prices. Gallon tomatoes are 30c higher, being now \$3.

SUGAR—There is a very good demand for sugar at former quotations. It is principally due to Christmas necessities. The raw market has sagged somewhat of late but indications are that this is only temporary. A late New York letter reports somewhat of a raw sugar famine in prospect. If true, this should affect local conditions eventually.

Granulated, bags	4 70
" 20-lb. bags	4 80
" Imperial	4 45
" Beaver	4 45
Paris lump, boxes, 100 lbs.	5 50
" " 50 lbs.	5 60
" " 25 lbs.	5 80
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 40
" 100 lb. boxes	5 50
" 50 lb. "	5 60
" 25 lb. "	5 80
" 5 lb. cartons, each	0 37½

Extra ground, bbls.	5 15
" 50-lb. boxes	5 35
" 25-lb. boxes	5 55
Powdered, bbls.	4 95
" 50-lb. boxes	5 15
Phoenix	4 70
Bright coffee	4 65
No. 3 yellow	4 55
No. 2 "	4 45
No. 1 " bags	4 30
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES—Syrup sales of late show a material increase over last year, also over the previous week. Dealers are beginning to feel more confident as to this commodity. Sales for some time had been light and stocks were comparatively heavy. Molasses is firm and selling freely.

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 48½
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
" 4-bbls.	0 03½	0 03½
" 8-bbls.	0 03½	0 03½
" 38½ 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—There is little or none of better-trade Japan teas offered, and dealers are having trouble in securing sufficient to fill Christmas requirements. Prices are firm at former quotations.

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
Pekoes	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
Hysons	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—Coffee is firm, with a higher tendency in the primary markets. A decided rise is looked for early in the year. Sales are large at present prices.

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

SPICES—Mace is firm, with a higher tendency. Nutmegs are higher in the primary market, but as yet no change has been made in the quotations to the retailer. Such a rise is expected, however. Other lines are firm, with large and increasing demand.

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 15	0 20
" Cochin	0 17	0 20
Mace	0 75	0 75
Nutmegs	0 30	0 60
Peppers, black	0 16	0 22
" white	0 22	0 29

DRIED FRUITS—Currants are scarce, that is, the better grades. Dates are also hard to obtain. This probably will mean a considerably increased flow of orders to New York. Reports on the market there also show a scarcity in the above lines. California goods are plentiful and are selling freely. Prices are steady.

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

NUTS—This year's goods, particularly Grenobles, are of a mediocre quality. The late arrivals are even worse offenders in this respect than the early. Almonds are selling well, to such an extent that stocks are considered too light for a continuation of this demand. Brazils are high and firm. Trade generally is good, in view of the nearness of the Christmas season.

In shell		
Filberts, Sicily, per lb.	0 12	0 12
Barcelona, per lb.	0 10½	0 10½
Tarragona Almonds, per lb.	0 11½	0 12½
Walnuts, Grenobles, per lb.	0 13	0 15
" Marbots, per lb.	0 12½	0 12½
" Cornes, per lb.	0 11½	0 11½

Shelled		
Almonds, 4-crown selected, per lb.	0 32	0 33
" 3-crown "	0 31	0 31
" 2-crown "	0 30	0 30
(in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17
Peanuts		
French, No. 1	0 07½	0 07½
Spanish, No. 1	None	None
Virginia, No. 1	0 10	0 10
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75

Walnuts		
Bordeaux halves	0 26	0 27
Broken	0 18	0 19

RICE AND TAPIOCA—Sales of rice and tapioca have been slightly better, owing to the Christmas demand. Prices are firm, with no immediate prospects of a change.

Rice, grade B, bags, 250 pounds	2 95	
" " 100 "	2 95	
" " 50 "	2 95	
" " pockets 25 pounds	3 05	
" " ½ pockets, 12½ pounds	3 15	
" grade c.e., 250 pounds	2 85	
" " 100 "	2 85	
" " 50 "	2 85	
" " pockets, 25 pounds	2 95	
" " ½ pockets, 12½ pounds	3 05	
Tapioca, medium pearl	0 04½	0 04½

BEANS AND PEAS—There has been no particular feature in this mar-

THE CANADIAN GROCER

ket. Prices are steady, and demand is fair. Dealers are somewhat disappointed, as indications early in the season were that this would be an exceptionally good year.

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

EVAPORATED APPLES—Few apples have been exported this year as compared with last year. The cause is not clearly understood, but it is thought the poor grade sent out last year may have had a good deal to do with it. Prices are steady, with a weaker tendency.

Evaporated apples, prime	0 094	0 094
--------------------------	-------	-------

CANNED GOODS

MONTREAL—Peas and corn have gone up from 5c to 10c per dozen. This advance has been looked for by local dealers for some time past, owing to the crop shortage and increased demand. It is not thought that this price will hold long either. Prophesies are that another 5c will be added to peas shortly. Gallon tomatoes have gone up from \$2.70 to \$3. The whole market shows firmness, with a free sale of most lines.

Peas, standard, dozen	81	05
Peas, early June, dozen	1 073	1 10
Peas, sweet wrinkled, dozen	1 10	1 123
Peas, extra sifted, dozen	1 521	1 60
Peas, gallons	3 873	3 923
Beans, dozen	0 85	
Corn, dozen	0 80	0 825
Tomatoes, dozen (Ontario and Quebec)	0 823	0 90
Strawberries, dozen	1 373	1 40
Raspberries, 2s, dozen	1 75	
Peaches, 2s, dozen	1 65	
Peaches, 3s, dozen	2 65	
Pears, 2s, dozen	1 60	
Pears, 3s, dozen	2 30	
Plums, Greenage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2s, dozen	1 60	
Clover Leaf and Horseshoe brands salmon	1 74	
1-lb. talls, per dozen	1 30	
1-lb. flats, per dozen	2 02	
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 vegetables and salmon are particularly strong just now, and some wholesalers are quoting advances on peas, corn, beans and some kinds of salmon. From present indications retailers who have not already secured their stocks of these had better do so. Peas are practically off the market so far as the canners are concerned, and are being quoted this week by most jobbers at \$1.05, which means an advance of 5c from last week. There has been a short pack of corn also and the demand on this will be increased in view of the pea pack running low. Jobbers are busily engaged filling orders taken in July and August for future delivery. This work has been delayed on account of late shipments, particularly of salmon. Shipments of both salmon and vegetables have usually been in the jobbers' warehouses

in October, yet some are just arriving now.

Of the fruits, Lombard plums are having a good sale, the others being quiet.

The whole canned goods market is firm, with not much chance for lower prices.

Beans	0 80	0 85
Corn	0 80	0 85
Peas	1 05	1 423
Pumpkins	0 75	0 823
Tomatoes, 3s	0 80	0 823
Strawberries, 2s	1 40	1 50
Raspberries, 2s	1 60	1 673
Peaches, 2s	1 65	
3s	2 65	
Lawtonberries	1 65	
Red pitted cherries, 2s	1 75	
Gallon apples	2 40	2 45
Bartlett pears, heavy syrups, 2s	1 65	
" light " 2s	1 15	
" heavy " 3s	2 40	
" light " 3s	1 70	
Lombard plums, 2s	0 80	0 85
Clover Leaf and Horseshoe brands salmon		
1-lb. talls per dozen	1 90	
1-lb. flats per dozen	1 25	
1-lb. flats per dozen	2 123	
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoos, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 65	1 70
Lobsters, halve, per dozen	1 85	2 20
Lobsters, quarters, per dozen	1 40	

ONTARIO MARKETS

POINTERS—

Shelled Walnuts—Advance of 3c.
Canned Peas and Corn—Advance of 5 cents.

Orange Peel—Scarce.

Toronto, December 2, 1909.

The wholesale business, to use the words of one of the large dealers, is "all lovely." They, however, think that on account of the spring-like weather, people are apt to forget that we are within three weeks of Christmas, which may mean delay in buying and result in being overruled just before the holidays. This may all the more be the case on account of the lateness of the arrival of the goods this year.

Prices are all firm with really nothing that has any appearance of a decline, with the exception of evaporated apples, which started too high. Valencia raisins are higher in the primary markets and although the prices have not advanced here, they could not be bought and sold at present prices. One wholesale house had an offer for 300 boxes from another at the same price the former is selling them in small quantities to the retail trade, but it was refused. Orange peel is scarce and sells at about 1½c a lb. higher. Shelled walnuts are also up about 3c a lb. While the wholesale men are doing well, the retailers should be sure to get something more than usual out of this prosperous season. They are entitled to a good profit and if they do not get it, they must blame themselves.

Canned goods are very strong this week, some jobbers quoting corn, peas and beans higher by 5 cents per dozen.

SUGAR—The passing of the week showed little change in the sugar market. It is yet quite firm but no change is anticipated in the near future. Although the beet raw market is strong, brokers do not consider it will have a tendency to advance prices. Wholesalers report that demand is only fair, but at the same time is just the usual Christmas call. It is little in comparison to that of two and three months ago when the fruit season was at its height.

St. Lawrence "Crystal Diamonds," barrels	
" " " 100 lb. boxes	
" " " 50 lb. boxes	
" " " 25 lb. boxes	
" " " cases, 20-5 boxes	
" " " Dominos, cases, 20-5 boxes	
Paris lumps, in 100-lb. boxes	1 00
" " " in 50-lb. "	1 25
" " " in 25-lb. "	1 75
Red Seal	
St. Lawrence granulated, barrels	
Beaver granulated, bags only	
Redpath extra granulated	
Imperial granulated	
Acsalia granulated (bags and barrels)	
Wallaceburg	
St. Lawrence golden, bbls.	
Bright coffee	
No. 3 yellow	
No. 2 "	
No. 1 "	
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—These goods figure frequently in the orders which are supplied by the wholesale houses. This is evidence that the usual holiday baking is still one of the things the good housewife has to provide for. Prices are firm but no advance.

Syrups—	Per case
2 lb. tins, 2 doz. in case	
5 " " " " "	
10 " " " " "	
20 " " " " "	
Barrels, per lb.	
Half barrels, per lb.	
Quarter "	
Pails, 33 3/4 lbs. each	
" 25 " "	
Maple Syrup—	
Gallons, 6 to case	
" 12 " "	
" 24 " "	
" 24 " "	
Molasses—	
New Orleans, medium	0 31
" bbls	0 29
Bartadoes, extra fancy	0 45
Porto Rico	0 45

TEA—Teas remain firm, although shipments from the primary markets exceed last year in quantity. Grocers should cultivate a demand for higher grades of tea, which would be an advantage in more ways than one. The lower grades have advanced in price and are to-day not as good value as higher grades, and do not give the retailer as good a profit. A good 40c tea will make 5 cups of tea for a cent, which is cheap enough for anybody to use, and will give satisfaction, whereas a cheap tea will cost almost the same and will not give the same satisfaction.

COFFEE—The market is quiet and as coffee does not count as one of the specialties for the Christmas trade it receives little attention.

Rio, roasted	0 12
Santos, roasted	0 15
Mar cable, non-ted	0 16
Mocha, roasted	0 25
Java, roasted	0 27
Rio green	0 03

SPICE
port in
are sat
in all
scarce

Peppers, bla
" wh
" wh
" wh
Ginger
Cinnamon
Nutmeg
Cloves, whol
Cream of ta
Allspice
" who
Mace, groun
Mixed pickl
Cassa, whol
Celery seed.

DRIE
for drie
traveler
rived, a
ders ar
wholesa
firm, pr
in some
vance.
firm in
they ha
markets
owing to
quality
year an
get the
currants
Britain

Prunes—
30 to 40, in
40 to 50
50 to 60
60 to 70
70 to 80
80 to 90
90 to 100
Same fru

Apricots—
Standard
Choice, 25
Fancy
Candied and
Lemon
Orange
Figs
Elders, per
Tappets,
Bag figs
Dried peache
Dried apples
Currants—
Fine Filiatru
Patras
Unlea

Raisins—
Sultana
" fancy
" extra
Valencias, ne
Seeded, 1 lb 1
" 16 oz
" 12 oz

Dates—
Halloweeds
Sairs
NUTS
side quo
Shelled
cents hi
changed.
Almonds, Fo
" Fat
" she
Walnuts, Gre
" B r
" Ma
" shel
Filberts
Pecans
Brazil
Peanuts, roas

EVAP
These ar
bought a
Evaporated ap
RICE
a good

THE CANADIAN GROCER

SPICES—There is nothing to report in these lines, except that orders are satisfactory and prices are firm in all lines. Peppers are somewhat scarce in primary markets.

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
Cream of tartar.....	0 22	0 25
Allspice.....	0 14	0 16
" whole.....	0 14	0 16
Mace, ground.....	0 75	0 80
Mixed packing spices, whole.....	0 15	0 16
Cassia, whole.....	0 20	0 25
Celery seed.....	0 24	

DRIED FRUITS—The first orders for dried fruit which were taken by travelers before the goods had arrived, are all delivered and repeat orders are coming in, which keep the wholesale trade active. All lines are firm, prices are well maintained, and in some cases prices will likely advance. Valencia raisins are decidedly firm in response to the report that they have advanced in the primary markets. Orange peel is also dearer owing to the light stock in hand. The quality of currants is not equal to last year and late purchasers are apt to get the worst. Canada has taken more currants this year than last, but Great Britain is short by a good many tons.

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 07½
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 0 11 Citron.....	0 15 0 18
Orange.....	0 11½ 0 12½
Figs—	
Elemea, per lb.....	0 08 0 10
Tapietas, ".....	0 03½ 0 04
Baz figs.....	0 03 0 04
Dried peaches.....	0 08 0 08½
Dried apples.....	0 07½
Currants—	
Extra Filiztras..... 0 06½ 0 07 Vostizzas.....	0 08½ 0 09
Patras..... 0 08 0 08½	
Uncleaned ¼ cent less.	
Raisins—	
Sultana.....	0 05 0 05½
" fancy.....	0 06 0 07
" extra fancy.....	0 08½ 0 09
Valencias, new.....	0 06 0 07½
Seeded, 1 lb. packets, fancy.....	0 08
" 16 oz. packets, choice.....	0 07½
" 12 oz.....	0 06
Dates—	
Halloweas..... 0 06 0 06½ Fards choicest.....	0 08
Sairs..... 0 05 " choice.....	0 07½

NUTS—Are moving freely at outside quotations for good new stock. Shelled walnuts may be quoted three cents higher, all the rest are unchanged.

Almonds, Formigetta.....	0 11½
" Taragona.....	0 12
" shelled.....	0 32 0 35
Walnuts, Grenoble.....	0 13½
" Bordeaux.....	0 11
" Marbots.....	0 12
" shelled.....	0 20 0 20
Filberts.....	0 12 0 12½
Pecans.....	0 16 0 18
Brazils.....	0 15
Peanuts, roasted.....	0 08 0 12

EVAPORATED APPLES—These are a little easier and should be bought about 1c lower.

