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THE CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 27, 1908.

NO. 48.



You'll Be Asked for

Robinson's Patent Barley

This most healthy and nourishing food for children is having a steadily increasing sale among grocers. Druggists used to sell it exclusively, but as it is a **food**, it should be sold by grocers. The profit is a good one. Why not make it?

Write for sample and particulars, or ask your jobber for it.

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

Agents for the Dominion of Canada

“Crown Brand” Table Syrup

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

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ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

A Good Soap

is worth talking about. Worth spending some time on!

A Poor Soap Isn't

Suppose for three months you try to push

“SURPRISE”

Push it hard!

Push it continuously.

State convincingly the arguments in its favor as compared with other brands!

You will find it will pay you—pay you well—and your customers will think more of you for advocating what is good.

The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies.

The Turned-Down Corners

Here and there in the Ledger of Life you have turned-down the corner of a page for remembrance sake—you'd forget something if the turned-down corner wasn't there.

“To-day turn down a corner deep and wide to remember this one sure fact “quality is remembered long after price is forgotten.” Every time you come to that particular page—remember, every time you try to sell inferior quality, think of the turned-down corner. What it stands for and what it really means to your success.

**“Taylors’ ” Candied
and
Drained Peels**

Made in England from the best Corsican Peels only. Prepared from finest selected whole fruits—NOT from fruit skins from which the essential oil has been extracted. Highest quality. Always the same.

**“Thistle” Brand
Canned Fish**

Caught, cured and canned right at the water's edge—not re-shipped and re-handled before packing. No dirt, or slime ever gets into the “Thistle” Brand. But open a can yourself for the most convincing proof—they are all right at all times, always “on the square.”

Arthur P. Tippet & Co., Agents

8 Place Royale, Montreal.

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For sale by the best dealers.

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

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G. WALLACE WEESE
 Manufacturer's Representative
 Grocers' and Confectioners' Supplies, Storage and Distribution attended to.
 Am open to accept one or two more clients, established connections.
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 WAREHOUSEMEN
 can give close attention to few more first-class agencies. Highest references.

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 Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON
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 Correspondence will receive prompt attention

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 SHIP ALL YOU HAVE TO US.
 QUICK RETURNS.
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 Established 1885.

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(Continued on page 4).

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The Finest

"Riverdale"

Fruits and

Vegetables

Our quotations

"Old Homestead"

packed

will interest you.

Your Order is sure to follow.

"Niagara Falls"

Order the above brands if you want satisfaction.

EBY-BLAIN, LIMITED

Sole Wholesale Agents

TORONTO

Ram Lal's Pure Tea

SOLD AT FOLLOWING PRICES:

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

CANISTERS

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

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

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

Yours Truly,

RAM LAL'S PURE TEA CO., LIMITED



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Wholesale Commission Merchants
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Wholesale Grocery Broker
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Manufacturers' lines handled on
commission to the wholesale
trade. Track warehouse ac-
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Wholesale Grocery Brokers
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430½ Main St. - - Winnipeg
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VANCOUVER

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Its History and Mystery

BY

JOSEPH M. WALSH

A Great Tea Expert

This is a practical, exhaustive
work containing valuable information
about Tea. It should be in the hands
of every enterprising Grocer and Tea
Dealer in the country.

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6. Adulteration and Detection.
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T. A.—Scottish, Liverpool.

JAMES MARSHALL

ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal
attention to handling of same, and guarantees prompt
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You can make money as well as
oblige your customers if you handle
our

**Butcher Baskets,
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and Patent Strawboard
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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.

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Description**

By Joseph M. Walsh

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

Cultivation and Preparation.
Commercial Classification and Des-
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Adulteration and Detection.
Art of Blending, Preparing, etc.

This work, written by one of the
greatest authorities in the world upon
the subjects of Tea and Coffee, will be
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Aylmer Jams and Marmalades

have been before the public for many years.

They still hold the lead

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

Ask travellers for prices.

Canadian Cannery, Limited, Hamilton



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The Reason Why

There is one reason behind every big success in the grocery business, that is, Giving Good Value. The only way to hold the loyalty of your customers and get them talking favorably of you to their neighbors is to give better value in quality and service than the "other fellows" do. That's why you—if you're aiming at real success—cannot afford to buy canned fruits and vegetables that are not thoroughly reliable in quality. Those grocers who have for years been selling **OLD HOMESTEAD BRAND** are loud in its praises as a brisk and constant seller. They say its quality is unsurpassed by any goods they have ever sold; while very few brands can even nearly equal it. We make sure of quality by selecting only the very finest grade of stock and by having a plant that is modern, clean and well manned.

Your Jobber can supply you

**The Old Homestead
Canning Co.**

Picton, - - Ontario



**“Tea-Blending Is An Exact Science.
The Firm That Masters Its Mystery
Can Command a Nation of Buyers.”**

Tea Hints For Retailers

Seventeen years ago with a thorough disregard for old-time ideas and precedents as to what was “good” tea we placed “SALADA” upon the market. We established a standard of **QUALITY** and **VALUE** that has for all these years defied all competition. That has established a sale without precedent on the American Continent.

Yesterday—to-day—and to-morrow the same unalterable aim “**TO SERVE THE PUBLIC WELL.**” To push “SALADA” means

MORE BUSINESS AND BETTER BUSINESS

As Pure as Windsor Salt

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

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

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

**Windsor
Salt**

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.

**INTERNATIONAL
Camembert, Neufchatel
and
Philadelphia Cream Cheese**

We have reached a very high degree of excellence in the manufacture of these products. You will find them a great addition to your provision counter and much appreciated.

These goods are in attractive packages and show satisfactory profits.

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Weekly shipments for Canadian trade are made by express to

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**GINGERBREAD BRAND MOLASSES
(IN TINS)**

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

**GOLDEN SLING SYRUP
(IN TINS)**

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

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LIMITED

Hallifax, - Nova Scotia

To Every Grocer

A
FREE
Sample
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Marsala Wine

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If you order to-day note that the price is

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Sole Agents American Continent

Phone Main 2731

Stock
the
Best.

**"KIT"
COFFEE**

IS
**BEST in Quality
SMARTEST in Finish
KEENEST in Price**



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

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

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Big advertising looks like big sales; it familiarizes; it unconsciously creates trust.

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Wason's Sons,
St. Peter St.,
Hamilton

THE CANADIAN GROCER

JAPAN TEA

Our travellers will show you sample of an excellent value in New Season's Tea

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

These Tell the Story

of

TRADE MARK

FLATS
\$2.15



TALLS
\$2.00

ESTABLISHED 1834.

QUAKER SALMON

The Trade Mark is your guarantee

Mathewson's Sons

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Imperial Evaporated Cream

A Perfect Product

Because our factory is situated in the finest dairying district in Canada, and because our plant is modern, and we employ only skilled help, we feel justified in describing our product as Perfect.

It pays the grocer to handle Imperial Brand Evaporated Cream.

The Canadian Condensing Co.

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"Canada First" Brand Evaporated Cream and Condensed Milk

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Unequaled in Quality
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Canned Goods

THE BLOOMFIELD PACKING CO.
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PRESERVED GINGER

Crosse & Blackwell's, in 1 lb.-pots, to retail at 30c.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

Brooke Bond's Packet Teas.

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

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

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

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

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

May we send you samples?

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Fruit Jars
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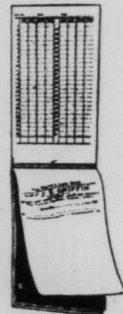
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White paper for the original bill and a colored paper for the duplicate. A simple, effective system.



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

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

ESTABLISHED A.D. 1840

You Are Looking For Good Values

And when it comes to anything in the line of Brooms we can give you better values than you can get anywhere else. Our very best value is the

"Pansy Broom"

The Broom in the Individual Wrapper

It isn't a "cheap" broom—it's the best broom on the market at any price. Made from the finest broom corn grown, in its natural, bright color, strongly tied, and having a strong but light handle of maple.

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H. W. Nelson & Co., Ltd.

Toronto



To Increase Your Coffee Trade

You Must Sell Brands that Give Satisfaction

TEMPTING AROMA

FULL, RICH BODY

UNVARYING STRENGTH

Coffee flavor without a tint of rankness. All these qualities make Chase & Sanborn's Coffees the BEST SELLERS.

Chase & Sanborn

Importers, Montreal

Three Perfect Lines

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

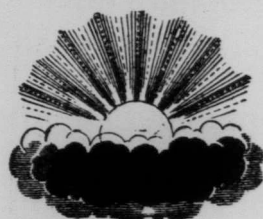
No. 1 Prince of Wales Extract	} These are the result of the latest, approved and most economical process for extracting the true flavors from their natural source.
No. 2 Club Extract	
No. 3 Fleur de Lis Extract	

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

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

"Salad, Edible and Cooking Oils"

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"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

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

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

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

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J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

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FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn and Cane.

MILK CANS

For Sweetened Milk and Evaporated Cream.

MEAT CANS

Bevelled, Round and Square.

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of any description.

BAKING POWDER AND SPICE CANS

PROMPT SHIPMENT. SUPERIOR GOODS.

THE
Norton Manufacturing Co.
HAMILTON

HANDLE THE BEST—IT PAYS

SHIRRIFF'S

FLAVORING EXTRACTS

They Are The Highest in Strength and Purity

IMPERIAL EXTRACT COMPANY

18-22 CHURCH STREET, - TORONTO, CANADA



Walter Baker & Co's.

Cocoas and Chocolates

In single box lots we will supply at the following prices:

Baker's Cocoa, 1/4s	- - - -	35 1/2c. per lb.
" " 1/2s	- - - -	35 1/2c. "
Premium No. 1 Chocolate, 1/4s	- - - -	32 1/2c. "
" " " 1/2s	- - - -	32 1/2c. "
Webb's Cocoa, 1/4s	- - - -	29 1/2c. "

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

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



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

Write for Illustrated Booklet, price, terms, etc.

Onward Manufacturing Co.

BERLIN,

ONTARIO

Everybody knows that

2 in 1



Is the best

SHOE POLISH

on earth

We advertise extensively and effectively. And when a person once uses 2 in 1, he or she is a "2-in-oner" for good and all, because the genuine merit of the article constrains.

The F. F. Dalley Co., Ltd.

Hamilton, Canada

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

WAGSTAFFE'S

Fine Old English

Plum Puddings

and

Mince Meat

Are the best.

Your money returned if not satisfied.

Ask your wholesale grocer for them.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

THE CANADIAN GROCER

E NICHOLSON

D H BAIN

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

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

A BUMPER CROP

TO THE TRADE:—

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

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

September wheat is quoted at Fort William at 98c. per bushel, October 95¼c., December 92¾c. Deduct 10c. per bushel freight, and you have the returns in dollars and cents to the farmers. No. 2 White Oats, October, is quoted at 39¼c., deduct freight, say, 4½c., and you have the value in dollars and cents to the farmers. Future Barley is not quoted. So near as we can figure, the value of the three crops, Wheat, Oats and Barley, to the farmers is equal to **\$150,000,000**.

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

NICHOLSON & BAIN

CALGARY WINNIPEG EDMONTON

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

MOVING SALE

Our business having grown too large for present quarters we are moving to our new spacious premises, 45 Front Street East (just five doors west of our present location), about January 1st, 1909, where we will be pleased to see all our numerous customers, and we hope to serve you even better than we have in the past.

We wish to reduce our enormous stock of well-bought and carefully selected BULK TEAS, and in order to accomplish this end we know of no better way of doing this than by offering you the following genuine bargains for the entire month of December, as follows, viz.:

738 Chests Indian and Ceylon P.S. Black Teas, at	- - -	13½c.
647 Chests Indian and Ceylon Pekoe Teas, at	- - -	15½c. to 16½c.
550 Chests and H/Chests Indian and Ceylon, Black and Green Teas, at	- - - - -	17c. to 19c.
355 H/Chests Indian and Ceylon B.O.P. Teas, at	- - - - -	20c. to 23c.
373 H/Chests Japan Teas, at	- - - - -	18½c. to 22c.
590 H/Chests and Cads Gunpowder and Young Hyson Teas, at	- - - - -	14c. to 15c.
180 H/Chests Japan, Ceylon and Indian Fannings, at	- - - - -	13c. to 14c.

Also Assams, Darjeelings and Scented Orange Pekoes, and, in fact, our entire stock of 150 various lines at cut loose prices. Take advantage of this gigantic clearing sale and order freely and promptly; or have us forward you samples, which will be quickly mailed, giving you full particulars as to quantity of each line.

Terms—3% 30 days, or 3 months net, F.O.B. Toronto.

When ordering the above include a case or two of our Famous "MELAGAMA" TEA, with real money in every package. We prepay freight on 60 and 100lb cases.

Let us hear from you often, at our expense, by telephone, wire or letter.

Our business has more than doubled the last six months, consequently larger premises absolutely necessary

MINTO BROS., Direct Importers and Blenders **TORONTO, ONT.**



The Busy Mechanic

Has no time to experiment. He always asks for the original hand cleaner in the yellow tin, full size, which he knows will give him satisfaction—

Gilmour's 10c Hand Cleaner

The popular price, coupled with excellent quality, ensures steadily increasing demand.

Order from your wholesaler—or from us.

The Gilmour Company, 604-6-8 Papineau Avenue **Montreal**



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

Men Who Sell Things

by WALTER D. MOODY

Business Manager of Chicago Ass'n. of Commerce.

This "Salesman's Blue Book," written for Manufacturers, Merchants, Employers, and all Sellers of Goods, gives the author's Observations and Experiences of over 20 years as Travelling Salesman, European Buyer, Sales Manager and Employer. It shows "HOW TO INCREASE THE EFFICIENCY OF YOUR SELLING SERVICE" and "HOW TO INCREASE YOUR BUSINESS." Adopting these up-to-date suggestions means MONEY FOR YOU. Three of the 22 subjects are: The Order Taker, Right Kind of Salesman, Letters to the Trade.

295 pp. Net \$1.00. By Mail \$1.10.

TECHNICAL BOOKS

10 Front St. East, Toronto



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridways Tea will be a trade winner for your store.

**CANADIAN OFFICE,
VANCOUVER, B.C.**

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

To the Grocery Trade of Canada

Gentlemen,—

"GET A MOVE ON"

Add

**Mason's
Number One Sauce**

to your stock. Its use "makes eating a pleasure and life worth living."

A 3-dozen case of $\frac{1}{2}$ pints Mason's Number One Sauce will cost you \$4.95 and sells at \$7.20. That'll do, won't it?

ALL J. BBERS

THE MASON, MILLER COMPANY
Toronto, Canada

Agents Wanted Throughout the Dominion

LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

ABSORBINE

Full directions in pamphlet with each bottle. \$2.00 a bottle at dealers or delivered. Horse Book 9 D free. ABSORBINE, JR., for mankind, \$1 a bottle, removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Varicose Veins, Varicosities, Old Sores, Allays Pain. W. F. YOUNG, P.O.F., 204 Monmouth St., Springfield, Mass. LYMAN, SOSS & CO., Montreal, Canadian Agents.

The Condensed Ads. in The Canadian Grocer bring results

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

Tartan

BRAND

COMPLETE STOCK FALL GOODS

Raisins—Valencias, Sultanas, Seeded Muscatels, Malagas.

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

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

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

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

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

BALFOUR, SMYE & CO.

Wholesale Grocers,

HAMILTON

Ask
Your
Jobber
for



**DIAMOND
BRAND
MAPLE
SYRUP**

NO GROCERY STOCK COMPLETE WITHOUT THIS RECOGNIZED
STANDARD BRAND

Sugars and Cannery, Ltd.
Montreal



ST. CHARLES CREAM
UNSWEETENED—STERILIZED

THE PUREST AND BEST

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

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

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

St. Charles Condensing Co.

INGERSOLL, - ONTARIO
CANADA





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

OF

Condensed Milk and Evaporated Cream

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

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened

SUGAR

When next purchasing supplies of Granulated Sugar ask for

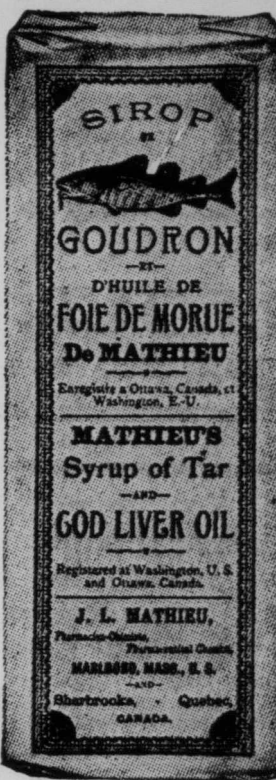
Redpath

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

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

The
Canada Sugar Refining Co.,
 Limited

MONTREAL



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsaleable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nerve Powder is another good seller. Both are necessities in your business.

Mail that order to-day.

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

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

GET AFTER IT HARD

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

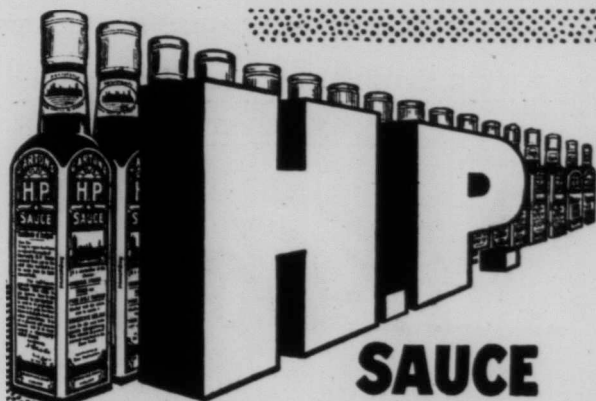
WE WILL CARRY YOUR GOODS AT REASONABLE RATES. All Railway connections. Advantageous insurance rates. Every accommodation.

WRITE THE MATTER OVER WITH US

The Dominion Warehousing Co.

J. R. Routh, Manager

52 Nicholas St., OTTAWA



TO SETTLE DOUBT

Drop a postal to our Canadian Agents (mentioned below) for free full-sized tasting bottle of H.P. Sauce.

Try it on your own plate, and then you will see why your customers want it.

Wide-awake Grocers are making H.P. Sauce their leading line.

Our bright Canadian advertising tells the people all about H.P. and what it is made of, how good it is for the appetite, palate and digestion.

Large and quick turnover on H.P.

W. G. Patrick & Co., Toronto and Montreal

R. B. Seeton & Co., Halifax, N.S.

Georgeson Co., Limited, Calgary, Alberta

Kelly, Douglas & Co., Ltd., Vancouver, B.C.

Ellis & Co., Limited, St. John's, N.F.

Midland Vinegar Co., Birmingham and London, England

Christmas is Coming

and with it the season of turkey, plum pudding, and mince pies. Don't delay laying in a good stock of

LYTLE'S
MINCE
MEAT

for the Christmas trade. It is the best on the market. Order from your jobber or direct.

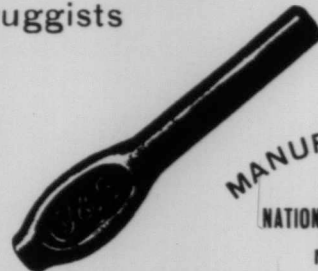
THE T. A. LYTLE CO. LTD.

Sterling Road, Toronto, Canada

Canadian-made Licorice

Y. & S. Brand

All Druggists



ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties

Price Lists and Illustrated Catalogue on request.