Evaporated apples.....	0 08 0 09
------------------------	-----------

RICE AND TAPIOCA—There is a good demand for rice, but this is

nothing unusual at this time of the year.

Rice, stand. B.....	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal.....	0 03½
Rangoon.....	2 85
Patna.....	0 03½ 0 03½
Japan.....	0 04 0 05½
Java.....	0 06 0 07
Carolina.....	0 19 0 11
Sago.....	0 05 0 06
Seed Tapioca.....	0 05
Tapioca, medium pearl.....	0 04½ 0 04½

BEANS—Beans are steady with no change this week.

Beans, per bushel.....	1 75 1 80
------------------------	-----------

MANITOBA MARKETS

Corrected by Telegraph.

Advances—Lard.

Firmer—Coffee, sugar, almonds.

Easier—Evaporated apples.

Winnipeg, Dec. 2, 1909.

The wholesale trade throughout the west is quiet for the present and the secret of this condition is, no doubt, attributed to circumstances which perhaps have never prevailed in this country before.

Newspapers have this fall been agitating among the farmers for heavier sales of wheat. It was evident that our grain producers could afford to hold their wheat in anticipation of higher prices. The result has been that there is not the quantity of money in circulation that there should be. In every line of business this condition has been felt and the banks have been annoyed for some time. Wholesalers report collections dull and they trace the reason to the fact that merchants have not got the money and customers are buying stingily. Of course, retailers stocked up earlier in the season and for these stocks the money will sooner or later come. The difficulty would be more serious had the merchants not stocked well, in that case they would be without both cash and goods. It will be some days yet before the money will return to its proper sphere of circulation; should the farmer have sold his wheat at once to the elevators he would receive payment direct. In the event of having the grain shipped to Fort William, the return is much more tardy. The majority of wheat thus far sold has been shipped direct to Fort William and a very large percentage of the crop has not yet been marketed.

Wholesalers have no reason to be pessimistic, since the money is sure to come, and those whose credit is good will receive goods irrespective of the shortage of cash for the time being.

To make matters worse, the transportation question is annoying local wholesale houses. Cars are not available to bring goods in from Fort Wil-

liam. Goods were unloaded liberally at Fort William prior to the close of navigation. But seldom are these goods shipped by rail from that point to destination in the same shape as they leave the factory. A few days ago a local wholesale house had two cars of canned goods, unloaded at Fort William to be sent to Edmonton by rail. Only one car was available, and this was at once dispatched. Part of the other car lot was loaded into a car fairly filled with Winnipeg goods, and in that case the Edmonton stock was delayed at this point. It is not known when the remainder of these goods will be dispatched from Fort William. It is understood that the shippers' section of the Winnipeg Board of Trade is endeavoring to solve this vexing problem.

The market condition is quite unchanged this week. Foreign dried fruits are the heaviest selling, and prices are quite firm.

Specialties for the holiday season the being ordered, and already heavy Christmas stocks have been shipped to every part of the west.

Sugar—Navigation closed last Saturday, and the all-rail rates have made prices firmer. The market is reported strong everywhere on this continent, and buyers are laying in stocks, preparing for a possible advance. We quote the advanced prices of two weeks ago:

Montreal and B.C. granulated, in bbls.....	5 20
" " in sacks.....	5 25
" yellow, in bbls.....	4 80
" " in sacks.....	4 75
Feing sugar, in bbls.....	5 55
" " in boxes.....	5 70
" " in small quantities.....	5 80
Powdered sugar, in bbls.....	5 35
" " in boxes.....	5 55
" " in small quantities.....	6 20
Lump, hard, in bbls.....	6 05
" " in 4-lb. cases.....	6 15
" " in 100-lb. cases.....	6 15

SYRUP AND MOLASSES—United States syrup speculators are making strenuous efforts to get into the Canadian market, but they have thus far been shut out. The southern market declined four scales last week, but the Canadian quotations remain unchanged. Molasses is moving well at this season, and the recent arrivals are said to be excellent in quality.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case.....	2 88
" " 5-lb. tins, per 1 ".....	2 83
" " 10-lb. tins, per 4 ".....	2 66
" " 20-lb. tins, per 1 ".....	2 73
" " 4 barrel, per lb.....	0 04
" " Sugar Syrup, per lb.....	0 04
Beehive Brand, 2-lb. tins, per 2 doz. case.....	2 88
" " 5 " 1 ".....	2 83
" " 10 " 4 ".....	2 66
" " 20 " 1 ".....	2 73
Barbados molasses in 4-lb. gal.....	0 50
Porto Rico molasses in 4-lb. gal.....	0 60
2 negro brand molasses, 4-lb. gal, per gal.....	0 40
New Orleans molasses 4 bbls. per gal.....	0 36

NUTS—The almond market is stronger and the shelled produce is on the whole firm. This season's goods have not arrived yet, but they were expected about the first of this month. They will undoubtedly arrive for the major portion of the Christmas trade.

THE CANADIAN GROCER

will be made to get clear of stocks in good time.

New navel oranges are selling at \$4, but even at this, the fruit is on the sour side, and cannot be classified as thoroughly first-class.

Apples go all the way from \$1.50 to \$2.50 per box, retailing mostly at \$2.75 and \$3. On account of the sharp frost of last week, potatoes have gone up \$2 a ton, and are now quoted at \$14. It is not thought that general injury was done to the supply, such as last winter, when the frost was sharp and continued. The ruling prices here are:

VANCOUVER.	
Sugar, standard	Butter, Eastern 0 29 0 31
granulated..... 5 60	Butter, local..... 0 40
Val. raisins, lb..... 0 05 1/2	Butter, Western 0 22 0 25
Cal..... 0 07	Eggs, Eastern..... 0 33
Prunes..... 0 05 1/2 0 07 1/2	Eggs, local..... 0 55
Currants..... 0 05 1/2 0 07 1/2	Cheese, per lb. 0 14 1/2 0 15 1/2
Dried apricots, 0 11 0 13	Bacon, premier..... 0 27 1/2
Flour, Standard,	Canned Goods—
bbl..... 6 90	Peas..... 1 00
Cornmeal, p. 100	Tomatoes..... 1 32 1/2
lbs..... 2 60	Corn..... 1 00 1 10
Beans, per lb. 0 03 1/2 0 04 1/2	Apples..... 3 42 1/2
Rice, per ton..... 68 00 76 00	Strawberries..... 2 15
Tapioca, per lb. 0 03 1/2	Raspberries..... 1 65
Evaporated	
apples..... 0 08 1/2	

ST. JOHN MARKETS.

Corrected by wire.

St. John, N.B., Dec. 2, 1909.

Three steamers which sailed last week from this port to Havana, Cuba, took away 20,000 barrels of potatoes, worth \$40,000 in the Havana market. J. C. Manzer, of Andover, who was in the city superintending the shipment of a large quantity of the tubers from his district, said, in commenting on the increased business with Cuba, that the Cuban market requires 450,000 barrels of potatoes a year, and the larger part of this quantity has been supplied by the United States. He said that although the rot injured the crop to a considerable extent this year, there are more potatoes in the St. John valley at the present time than there have ever been before at the same date. A conservative estimate would be 50,000 barrels.

The steamship Teodoro de Larranaga left Mauritius on October 18 for St. John with a full cargo of sugar. She is due here this week, and the cargo will be sent to Montreal by rail. The Robert Reford Co., to whom the steamer is consigned, state that other sugar boats will come here during the winter.

W. A. Smith, representing Lloyd & Scully, of Sault Ste. Marie, was in the city last week, and sold, through DeWitt Bros., of Fairville, three carloads of eggs at 26c a dozen. The eggs are to be shipped from Owen Sound to this city and are for the local market. It is seldom that St. John merchants have to go so far afield for their eggs.

In the local markets prices are com-

paratively unchanged from last week. American clear pork has advanced, butter is firmer. Quotations now are:

Sugar—	Beef, Canadi-
Standard gran. 4 85 4 95	an plate..... 16 75 17 50
Austrian " 4 85 4 75	Molasses, fcy..... 0 34 0 35
Yellows..... 4 35 4 75	Barbados, gal..... 0 25 0 27
Flour, Manitoba 6 45 6 55	Butter, dairy,
Ontario..... 5 95 6 05	lb..... 0 26 0 27
Cornmeal, bags, 1 47 1 50	Butter, cream-
Rolled oats, bbls 5 15 5 20	ery, lb..... 0 26 0 29
Buckwheat,	Eggs, doz..... 0 26 0 35
west, grey, bag 2 90 3 00	Potatoes, bbl..... 1 20 1 40
Val. raisins, lb. 0 05 1/2 0 06 1/2	Canned goods—
Cal. raisins, seed-	Peas, doz..... 1 10 1 50
ed..... 0 07 1/2 0 08 1/2	Corn, doz..... 0 85 0 90
Currants, lb..... 0 07 0 07 1/2	Tomatoes, dz..... 0 95 1 00
Prunes, lb..... 0 05 1/2 0 09	Raspberries,
Rice, lb..... 0 03 1/2 0 03 1/2	dozen..... 1 85 1 90
Beans, hand	Strawberries,
picked, bus 1 95 2 00	dozen..... 1 55 1 60
Beans, yellow	Salmon, case—
eye, bus..... 2 95 3 00	Red spring..... 6 50 6 75
Cheese, lb..... 0 13 0 13 1/2	Cohoos..... 5 60 6 00
Lard, compound	Peaches, 2's,
lb..... 0 13 1/2 0 13 1/2	dozen..... 1 70 1 80
Lard, pure, lb. 0 16 1/2 0 17 1/2	Peaches, 3's,
Pork, domestic	dozen..... 2 70 2 80
mess..... 27 75 28 50	Baked beans,
Pork, Ameri-	dozen..... 1 15 1 25
can clear..... 28 50 29 50	Fish.....
Pork, clear	Cod, dry..... 2 75 3 75
backs..... 31 00 31 50	Herring, salt,
Beef, Ameri-	half bbls..... 2 30 2 50
can plate..... 17 00 18 00	Herring,
	smoked, box..... 0 08 0 08 1/2

HALIFAX MARKETS.

Halifax, N.S., Dec. 2, 1909.

Halifax jobbers report business brisk in all lines of groceries. The fall trade is fully up to expectations, and a large amount of goods is being turned over. The commission men are rushed with orders for fruit and produce. A general scarcity of fresh-laid eggs is reported, and the price is high for the season of the year. The farmers have no difficulty in disposing of their stock as soon as it is marketed. While the wholesale price varies for new-laid stock, 32c is about the average, though some of the dealers at times get a slant, and buy a little lower. Case eggs are not any too plentiful, the receipts from Prince Edward Island this year being smaller than usual. This is due, it is said, to the fact that large quantities have been sent direct from the island to Winnipeg, and other cities in Western Canada. Case eggs are firm here at 28c.

The butter markets are practically unchanged. The price is steady for the best quality, of which there is only a fair supply on the market. There is lots of inferior butter on the market selling at a reasonable price, but the demand for this is only light. Some of it can be purchased for 20c. The best quality in large tubs is selling at about 25c.

Wentzell's Limited is the first firm in the Maritime Provinces to import a carload of British Columbia salmon by steamer from Vancouver via Mexico, thence by the Tehautepec Railroad across Mexico, thence by the Elder-Dempster steamer to Halifax. The importation was made by this route to save freight, and it is considered to be a shrewd move on the part of the firm.

Pork and beef continue to advance, and higher prices are quoted this week on both. The continued advance is having a bad effect on sales, only those purchasing at present who require pork and beef for immediate use.

Creamery prints	Beef, American
per lb..... 0 27 0 28	plate per bbl 16 50 17 50
Creamery solids	Beef, Canadian
per lb..... 0 27 0 28	per bbl..... 16 00
Dairy, tubs, lb. 0 21 0 23	Hams smoked..... 0 16 1/2
Fresh eggs, doz..... 0 30	Pork, fresh..... 0 09 0 11
Case eggs..... 0 28	Codfish, quintal..... 5 50
Sugars	Herring, pickled
Extra Standard,	per bbl..... 5 00
granulated..... 4 80	Apples, per bbl 1 50 3 00
United Empire..... 4 55	Potatoes, P. E.
Austrian, bags,	Island, bag..... 1 15
granulated..... 4 70	Onions, Spanish
Bright yellow..... 4 60	per lb..... 0 02 1/2
No. 1 yellow..... 4 50	Onions, Ameri-
Flour, h. wheat	can, per lb..... 0 02 1/2
per bbl..... 6 40 6 60	Onions, Canad-
Flour, Ontario	ian, per bag..... 1 50
blends, bbl..... 5 60 5 70	Molasses, fancy
Cornmeal, bag 1 70 1 75	Barbados, bbl..... 0 38
Oats..... 0 54 0 55	Molasses, fancy
Pork, American	Barbados, pun..... 0 34
per bbl..... 26 50 28 50	Beans, bushel..... 2 20
Pork, clear bbl..... 32 50	Rolled Oats, bbl..... 5 50

CHARLOTTETOWN MARKETS.

Corrected by Wire.

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 1/2	Turnips, per bus 0 12 0 15
Raisins, Califor-	Beets and car-
nia, seeded..... 0 07 1/2 0 08	rots, per bus. 0 40 0 50
Currants..... 0 07 0 07 1/2	Parsnips, per bus 0 50 0 60
Rice..... 0 03 0 03 1/2	Cabbage, dozen. 0 25 0 50
Beans, new, bus 2 00 2 10	Cranberries, lb. 0 04 0 05 1/2
Cheese..... 0 12 0 12 1/2	Oats, bus..... 0 38 0 40
Lard, pure..... 0 16 1/2 0 16 1/2	Hay, per ton..... 9 00 10 00
Molasses, fancy	Straw, per ton..... 5 00 6 00
Barbados, gal 0 35 0 35	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 50 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 69
	Pork, heavy, lb. 0 08 1/2 0 08 1/2

TRADE NOTES.

G. E. Carveth, of Carveth & Co., Montreal, leaves for Europe this week.

Liquidation of the R. W. Oliver Milling Co. has been granted by Judge Martineau, Montreal.

F. Stokes, manager Corneille, David & Co., for Canada, was in Montreal from Toronto last week.

At Farnham, Que., J. M. Fortier, Ltd., cigar manufacturers, Montreal, have just completed a new factory, 48x150, equipped with sweat rooms for curing Canadian tobacco. For the past two years they have been instructing the growers of tobacco in the Eastern Townships, and have paid out to them for this season's crop \$40,000.

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

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

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

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

**W. A. JAMESON
 COFFEE CO.**
 Importers and Roasters of High Grade
 Coffees.
 Manufacturers and Proprietors of
 "Feather-Light" Brand Baking Powder
 We also carry a full line of TEAS,
 SPICES, etc.
 Mail orders promptly attended to.
 Cor. Langley and Broughton Sts.
 VICTORIA, B.C.