Toronto Sales Agent—

R. S. MOINDOE, 54 Wellington St. E.

Montreal Sales Agent—

J. M. BRAYLEY, 55 St. Paul Street.

Winnipeg Sales Agency—

E. W. Ashley, 123 Bannatyne Ave. E.

St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

We invite *JOBBER*s to see samples of a few lots of exceptionally cheap teas which Mr. Nishimura secured just prior to his leaving Japan.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



Just the Finest Goods for Christmas
CARR & CO.'S BISCUITS

You can always sell the best goods at this season of the year. If you have not handled CARR & CO.'S fine lines now is your time to get your customers to try. It will pay them and you.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

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

A Leading British line well-known and largely advertised



THE WORLD RENOWNED FOOD BEVERAGE

The Public Say:

"THERE IS MERIT IN IT."

The Trade Say:

"THERE IS MONEY IN IT."

Write for Sub-Agency to:—

AGENT FOR MONTREAL:

J. WALTER SNOWDON
413 St. Paul Street
Montreal

ONTARIO AGENTS:

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

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

SAMPLE CASES NOW READY FOR DELIVERY

MOLASSINE MEAL

the Ideal Food for Horses,
Cattle, Pigs and Poultry.

Prices and Free Booklets on application, to

ANDREW WATSON

SOLE IMPORTER

91 Youville Square - - MONTREAL



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

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

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

**WE WANT YOUR ORDERS
FOR**

**"Balmoral"
Scotch
Marmalade**

It's a Trade Winner.

It's absolutely Pure.

It's well made.

For Quality and Flavor it has no equal.

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

Write us for Samples and Prices.

J. W. WINDSOR
MONTREAL

If You Buy Your Tea From T. H. Estabrooks You Will Never Have Any Dead Stock

The dead ones were all bought from other firms. Ask the firms who sold you this dead stock to do the same as T. H. Estabrooks has always offered to do, viz: "take back and pay full price in cash for any tea not fully satisfactory." They won't do it. Then why run the risk of dead stock, especially when you can make more profit by selling Red Rose Tea and Estabrooks' bulk blends than any teas on the market.

Two Reasons—You can sell more of them because no other teas equal them in quality, and you are absolutely guaranteed against loss as every pound is guaranteed to pay you full profit.

Branches:— **TORONTO**, 3 Wellington E.
WINNIPEG, 315 William Ave.

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

You Can Buy White Dove Cocoanut in PAILS



Our 15 or 20 lb. pail.

4 Hours

extra work every night is now necessary that we may supply the trade with this famous and ever satisfactory brand.

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

MANUFACTURED BY



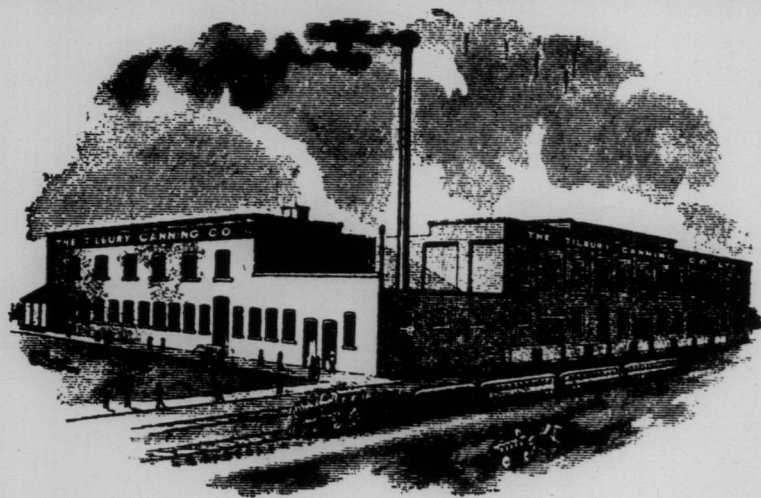
A Practical Package.

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

W. P. DOWNEY

24 and 26 St. Peter Street,

MONTREAL



“Tilbury Brand” Canned Goods

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

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

RYAN BROS., Winnipeg
WESTERN SALES AGENTS

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

The Tilbury Canning Company, Limited, Tilbury,
Ont.

The Wise Grocer

is placing his order for 1908 pack and buying

“PEERLESS” Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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

THE TIN AND THE TEA

On account of growing my own Tea on my own Estates in Ceylon, there are no middle men's profits to pay, and you are assured of getting the highest quality when buying

LIPTON'S TEA

**Over 2,000,000 Packages sold weekly.
Write for samples and prices.**

THOMAS J. LIPTON

75 Front St. East,

Toronto

Pleasant As Well As Profitable

Herewith is given the contents of the December Busy Man's Magazine. A strong array of articles—34 in all. You can read every one of them with pleasure as well as with profit. You will readily acknowledge the time devoted to the magazine well spent.

You cannot make a better investment for 1909 than a year's subscription to this magazine. Each number will prove so interesting to members of your home that they will eagerly look forward to the arrival of succeeding issues.

No Xmas gift will be more appreciated than a year's subscription to Busy Man's. All you need do is to send us the address of your friend along with \$2. We will send a beautiful Xmas card, stating that it is at your request the magazine is being sent, along with a copy of the Xmas number to reach the address Xmas morning.

System and Business.

Preventing Accidents on Railroads
Odd Economies Make Big Businesses Pay
Stealing the Letters of Corporations
The Pasture Lands of Advertising
Increasing Small Wages by Taking Up Side Lines
After Business Hours

Political and Commercial Affairs.

Did a Woman Inspire the Ferment in the Balkans?
What Population Can the United States Sustain?
How Canada Might Have Lost the Loyalists
A Danish Statesman Embezzles Seven Millions
Converting a City from its Evil Ways
The War Against Trusts in America
Roumania—The Deciding Factor in the Near East
Fire—An American Extravagance

Short Stories.

The Enchanted Profile
According to Agreement

THE
December
Busy Man's
Magazine

is on sale at all newsstands

The Magazine with the Red Cover

20 cents a copy; \$2.00 a year

Life Stories of Successful People.

Men and Events in the Public Eye
Canada's New Baronet—Sir Edward Clouston
Who's Shonts?—Asked the President
Hamar Greenwood—His Remarkable Career
Edison is Now Having the Fun of His Life
From Waiter to Manager of Gotham's Big Hotel
Canada and China

Travel and Description.

General Wolfe's Home in Bath
A Gondola Dinner That Cost \$20,000
Two Hundred Thousand a Year for Dress

Miscellaneous.

Are the Wives of Handsome Men of Genius Happy?
Some Noted Exponents of Early Rising
Satirizing Rockefeller's Autobiography
Concerning Puns and Punters
The Box Office Test of Human Greatness
What's the Matter With American Women?
Culture Versus Cram
Do We Eat Too Much?

The Busy Man's Magazine

Montreal

Toronto

Winnipeg

New York

Chicago

London, Eng.

TO THE TRADE:

Do You Know That the

American Consumption
of

CEYLON
TEA

is

Increasing Steadily,

Even in this Year of Universal Trade Depression?

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

DIRECT SHIPMENTS

to

AMERICA, SEPT. 30th, 1908

show

INCREASE OF ABOUT
A MILLION POUNDS.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

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

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS

WRITE OUR AGENTS FOR PARTICULARS



“WHITE SWAN GOODS ARE GOOD GOODS”

— ALWAYS —

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICE AND CEREALS LIMITED

SUCCESSORS TO THE ROBERT GREIG CO. LIMITED

TORONTO

HOW TO FREE
HIGH HALLS
OF DUST-WEBS



THE Ideal Duster

Solves the Polished-Floor Proposition

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

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

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



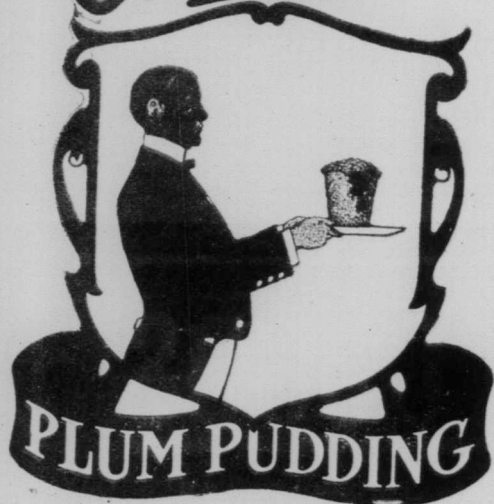
THE MCGREGOR PAPER BAG HOLDER.

HAVE YOU ONE OF THE
MCGREGOR PATENT
PAPER BAG HOLDERS

IF NOT—WHY NOT.

175 Borden St., - Toronto

Allredie Order Quickly!



"ALL READY ALL THE TIME."

Xmas is approaching.

Now is the time for you to order
"Allredie Plum Pudding."

The package bearing this copyright label contains all the necessary ingredients, in **powdered form**, to make the most delicious plum pudding for six persons.

All that is necessary is to add sweetening and moisture.

Gotten up quickly—a dessert that **never fails**, and very **inexpensive**. Full directions on every package.

Mr. Grocerman, we recommend these goods as having a lot of merit, being a **ready seller** and paying you a **good profit**.

This is all we can do for you

Order from your wholesaler, or write us direct, and remember that we will deliver **5 case lots** to any railway station in Ontario or Quebec **freight prepaid**.

ALLREADY PURE FOOD CO.

of Canada Limited

BRIDGEWATER

NOVA SCOTIA

Agents:—A. H. BRITTAIN & CO., Montreal. THE LIND BROKERAGE CO., Toronto. W. H. ESCOTT, Winnipeg.
W. A. SIMONDS, St. John, N.B. B. R. HOLEMAN, Charlottetown, P.E.I.]



Still Snaps

We feel by the time this "Ad" appears all bright buyers will have availed themselves of the bargains offered in Wrapping Papers. While the manufacturers have advanced their prices we are not doing so to the same extent, but quote carload prices on any quantity as follows:—

Hardware Fibre, Rolls at	- - - - -	3 3/4c
Tea Paper Rolls at	- - - - -	3 1/2c
Red Brown, Flat and Rolls at	- - - - -	3c
Grey, Rolls at	- - - - -	2.80c

Cold weather will be here any day now. Try Aetna Self-heating Tomato, Mock-Turtle or Ox-Tail Soups, are seasonable, our price 90c, they will sell rapidly at 10c retail.

James Turner & Co., Limited

Hamilton, Ontario

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Christmas Advertising for the Grocer

Hints on How to Induce the Housekeeper to Open Her Purse at the Holiday Season — Every Announcement Should Breathe Forth the Christmas Spirit—Some Samples of How to and How Not to Do It—Suggestion and Advice by W. F. Ralph.

The climax of the Christmas festival is usually the Christmas dinner. Even the poorest people manage to spend a little more with the grocer at Christmas time than at ordinary seasons. But the fact that people are going to buy more fancy groceries when Christmas day draws near, does not mean that a grocer can afford to neglect his advertising. To get the people to spend their money with you, you must advertise.

The keynote of all Christmas advertising should be suggestion. Let every ad. speak of some particular things. Don't merely say, "We have a large stock of staple and fancy groceries." Get down to the concrete facts. Separate the various items of your stock for the purpose of advertising. Pick out all the fancy goods suitable for holiday use and let the people hear about them. Put a price on everything, and tell the people what it is—and why.

Without being long-winded, say something about each article you advertise; something that will interest the lukewarm; that will breed a desire to have—to taste; something that will tend to make the reader think that her Christmas dinner table will be quite incomplete without it.

Breathe Out Christmas.

Let every ad. breathe of Christmas. Word it with the joyous optimism of the season. And let your store with all its windows be in harmony with the season—bright, cheerful and plentiful.

Most housekeepers try to keep their expenditure down, even at Christmas time. But the way to loosen the purse-string is to advertise hard and persistently.

A Sample From Montreal.

Talking of holiday advertising reminds us of some Thanksgiving grocery ads. we have seen. There was one great big fellow occupying full-page space in the Montreal Herald, that must have cost a pile of money. We reproduce it here, considerably reduced. This ad. might be termed a good one—ineffectively used. Any person turning over the pages of the paper, which contained it could hardly fail to see it and be curious about it. As far as impressing home the name of Henry Gatehouse goes, this gigantic advertisement, no doubt, did its work. But, with a little more thought and time spent upon it, it might have been made much more effective. In only one spot is a price mentioned. What it needed to make it a really excellent retail grocery ad. was the elimination of a few names, the insertion of a certain amount of explanatory reading matter about each item and a price in every instance. Prices would have given the reader something concrete. She would be able to figure out, for instance, when reading of black duck, blue bills, teal duck, canvas-back duck, prairie chickens, whether she could afford any

of those delicacies or not. The absence of the price might easily lead to the conclusion in the mind of the less wealthy housekeeper, that such rare birds were too expensive for her anyway. On the other hand, if the price were attached, she might easily be persuaded that the reasonableness of the price would permit of her buying. And a little explanatory matter might easily

too! It is not what is usually known as straight display advertising, or straight reading notice advertising, but a sort of combination of both. It is the style of advertising that seems to hit the modern note—full of news value. It would be safe betting that the housekeepers of the three cities where this firm conduct retail stores are on the lookout for Bradley advertising.

HENRY GATEHOUSE

Stall Fed
Turkeys
—see—
THANKSGIVING!

Black Duck,
Blue Bills,
Teal Duck
Canvas Back Ducks,
Prairie Chickens

Ducks and Geese,
Crate Fattened Chickens
from Ontario

Plover,
Snipe, Quail,
Woodcock, Grouse,
Blackcock,
Guinea Hen Broilers,
Ptarmigan

Fresh
Haddock
by Express
Daily

Fresh
Cod
by Express
Daily

Broilers
and
White
Squabs

English
Pheasants,
Partridges,
Red Legs

Malpeque Oysters
Delivered
on the Half Shell
a Specialty.

Malpeque Oysters
by the Barrel
or Half Barrel
All Prices,
From \$4.00
to \$10.50 a Barrel

Capons
for Roasting,
Fowls
for Boiling

Misc. Fish,
Scallops, Flounders
and
English
Soles

Smelts,
Mackerel,
Sea
Bass

Green
and
Dried
Turtle
Meat

Phones
Uptown 903
904
905

Venison
and
Moose Meat

Fresh Fancy
Vegetables,
Kalamazoo Celery,
Boston
Lettuce

New
Laid Eggs
Specialty

FOUNTAIN MARKET 348-350 Dorchester St. West

A Grocery Ad. from Montreal.

have the effect of persuading her that she should have some of those delicacies for the special festive occasion.

One From St. Catharines.

That's a rattling good ad. of Bradley & Son, a cut of which appears with this article. It is somewhat of a departure,

The opening paragraphs are a trifle on the long-winded side. It might have been better to have scattered the information contained in them over three or four separate ads. featuring prices in one, service in another and so on. The rest of the ad., though, is fine. You will observe that the main story is told

by the heading; that excites interest. Then follows the reason why and the quality talk, which is written in a logical, persuasive style that is liable to promote real business. Take the "Mixed Cakes" paragraph as a sample. Here it is! Analyze it for yourself and you will see how interest is turned into persuasion by the influence of a final suggestion.

MIXED CAKES.
Three lbs. for 25c.

"We have a splendid assortment of cookies and cakes to sell at this popular price. They are exceptionally good for the children and lunch baskets. "These cakes are always fresh, because we sell immense quantities and buy direct from the manufacturer.

mutual arrangement existing between the advertiser, the publisher and the consumer, to result in the greatest benefit to all, depends upon securing an equivalent for services rendered. A publisher can no more afford to lose an advertising account than a merchant can afford to lose a customer or the amount of his bill. Advertising should be regarded, therefore, as one of the fixed charges of the business, the same as the insurance, rent and clerk hire. Each month's rent adds to the good-will of the business; each dollar spent in advertising has the same effect.

At the end of each year the good-will of a successful business shows a material increase on the balance sheet, and this growth is largely dependent upon the advertising. For example, \$5,000 a

and do not figure that it will be a total loss even if the men fail individually.

Exactly so your advertising campaign should be planned. When your plans have been properly made, see that you get the best service for the money.

"Years ago a merchant would remark: "We have \$5,000 to spend this year in advertising; Jones, you spend it." Jones was in the market from that day until the appropriation was exhausted. No system; no investigation; no plan as to how to get the best results, but simply to let go of the money to the first friend or good salesman who had any kind of an advertising proposition to present.