R. ROBERTSON J. Y. GRIFFIN
R. Robertson & Co.
 25 Alexander St.
 VANCOUVER, B.C.
 Wholesale Brokers
 GROCERIES, PRODUCE, FRUITS, GRAINS
 Importers and Exporters
 Reference—Bank of Montreal.
 Write us for information about B.C. trade.
 Cable Address—"Robin," Vancouver.
 Codes—A B.C. 5th Edition; Revised Economy; Modern
 Economy; Utility and Dowling's.

Wholesale Manufacturers' Agents
 Correspondence Solicited.
F. R. McINTOSH & CO.
 Vancouver, B.C.

F. G. EVANS & CO.
 139 Water St. VANCOUVER, B.C.,
 Wholesale Grocery Brokers and
 Manufacturers' Agents
 Correspondence Solicited.

WILLIAM W. DUNCAN
 Broker and Manufacturers' Agent
DISTRIBUTING
 Free and Bonded Warehouses
VANCOUVER - VICTORIA

W. C. FINDLAY W. CARTER
E. A. MARSHALL & CO.
 Manufacturers' Agents
 SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
 We have an established connection and can handle a
 few more good agencies to advantage.
 Highest References.

**VICTORIA
 FRUIT GROWERS' ASSOCIATION**
 The largest packers and shippers of first-
 class Fruits of all kinds in British Columbia.
 OFFICE AND WAREHOUSES
 COR. WHARF AND YATES STS. - VICTORIA
 Branch at 149 Water Street, Vancouver.

HERMAN ERB
 Manufacturers' and Wholesale Com-
 mission Agent
 P. O. BOX 405
 522 Bastion Street, Victoria, B.C.
 Open for a few more agencies

Do you want live representation?
 We are in touch with the trade.
Andrews & Nunn
 Manufacturers' Agents and
 Wholesale Commission Merchants
 Codes—A B.C. 5th Edition, Western Union
140 Water St., Vancouver, B.C.
 Correspondence Highest
 So cited References

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

The WEST INDIA CO., Ltd.

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

Sugars	Rums	Molasses	Cocoa
	Rice	Limes	Arrowroot

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

St. Nicholas Building **MONTREAL**

Grocers Should Not Sell Tea

unless they **know** by actual home test that it is good value for their customers' money. The tea you can buy to-day to retail at 25c. is too poor in quality to be anything else than dear in price. Would you care to drink the tea you are now selling for 25c.? The quality of this grade of tea has decreased in value about 5c. a pound in the last few years. How long do you suppose your customers will be satisfied with such tea? Just until you, or another live grocer, induces them to try a better grade. Why don't **you** do it?

Since we discontinued the 25c. tea the sales of Red Rose Tea have shown a most remarkable increase. Could there be better proof that people appreciate good tea and will willingly pay the small difference to get it? The very remarkable growth of Red Rose Tea in so short a time is the best proof possible of its high quality. That is why it pays you to recommend

Red Rose Tea

Good Tea is your best "Ad."

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

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

Opening New Accounts

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity and those that remain will not increase their purchases materially.

Have a good live talk about your goods in THE GROCER every week. All the best grocers in Canada will read it, and if what you say is worth while, they'll steadily be influenced in your favor.

You will find THE GROCER the most powerful agent at your disposal in the cultivation of new accounts.

SCALE VERSUS MEASURE.

A Live Question Among Associations in the United States.

In the course of the state convention of the New Jersey Retail Merchants' Association (U.S.A.) the subject of selling all vegetables by the pound, instead of by measure, was discussed at length, and a resolution was passed indorsing the weighing system. It was decided to urge legislation making the weight system compulsory, for it was the consensus of opinion that weighing was by far the fairest and most satisfactory. All the members agreed that if vegetables were weighed, instead of measured, both the storekeeper and the consumer would get a fair deal, for scales are not so liable to be incorrect as measures, and there is less room for crookedness on the part of wholesaler and retailer. The convention strongly advocated the new plan, and will use all its influence to bring it about.

Columbus (Ohio) retail grocers will make a determined effort to secure the passage of a bill by the

Legislature this winter, providing that groceries shall be sold by weight instead of by measure. Everything in the way of solid food, it is proposed, shall be sold by weight.

The Cleveland (O.) Retail Grocers' Association has instructed its legislative committee to formulate plans to secure legislation to prevent the use of trading stamps, requiring sale of goods by weight instead of by measure, enacting a quantity clause as part of the State Food law and enacting a "moving" ordinance requiring moving concerns to register removals of families.

TRADE NOTES.

A. F. Choate, general merchant, Warsaw, Ont., was in Toronto during the week on a Christmas buying trip.

The annual report of the Chilliwack, B.C., Co-operative Association shows a net profit of \$234.32, as against a deficit of \$786.90 for the year previous.

A. E. Smylie, president, and A. H. Scudder, secretary, of the National Licorice Co., Brooklyn, N.Y., were in

Montreal last week visiting their local branch factory.

F. J. Cheesworth, who visits the retail grocery trade throughout Canada in the interest of Dwight's Cow Brand Soda, has been making his annual round of the Eastern Townships, in Quebec Province.

E. Mitchell, of Bridgetown, Barbadoes, is in St. John, N.B., for the purpose of making arrangements for opening an office there in connection with the E. Mitchell Molasses Co., of Barbadoes, of which reference was made recently. The office will be opened in December in the Canada Life building, with N. L. Mitchell in charge.



FRONT OF A. L. PRIMEAU'S GROCERY, LINDSAY, ONT.

The above cut represents the front of the store of A. L. Primeau, a Lindsay grocer, who is making good headway in the grocery business. It illustrates the value Mr. Primeau places on exterior appearance, with a view to attracting trade.

**The Reason that
Fels-Naptha
Soap**

leads in soap sales is simply because of the unique merit of the soap itself.

Vast advertising made Fels-Naptha known, but its quality made it popular.



Are You a Manufacturer?

Do you make or handle high-class lines of groceries?

There are over one million people now in the three Prairie Provinces, and they must have these goods! The West wants the best only, and you are assured of a profitable market if your products are right in price and quality.

We are here to advise you, and to sell your products for you on a reasonable commission basis.

We know our West intimately and have large warehouses at Winnipeg, Calgary and Edmonton.

Let us have your enquiry, with details of what you have to sell. You can do business with us to our mutual benefit.

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.

CANADA'S PRIDE
THE
MAPLE LEAF
AND
GUNNS



MAPLE LEAF

**FANCY CURED
BREAKFAST BACON**

A Real Breakfast Treat—Not Like Ordinary Bacon
But "Cured for Epicures."

TRY IT FOR YOUR MOST PARTICULAR CUSTOMERS.

GUNNS Pork and Beef Packers
LIMITED TORONTO

Christmas Orders

Do you know that in three weeks Christmas will be here and the trade usual at that festive season promises to be the best you have had for some years? We just want to suggest a few things for your own good. **ORDER NOW.** Just as well order now as later, the goods will be sent just when you want them.

ORDER
**FEARMAN'S
Hams and Bacon**
AND DON'T FORGET OUR
OLD ENGLISH MINCE MEAT

We know these lines are the best on the market, and we want you to know it too.
All made under inspection of Dominion Government Inspectors.

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.

Dressed Poultry

is our specialty

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

Turkeys, Geese, Ducks, Chickens and Hens

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

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

Established 1854 James St., TORONTO Phone Main 119

**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

The C

The pro
change fro
ception of
The rec
ow what
The sharp
to several
high price
mand for
them befo
ought to b
the yield
oil, which
stitute for
and worth
to be. The
has gone u
The sup
has increas
er will be
place of th
likely that i
much from
ter. With
creamery b
any active
general op
well if it
prices.

The chee
outlook, an
little lower
to be a ma
out with a
land's prosp
ply than c
cannot so f
the English
mand for
to the good
with other
through th
The pou
through th
which invat
reach the p
from Chris
ing is that
as poultry
The egg
ing startling
price for r
that farmer
get the hen
ther keeps
more plenti

PROVIS
are 1/2c lov
demand, co
large stock
temporary c

The Causes for the Present High Prices of Lard

**Hogs Being Sold Before They are as Fat as They Should Be—
Cottonseed Oil Scarce—Increase in Supply of Fresh Butter—
Good Demand for New Laid Eggs—Little Poultry Moving.**

The provision market shows little change from last week, with the exception of lard, which is higher.

The receipts of hogs are still below what packers would like to see. The sharp advance in lard is owing to several causes. On account of the high price of feed, and the great demand for hogs, farmers are selling them before they are as fat as they ought to be, which, of course, affects the yield of lard. The cotton seed oil, which is largely used as a substitute for lard, is also very scarce, and worth nearly double what is used to be. These are the reasons why lard has gone up to 16c and 17c a lb.

The supply of fresh-made butter has increased, and as the inferior butter will be required for cooking in place of the expensive lard, it is not likely that the butter market will suffer much from the low price of poor butter. With the large quantity of creamery butter still on hand, without any active export demand, it is the general opinion that butter will do well if it will maintain the present prices.

The cheese market has a fairly good outlook, and as it has been bought a little lower than last year, there ought to be a margin for the dealer to work out with a small profit. New Zealand's prospects are for a larger supply than ever, but as their quality cannot so far compare with our cheese the Englishman will make a big demand for our product. Owing also to the good value of cheese, compared with other foods, the consumption through the winter will be large.

The poultry market is passing through the usual annual dullness which invariably takes place when we reach the point too near and too far from Christmas. The general feeling is that Christmas turkeys, as well as poultry in general, will be high.

The egg market is steady, with nothing startling in sight. With the high price for new-laid eggs it is likely that farmers are doing their best to get the hens to work, and if the weather keeps mild, they may soon be more plentiful.

MONTREAL.

PROVISIONS—Hams and bacons are 1/2c lower, owing to very light demand, combined with a somewhat large stock on hand. It is only a temporary condition of affairs, and

prices will probably be back shortly. Other lines are fairly steady, with a fair demand.

Pure Lard—		
Boxes, 50 lbs., per lb.	0 16 3/4	
Cases, tins, each 10 lbs., per lb.	0 16 3/4	
" " " 5 " "	0 16 3/4	
" " " 3 " "	0 17	
Pails, wood, 20 lbs. net, per lb.	0 16 3/4	
Pails, tin, 20 lbs. gross, per lb.	0 16 3/4	
Tubs, 50 lbs. net, per lb.	0 16 3/4	
Tierces, 375 lbs., per lb.	0 16 3/4	
Compound Lard—		
Boxes, 50 lbs. net, per lb.	0 11 1/2	
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12	
" " " 5 " "	0 12 1/2	
" " " 3 " "	0 12 1/2	
Pails, wood, 20 lbs. net, per lb.	0 11 1/2	
Pails, tin, 20 lbs. gross, per lb.	0 11 1/2	
Tubs, 50 lbs. net, per lb.	0 11 1/2	
Tierces, 375 lbs., per lb.	0 11 1/2	
Pork—		
Heavy Canada short cut mess, bbl. 35-45 pieces	28 50	
Bean pork	23 00	
Canada short cut back pork, bbl. 45-55 pieces	28 00	
Heavy clear pork, bbls. 20-35 pieces	28 50	
Clear fat backs	32 00	
Heavy flank pork, bbl.	28 00	
Plate beef, 100 lb. bbls.	7 75	
" " " 200 " "	15 00	
" " " 300 " "	22 00	
Dry Salt Meats—		
Green bacon, flanks, lb.	0 14 1/2	
Long clear bacon, heavy, lb.	0 14 1/2	
Long clear bacon, light, lb.	0 15	
Hams—		
Extra large sizes, 25 lbs. upwards, lb.	0 14 1/2	
Large sizes, 18 to 25 lbs., per lb.	0 15 1/2	
Medium sizes, 13 to 18 lbs., per lb.	0 16	
Extra small sizes, 10 to 13 lbs., per lb.	0 16	
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17	
" " " small, 9 to 12 lbs., per lb.	0 17 1/2	
Breakfast bacon, English, boneless, per lb.	0 17 1/2	
Windsor bacon, skinned, backs, per lb.	0 17	
Spiced roll bacon, boneless, short, per lb.	0 14 1/2	
Hogs, live, per cwt.	8 40	8 50
" " " dressed, per cwt.	11 50	11 75

BUTTER—Receipts of fresh-made are increasing, owing, it is thought, to the lower prices now prevailing for cream across the border. This has caused some of the exporters of cream to make it up here. Receipts for the week are 5,092 packages, as against 3,148 packages same week last year. For the season they are 364,165 packages, as against 304,202 packages same season, 1908, showing a decrease of 30,037 packages.

Creamery solids, lb.	0 26
Creamery prints, lb.	0 26 1/2
Dairy tubs, lb.	0 21 0 22
Fresh dairy rolls	0 22 0 23

CHEESE—With the exception of a few late vessels, the reports for the season's exports are all in. They are, 1,859,722 boxes, as against 1,785,606 boxes last year, showing an appreciable increase. Receipts for the week are 14,096 boxes, as against 9,497 same week last year. For the season they are 1,938,026 boxes, as against 1,946,374 boxes same season, 1908.

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

EGGS—Storage stocks are reducing fast. There is a scarcity of new lays, with an increasing demand, even at present high prices. Firmness is the prevailing tone of the market. Receipts for the week are 1,278

cases, as against 337 same week last year. For the season they are 187,277 cases, as against 191,398 cases same season, 1908, showing a decrease for the season of 4,121 cases.

New laid	0 35
Selects, dozen	0 29
No. 1, dozen	0 26
No. 2, dozen (nominal)	0 22 0 23

POULTRY—Live poultry is not in demand. Farmers should kill their poultry for the market and ship now and not wait until Christmas, as dealers are now in better shape to handle large receipts than later. At present receipts are small.

Chickens, per lb.	0 14
Hens, per lb.	0 12
Young ducks, per lb.	0 14 0 15
Turkeys, per lb.	0 16 0 17
Geese, per lb.	0 09 0 09 1/2

HONEY—Extracted buckwheat is scarce, and the price shows symptoms of a rise. Other lines are quiet at last week's quotations. There are no more offering now, all the goods being in the hands of the large dealers.

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

TORONTO.

PROVISIONS—The local demand for cured meats has slightly decreased, and prices are steady, with the exception of lard, which is higher and is now selling from 16c to 17 1/2c per lb. according to quality and quantity. These stiff prices are owing not only to the scarcity and high price of hogs, but also to the unusually high price of cotton seed oil, which largely enters into the manufacture of lard compounds.