To-day you must study the customer; his habits; his tastes; his income, and

<p>Bradleys' Store News</p> <p>Between Ourselves</p> <p>There was a time when a person wanting groceries sent their order to the nearest grocer. Now hundreds of the most critical housekeepers of this district say emphatically—Get these groceries for less at Bradley's.</p> <p>They have proved this story—our groceries, prices and service—and found that Bradley's was the most satisfactory store at which to trade.</p> <p>Groceries</p> <p>Hundreds of varieties and quantities of groceries—some good, some bad. Bradley's do the selecting—we stand between you and poor groceries. Every item you purchase in a Bradley store has been passed upon as reliable quality by critical judges before it is accepted into stock. Confidence in our groceries was the foundation of our broad guarantee to buy back any purchase that should not prove equal to your expectations. This protection on quality is one reason why many buy groceries at Bradley's almost exclusively. At no store can you get your money back more promptly than at Bradley's.</p> <p>Prices</p> <p>Buying for three stores gives Bradley's a tremendous buying power—unparalleled by any other grocery in this district. This gives us the advantage of lower cost prices for our stocks.</p> <p>Then three stores combined under one management enable Bradley's to do business successfully on a smaller margin of profit than the ordinary grocer.</p> <p>These two facts explain why Bradley's prices are from 5 to 20% lower than those charged elsewhere.</p> <p>We lower the cost prices—not quality.</p> <p>Service</p> <p>You'll enjoy shopping at Bradley's. Courteous salesmen are always ready and willing to do your bidding. If you are in a hurry you have but to mention the fact, and you are served in the least possible time.</p> <p>Then each order is double-checked before leaving the store, so that</p>	<p>Bradleys' Store News</p> <p>errors and shortages are rare at Bradley's.</p> <p>Bradley's food pleasure as well as profit in serving you. Money is not everything, even in a business such as this. We are now preparing for the heaviest business of the year. Our buyer is in close touch with all the best markets of the world, and we can assure you our offerings of dried fruits, raisins, cranberries, peels, nuts, etc., will be the best we have ever had to offer. Prices will be fair—Bradley's prices in reach of every person's purse.</p> <p>Cash Basis</p> <p>This Bradley business is run on a cash basis. The savings possible are an example of how well it pays to pay cash. Cash buyers find it to their advantage to buy at Bradley's, because they know they are not paying for bad debts, which credit stores have to provide for.</p> <p>If you have never yet tried Bradley's, do so at your earliest convenience. Come this week.</p> <p>Special Blend Indian and Ceylon Tea 25c per lb.</p> <p>A good tea at this popular price is almost an impossibility with the average grocer—the wholesale price is so high at present that the small buyer is handicapped.</p> <p>We made a fortunate purchase of an extra fine Ceylon and high-grade Indian teas a short time ago, that will enable us to sell our Special Blend Indian and Ceylon tea at 25c per pound for some time.</p> <p>These teas were offered to us to sell at 30c per pound. By taking a quantity, however, we secured a concession in price that enables us to offer you this 30c quality of tea at 25c per pound.</p> <p>If this is the price you usually pay for tea, we would be pleased to have you try a pound from Bradley's.</p> <p>Special Blend Coffee 25c per lb.</p> <p>Throughout this district you'll find many who use Bradley's Special Blend Coffee continuously, and have done so for years.</p> <p>It's a blend of specially selected coffees that at the price cannot be equalled for flavor.</p> <p>Many tell us that they like it</p>	<p>Bradleys' Store News</p> <p>better than coffee they formerly used costing as much as 40c per pound.</p> <p>There are plenty of twenty-five cent coffees, but until you have used Bradley's you cannot say you have tried the best.</p> <p>Try a pound this week.</p> <p>Jelly Powder 7c per pkg.</p> <p>A delicious dessert easily prepared by using a package of our jelly powder and a pint of boiling water. Any person can prepare it. This particular brand is one of the best. Finest in flavor and color, and never fails to give the best of satisfaction.</p> <p>Similar quantities of jelly powder sell at 10c per package. Our price is 7c per package. The saving is yours.</p> <p>BRADLEY'S SPECIAL BAKING POWDER 15c per can.</p> <p>Each can contains one pound net of good reliable baking powder.</p> <p>This Special Baking Powder is put up expressly for this store by a reliable manufacturer. Each can is guaranteed to be uniform, and the can you buy today will do the work just as satisfactorily as the can you may have bought several years ago.</p> <p>Bradley's Special Baking Powder will do the work equal to any other baking powder. Many use it now who formerly paid as high as 50c per pound for baking powder.</p> <p>Economical in price—reliable in quality. Why pay more than 15c per pound for baking powder. Try a can of Bradley's Special the next time you require baking powder.</p> <p>PERFECTION CORN STARCH 7c per pkg.</p> <p>The yellow package at a Bradley price.</p> <p>Perfection Corn Starch is made from the best ingredients only. It is one of the best qualities of corn starch obtainable.</p> <p>Bradley's sell it at a special price because we buy it in immense quantities, and have it put up expressly for us.</p> <p>Try a package of our Perfection Corn Starch with your next grocery order.</p>	<p>Bradleys' Store News</p> <p>MIXED CAKES 3 lbs for 25c</p> <p>We have a splendid assortment of cookies and cakes to sell at this popular price. They are exceptionally good for the children and lunch baskets.</p> <p>These cakes are always fresh, because we sell immense quantities and buy direct from the manufacturer.</p> <p>Include a quarter's worth on your next order.</p> <p>QUAKER TOASTED CORN FLAKES 3 pkgs for 25c</p> <p>One of the most popular of breakfast foods at a Bradley price. Large package, crisp and appetizing. Regular 10c straight. Bradley's price 3 packages for 25c.</p> <p>POWDERED AMMONIA 10c per pkg, 3 for 25c</p> <p>Excellent for cleaning. Large packages—best quality.</p> <p>TWO-IN-ONE SHOE POLISH 7c per can</p> <p>This is one of the best shoe polishes made. Not hard on the leather. Regular 10c per tin. We make a daily special of Two In One, and sell it at 7c per can.</p> <p>PRICE</p> <p>Do you serve rice often? As an item of food it has no equal.</p> <p>We have several varieties, either of which will please you.</p> <p>Fancy Head Rice, 10c per lb. Lapa Rice, 8c per lb., 4 lbs. for 30c. Papa Rice, 7c per lb., 4 lbs. for 28c. Choice Rice, 5c per lb., 6 lbs. for 25c.</p>	<p>Bradleys' Store News</p> <p>MOLASSES 10c per quart</p> <p>Bradley's sell an extra good molasses at this popular price. Splendid flavor. Bring your own jar.</p> <p>PICKLING SPICES</p> <p>Bradley's sell only the best quality of spices. They are full strength and fairly strong. Just now if you are requiring spices for pickles you should secure them at Bradley's.</p> <p>Whole Mixed Pickling Spice—A splendid mixture of new whole spices—can be used for chili sauce or catsup as well as pickles. It improves the flavor. Usually sold at 40c per lb.—Bradley's price per lb., 30c.</p> <p>Turmeric, 2 oza. for 5c, per lb. 25c. Celery Seed, 2 oza. for 5c, per lb. 25c. Mustard Seed, 2 oza. for 5c, per lb. 25c. English Mustard, 2 oza. for 5c, per lb. 25c. Curry Powder, 1 oz. for 5c, per lb. 50c. Root Ginger, 2 oza. for 5c, per lb. 25c.</p> <p>CHOICE RED SALMON 17c per can</p> <p>Choice red salmon is very scarce this season, and high in price.</p> <p>We secured a brand of choice red sockeye fish which we are selling at 17c per can. It opens out fine, and will compare favorably with brands costing 20c per can.</p> <p>It would pay you to secure a supply of this particular brand before it is all sold.</p> <p>Other brands 13, 15 and 20 cents per can.</p>	<p>Bradleys' Store News</p> <p>KIPPERED HERRING 10c per can</p> <p>Large cans, containing enough fish to serve from four to five people. Whole fish, tastily prepared, excellent flavor.</p> <p>You'll enjoy the flavor of this particular brand.</p> <p>Popular in price.</p> <p>MAY-ALL TOASTED CORN FLAKES 2 pkgs for 15c</p> <p>We have enough of this popular ready-to-serve breakfast food to sell at this special price for some time.</p> <p>The quality is right—we bought the lot direct from the manufacturer. To move the quantity he made the price interesting.</p> <p>To you it means a direct saving of 2½ cents per package.</p> <p>Secure several packages while this special price lasts.</p> <p>LAUNDRY SOAP</p> <p>Bradley's have all the well-known brands at special prices. Note these:</p> <p>Surprise Soap, 6 bars for 25c. Comfort Soap, 6 bars for 25c. Sunlight Soap, 6 bars for 25c. Ember Soap, 2 bars for 25c. Judd Soap, 2 bars for 25c.</p> <p>Prices for either of these soaps by the box on application.</p>
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BRADLEY & SON
3—STORES—3

St. Paul Street, ST. CATHARINES, ONT.

A Well-written Ad. from St. Catharines.

"Include a quarter's worth in your next order."

Every paragraph is the same—interesting all the way through. It just shows what can be done in the way of grocery advertising when a grocer becomes convinced that mere space-filling is not effective advertising; but that newspaper space can be made a big business promoter if it is filled with live, interesting matter about household wants—with prices attached.

THE APPROPRIATION AND PLAN.
In planning an advertising campaign, remember the bills must be paid. The

year spent in advertising a retail business in a good locality, or in advertising a trade-marked article, is not, and cannot be, wasted money. Competition in trade usually requires something in direct returns for your advertising, but remember, that an advertising expenditure is not money wasted, even though no immediate results are shown.

An advertising campaign should be planned exactly like planning to send men on the road in a wholesale business. You know about what the expense will be if you put three or four men on the road; you arrange to meet that expense out of the profits of the business,

how to reach him. What medium to use; what article to advertise primarily, and what to push as a secondary proposition. All these things must be taken into consideration, with the size of the store, the advantages in location, the amount of stock carried, the number of people employed, and the value to the merchant of an increasing "good-will." There must be system in your advertising plans.—W. T. Davis, in the Ottawa Citizen.

A. A. Woodman, of Woodman & McKee, Coaticook, was in Montreal this week.

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 232 McGill Street
Telephone Main 1255

TORONTO 10 Front Street East
Telephone Main 7324
W. H. Seyler, Manager

WINNIPEG 511 Union Bank Bldg
Telephone 3726
F. R. Munro

VANCOUVER R. Bruce Bennett
1737 Haro St.

ST. JOHN, N.B. W. E. Hopper

UNITED STATES—

CHICAGO, ILL 933-935 Monadnock Block
J. P. Sharpe

NEW YORK 622-624 Tribune Bldg.
R. B. Huestis
Telephone 4535 Beckman

GREAT BRITAIN—

LONDON 88 Fleet Street, E.C.
Telephone Central 12960
J. Meredith McKim

FRANCE—

PARIS Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH Louis Wolf
Orell Fussli & Co

Subscription, Canada and United States, \$2.00
Great Britain, 8s. 6d. Elsewhere . . . 12s.

Published every Friday.

PROPERTY OF TRAVELERS AT HOTELS.

Is a hotel-keeper responsible for the lost clothing, jewelery, etc., of his guests?

In some cases he is and in others he is not. In France the proprietor is responsible for the safe-keeping of all the property of a guest. Whether placed in charge of the office or not makes no difference. In Canada, unless valuables are given directly in care of the landlord he is generally not held liable for them. A mere notice of the fact that the landlord will not be responsible for furs, coats, hats, etc., unless left in his charge, is, however, of itself not enough to absolve him, as a recent decision at Galt would indicate. The action was tried in the Division Court. The particulars are rather interesting, illustrating the relationship between guest and host.

A traveler named Laidlaw sued the hotel proprietor to recover \$28.50, the value of an overcoat left in the hotel office and which subsequently disappeared. The traveler had taken his coat into the office and hung it on one of the lock hooks; he locked the mechanism and put the check in his pocket. When he returned an hour later the coat was

gone. The proprietor refused to settle and the suit followed. The defence took the ground that the traveler had not left his coat in the hands of the proprietor and that a notice on the register stated that the proprietor would not be responsible for coats, etc., unless they were left in his charge. The judge ruled that the mere fact of such a notice on the hotel register did not absolve the proprietor from responsibility. Judgment was given for the plaintiff for the full amount.

It would, of course, be unreasonable to think of holding the proprietor of a public house responsible for the personal property of every guest, whether entrusted to his charge or not, but the recent decision goes to show that if a hotel installs lock hooks and other alleged devices of protection and some one is able to tamper with them and walk off with the clothing, furs, etc., the owner of the building is held accountable. The fact that he cannot escape by posting up a sign or notice is a good thing from the standpoint of the traveling public and will tend to make landlords see that no idlers, thieving or light-fingered gentry float around the hostelry and possibly float off later with some of the guests' belongings. Just how far a proprietor should be liable for the luggage of his visitors is a question not yet definitely decided, and perhaps may not reach the condition in France. The decision rendered in the Galt and other instances, however, would appear to indicate that we are traveling in that direction.

CHRISTMAS CONTESTS AROUSING INTEREST.

Considerable interest is being taken all over the country in The Grocer's Christmas Window Dressing and Advertising contest. From various towns come reports that local grocers are putting in special windows for the purpose of entering the competition and some bright ads of Christmas goods appearing in a number of local papers give opportunity for very readily entering the ad contest.

The fact that the Window Dressing contest is divided into two classes, thus offering equal opportunity to the city and country merchant, is a feature that should appeal to all. This was found to work out admirably last year, and will, no doubt, do so again.

These contests are something in which every merchant in the country should take an interest. To enter would be a help to himself as well as to others, and would probably mean development of

these features of his business. The contests have been arranged with a view to educating the grocers to get the most out of their window dressing and advertising departments which are of the utmost importance in the modern store.

POOR OLIVE CROP IN SPAIN.

Advices from Spain November 6, stated that only 500 casks of Queen olives would be harvested this year, against 15,000 casks in 1907. Later advices, November 20, are even more pessimistic, stating that the full extent of the crop is now known. Of the 500 casks harvested a large quantity is reported unfit for export, being of poor quality.

Manzanilla olives have not proved quite so unsatisfactory, but still the quality is not so good as it might be.

Olive oil, under the circumstances, runs very firm, and higher prices are anticipated, especially for the finer grades of oil which are generally shipped in March and April.

Strong markets will undoubtedly prevail from now on in olives also. While some stock was carried over from 1907, there will not be sufficient in first hands to supply trade requirements until 1910, when a further supply of olives will be placed on the market on the harvesting of the 1909 crop.

PURCHASING BY GRAFT.

No one except the grafters will be sorry that the Minister of Marine has issued instructions to "blue pencil" the patronage list.

The patronage list, which has existed since Confederation, under all Governments, Federal and Provincial, never had any excuse for its existence, except to create an exclusive list of political favorites who might furnish supplies and undertake contracts.

In an ordinary business enterprise it would not have been countenanced for one moment, and custom should not allow its continuance in the Marine or any other Government department.

The fact that the patronage list is a preferred list is not its worst feature. Undoubtedly purchases are made for Federal and Provincial Governments at prices which are not above those ruling on the open market. Some of those on the patronage list have declared that they have had to sell at prices which did not return them even a moderate profit. But that does not alter the fact that as a whole the system is bad and a hot-bed in which graft flourishes.

Every buying department, Federal and Provincial, should be placed on a business basis; and the exposures in the Marine Department should hasten its consummation.

The first step should be the appointment of men with practical business experience in the particular lines which the various departments have to purchase. And a salary should be paid which would ensure competent as well as honest men.

FIGHTING THE PEDDLING NUISANCE

An Evil That is Becoming Very Prevalent, Particularly in Ontario—Local Merchants Waking up and Acting in the Matter—Preparing for New Legislation.

The peddler, hawker and the transient trader can be found to-day in increasing numbers in almost any community. Particularly does he flourish in neighborhoods removed from railway or water communication, to which it is difficult to convey goods other than by haulage from the nearest dock or station. They are a great and growing army reaping a rich harvest. The returns must be large, or so many would not be engaged in the business. These itinerant sellers somehow manage, in a great many cases, to escape taxation, and, in many municipalities, one would think such a license fee would scarcely be worth avoiding, for the amount is a mere bagatelle. What is required and what the legitimate retailer is now demanding, is a more uniform tax, and that it be promptly collected. The authorities in several centres have been lax in getting after these meandering merchants and an aggressive campaign is mapped out.

The statutes now provide the maximum fee that may be levied, but these figures are too low. Villages, towns and townships generally have a tax of their own, ranging from \$1 upwards, but the rate is felt by the merchants in different places to be no protection at all and the license is looked upon more in the light of a farce.

The average retailer does not object to hawkers and transient traders—far from it—but what they do contend is that these venders of miscellaneous commodities should be compelled to bear a just share of the cost of doing business.

The Local Merchant's Side.

The local merchant pays taxes, rent and water rates; he pays help and has light, heat and other expenses to meet. He bears a portion of the outlay for all the improvements in his village or town in the way of local improvements. He also maintains a delivery service and scatters many dollars in the way of supplies for the upkeep of his home and family, as well as distributing dollars in numerous other avenues. What does the transient trader do? His name is not on the assessment roll; he seldom pays any tax and yet he goes from community to community hawking his wares, sometimes on foot and at other times with a horse, escaping with a low fee and dodging it whenever and wherever possible. Thus his profits are large. He generally gets the top notch figure for his stock-in-trade, and makes a handsome margin. Retail merchants should, therefore, make every effort to see that a portion of that profit finds its way back into the township or village coffers. They ask only a fair measure of protection and, granted this, they are not afraid of honest, open competition.

The County License.

A transient trader may, it seems, obtain in not a few counties what is termed a county license. He often seeks to do business in every municipality within that county on the presentation of this license. In some instances he has

done so and the courts have upheld his rights to operate as it were under a "blanket permit." Business men desire that the law on this point should be made clear and explicit and that municipalities should be more active in seeing that peddlers and transient traders do not go scot free. The class of persons aimed at, roughly speaking, constitute those selling direct to the consumer and not to the retailer. The distinction between a peddler and a transient trader is that the former is generally a resident of the section where he pursues his calling and is possibly on the assessment roll. The latter is one who moves around from place to place, sometimes leasing a store for a short time, engaging a room in an hotel or boarding house and selling direct to the consumer, obtaining as high prices as he can and presenting a most plausible plea as to the superior merit and quality of his offerings.

The Transient Trader.

Transient traders in Ontario to-day are thicker than ever, and it is said fully three-quarters of them pay nothing

LET US HEAR FROM YOU.

For the next few weeks The Grocer will devote some attention in each issue to the peddling nuisance, its abuses and how it may be met. As a help in this we would be glad to hear from our readers in all parts of the country as to how they have been affected by this widespread evil. Address, Editor Canadian Grocer, Toronto.

ing for the privilege of doing business. The sell tea, coffee, curtains, clothing, caps, carpets—in fact, most all lines carried in the average general store. It is after them that the legitimate retailer intends to go and see that the tax is levied, and that the transient merchant cannot trade in every municipality in the county simply by obtaining a county license. It is possible that the agitation may result in a demand that a minimum fee should be imposed by every municipality and that the authorities of each place be alert and industrious in seeing that all fees, licenses—taxes of every kind—are promptly met and collected.

The Retail Merchants' Association of Canada is taking up these grievances and will at the next session of the Ontario Legislature ask that the present law be changed. The amendments, which will be incorporated in petition to the legislature, will be definitely outlined in the near future, after a consultation among the members of the different branches of the organization, the various interests represented, and conferences with township, county and city councils.

Further information along this line, as well as the different clauses and amendments to the Municipal Act licensing hawkers, peddlers and transient traders will be given in future issues.

GROCERS BUY CHEESE FOR PRICE

What is to be Done With the Culls if They Are Not Sold in Canada?

Editor Canadian Grocer:

We have read an article in your issue of Nov. 20th under the heading "Do Grocers Buy Poor Cheese?" There is much truth in Mr. Ruddick's letter but we do not think he gets to the root of the matter. Unfortunately, there are many retail grocers who either are not aware of the fact, or wilfully close their eyes to it, that cheese varies in quality just as much as does butter or coffee or tea or almost every other commodity which they sell. Unfortunately, too, as Mr. Ruddick points out, there is much cheese of inferior quality, which, not being good enough for export, is left in the country for home consumption. Mr. Ruddick, whilst deploring that this should go into consumption, does not tell us how else it can be disposed of.

With our intimate knowledge of the trade, it has been painfully brought home to us that too many grocers buy cheese for price. Price with them is the first, last and only consideration. When they want to buy cheese, the inquiry addressed to the salesman is "What is cheese worth?" No mention of good or poor quality, new or old cheese, but just "What is the price?" If the price quoted is $\frac{1}{2}$ ¢ per lb. higher than the lowest price quoted from another quarter, the beating down process begins and a deaf ear is turned against any argument in regard to quality or maturity. It stands to reason that it costs money to keep cheese six months, since the interest, storage and shrinkage would amount to at least $\frac{1}{2}$ ¢ per lb. per month. Competition is keen and too many grocers are tempted to take a chance with green or second-class cheese rather than pay the additional $\frac{1}{2}$ ¢ per pound asked for good cheese in a thoroughly matured condition. Whilst we believe these to be the facts in regard to grocers who handle poor quality cheese, at the same time, we know that there are hundreds of grocers in different parts of the country who handle their cheese business as they do other branches of their business—intelligently.

The problem of factory culls we leave for Mr. Ruddick to solve. So long as they are available, they will be sold and until it is made compulsory to keep cheese for six months, or until matured, green cheese will find its way into the hands of, and be sold by, the unskilled grocer who buys for price.

Yours very truly,

C. L. MARSHALL.

Canadian Manager MacLaren Imperial Cheese Co.

Something Doing in Trade Evolution

Largest Retail Buyers' Exchange in the United States Retires and Forms a Wholesale House While the St. Louis Grocers Form an Exchange.

From New York Journal of Commerce.

There has never been a time when grocery trade questions were reaching the critical stage they are now. Only this week the biggest and most famous buying exchange in America announced its retirement from the field as a co-operative buying institution. Out in St. Louis the Retail Grocers' Association almost simultaneously decided to start a buying exchange. The reasons for these two moves are almost diametrically opposed as principles of operation in the grocery trade.

Out on the Pacific Coast two other great issues are being tested. The California Wholesale Grocers' Association is fighting the Diamond Match Co. because it refuses to withdraw "free deals" in that territory. In the same district, before the Supreme Court of California, is pending a decision on the issue of whether or not a manufacturer who desires to maintain the price of his goods in the market can obtain damages from a jobber or retailer who has cut that price and thereby possibly damaged the manufacturer's trade marks and standing in the market. Incidentally, in the latter case is involved the whole principle of a manufacturer's right to fix and maintain the selling price of his product.

Out in North Dakota the millers have placed in the hands of the court and are awaiting a decision, their contention that Food Commissioner Ladd had no right to publish bleached flour as detrimental to health nor to interfere with their practice of bleaching flour. Simultaneously in Washington the same milling interests are arguing before Secretary Wilson and his associates of the Food Inspection Board that bleaching flour is harmless and should not be prohibited.