Long clear bacon, per lb.	0 14	0 14 1/2
Smoked breakfast bacon, per lb.	0 17	0 18
Roll bacon, per lb.	0 14	0 14 1/2
Light hams, per lb.	0 15	0 15 1/2
Medium hams, per lb.	0 15	0 15 1/2
Large hams, per lb.	0 14	0 14 1/2
Shoulder hams, per lb.	0 12	0 12 1/2
Backs, plain, per lb.	0 15 1/2	0 15 1/2
" " " pea meal	0 18 1/2	0 19
Heavy mess pork, per bbl.	26 00	27 00
Short cut, per bbl.	25 00	26 00
Lard, tierces, per lb.	0 15 1/2	0 16
" " " tubs	0 15 1/2	0 16 1/2
" " " pails	0 16	0 16 1/2
" " " compounds, per lb.	0 10	0 11 1/2
Live hogs, f.o.b.	7 40	
Dressed hogs	10 75	11 00

BUTTER—The receipts of fresh-made dairy butter are increasing, and of this a certain percentage is below the desired standard. This may have a depressing effect on the price, but as the lower grades of butter come in competition with lard, which is uncommonly high, and its substitute, cotton seed oil, nearly double its former value, the lower grades of butter may find ready sale at a fair price.

Fresh creamery print	Per lb. 0 27 0 28
Fresh creamery solids	0 25 0 26
Farmers separator butter	0 24 0 25
Dairy prints, choice	0 22 0 23
Tub butter	0 21 0 22
Baking butter	0 17 0 18

CHEESE—The local cheese market seems to be a perfect fixture. Scarcely a change of a fraction of a cent has taken place this summer, unless it

THE CANADIAN GROCER

ANALYST TO BE APPOINTED.

Food Products' Section of the C. M. A. Going Into Question of Food Standards.

Toronto, Dec. 1.—The Food Products Section of the Canadian Manufacturers' Association is actively engaged in considering the practical side of the proposed new Food Standards for Canada.

A meeting of this section was held on Monday afternoon last in the C. M. A. committee room, and the situation discussed. Chairman Jas. Litster of the Litster Pure Food Co., Toronto, presided. The others present were: H. D. Scully, secretary of the Food Products' Section of the C. M. A.; W. H. McLaren, of McLaren's Limited, Hamilton; F. F. Dalley, of the F. F. Dalley Co., Ltd., Hamilton; Wm. Gorman, of Gorman, Ekert & Co., London; S. W. Ewing, of S. H. Ewing & Sons, Montreal; A. C. Leonard, Windsor; and C. C. Dalton, of Dalton Bros.; J. B. Hallworth and G. Scott, of White Swan Spices and Cereals; F. H. Howie, of J. J. McLaughlin & Co.; F. R. Smith, of the J. Hungerford Smith Co., and W. M. Sheriff, of the Imperial Extract Co., all of Toronto.

The meeting decided to secure an expert analyst to give advice on just what the Food Standards, as drawn up, meant in respect to spices, etc., and to compare this with the methods in present practice.

The committee left in charge of this was Jas. Litster, W. M. Sheriff and G. Scott. In the course of a couple of weeks another meeting will be called and the matter further advanced.

The manufacturers interested are keen on having the Food Standards drawn up in a manner that will be both strict and practical, and much interest is being exhibited in the whole question.

THE DEALERS BLAMED.

Editor Canadian Grocer,—We read with interest your paragraph, on page 31 of your current issue under the heading, "Consignment the Remedy."

Our experience, as agents for both Grecian and Spanish shippers, points to the fact that the Montreal dealers have, in a great many instances, only themselves to blame. They will frequently provide letters of credit for goods, thus paying in advance to shippers of whom they know little about, being attracted by low quotations—often passing old and established firms, from whom they could depend on getting reliable goods—for the sake of 3d. per cwt. or 5c per 100 lbs.

We had an instance of this ourselves this season, as regards the currant trade. We found that we were being underquoted by some shippers; and our principals in Greece assured us that the business could not be done at any lower figures than they had asked. We procured them a sample of Fine Filiatra Cleaned Currants, shipped by one of our competitors; and we forwarded it to them, without comment. This is the reply that we got from Patras, "Judging from the look of this sample, all we can say is that if it were shipped under a

contract for Fine Filiatra Cleaned the buyers of same cannot feel very happy with the out-turn, as it is simply very common Provincial, which actually explains the low prices offered by the competition, at the time, that prevented us from doing any business. Perhaps your buyers will now see that their interests would have been even so much better served if they were to apply to us for their requirements even if they had to pay a somewhat higher price."

"BROKER"

Montreal, Nov. 26, 1909.

SUGAR CONSUMPTION IN CANADA

The table given below shows the amount of sugar entered for home consumption in Canada during the fiscal year ending March 31, 1909, and also a comparative statement covering years showing the totals of sugars entered under the different tariffs. The latter, it will be observed, indicates an increase in ten years of about 58 per cent. The figures are compiled by Anderson & Pows, Toronto, from the official government returns:

Sugar Entered for Home Consumption. Fiscal Year Ending March 31st, 1909.

	ABOVE 16 D. S. ALL REFINED.			NOT ABOVE 16 D.		
	General Tariff	Preferential Tariff	Total	General Tariff	Preferential Tariff	Total
Great Britain	118,890	27,044,633	27,163,523			
B. W. Indies		17,020	17,020	21,432	218,924,037	218,945,469
Hong Kong	695,302		695,302			
Aust. Hungary	11,100		11,100	2,199,120		2,199,120
China	8,696		8,696			
France	29,758		29,758			
Japan	22,764		22,764			
Porto Rico	150		150			
United States	167,199		167,199	1,088,509		1,088,509
British Africa					20,237,564	20,237,564
British Guiana					103,311,429	103,311,429
Fiji Islands					2,267,900	2,267,900
Belgium				8,086,421		8,086,421
Dutch E. Indies				31,879,341		31,879,341
Germany				4,367,231		4,367,231
San Domingo				2,464,058		2,464,058
Totals	1,053,859	27,061,653	28,115,512	50,105,112	365,749,930	415,846,042

Sugar Entered for Consumption. Fiscal Year Ended March 31st, 1909.

RAW SUGAR when imported to be refined in Canada by Canadian Sugar Refiners to the extent of twice the quantity of sugar refined during the calendar years 1906, 1907 and 1908 by such refiners from sugar produced in Canada from Canadian Beetroot.

	General Tariff.	Total.
Aust.-Hungary	28,738,957	28,738,957
Belgium	8,840,129	8,840,129
Grand Total	37,579,086	37,579,086
General Tariff	88,738,057	
Preferential		392,802,583
		481,540,640

Comparative Statement 10 Years—1900-1909.

	General Tariff	Preferential Tariff	Surtax	Tariff	Total
1900 to June 30th	286,363,050	18,297,398			304,660,448
1901 to June 30th	304,016,962	32,678,871			336,695,833
1902 to June 30th	326,824,196	43,251,251			370,075,447
1903 to June 30th	288,150,338	100,091,559	128,935		388,370,832
1904 to June 30th	100,128,451	290,414,805	1,344		390,544,600
1905 to June 30th	71,740,809	274,863,036	148,753		346,752,598
1906 to June 30th	77,919,591	371,042,486	446		448,962,523
1907 (9 months to March 31st)	27,016,234	283,941,781	3,784		310,961,799
1908 (12 months to March 31st)	73,923,584	393,584,054			467,507,638
1909 (12 months to March 31st)	88,738,067	392,802,583			481,540,640



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S MEATS

Well Made
Well Advertised
Well Known

All the factors of successful sales are in CLARK'S MEATS.

Their reputation and quality are never questioned.

They are known all over Canada.

Their sale is an absolute certainty.

The manufacturer assists the grocer most generously by liberal advertising.

The variety is large, meeting the requirements of every buyer—

<u>Clark's Pork and Beans</u>	<u>Clark's Mince Meat</u>
<u>Clark's Ham, Tongue or Veal</u>	<u>Clark's Ox Tongue</u>
<u>Clark's Sliced Smoked Beef</u>	<u>Clark's Chateau Baked Beans</u>

and CLARK'S INGLASS BRAND MEATS

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

WRITE FOR SPECIAL PRICE LIST

WM. CLARK, - MONTREAL
Manufacturer of High-Grade Food Specialties

LOVATT & LOVATT LANGLEY ART POTTERY



THE "OSBORNE"

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

SOLE CANADIAN AGENTS:

Carveth & Company
600 Lindsay Building - Montreal
AGENTS FOR BRITISH COLUMBIA AND THE YUKON:
W. HARRY WILSON & CO., Vancouver

THE CANADIAN GROCER

was due to quality. As people are finding out its relative value with other foods, consumption will naturally increase.

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

EGGS—The egg market is steady, with nothing of a startling character in sight. The stock in store is reducing naturally, and satisfactorily, and yet it is supposed that the stock will be quite sufficient for all requirements. Farmers are, from year to year, making experiments how to get their hens to lay at the time when new-laid eggs are very scarce and high, and they are getting nearer the point every year. With this in view, we may expect more new-laid eggs during the winter, and the very high price predicted by some for fresh-laid eggs is not likely to materialize.

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

POULTRY—The poultry market is easier, and the demand is light. This is owing to the season of the year. It is too near and yet too far from Christmas. A good many people are now cutting out their poultry until Christmas, when they all expect to treat themselves to a good dinner with some kind or other. Some are making guesses how the prices

will rule for the Christmas trade, and the feeling is that they will not vary much from the present prices. One thing, however, is a certain fact, and that is, that it will pay the farmer to put all the flesh on them he can, by extra good feeding.

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

HONEY—The honey market is steady, without any change in prices. The prices are about as high as the trade will stand, and as there is no surplus on hand, much of a change in prices is not looked for here.

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

WHAT IS A FRESH EGG?

The following definition on a fresh egg is going the rounds of the trade press:—"A fresh egg, to be eggact, is an egg whose eggscelence is only eggseeded by its eggspressiveness, there being few eggstant; one recently brought into eggistence, and not eggghumed from cold storage, one that does not eggsplode and eggshale eggstremely eggasperating and in-

eggsterminable odors, and eggsite eggspressive eggscclamation when the interior is eggposed for eggssamination and eggstration by any eggscision of the eggsterior. Fresh eggs are eggshibited on eggstraordinary occasions by the eggscclusive and eggstravagant. No egg is fresh as the eggspexperienced and uneggsemp-lary retailer who, egged on by the eggssultant producer and commission man, eggssaggerates its freshness eggstemporaneously, and eggscacts an eggssorbitant price in eggsschange therefor and afterwards eggspertly eggssplains and eggssonerates himself when eggscrated by the eggsspostulating customer."

G. M. Tod has succeeded A. C. Smith as Ottawa Valley and eastern Ontario salesman for Salada Tea.

A contract is to be signed in the near future for a line of direct steamers from St. John, N.B., to Cuba. The service is to be monthly and the Government is granting a subsidy of \$25,000 towards the project.

"Meat of Wheat" is no fad. It is a good, substantial, nourishing food. Try it.—Advt.

<p>J. H. VAVASSEUR & Co. Ltd., 4, LLOYD S AVENUE, LONDON, E.C. FACTORIES - CEYLON.</p>	<p>MANUFACTURERS OF FINEST QUALITY</p> <p>DESICCATED</p> <p>COCONUT</p> <p>AND</p> <p>COCONUT FAT</p> <p>TELEGRAMS—CITRONELLA, LONDON.</p>
---	---

<p>Christmas Biscuit Specialties</p> <p>Around the holiday season you will find a ready sale for our famous Biscuit Specialties. Our biscuits in animal form should interest you especially. These come in the shape of horses, cows, pigs, dogs, and will be largely used in the household around Christmas and New Year's. Be the first in your town to sell them.</p> <p style="text-align: center;">Order Immediately to Secure Prompt Filling of Your Order</p> <p style="text-align: center;">THE CANADIAN BISCUIT COMPANY, LIMITED LA PERADE, QUE.</p>	<p>V n t S T al gc fo th The bou reas rep can Sim foa whc for You pur bisc Is it Ren tast CH</p>
--	--

Why Christie biscuits make for success in the grocery business

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts a *pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—a reputation that no amount of money can buy.

Since Christie biscuits are the purest of *all pure foods* it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity, quality* and *lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer?

Remember there's a Christie biscuit for every taste, and—

*Christie Biscuits sell
more than biscuits*

CHRISTIE, BROWN & CO., Ltd.



Have you had trouble

in the past in the condition of the Biscuits you have been selling? Have they ever reached you in a soggy condition, with all their crispness and freshness gone?

You can obviate all this by handling

Carr's Biscuits

which always reach you in the same crisp condition as they left the factory. Prompt delivery guaranteed. There is no question about the "Carr quality."

CARR & CO., Carlisle, Eng.

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

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. T. lbs

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

Both the Name and the Design of

Cowan's

Maple Buds

are patented and registered.

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

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

The Cowan Co., Ltd.
Toronto, Canada

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

NELSON'S

POWDERED GELATINE

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

NELSON'S

Gelatine and Liquorice

LOZENGES

Should be in your confectionery department.

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

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

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

Signs

The ge
nd flour
With all t
ulators t
higher,
e too h
ng are v
eports f
hem ten
een lost
orts. Wi
orthern l
ented by
ide of the
farmers th
ncertain,
eaken th
f specula
ore is in t
omparing
f flour w
be admitte
eneral ar
n itself, l
aining the
of turning
ion of th
this cannot
at present

FLOUR
move free
flour will
supplies of
sent, howe
prices are

Winter wheat pa
Straight rollers, b
Extra, bbl.
Royal Household,
Glenora, bbl.
Manitoba spring
" strong
Five Roses, bbl.
Harvest Queen, bl

ROLLED
a decided fi
Oatmeal is
and no low
able. If a
higher tend

Fine oatmeal, bag
Standard oatmeal,
Granulated "
Gold dust cornmea
Rolled oatmeal, 1
Rolled oats, bags,
" barre

FEED —
siderable fir
and sales at
closed the s
ing up rapid
a rise in the

Ontario bran, per
Manitoba shorts, p
bran, per
Mouille, milled, p
straight
eed flour, 98-lb. 1

Signs of Weakening Visible in the Flour Market

At Present, However, Prices are Firm—Farmers Slow in Marketing Their Grain—Cereals are Strong, Due to Same Cause.

The general feeling of the wheat and flour market is decidedly bearish. With all the effort on the part of manipulators to hold it up, or even to push it higher, the weight is beginning to be too heavy and signs of weakening are visible. Unfavorable weather reports from Argentine which gave them temporary support has again been lost, through favorable reports. With the immense crop on the northern hemisphere and now supplemented by a good crop on the other side of the equator, must convince the farmers that higher prices are at least uncertain, if at all possible, as well as weaken the bullish efforts on the part of speculators. The tendency therefore is in the direction of lower prices. Comparing, however, the food value of flour with other cereals, it must be admitted that flour and cereals in general are rather low in price. This, in itself, has some support of maintaining the present prices, on account of turning consumption in the direction of the cheapest food, but even this cannot well hold up the prices at present figures.

MONTREAL.

FLOUR—Wheat is beginning to move freely and prospects are that flour will weaken somewhat as the supplies of wheat increase. At present, however, the market is firm, and prices are the same as last week.

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

ROLLED OATS—All lines show a decided firmness, with a brisk trade. Oatmeal is selling particularly freely and no lowering in prices seems probable. If anything the market has a higher tendency.

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

FEED—The market shows considerable firmness at last week's prices and sales are brisk. As navigation has closed the situation in all lines is clearing up rapidly, and indications are for a rise in the near future.

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

TORONTO.

FLOUR—Local millers find some difficulty in procuring the necessary supply of winter wheat to fill their orders. Owing to this fact, they are paying \$1.08 to \$1.09 per bushel, which they think is too high. Farmers are still slow in marketing their wheat, and are looking for even more money. Prices of flour have not changed for some time.

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—Farmers seem to hang on to their grain and are forcing millers to pay high prices if they want their grain. The demand is good and prices are well maintained, but no change this week.

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

FIGHT OVER TERMS OF SALE.

Cereal Company Cuts Two Large New York Jobbers off its List.

Much interest is being centred upon the recent action of the Toasted Corn Flakes Co., Battle Creek, Mich., in cutting off two large New York jobbing houses—Austin, Nichols & Co., and Francis H. Leggett & Co.—because it was claimed they disregarded the "terms of sale" of the cereal company.

At the outset, the Leggett Co. paid over \$50 damages, but Austin, Nichols & Co. made affidavit that they had not cut the price. They neglected furnishing it, however, so long that the cereal company cut them off, afterwards restoring them when the affidavit was forthcoming.

Just when things seemed to have been settled, the company found to their satisfaction that the salesmen of Austin, Nichols & Co. had been ordered not to push sales of their product. This caused them to be cut off again.

Francis H. Leggett & Co. were again cut off because they failed to make affidavit promptly that they had not cut prices in furnishing Austin, Nichols & Co. with the cereal product. There the situation rests.



Permanent Patrons can be converted from merely Casual Customers by selling them

Mooney's "Perfection" Cream Sodas

This is a line of genuine satisfaction-giving Sodas of delicious flavor and of appetizing crispness.

Purest materials, skilled labor and perfect machinery have all contributed to make these Sodas the finest money can buy.

Make sure you have the name right

"MOONEY"

The Mooney Biscuit and Candy Co.

STRATFORD · ONTARIO · CANADA

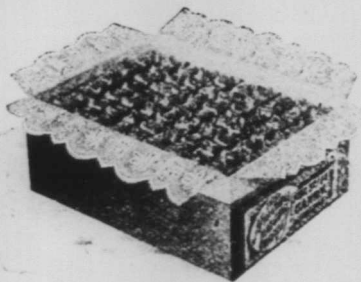


COX'S GELATINE

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

COX'S GELATINE

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



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

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

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

Having in stock

"CHOCOLATE BORDO"

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

Your Profit Is Not Forgotten.

The Montreal Biscuit Company
Wholesale Confectioners
MONTREAL

DIFFERENT KINDS OF SPICES.

The Spice Mill gives the following list of the various kinds of the nine spices sold by retailers:—

Black Pepper.—Singapore, Alleppy, Acheen, Trung, Lampong, Tellicherry, E. I. Long.

White Pepper. — Siam, Penang, Singapore, Decorticated.

Cinnamon. — China, Cassia, Corintje, Batavia, Kwansi, Cassia Buds, Saigon, Ceylon.

Cloves.—Amboyna, Penang, Zanzibar.

Ginger.—(bleached and unbleached) — Jamaica, Race or Calcutta, African, Japan, Cochin, Calicut.

Allspice.—(Pimento) — Jamaica, Mexican.

Red Peppers.—Zanzibar, Madras-Bombay, Mombassa, Sierra Leone, Japan, Paprika.

Mace.—Singapore, Minado, Banda, Papua, Batavia, Penang, Bombay.

Nutmegs.—Singapore, Banda, Macassar, West Indian.

Two items which must not be confused are pimento and pimienta. The former, commonly called allspice, is the dried fruit or berries of the West Indian *Eugenia Pimenta*, used by nearly all housewives in cooking operations, whereas the latter is the Spanish name for capsicum. Capsicums, or chillie, are a market commodity, used principally as an addendum to mixed pickles. The name is derived from the Greek word meaning "to bite," and anyone who has tasted one of these pungent products will readily appreciate the reason for its nomenclature. A judicious use of pimento is beneficial to persons of weak digestion, and tincture of capsicum is largely used in medicine.

Anchor Brand Flour

The extra efforts and care—devoted to everything connected with the making of **ANCHOR BRAND FLOUR**—has attracted the trade of "particular people."



Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.

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

Ha



She
She
posi
"her
stall
So t
givi

To l
that
mitt
A N
One
both
"hate
rona

Have
No,
"It s
"you
"of c

Far-
their
Even
faith)
Your
thus
usual
You
the c
throu
Havin
twent

That
If you
It is c
Perha
ROSI
It wa
But g
So "h

FI



Hatching New Trade from the Profits of Old

HE wasn't a bit like her well-behaved broody neighbors, to whom a nestful of eggs is an utterly fascinating, and precious, and never-to-be-too-much-sat-upon object of loving devotion.

She was simply *silly*, was the Speckled Brown Hen. She used to make an awful clutter over her periodical deposits, but once quiet and order again reigned supreme in the "hennery," didn't she lose all interest in her own product and stalk majestically away? She did. *Hatch* them! Not *she*. So they murdered the Speckled Brown Beauty with a Thanksgiving excuse.

To be sure, Brother Grocer, how many *flour sellers* there are that stay up nights presiding at a "Ways and Means" committee, having in view the capture of that *Elusive Individual—A New Customer*.

Once she has stepped across their threshold, why should they bother about the *Quality* of FIVE ROSES necessary to "hatch" the fledgeling custom into full-blown, *permanent* patronage?

Have you ever known such, Brother Grocer? No, of course, not.

"It seems a habit," observed a recent visitor to America, "for your shopkeepers to think more of securing new trade than of developing what they already have."

Far-sighted brethren who have adopted FIVE ROSES as their flour leader have noticed this—

Even while welcoming the *new* customer the *old* remains faithful.

Your successes with FIVE ROSES only make you *more enthusiastic*, while discovering *new selling features*, which are usually overlooked in a multiplicity of brands.

You talk *confidently* when selling FIVE ROSES—and get the order because you are backed up by a brand known throughout Canada.

Having the approval of the housewife, Brother Grocer, a *twenty-one years' approval*.

That is what FIVE ROSES *can* do for YOU, Brother Grocer. If you will let it.

It is doing it for thousands every day, *your competitors maybe*. Perhaps you have *often* had the intention of handling FIVE ROSES.

It was a *good* intention.

But good intentions, like eggs, soon *spoil unless hatched*.

So "hatch" your *first* order TO-DAY, Brother Grocer.

FIVE ROSES FLOUR

LAKE OF THE WOODS
MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

Need of Organization Told by Barrie Merchants

Many Think Trade Conditions Would be Much Better if Such Existed—The Dead-beat Question to the Front—Advisability of Staying in the Store, Instead of Going Out for Orders Emphasized by a Grocer.

Staff Correspondence.

Barrie, Ont., Nov. 30.—If Barrie is not in every respect what it ought to be, the fault is not with its location, for few towns in Canada can boast of a more beautiful scenery and a better farming country to back it up. The stores, as a rule, are a credit to the town, and should be able to give the community the most satisfactory service. Good service, good goods, upright dealing is the keynote of successful merchandizing all over. More so than in many other towns, groceries are handled exclusively in grocery stores.

At this time of the year it is hardly fair to judge from appearance. The month of November is always a dull month, and the most of the merchants are getting ready to give their stores the Christmas appearance.

While some store windows in Barrie are tastefully dressed, others show lack of good judgment in displaying unseasonable goods. One window last week attracted considerable attention and caused some curiosity before on-lookers caught the idea that a lot of hogs in a fenced-in field with beans around it, meant an advertisement for pork and beans. The card with, "Fed well are those who eat pork and beans," helped them to solve the difficulty.

Competition is keen, and each one takes his own way to fight for his share of the trade. The need of an organization is felt, but merchants are waiting for some one to take the initiative.

One merchant states he would be glad to pay 50c per week if an active association in the interests of the retail trade and of the town in general could be had.

"We are not united," remarked another, "and instead of getting trade for the town, the merchants themselves do not support each other and are sending their money away from the town. I like the attitude of The Canadian Grocer bearing on the importance of cultivating a friendly and united feeling in an effort to build up prosperous towns for the good and convenience of its surrounding neighborhood."

"I am absolutely opposed," remarked another grocer, "to all kinds of premiums or presents. There is nothing, to my mind, that lowers the stan-

dard of merchandizing so much as this foolish practice. This at once leads our customers to think that we are taking more than a fair profit from them, or we could not afford to give presents, and by giving them, we are only giving them back part of what we over-charged them; and they don't thank us for it. It is demoralizing and should be cut out," was his emphatic opinion.

Little Time to Talk.

One grocer called upon, who was quite a hustler, hurried about his store in a galloping fashion, without taking time to say "Good day." Admiring his speed for some time, the representative of The Grocer ventured to ask when he could have a few minutes conversation.

"At 12 o'clock to-night," was the answer, and with another jump he was at the other end of the store. Feeling that he must have mistaken a friendly call of The Canadian Grocer for some one else, his attention was called to the nature of the business, which at once had the effect of turning his "race-horse" speed to a friendly and pleasant chat. He reads and appreciates his trade paper.

"Before we separate," The Grocer remarked, "allow me to say that I have a great many good friends among the travelers, who are working hard and who have to call upon you; please do not compel them to wait till 12 o'clock at night."

Another grocer thought the principal trouble the trade has to contend with is selling on credit, which, he thinks, is the ruination of business unless a system can be introduced to check the dead-beat.

"There is something here I dislike and that is calling on the people for orders, instead of selling to them in our stores," remarked another grocer. "It is expensive and is really storekeeping. If we could all agree to stop this we would be better off and the public would get even better service; it is an extra expense brought on us by ourselves, and we have to take the consequences until we agree to improve trade conditions."

**ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR
GREAT WEST
CUT PLUG
SMOKING and CHEWING
TOBACCO
SALES INCREASING DAILY**

**CLAY
PIPES**

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

**SPRAGUE
CANNING MACHINERY CO.,
CHICAGO, ILL., U.S.A.**

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



INCRE

Brooke,
Te

Brook
have rec
cular co
year, an
market.
makes t
their cir

Last y
the histo
precedin
consump
through
are glad
increase
tained, a
connecte
has some

We ha
location
anticipati
This yea
serious
years, as
belief tha
Consequ
were take
down 28,
a quite u
ly, after

Th

INCREASE IN TEA CONSUMPTION.

Brooke, Bond & Co., Review the Tea Situation During Past Year.

Brooke, Bond & Co., London, Eng., have recently issued their annual circular covering the tea situation of the year, and the present condition of the market. The reputation of this firm makes the following extracts from their circular of value to readers:

Last year in our annual review of the history of the tea trade during the preceding twelve months, we said that consumption was steadily increasing throughout the world. This year we are glad to be able to state that the increase has on the whole been maintained, and that the prospects of those connected with tea are brighter than has sometimes been the case.

We have had the usual annual dislocation of business consequent on the anticipation of a change in the duty. This year the disturbance was more serious than in the two preceding years, as there was a very prevalent belief that the duty would be raised. Consequently, large quantities of tea were taken out of bond. Stocks went down 28,000,000 lbs. in eight weeks, a quite unprecedented fall. Naturally, after the budget had been intro-

duced, dealers had as much tea in their hands as they wanted for some months, and duty payments were very small for some time. Now, eight months after the disturbance began, they are about normal.

Another difficulty with which the trade has had to cope is the persistent advertising by certain dealers of 1s 6d and 1s 9d tea, in some cases of 1s 4d, as "best." Very determined efforts have been made by grocers to show their customers that it is impossible that "best" tea, which costs in bond from 3s to 5s a pound, can be sold retail for less than half its wholesale price. These endeavors have met with some success and the demand for good tea is now fairly satisfactory.

The great development of the Russian trade in Indian tea is one of the features of the year. Russia is India's best customer, outside the United Kingdom, Australia being the second best. During 1908-9 Russia took 3,000,000 lbs. (about 20 per cent.) more Indian tea than during 1907-8.

In Canada we find that the tea-room habit has taken root, owing to the constant influx of persons from England and other countries where "five o'clock tea" is an institution.

In reference to the proposed reduction of the duty on tea into England the circular goes on to say:

What would be the result of a big reduction of the tea duty? It is difficult to answer this question, but our own opinion is that if the tea duty were removed entirely it would be some time before the consumer would reap the whole benefit. The immediate result of the abolition of the duty would probably be a jump upwards in consumption, and consequently in prices, as it was impossible for production in India and Ceylon to be increased otherwise than slowly. Thus, the immediate effect of the abolition of the duty would probably be to put the price of tea to the consumer on only a slightly lower level than it is at the present time.

HIGH LICENSE ON CIGARETTES.

Ottawa, Nov. 30.—At the last meeting of the Retail Grocers' Association the by-law to raise the annual license fee on cigarettes to \$15 a year was endorsed. The grocers were not in favor of the by-law including cut tobacco, but did approve of the inclusion of cigarette paper. This decision practically means that the sale of cigarettes will cease in grocery stores owing to the small profit upon them, and thus the sale will be confined to regular tobacconists.

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.

Holiday Orders

Do not forget that we will have full stock of Fancy California Navels, Fancy Florida Oranges, Fancy Mexican Oranges, Lemons, Cranberries, Figs, Dates, Nuts, Holly; in fact, everything in our line. Prices will be right for best stock. We have the finest Almeria Grapes to be procured. Our aim has been to get quality.

Send in your orders. They will be taken care of.



25-27 CHURCH ST. - TORONTO

NO
Amount of
EXPERIENCE,
EXPERIMENT,
ENERGY, or
EXPENSE
IN THE
CARE or
CULTIVATION
COULD IMPROVE
the quality of Tracuzzi's
ST. NICHOLAS or
HOME GUARD

Brands of Lemons.

THEY EXCEL IN
QUALITY AND PACK.

J. J. McCABE

AGENT

32 Church Street, TORONTO

Advent Season Brings a Heavy Demand for Fish

MONTREAL.

GREEN FRUITS—Oranges are arriving in increasing quantities, and grades are reported as being fully up to former years. Six lines are now on the market.