Up in Canada the Dominion Wholesale Grocers' Guild is on trial for alleged conspiracy to keep competing wholesale grocers out of the field, and is charged with having driven competitors out of trade by compelling manufacturers to cut them off from purchasing privileges. Down in Alabama President J. A. Van Hoose, of the Southern Wholesale Grocers' Association, embracing all the jobbers in fourteen States, is defending himself against a suit for similar conspiracy by having pursued the regular work of his association.

And out in Chicago has just been fired a "shot that will be heard around the world," in the form of one of the big national specialty manufacturers. He has cut off from his goods one of the big Chicago jobbers who persisted in marketing under his own brand name

goods similar to those of the manufacturer, who was relying on him as an ally and distributor. And the jobber has appealed to his fellow jobbers for mutual defense. There is involved in it all those differences which the Specialty Manufacturers' Association desires to correct, and the issues loom large with significance.

In view of all the above. And yet some people smile incredulously when students of the situation write that there is a great evolution in progress in the grocery trade. Men who follow events are forced to regard the coming year as one which will carve out for itself a great place in the history of the grocery trade.

Philadelphia's Sensation.

Nothing has quite so stirred the grocery trade of late as the announcement from Secretary Smedley, of the Philadelphia Retail Grocers' Association—the biggest buying exchange in the country—that it was to quit co-operative buying and join the realm of legitimate wholesale grocers. To the manufacturer it was the signal for drawing a sigh of relief and to awaken hope that the most annoying problem of the times is in line for solution. For the jobber it marks a turning point in a battle he has been waging for several years. For the retail grocer it possibly means that the days are at an end when he must compete with a successful rival, who owns his goods at something like 10 per cent. less than he can buy them for. And for the managers of buying exchanges it strikes a note that sounds strangely like a knell to the days of his favoritism.

None of these impressions may be wholly justified when the matter has been thrashed out to its conclusion, but every one of them is reasonably within the possible effects of the Philadelphia denouement. It is certainly a very significant move. For many months past this big buying exchange has been "under fire." One after another of the big manufacturers has decided not to continue selling it directly at jobbers' prices. Four or five large companies have already withdrawn their sales and as many more have threatened doing so. They had decided that it was not fair to sell the retailers in the association at lower prices than the rest of the retailers. Mr. Smedley denies that his decision rested on any fear of such cutting off. But he virtually admits that the position of his buying exchange was anomalous and irregular when he says that the step was taken in recognition of the fact that it placed some very friendly manufacturers in an embarrass-

ing position, which he could not consistently force upon them longer.

If Mr. Smedley's movement and reasons are absolutely sincere and his "reformation" hearty, he deserves a great deal of credit for bravery and business acumen. People who have differed with him in the past will do well to wink at some of their old scruples and take a hand in helping him succeed in his efforts at consistency.

Philadelphia a Grocers' Problem.

Philadelphia is the most unique grocery field in the country, without doubt. Buying exchanges and chain stores have had a development there unequaled in any other place. If the same development should ensue elsewhere, the small retailer may well tremble and prepare for his finish. The same is true of the jobber. Giving Philadelphia the same ratio of retail grocery stores as most cities of its class, it would have something like 6,000 or 7,000. It did have almost that number once. To-day, however, there are not above 3,500 and one-third of these are combined in nine systems, with a volume of outlet estimated at probably 60 per cent. of the whole. The small retailer has been driven out by the growth of great retail systems that are now even throwing defiance at jobber and manufacturer. Yet the consumer does not get groceries any cheaper in Philadelphia than elsewhere.

Any one who contemplates these great retail systems and compares their buying capacity with that of the average independent Philadelphia wholesaler will readily appreciate how complex a problem has faced every manufacturer doing business in that city. However convinced a manufacturer might be that it was right and logical and "the square deal" to sell only through the wholesaler, his hesitancy to act was justified when he was challenged by consistency to refuse to sell such big organizations and profitable outlets as the Acme Tea Company, Mr. Smedley's exchange, or the William Butler system. It took courage to be consistent. People who have never studied the situation carefully should do so before passing judgment. In the interests of present-day consistency and future trade welfare there is room for serious thought in Philadelphia.

Who Created Buying Exchanges?

Mr. Smedley says, as do others who are familiar with the situation, that the co-operative buying exchange came into being, not as an aggressive agency designed to set up a preferred class, but in self protection against a rapidly growing preferred class represented in the cut-rate chain stores. Mr. Smedley was not chargeable with price cutting, so far as the evidence discloses. He says that

his members were threatened with being driven out of existence unless they did combine and buy together. He still insists that co-operative buying was a success and a saving grace to the small retailer who was a member,

If this be true, who then is to blame for having made possible the great systems, which bought goods at such low rates that they undermined all competition? Logically it would appear it was the manufacturer who was willing to sell them goods, but who now sees that he was in error. Had he recognized the rights of the jobbers to protection in a free and open field, rather than fallen to the temptation of a big retail outlet, the big retailer might not have grown so great. Now he threatens and defies not only the jobber, but in some lines the manufacturer himself. Once elimination starts no one can tell where it will end in this severely practical economy of ours. First displace the little retailer, then the jobber, and the manufacturer is logically the next victim. But thanks to organization, recently culminated in the organization of the manufacturers themselves for the purpose of working out a harmonious and uniform plan, there is some likelihood that the irregular drift may be checked. The move of Mr. Smedley's association is the first bit of fruit from the correctionary tactics of the manufacturer.

What is a Wholesaler?

There is in the example of the Philadelphia exchange, however, another possible development, which is just now worth considering. By the mere act of incorporation and a clerical change in the methods of doing business, Mr. Smedley and his associates propose to metamorphose themselves from retailers into wholesalers. And, so far as analysis can discern, they will accomplish it. It all raises again that unanswerable question—unanswerable to the satisfaction of everybody—of "What is a wholesaler?" Dictionary terms are ambiguous on that point. The ordinary conception, however, is that a wholesaler is one who buys in large quantities, intending to sell again in smaller quantities to the retailer, who will further distribute the goods to the consumer. If that be correct that is precisely what Mr. Smedley's new corporation will be.

But the same would be true of the Acme Tea Co.'s big main depot, save that its distribution would be confined to its own retail stores, instead of selling to any retailer who comes along as a customer. Any big chain system might, by merely separating its main supply depot from its retail outlets, place itself in the column of the wholesalers, especially if it would offer to sell to any retailer who applies to buy. If the transition is thus simple, there arises a possibility that perhaps the Smedley system is the logical way out of the dilemma. Let every big distributing, buying and central station follow his course and the whole situation would become consistent again. There would be nothing but straight wholesalers and legitimate retailers. And the road would be all smooth and sunshiny to the manufacturer who wants to be consistent. Through war would have come peace.

But such a course does not conform to the ideals of the old-line wholesalers, who comprise the great representative body, and who have combined into the

great associations, National, Southern, State and Sectional. According to the constitution of the National Association, any wholesaler is eligible to membership, but, "no syndicate or combination of retailers shall be eligible." The constitution of the Southern Association follows much the same lines, but provides that "no wholesaler is eligible where a greater amount than 20 per cent. of his, or their, capital is owned or controlled by retailers," to be determined by affidavit. And Mr. Smedley's corporation is admittedly made up very largely, if not almost wholly, of retailers, though others may buy the stock if they desire.

Here, then, is the stumbling block to the determination — from the jobber's standpoint, at least—of whether the Smedley method can change a retailer

The St. Louis Exchange.

The St. Louis movement to form a buying exchange and embark on the very course which Philadelphia is now repudiating appears to be nothing but a somewhat belated repetition of the early history of the Philadelphia evolution. One who reads the discussions which have ensued in the meetings of the St. Louis association cannot escape the conclusion that the movement—wise or otherwise—is born of a desire, and necessity, to cope with the chain store system of that city and the influence of the well-aborred catalogue houses. These two have been mercilessly cutting into the very heart of St. Louis retailers, and the decision to start an exchange came from a recognition that the time had come to buy as cheaply as "the big fellows" did.



THE LATE CALEB CHASE.

Senior Member Chase & Sanborn, of Boston and Montreal.

into a wholesaler. It may be that in trying to find a way out of a bad dilemma the influence of the Specialty Manufacturers' Association may be thrown to bring about new classifications, but there would be a merry old wrangle in accomplishing it. However, the present appears to have gone a long way in the direction of simplifying the situation, but in just what direction the next evolutionary movement will tend must await developments. Possibly a pause may be wise until conditions can adjust themselves to the new order of things. It appears to be largely up to the manufacturer.

Now that the Philadelphia association has changed front it may not be too late for St. Louis to pause a minute and study the matter deeper than it has thus far.

HEAD OF CHASE & SANBORN DEAD

Caleb Chase, senior member of the firm of Chase & Sanborn, died at his home in Brookline, Mass., on the morning of Monday, November 23.

He was born in Harwich, Mass., Dec. 11th, 1831, being the son of Job and Phoebe (Winslow) Chase. He was edu-

WOODSTOCK AND ITS GROCERS

A City of Few Stores But of Good Business—Some Old-Established Merchants Who Are Well Up in the Trade—Splendid Christmas Window Display.

cated in the Harwich schools, and was in his father's general store until he reached the age of twenty-four. He then went to Boston, entering the employ of Anderson, Sargent & Co., a leading dry goods house. He was with this firm five years, traveling for them on Cape Cod and in the West, and in 1859 he made a connection with the wholesale grocery house of Chaffin, Saville & Co.

In 1864, he began business for himself, forming the firm of Carr, Chase & Raymond, which, in 1871, became Chase, Raymond & Ayer, and in 1878 was merged into the present firm of Chase & Sanborn. Owing to ill health, the active management of the business of late years has been assumed by his partners.