Navigation is now closed, and as a result the apple market is somewhat easier. Alexanders are practically done. Russets are on in small quantities as yet. Shipments for the week were 37,187 barrels, as against 24,396 barrels same week last year. For the season they were 581,206 barrels, as against 351,455 barrels same season 1908.

Cocoanuts are very scarce and prices are firm.

Apples, Baldwins, per bbl	4 00
Greenings, per bbl	4 00
Russets, per bbl	4 50
Kings, No. 1	5 00
Sples, per bbl	5 00
Fameuse, per bbl	4 00 4 50
Mackintosh reds	4 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 75
Cranberries, per bbl	7 75 9 00
Cocoanuts, bag	4 25
Grape fruit, Florida	5 00
" Jamaica	3 50
Grapes, Tokays, crate	2 75 3 00
Almeria, per keg	5 50
Concorda, per basket	0 17
Niagara	0 17
Lemons, Verdills, box	3 25
Morris, box	3 25
Limes, per box	1 00
Oranges, late Valencias	4 00
Floridas	3 00
California navels	3 00 3 50
Porto Ricos	2 50
Mexicans	2 40
Jamaica, per crate	4 50
Pineapples, Floridas, box	3 00 3 50

VEGETABLES—Prices are in a somewhat unsettled condition at present. Since navigation closed and cold weather set in there is naturally a higher tendency for most lines. Celery is now 75-90c per dozen. Leeks, potatoes and most of our domestic vegetables are higher, with the three exceptions, tomatoes, string beans, and cucumbers, which show a slight weakening.

Trade is dull at present, with little improvement expected soon.

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

FISH—There has been quite an active trade done these past few weeks

in pickled and frozen fish, as Advent starts the first of December. Luckily supplies were ample to fill all demands. Some lines are now showing weakness, particularly green cod, frozen haddock, and B. C. salmon. Prices on these are expected to go up soon.

Oysters are having a brisk sale. In prepared and smoked fish, demand is good, with a tendency toward higher prices.

FRESH	
Barbotte	0 00
Dore, per lb	0 10
Eels, fresh, per lb	0 10
Flounders, per lb	0 10
Hallbut, per lb	0 10
Haddock, per lb	0 05 0 05
Herring, fresh, per 100 fish	1 75
Mackerel	0 10
Market cod, per lb	0 10
Perch, dressed, per lb	0 10
Pike, headless and dressed	0 10
Salmon, B. C.	0 10
Sea trout, per lb	0 10
Steak cod, per lb	0 10

FROZEN	
Dore, winter caught, per lb	0 05
Flounders	0 10
Hallbut, per lb	0 09 0 10
Herring, per 100	1 75
Lake trout	0 10
Mackerel	0 10
Pike, headless and dressed	0 10
Steak cod, per lb	0 10
Salmon, B. C., red, per lb	0 10
Salmon, Gaape	0 10
Salmon, Qualla, per lb	0 10
Smelts, 10 lb. boxes	0 10
Whitefish, large, per lb	0 10
Whitefish, small, per lb	0 05

SALTED AND PICKLED	
Green cod, No. 1 medium, per bl	7 00
small, per bl	5 00
large, per bl	7 00
Labrador herring, bbl	3 00
Labrador herring, half barrel	3 00
Labrador sea trout, bbls	12 00
half bbls	6 00
No. 1 mackerel, full	2 00
No. 1 half bbls	8 00
Salmon, B. C., half bbls	8 00
Salmon, B. C., bbls, red	15 00
Salmon, B. C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, 1 bbls	9 00
Salmon, Labrador, tierces, 300 lb	25 00
Salt eels, per lb	0 10
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 00

SMOKED	
Bloaters, large, per box	1 10
Haddies, 15 lb. bxs., per lb	0 05
Herring, new smoked, per box	0 10
Kipperd herring, per box	1 20 1 25
Kipperd herring, imported	1 25
Smoked salmon, sugar cured, per lb	0 25

SHELL FISH	
Lobsters, va, per lb	0 20
Oysters, choice, bulk, Imp. gal	1 40
Sealship, standards, Imp. gal	1 70
select	1 00
shell, per bbl	7 00 10 00

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

TORONTO.

GREEN FRUITS — The apple trade is becoming sluggish on account of the large quantities of culls which are thrown on this market. These are picked out of the thousands of barrels which are exported, and which do not measure up to the standard. While these apples are not perfect, they are, however, good value at the prices they can be bought for present use. They are sold as low as \$1.50 a barrel. Some choice pears at 65c a basket attracted much attention. California navel oranges are already taking the lead, although a little early

in the se
favorite
larly larg
tionally g
sizes are
case, the
run from
scarce, th
the late so

Apples, green,
per bar
Bananas.....
Cranberries, pe
Grapes, small b
large..
Almeri
Grape Fruit...
Lemons, Messi
Pater
Oranges, Cal. V
Cal. na
Cal. na
Florida
Pears, Can., ba
Pineapples, per
Quinces, per ba

VEGET
market, w
is inactiv
ing. The
cipally by
sell direc
quantity o
rived from
cently. T
titles and
are steady
bag by th
in small q
at 60c to

Beets, per bag.
Cabbage, Canad
Carrots, new, pe
Celery, Canadian
Onions, Canada
new, V
Spanish
Peppers, green, i
red, per
Parsnips, per bag
Potatoes, Canad
sweet,
sweet, i
Radishes, per do.
Tomatoes, hot h
Turnips, per bag

FISH—
The dema
growing in
supply of t
age is far
ed season
turns out f
be replenis
good supply
are a favo
takes loads
new style c
tically put



THE CANADIAN GROCER

in the season. They seem to be the favorite orange. They are particularly large this year, and of exceptionally good color and flavor. The sizes are running as large as 80 to a case, whereas the average best sellers run from 150 to 176. Bananas are scarce, the cause being attributed to the late severe storm.

Apples, green, basket.....	0 15	0 25
per barrel.....	1 50	4 50
Bananas.....	2 00	2 25
Cranberries, per bbl.....	8 00	8 50
Grapes, small basket.....	0 25	0 35
large.....	0 35	0 50
Almeria per keg.....	5 50	6 50
Grape Fruit.....	3 50	4 00
Lemons, Messina.....	2 75	3 25
Palermo.....	3 00	3 50
Oranges, Cal. Valencia.....	3 75	4 25
Cal. Navels.....	3 00	3 50
Floridas.....	2 50	2 75
Pears, Can., basket.....	0 60	0 65
Pineapples, per case.....	2 40	4 50
Quinces, per basket.....	0 30	0 40

VEGETABLES — The vegetable market, with the exception of potatoes, is inactive, in fact, there is little doing. The city is still supplied principally by farmers, who drive in and sell direct to the storekeepers. A quantity of lettuce and cucumbers arrived from the southern States recently. These sell only in small quantities and at high prices. Potatoes are steady and sell for 50c to 55c a bag by the carload on the track, and in small quantities delivered to stores at 60c to 65c a bag.

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

FISH—The fish market is active. The demand is keen with a rapidly growing increase in consumption. The supply of trout this year in cold storage is far below last year. The closed season is over and if the weather turns out favorable this shortage may be replenished. All other fish are in good supply. Smoked finnan haddie are a favorite fish in the city, and it takes loads to supply the demand. The new style of oyster package has practically put the old pail out of business.

The people know now that they buy oysters, instead of ice water with a few oysters.

Bloaters, per box.....	1 20
Blue fins.....	0 06½

Carp.....	0 03
Cod, fresh caught.....	0 07
Cod, Imperial, per lb.....	0 05
Cod, Arcadia.....	0 10
Ciscoes, per basket.....	1 10
Eels, per lb.....	0 08
Finnan haddie.....	0 07½
Haddock, fresh caught.....	0 07
Halibut, fresh caught.....	0 10

XMAS SHIPMENTS

Will begin next week.

The quality of our fruit this year is excellent.

Ripe Navel Oranges, Floridas, Valencias and Mexicans.

Holly and Hollywreaths, Grapes, Pineapples, Bananas. If you want the best, buy of us.

WHITE & CO., LTD.

Toronto and Hamilton

NEW ARRIVALS

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

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



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

FRATELLI FOLLINA, Palermo, Messina

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

Our Best Brands

BUSTER BROWN
HIAWATHA
LORD BERESFORD

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

W. B. Stringer

Canadian Agent

Toronto

THE CANADIAN GROCER

Herring, medium, per lb., fresh caught.....	0 05	0 06
Herring, sea, per 100 count.....	3 00	
Herring, Digby, per box.....	0 15	
" Labrador, per keg.....	2 90	
" " per brl.....	5 50	
Lobsters, each.....	0 25	0 30
Mackerel, each.....	0 20	0 25
Perch.....	0 07	
Pike.....	0 06	
Quail on toast.....	0 05	
Quail.....	0 09	
Sea salmon, dressed.....	0 13	
" round.....	0 10	
Salmon trout, salt, per keg.....	6 00	
Shrimps, per gal.....	1 15	
Trout, fresh caught.....	0 09	0 10
Whitefish, fresh caught.....	0 11	
Yellow pickerel.....	0 09	
Oysters, selects, per gal.....	1 85	
" standards, per gal.....	1 65	
" extra selects.....	2 00	

NO INFERIOR GRADES WANTED.

J. S. Larke, Canadian Trade Commissioner at Australia, says that no specific prohibition stands against the importation of potatoes from Canada provided that certain conditions are complied with. The following provisions are exacted by the Commonwealth Government

with respect to the potatoes being received from countries against which a prohibitory order has not been issued:—

Any potatoes to be imported from any country must be accompanied by an official certificate, dated and signed by a responsible officer of a Government department of the country of origin, identifying the potatoes and specifying their quantity, and certifying as regards them: That they were grown in that country; that they were free from disease at the time of giving the certificate; that they were bagged in that country in clean new bags, having the name of the country plainly marked thereon; and that proper investigations have been made by expert officers as to existence in that country of the disease (Irish blight or late blight) caused by Phytophthora infestans, and that there is no reason to suspect the existence of that disease in the country, or that it has within the

next preceding twelve months existed in the country; and

The chief quarantine officer is satisfied that there is no reason to doubt the correctness of the certificate. No relaxation of the prohibition can be allowed. It is considered that the explicit safeguards now specified with the minister's approval will adequately strengthen the hands of the chief quarantine officer, and also facilitate the importation of potatoes for any purpose from any other country. If Canada can comply with these conditions the market offers a profitable opportunity. The demand may not be limited to this year.

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

Friend Retailer

you are wondering just now—always in fact—how to increase your trade. Do you realize that in all probability there is no store in your town devoted exclusively to Fish and Oysters. Also that when your customer cannot procure these articles from you, he goes elsewhere to purchase them and other articles wanted at the same time.

Think of it

During Advent this trade is literally slipping through your fingers.

Get in touch with us

We follow this line exclusively, and from years of study and improvement of methods, are in an enviable position to give

The Prices The Quality The Delivery

The F. T. JAMES CO., Limited

Fish and Oyster Distributors. (Shippers of "Beacon Brand" Oysters and Finnan Haddie) **TORONTO**

Y
B
D

BRAND
St. John
Grand
Gas

YOU
are
You don't
even
You also
more
And pro
nice
The que
good



THE CANADIAN GROCER

ADVENT OYSTERS

**You Will Put Dollars In Your Cash Register
By To-day Ordering Sealshipt Oysters To Sell
During The Advent Season Now On.**

They come from the most famous oyster beds in America, and are guaranteed to be solid meats. Packed in highly sanitary fashion. So attractively are they put up they sell on sight. Repeat sales inevitably follow.

As Wholesale Distributers We Can Always Supply You.

Ask us, when you write, to quote you on Haddies, Bloaters, Kippers. Also on all lines you require of Fresh, Frozen, Dried, Pickled and Prepared Fish. We have new stocks.

SECURE OUR NEW PRICE LIST.

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

LEONARD BROS.

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

Four
Long
Distance
Telephones

YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of every sale.

You also without doubt want to make **more** sales to your trade.

And probably you would not mind getting a nice slice of somebody else's trade.

The question always is, how to get more good customers without such expense as will eat up all the profits.



The answer is: become a SEALSHIPT AGENT.

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

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

THERE'S safety, health and pleasure in every can of : : : : :

Golden Crown

— AND —

Golden Key 

LOBSTERS

WE GUARANTEE that the Lobsters we use are the freshest and most appetizing procurable, and we handle and can them in an up-to-date sanitary factory. By our method of packing the natural flavor of the fish is preserved. Moreover, there's a "worth-while" profit for you in handling these brands.

SEND FOR PRICES

SOLE PACKERS:

W. S. LOGGIE CO., Ltd.
CHATHAM, N.B.

Fruit Canning Inspector in British Columbia

Vancouver, Nov. 30.—C. S. McGillivray one of the two inspectors of the Dominion Department of Agriculture has been in British Columbia inspecting the fruit canning factories and incidentally gives an account of some of the features of his work. He says that there are about 250 fruit and vegetable canning factories in Canada, temporary and permanent, employing each from three hands to 500. Strictly speaking there are only three or four fruit spots in the country. One is the Annapolis Valley, Nova Scotia, another is Eastern Ontario, the third is Western Ontario, and the last is British Columbia. Apples have made a fine showing in Nova Scotia this year. In Ontario, the crop has not been heavy, but has been of good quality. He saw some fine fruit in the Chilliwack, Okanagan and

Kootenay Valleys. The visit to Kootenay was his first, and not only is he inspecting the new canneries, but his special mission is the finding out of actual conditions and the collection of data upon which to base future legislation. He spent the month of August in the Maritime Provinces, practically going from one blueberry cannery to another. These provinces have a considerable resource in wild berries, particularly New Brunswick, but he says they do not take full advantage of it. On the prairie, the making of pickles is a growing industry.

Fire partially destroyed the plant of the B. C. Milk Condensing Co., at New Westminster recently, the damage being estimated at \$10,000, the value of the establishment being \$25,000. Fredenhagen & Co., the owners and operators, will rebuild at once.

Canadian Trade Changes of Recent Occurrence

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

Ontario.

J. C. Burniston, grocer, Hamilton, has sold out.

Samuel Frame, Toronto, has sold his grocery business to Thos. E. Leake.

Anna C. Graham, grocer, Toronto, is succeeded by W. S. Scanlon, of Guelph.

Leach Bros., general merchants, Eden, Ont., advertise their business for sale.

Gilmour & Gillies, grocers, Hamilton, have dissolved, A. V. Gillies continuing.

M. Dunnigan, general merchant, Barry's Bay, Ont., sustained loss by fire recently.

J. H. Primeau, grocer and liquor merchant, Ottawa, is disposing of his liquor business.

R. McLaren & Co., grocers and confectioners, Mitchell, Ont., are succeeded by Jones & Co.

John Thompson & Co., grocers and produce merchants, Fort William, Ont., have assigned.

Fire destroyed the general store of Geo. S. Monds, Arden, Ont., recently. It was partly insured.

Edgar Empey, Ottawa, has purchased the grocery and liquor store of C. J. Prevost, 300 Cumberland St.

Fenn, Anderson & Co., general merchants, Bracebridge and Rossseau, Ont., are selling the Rosseau business to Lytle & Lee.

W. Cody and Mr. Yorke, Newmarket, Ont., who have been with Cochenour, Martin Co., for some years, have decided to go into the grocery business in Newmarket themselves.

Quebec.

H. W. Legare, grocer, Hull, Que., has assigned.

J. L. Bourbonnais, grocer, Lachine, Que., has compromised.

Jos. Poupert, grocer, Longueuil, Que., advertises his assets for sale.

The St. Lawrence Fish Co., Rimouski, Que., have obtained a charter.

Assets of Girard & Co., grocers, Stanbridge Station, Que., are to be sold.

A. W. Grant & Co., wholesale produce merchants, Montreal, have assigned.

G. H. Bergeron & Co., general merchants, Roxton Pond, Que., have dissolved.

Saucier Freres, general merchants, St. Raymond, Que., have made a voluntary assignment.

Assets of O. Desmarais & Co., general merchants, St. Francois du Lac, Que., are sold.

Jos. Brown & Sons, wholesale fruiterers, Montreal, have dissolved, Robt. B. Brown registered.

An extension of premises is being made to the cocoa manufacturing plant of C. Dougan, Montreal.

Maritime Provinces.

The partnership of Brine & McIsaac, general merchants, Inverness, N.S., has been registered.

J. J. Hughes & Co., general merchants, Souris, P.E.I., and Marshall A. Paquet, grocer, of the same place, sustained loss by fire recently.

Western Canada.

G. O. Benner, grocer, Vancouver, has sold to M. Simpson.

Stock of Jos. Teavelman, grocer, Winnipeg, has been sold.

E. B. Salsbury, general merchant, Swan Lake, Man., is succeeded by W. E. Staples & Co.

H. J. Morrison, grocer and confectionery, Russell, Man., is succeeded by Gordon Bros.

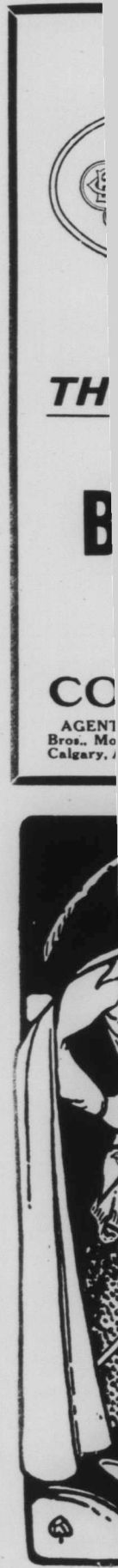
Sutherland & Co., grocers, Winnipeg, have sold their Norwood Grove branch, to A. Knight.

Trealeaven & Campbell, grocers, Winnipeg, sustained loss by fire recently. They were insured.

Scott & Musgrove, general merchants, Semans, Sask., are succeeded by the Semans Mercantile Co.

The Pomological and Fruit Growing Society of the Province of Quebec will hold its annual meeting in Macdonald College, Ste. Anne de Bellevue, December 9-10. The society is doing much to promote the growth of better fruit and to disseminate instruction regarding modern methods of cultivation. The meetings are open to all interested in these matters. Peter Read, Chateauguay Basin, is the secretary.

The Italian fruit dealers of Toronto, at a recent meeting, decided to form an organization in order to do their own purchasing of fruit direct. About 100 attended the meeting and a charter will be applied for, the company to have a standing cash capital of \$15,000.





THE MOST POWERFUL LEVER

to move the whole family trade round your way is the

BRUNSWICK BRAND SEA FOODS

For fourteen years this brand has held the premier position for quality, and you had better be out of business than handle other than **Quality Goods.**

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.

“Mephisto”
BRAND
Lobster

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

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



“Concord” Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardine which has an extra cover for use after the tin has been opened. Each tin is guaranteed by the **CONCORD CANNING CO.** of Stavanger.

Send your order to any Wholesale Grocer.

LIST OF AGENTS:

- R. S. McIndoe, Toronto.
- Watson & Truesdale, Winnipeg.
- A. H. Brittain & Co., Montreal.
- W. A. Simonds, St. John, N.B.
- Radiŕ & 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.

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.



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair comb. \$2.00 per bottle, deliv'd. Book 8 D free. **AINSBURGH, JR.**, for marketing. Removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varieties, Old Sores, Allays Pain. Book free. **W. F. YOUNG, P.O.F., 204 Temple St., Springfield, Mass.** **LYWASS 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 "GLEANER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

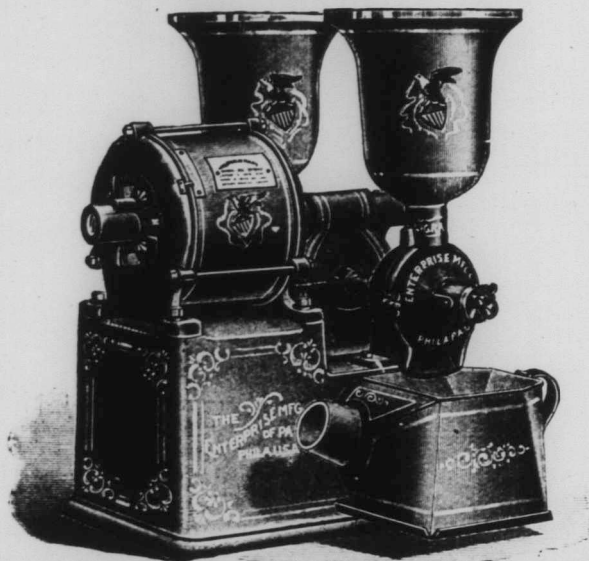
Can't Judge by Inquiries

Very many of the articles advertised are such, and the conditions of marketing are such, that by no possibility can the efficiency of a trade paper be judged by inquiries.

In many cases these very articles are such as to derive greatest advantage from the attention-attracting, interest-awakening, information-imparting facilities of the trade paper

WIN
VAN
HAM
TOR
LON
ST. J
REG
MON
W

"Enterprise" Economy



An Enterprising grocer, who does things *right*, uses an "Enterprise" Electrically-Driven Coffee Mill.

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an "Enterprise" Mill electrically-driven at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

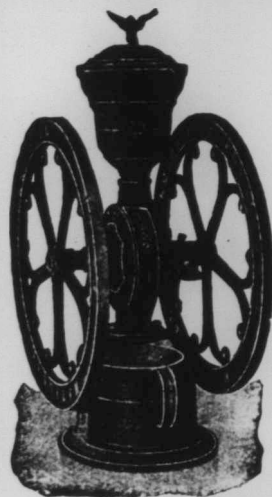
Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York

438 Market Street, San Francisco



Exclusive
SPECIAL
Adjuster

Elgin National
Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

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

Buy "PRIDE OF THE ISLAND" Brand

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

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London.
A.B.C. Codes used 4th and 5th Editions.

**LIMEHOUSE,
LONDON, E., ENG.**

Canadian Agents:

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

R. B. Wiseman & Co.

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

**Warehousemen, Forwarding Agents and
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

Classified Advertising

Advertisements under this heading, 2c. per word for first insertion, 1c. for cash 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. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

AGENCIES WANTED.

AGENTS WANTED—For Halifax, Quebec, Montreal and Toronto for high class firm of Scotch confectioners, chocolate makers, jam and marmalade manufacturers. Apply with particulars and references to John Buchanan & Bros., Ltd., Stewart Street, Glasgow, Scotland. (51p)

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

FOR SALE—National Cash Register, No. 92, improved check and detail strip. Printing device, six clerks' initial keys, charge, received on account, paid out. One cent to ninety-nine dollars and ninety-nincent. Allan Cameron, Brockville, Ont.

FOR SALE AT A SNAP—One 6-drawer National Cash Register—self adder. A beautiful piece of shop furniture, cost \$650, only two years old. Will sell cheap. Also a set cash carriers, new Lamson make, four stations, at a big sacrifice. Correspondence solicited. R. H. Benson & Co., Copper Cliff, Ont. (50)

BUSINESSES FOR SALE.

FOR SALE—Cash grocery business in good Saskatchewan town on C.P.R. main line. Good district; excellent crop; good clean stock; at 90 cents, turnover \$10,000. Brick building, for sale or rent, easy terms. Clear profit last year \$2,200. Address Box 316, CANADIAN GROCER, Union Bank Building, Winnipeg. (50p)

GROCERY BUSINESS FOR SALE on Main Street Vancouver. Price at valuation, about \$3,000; on terms. Full particulars from James Brooks, Merchants Bank Building, Vancouver.

SITUATION VACANT.

GROCERY CLERK for Port Arthur. Must be number one, able to window dress, decorate and manage high class business. Married man preferred. State salary and experience. P.O. Box 511, Port Arthur.

MISCELLANEOUS.

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

BEFORE buying office furniture, filing systems and supplies, see our catalog. Our modern goods at moderate prices will result in money-saving and satisfaction. Write to-day, stating your requirements. Benson Johnston Co., Ltd., 8 John St. N., Hamilton. (tf)

CASH AND PACKAGE CARRIERS—Better and quicker service in your store results from the installation of the "Gipe" system of cash or parcel carriers. They are the latest, strongest, simplest and most effective on the market. Will centralize your business and more than pay for themselves in the first year. Write for catalogue. Gipe Carrier Co., 97 Ontario St., Toronto. (tf)

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

HARRISON FISHER CALENDARS for 1910 make excellent Christmas or New Year gifts. Five pages in full colors. Size 14 x 22 inches. Pictures may be removed and framed at the end of the year as they are only "tipped" on the mounts. Price \$3 boxed. Copp, Clark Co., Ltd., Toronto, are Sole Agents for Canada. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

KAY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (tf)

SAVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. It cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet, Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto.

USE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

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

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

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

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU DON'T BUY a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

TECHNICAL BOOKS.

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.

ADDING MACHINE.

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

PERIODICAL DEPT.

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.

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.

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in THE BOOKSELLER AND STATIONER, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

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

EXPORT TRADE DEPARTMENT.

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

DAVID SCOTT & CO.

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

Diamond
1-lb. tins, 3
1-lb. tins, 3
1-lb. tins, 4
IMZ
Cases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.



Strawberry...
Raspberry...
Black currant...
Red currant...
Raspberry & currant...
Raspberry and gooseberry...
Damson plus stoneless...
Greengage plus stoneless...
Gooseberry...
5s

Strawberry...
Black currant...
Raspberry...
Other varieties...
Freight all...
WHITE SWAN
White Swan
1-lb. tins, 3...
1-lb. ...
1-lb. ...



Cook's
No. 1, 1-lb., 4
" 2
No. 2, 5-oz., 6
" 3
No. 3, 2 1/2-oz., 4
No. 10, 12-oz.,
No. 12, 4-oz., 6
" 3
No. 13, 1-lb., 2
" 14, 8-oz., 3
" 15, 4-oz., 4
" 16, 3 1/2 lbs.,
" 17, 5 lbs., ..



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder table with columns for brand (Diamond, Imperial), size, and price per case.



MAGIC BAKING POWDER

MAGIC BAKING POWDER table with columns for case size and price per dozen.



ROYAL BAKING POWDER

ROYAL BAKING POWDER table with columns for case size and price per dozen.

CANADIAN CANNERS, LIMITED table listing various fruit and vegetable products with prices.

WHITE SWAN SPICES AND CEREALS LTD. table listing various cereal products.



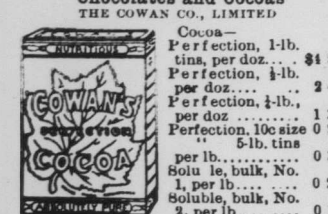
Cook's Friend Baking Powder table listing various product sizes and prices.

Cereals table listing White Swan Spices and Cereals Ltd. products.



White Swan Wheat, Flaked Rice, and Flaked Peas table.

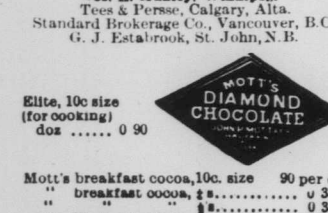
Keen's Oxford and Gillett's Mammoth table.



Chocolate and Cocoa table listing various brands and prices.

Sweet Chocolate table listing various brands and prices.

Agents, C. E. Colson & Son, Montreal table listing various products.



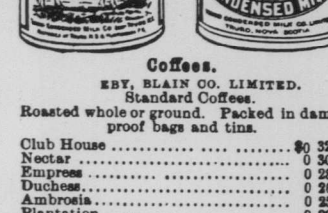
Mott's breakfast cocoa table listing various product sizes and prices.

WALTER BAKER & CO., LIMITED table listing various cocoa products.

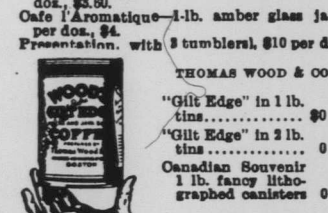
CANADIAN COCONUT CO., MONTREAL table listing various coconut products.

Bulk table listing various bulk products and prices.

CONDENSED MILK table listing various brands and prices.

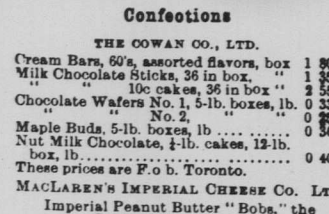


COFFEES table listing various coffee products and prices.



THOMAS WOOD & CO. table listing various coffee products.

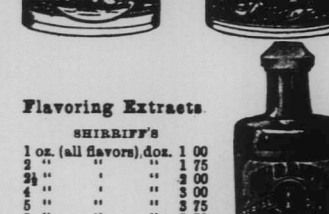
Imperial holder table listing various sizes and prices.



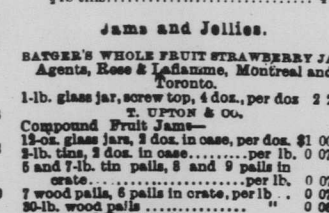
Confections table listing various candy products and prices.

Coupon Books—Allison's table listing various coupon books.

Extract of Beef table listing various products and prices.



Flavoring Extracts table listing various products and prices.



Jams and Jellies table listing various products and prices.

FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

MORSE BROS., Props. - Canton, Mass., U.S.A.



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

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

QUALITY TELLS.

STEVENS-HEPNER CO.
LIMITED
PORT ELGIN, - ONTARIO

CURRANTS

We are proprietors of

"AFRODITE" brand, the best AMALIAS currant on the market.

"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned currants

and importers and distributors of
highest grade PATRAS and VOSTIZZA currants.

We aim to give the trade the best grades of currants obtainable from season to season.

We solicit the opportunity to quote on your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

W. H. ESCOTT, Winnipeg
LAMBE & MacDOUGAL, London
H. & A. B. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.
95 Broad Street - NEW YORK
THE LARGEST CURRANT HOUSE IN GREECE

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

SYMINGTON'S
COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST
THOMAS SYMINGTON & CO.

TO BE HAD OF ALL
WHOLESALEERS

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

EDINBURGH



1/2 lb. wood pails...
Pure assorted jam, 1
dozen in case...

Jelly
MacLaren's Imperial
IMPERIAL J



Assorted flav



Assorted Case,
Assorted Case,
Lemon (Straight
Orange (Straight
Raspberry (Straight
Strawberry (Straight
Chocolate (Straight
Cherry (Straight
Peach (Straight
Weight, 8 lbs. to case

The GENUINE. F



Prices—Onta
Less than 5 cases...
Five cases or more...

GOODWILLIE'S

Pure Fruits in Glass



possess that unequalled natural flavor which makes them superior to all other packs.

To always please exacting customers there is only one line to sell—and that is Goodwillie's.

Inquire of Your Wholesaler the Prices

ROSE & LAFLAMME, Ltd.
AGENTS
MONTREAL and TORONTO

The goods it pays you best to handle are those which give universal satisfaction.

José Segalerva

Malaga, Spain,

packs

Malaga Table Raisins

Malaga Loose Muscatels

Jordan Shelled Almonds

Valencia Shelled Almonds

which are known everywhere for their uniform, ever-dependable quality.

It is such goods that give universal satisfaction.

Agents :

Rose & Laflamme, Ltd.

Montreal and Toronto.

Per lb. wood pails..... 0 66
Pure assorted jam, 1 lb. glass jars, two dozen in case..... 1 75

Jelly Powders

MacLar & Imperial Cheese Co. Limited.
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.



Assorted Case, Contains 4 doz. \$3.60
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight, 8 lbs. to case, freight rate, 3rd class

Soap

The GENUINE. Packed 100 Bars to case.



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



WHITE SWAN SPICES
AND CEREALS, LTD.
White Swan, 15
flavors, 1 doz. in
handsome counter
carton, per doz., 90c.



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

Lard

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

Tierces..... \$0 12
4-bbls. 0 12
Tubs, 50 lbs. 0 12
20-lb. Pails, 2 60
20-lb. tins.. 2 50
Cases 3-lb.. 0 13
" 5-lb.. 0 13
" 10-lb.. 0 13



F.O.B. Montreal.



GUNNS
"EASIFIRST"
LARD
COMPOUND.

Tierces... 0 12
Tubs 0 12
20-lb. pails 0 12
20-lb. tins. 0 12
10-lb. " 0 13
5-lb. " 0 12
3-lb. " 0 13
1-lb. cartons 13

Licorice

NATIONAL LICORICE CO.

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

Licorice lozenges, 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)

GILLET'S PERFUMED Per case
1 case of 4 dozen..... \$3 60
3 cases of 4 dozen..... 3 50
5 cases or more..... 3 40

Marmalade.

T. UPTON & CO.
12-oz. glass jars, 2 doz. case .. per doz \$1 00
16-oz. glass jars, 2 doz. in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz. in case, per
dozen 2 00



ST. CHARLES CON-
DENSING CO

PRICES:
St. Charles Cream-
family size, per case
..... \$3 50
Ditto, hotel, 3 70
Silver Cow Milk 4 55
Purity Milk.... 4 25
Good Luck.... 4 00

Mustard

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

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's \$ 5 75
" pts. 24's 6 50
" 1-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-lb. con-
taining 120 pkgs. per
box, \$3 00
Case of 1-lb. and 1/2-lb.
containing 30 1-lb.
and 60 1/2-lb. pkgs. per
box \$3 00
Case of 50 pkgs. containing 96 pkgs. per
box, \$3 00
MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1/2-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
" 60 1/2-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs
1 case 2 85
5 cases 2 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz. 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz. 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen
cases per doz \$0 95
Parrot Food, 1/2 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

Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal



Sprat

Soap and Washing Powders.
A. F. TIPPETT & CO., Agents.
Maple soap, colors.....per gross \$10 90
" " black..... 15 90
Oriolet soap..... 11 90
Gloriosa soap..... 13 90
Straw hat polish..... 18 90



3 doz. to box..... \$3 60
6 doz. to box..... \$7 20
30 days.



1 Box Price..... \$4.00
6 Box Price..... \$3.90
Freight paid on 5 box lots.



Or Quick Naphtha Soap (100 bars to case) in 3-cent lots (delivered) — \$3.85 each box. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

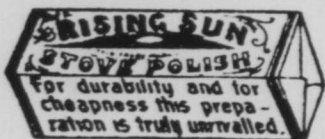
Starch
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton..... \$0 07
No. 1 " " 4-lb. " " " " 0 07
Canada laundry..... 0 06
Silver gloss, 4-lb. draw-lid boxes..... 0 08
Edward's silver gloss, 1-lb. pkg. 0 07
Kegs silver gloss, large crystal..... 0 07
Benson's satin, 1-lb. cartons..... 0 07
No. 1 white, blue and kegs..... 0 06
Canada White Gloss, 1-lb. pkg. 0 06
Benson's enamel..... per box 1 50 to 3 00

Ordinary Starch—
Benson & Co.'s Prepared Corn..... 0 07
Canada Pure Corn..... 0 06
Elcor Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 18
" " " " or blue,
BRADFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 48-lb. \$0 06
Acme Gloss Starch—
1-lb. cartons, boxes of 48 lb. 0 06
Finest Quality White Laundry—
1-lb. cartons, cases of 48 lb. 0 07
Bottles, 300 lb. 0 06
Kegs, 100 lb. 0 06

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07
5-lb. toy drinks, 2 in case..... 0 08
5-lb. toy drums, with drumsticks 08
in case..... 0 08
Kegs, ex. crystals, 100 lb. 0 07
Bradford Gloss—
1-lb. fancy boxes, cases 50 lb. 0 07
Canadian Electric Starch—
Boxes of 48 fancy pkgs., per case 3 00

Royal Purple Stock and Poultry Specifics
THE W. A. JENKINS MFG. CO.
London, Ont.
One case, 30 fifty cent packages (assorted) \$10 00
Six pairs (retail \$1.50)..... 6 00

Stove Polish.
Per gross.
Rising Sun, 3-oz. cakes, 1-gross boxes \$3 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes..... 10 00
Sun Paste 5c. size, 1-gross boxes..... 6 00



JAMES' DOME BLACK LEAD
Per gross.
6a size..... \$2 40
2a "..... 2 50

Syrup.
EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrel, 700 lbs. 0 03 per lb.
Half-barrels, 350 lbs. 0 03
1-barrels, 175 lbs. 0 03
Pails 25 lbs. 1 30 each
" 38 1/2 lbs. 1 80
Plain tins, with label—
1 lb. tins, 2 doz. in case..... 2 50
5 " " " " " " 2 75
10 " " " " " " 2 70
30 " " " " " " 2 70
(5, 10 and 20 lb. tins have wire handles.)

Teas
THE "SALADA" TEA CO.
Wholesale Retail
Brown Label, 1's and 1/2's \$0 25 \$0 30
Green Label, 1's and 1/2's 0 27 0 35
Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
Red Label, 1's and 1/2's 0 30 0 50
Gold Label, 1's and 1/4's 0 44 0 60
Red-Gold Label, 1/2's 0 55 0 80
GEO. E. BRISTOL & CO.,
Hamilton, Ont.



Cans 30 and 50 lbs. each—
Black, Mixed, and Green Ceylon.
25c..... 1s, 20c.; 1/2s, 21c.
30c..... 1s and 1/2s, 23c.
40c..... 1s and 1/2s, 28c.
50c..... 1s and 1/2s, 35c.
75c..... 1s and 1/2s, Vulcan, 50c.
100 lb. lots freight paid.



Blue Label, 1/2's..... \$1 0 20

Orange Label, 1's and 1/2's	0 25	0 40
" Label, 1's	0 30	0 35
Brown Label, 1's and 1/2's	0 38	0 40
Brown Label, 1/2's	0 35	0 40
Green Label, 1's and 1/2's	0 25	0 50
Red Label, 1/2's	0 40	0 60

LAPORTE, MARTIN & CIE, LTD.
Japan Teas—
Victoria, 1/2-c, 90 lbs 0 75
Princess Louise, 1/2 c, 90 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19



Wholesale Retail
Yellow Label, 1's..... 0 20 0 25
Green Label, 1's and 1/2's..... 0 31 0 25
Blue Label, 1's and 1/2's..... 0 30 0 30
Red Label, 1's, 1/2's and 1/4's..... 0 30 0 40
White Label, 1's, 1/2's and 1/4's..... 0 35 0 50
Gold Label 1's and 1/2's..... 0 43 0 60
Purple Label, 1/2's and 1/4's..... 0 55 0 80
Embossed, 1/2's and 1/4's..... 0 07 1 00



Wholesale Retail
Pink Label, 1's and 1/2's 30c. 40c.
Gold Label, 1's and 1/2's 35c. 50c.
Lavender Label 1's and 1/2's 42c. 60c.
Green Label 1's and 1/2's 50c. 75c.
Canisters
Gold Tins, 5's 35c. 1.75 50c. 2.50
Gold Tins, 3's 35c. 1.05 50c. 1.50
Gold Tins, 1's 36c. each 50c. each
Gold Label, 1's 15c ea. 36 lb. 25c ea. 50 lb.
Red Tins, 1's 35c ea. 70 lb. 50c ea. 1 00 lb.
Red Tins, 1/2's 15c ea. 72 lb. 25c ea. 1 00 lb.



Wholesale Retail
Black, green, mixed, 1/2's 0 70 1 00
" " " 1/4's 0 55 0 80
" " " 1/2's 0 44 0 60
" " " 1 lbs. & 1/2 lbs. 0 40 0 60
" " " 1 lbs. & 1/4 lbs. 0 38 0 50
" " " 1 lbs., 1/2 lbs. & 1/4 lbs. 0 35 0 50
" " " 1 lb., 1/2 lb. & 1/4 lb. 0 30 0 40
" " " 1/2 lb. & 1/4 lb. 0 32 0 40
" " " 1/4 lb. & 1/8 lb. 0 25 0 30
" " " 1 lbs. 0 34 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 25c..... 30 20
" " " 1/2-lb. " " " " 21 0 21
Blue Label, retail at 30c..... 0 23

Green Label,	"	60c	0 30
Red Label,	"	50c	0 25
Orange Label,	"	60c	0 40
Gold Label,	"	50c	0 30



Pure Gold Jelly Powder..... \$1 50
Pure Gold Salad Dressing Powder } per case
Discounts on application.



Wholesale Retail
Wood's Primrose, per lb. ... 0 40 0 40
" Golden Rod 0 35 0 35
" Fleur-de-Lis 0 30 0 40
Pack in 1-lb. tins. All grades—either black, green or mixed.

GILLET'S CREAM TARTAR
1-lb. paper pkgs., 4 doz. in case.....
1/2-lb. paper pkgs., 4 doz. in case.....
4 doz. 1-lb. paper pkgs. }
2 doz. 1/2-lb. paper pkgs. } assorted.....
4-lb. cans with screw covers, 4 doz. in case.....
1-lb. cans with screw covers, 3 doz. in case.....
5-lb. sq. canisters, 1/2 doz. in case.....
10-lb. wooden boxes.....
25-lb. wooden pails.....
100-lb. kegs.....
300-lb. barrels.....

Tobacco.
IMPERIAL TOBACCO COMPANY OF CANADA
LIMITED—EMPIRE BRANCH.
Chewing—Black Watch 5s.....
Black Watch 11s.....
Bobs 5s and 10s.....
Bully 5s, 5 1/2s, and 10s.....
Stag 5s.....
Old Fox 12s.....
Pay Roll Bars 7 1/2s.....
Pey Roll 7s.....
Plug - moking—Shamrock 6s., plug or bar
Rosebud Bars 6s.....
Empire 5s. and 10s.....
Amber 5s. and 5c.....
Ivy 7s.....
Starlight 7s.....
Cut Smoking—Great West Pouches, 7s.
JOS. OOTB, QUEBEC.

Veterinary Remedies.
W. F. YOUNG
Absorbine, per doz..... \$1 50
Absorbine Jr., per dozen..... \$1 50

Yeast.
Royal yeast, 3 doz. 5 cent. pkgs.....
Gillett's cream yeast, 3 doz. in case.....

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

Sal

Tomato

Sanita

For Colo

Strawb

berries,

"The

Sanita

Niagar

FREQUE

Every
ford
leaves
muda
Indie
is aw
A de
mode

PICK



SELL SEEDS THAT FEED—
SPRATT'S
 MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction; and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
 Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.
 Niagara Falls, - - - Ontario

DWIGHT'S



BAKING SODA

You can talk Baking Soda to advantage by suggesting only and always

"Cow Brand" Baking Soda

Your customers will invariably insist upon this brand after one trial—they will appreciate its purity, strength and uniform quality.

It's good policy to sell
 "Cow Brand" Baking Soda.

CHURCH & DWIGHT
 Manufacturers
MONTREAL

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
 HALIFAX

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, ed. and la. Canisters

JOHN OAKEY & SONS, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
 MONTREAL.

\$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency
 313 New York Life Building, - MONTREAL

SALT

Any assortment
to any point
Prompt shipment

WRITE

VERRET, STEWART & CO.

LIMITED

No. 12 Port Street

MONTREAL

Canned Fruits

The quality of

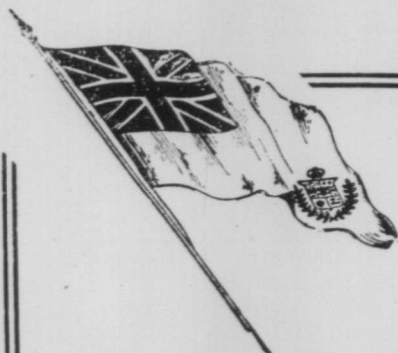
**WETHEY'S
LAUREL
BRAND**

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Empire Brand

THE GUARANTEE OF QUALITY

For Quick
SHIPMENT

use our Phones.
Free to You. 4
of them.

THE EMPIRE BRAND IS REGISTERED

Anyone else selling you groceries under this Brand is breaking the law. This does not apply to Syrup.

Kiji Japan has been shipped. It fulfills the promise of its past. Do you want Japans? We have them.

Don't Forget the "Empire" Teas

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON, ONTARIO

CA

Montreal: 701-70.

VOL. XXIII



FRAN

SYR

EDW.

53 Front St.