Mr. Chase will be long remembered for his benefactions. There was a personal element in his public and charitable gifts; something of the giver himself seemed to enter into each. He kept an active interest in his native town as long as he lived, and Harwich owes much to his public spirit. At his personal expense, he improved Harwich harbor, including the building of the sea wall. He contributed largely to the betterment of the roads of the town, gave to West Harwich its library building and another building for the town hall. He gave liberally to his own Baptist church in Harwich, and to the other churches in the town, irrespective of denomination. To the Brookline schools he gave a fund for the purpose of placing in the school rooms copies of some of the world's best sculpture. More recently he gave to the Boston Salvation Army \$15,000 for its People's Place, the main hall of which is named in his honor, "Caleb Chase Hall."

Mr. Chase's private charity was endless. It was said of him that he could never resist the appeal of misery or distress. It is quite certain that there are literally thousands who will remember his generosity and personal sympathy in times of adversity.

Mr. Chase belonged to the Algonquin Club, and was an enthusiastic member of the Ancient and Honorable Artillery. He was one of the 173 members who went to England in 1896, and when the London Ancients came to Boston in 1903, he was an important factor in making the visit of the Englishmen a memorable one.

He was married in 1864 to Miss Salome Boyle, of Thurston, Maine, who survives him.

TRADE NOTES.

E. A. Jackson, who has been in the grocery business in Port Whitby, Ont., for many years, has recently sold to O. M. Walters of Guelph, who purposes establishing a soda water and bottling works at Port Whitby.

J. B. Hallworth, president and managing director of White Swan Spices & Cereals, Toronto, is at present making an extended trip through Western Canada. He reports having already made some strong connections. Before returning Mr. Hallworth will visit Chicago and other American cities to arrange for machinery necessary to operate a new and large department of the business.

The grocers of Woodstock have a city of which they may well feel proud, as indeed they and all the citizens of that place do. Situated in the midst of an exceptionally fine agricultural section—Oxford claims to be the banner farming county of the Dominion—Woodstock is also a manufacturing town of no mean importance.

Historically, the city dates back to the days of Governor Simcoe, who laid out the townsite, and for many years the place was known as the "Town Plot." A permanent settlement was made about the year 1830, and two years later there were 12 houses. In 1850 Woodstock was erected into a town and in 1901 was incorporated a city. The population to-day numbers about 10,000.

The city is well laid out and the streets are wide and spacious. Woodstock possesses some splendid public buildings and is embellished with squares and parks. There is really but one business thoroughfare, Dundas Street, which runs through the centre of the city, but there are a number of beautiful residential streets which compare well with those in larger cities.

Felt the Strained Conditions.

There is no concealing the fact that Woodstock's manufacturing concerns have been running rather light this year, that is speaking generally and in the broad sense of the term, for some few industries report satisfactory business, and this is reflected somewhat in the unchanged and unimproved condition of business and collections. As with other classes of merchants, the grocers have felt the pinch, but being men who have been in business for some time and having been tried before, they are coming through in splendid shape. There is of course a reverse side to the picture, and that is the fact that the farmers of Oxford County have had a splendid season and to-day have on deposit in the various banks some \$30,000,000. That does not sound like financial depression, does it?

The grocery stores are not nearly so numerous in Woodstock as in other cities of its size, and thus the few which are there are of an important size and are able to carry large stocks. This has counted in the favor of the grocery trade in that city. Still when all is said and done the volume of business this year will not loom so large as did that of a year ago.

Some Bright O'd Trade Members.

In conversation with old grocers like James Scott and A. M. Smith one is convinced that the younger men in the business do not know it all, nor have they all the good things on their side. Mr. Scott is a Scot by birth as well as by name and was connected with the grocery business in the Old Land. He has been 25 years in the business in Woodstock, the past ten of which he has been located in his present stand. Mr. Smith was for many years located in the east end, but recently removed his business nearer the centre of the

city. Both of these grocers' stores will compare well with any of the other stores there. There may be more elaborately fitted-up premises, but there are no more neatly arranged stores, and they carry bright stocks and their stands are equipped with the latest in store appliances.

Forbes & Co., Geo. Parker and his brother William, E. W. Sage and A. E. Sage are splendid representatives of the grocery trade in the west and east ends, and F. C. Tate, near the market, has a fine establishment.

The manufacturing trade is represented by Bean & Westlake, confectionery and biscuit makers, who though perhaps not putting out such great quantities of goods as a year ago, are very near the mark set, and show profits even in advance of last year's business.

Some of the Larger Stores.

Nearer the centre of the city are the larger grocery stores—the E. J. Coles Co., who conduct a business on the lines of a department store, but who at the same time push groceries; Fred. Millman, who does somewhat of a jobbing business; and Poole & Co., the largest grocery in Woodstock. Mr. Poole is a very well informed man and is much interested in what is going on in the country roundabout, especially in matters pertaining to the agricultural output and to the crop situation. His store is well fitted up, and down the side opposite the counter are a couple of silent salesmen and show cases containing confectionery and the daintier lines of groceries. For window display the palm must go to the Coles Co. That concern exhibited in one of its windows a lot of candied peel for the Christmas season, the arrangement of which was very neat, though not at all elaborate. J. Kelly, Fury and Thompson, and J. Lewis also have commendable grocery establishments. Altogether Woodstock should be a good grocery centre when the times improve, and at present they appear to be shaping that way, for the grocery stores are few and the population is large and well-to-do.

TIME TO RENEW.

Slips are being sent members of the Dominion Commercial Travelers' Association for the renewal of their membership for 1909. Now is the time to look after this before it is too late, and it is hoped by the management that the members will give the matter prompt attention.

John McKergon, of A. A. Ayer & Co. has been urged by his friends to accept nomination for the mayoralty contest in Westmount, in the approaching municipal elections.

The Lind Brokerage Co., 23 Scott St., Toronto, have been appointed local agents for the Allredie Pure Food Co., of Bridgewater, N.S.

Complain of Delay in Freight Shipments

Several Toronto Houses Experience Inconvenience From Slow Delivery of Goods Coming via Montreal—Others' Shipments Came Through Satisfactorily—Railway Men Lay Blame on System of Unloading Steamers.

Some of the Toronto wholesale grocery houses have been put to considerable inconvenience during the last week or so, and in some cases this has resulted indirectly in absolute loss, through unreasonable delay in receiving freight shipped via Montreal. The story is to some extent an old one, as the same difficulty has been experienced to a greater or lesser extent every year when the large direct shipments come in, but this year, with the better facilities for handling goods at the docks at Montreal, it was hoped that this difficulty would be obviated.

Delay in Jacona's Goods.

While the delay has been noticeable for some weeks, it seems to have become particularly evident in the case of the goods coming by the Jacona, in which almost every Toronto house had at least some goods. It is a peculiar fact in connection with the matter that some houses report no delay whatever and are pleased with the excellence of the delivery.

As an instance of how the matter has been working out, it is noted that the Jacona, with a cargo of dried fruits, nuts, etc., direct from foreign ports, docked at Montreal on Nov. 5th. While some deliveries of goods from her cargo appear to have been made before, large lots of these goods only came in on Saturday, the 21st inst.; some on Monday, and some had not arrived up to the time of writing.

As an evidence of just how widespread the delay was The Grocer interviewed this week practically all the local wholesale houses. Their experiences in the matter are rather varied, as is shown herewith:

What the Trade Says.

Perkins, Ince & Co.—“Yes, we have noticed some delay this fall, particularly in regard to the goods from the Jacona. Some of our stuff in her cargo is not in yet, though some came on some days ago. It seems to be about the same thing as we experience every year.”

T. Kinnear & Co.—“We have noticed the same delay this year as usual, though it's getting to be an old story. Some of our goods from the Jacona have come along, though other lots are not in yet.”

Groceries Limited—“Yes, this matter has caused us a good deal of inconvenience. A couple of carload lots of currants from the Jacona, which docked on the 5th, only came in on Saturday. Sixteen days seems rather too long for the delivery of such goods.”

J. F. Eby, of Eby, Blain, said: “We have had considerable trouble in other years, but have no complaint to make this year. Our goods, particularly the dried fruits, have come through in two or three days, and we have no complaints this year.”

Fred Armstrong, of Warren Bros., spoke somewhat similarly: “We have

had no trouble this year, and are pretty well satisfied with the delivery. Our lot of 1,000 boxes of raisins we had on the direct boat came through fine.”

John Sloan & Co.—“We have had no trouble in goods coming via Montreal this year. There were a couple of car lots of currants for us which came through without any noticeable delay. We have had some trouble, though, with goods coming via New York.”

Fred Humphrey—“We have noticed some delay in the delivery of goods from Montreal this year, but perhaps have not had so much trouble as a year ago. We have noticed more delay this year in shipment of goods by water.”

Walter Lumbers, of Jas. Lumbers Co.—“Well, we hadn't a great deal of goods coming from Montreal. There were some figs and currants, though, on the direct boat, which we haven't seen anything of yet. It hasn't bothered us much, though.”

John Medland, of Medland Bros.—“We have noticed considerable delay this year, both on goods via Montreal and New York. We had two lots coming from Smyrna for instance, the first of which left Sept. 24th, and the second on Oct. 26th. Both came in Tuesday and strangely enough, the second lot came in first. This will give you an idea of how things work out.”

A. H. Pafford, of Davidson & Hay, said:—“We have had no more delay than usual in our shipments this year and things have come along pretty well. We had some goods in the Jacona but they came along quite as soon as we could expect. The facilities at Montreal for handling this class of goods, however, do not seem to be what they ought to be.”

What the Railroad Men Say.

With a view to getting at the cause of the delay complained of the heads of the departments of the C.P.R. and G.T.R. which would be involved were also seen.

Mr. Todd, assistant export and import freight agent for the C.P.R., questioned regarding the delay complained of, stated that there was such a rush and hurry to get away when the last boat from the Mediterranean arrived it was not surprising if there was some delay. The cargo, being picked up at many ports, was not placed in the different holds according to the ports bound for, but was rather promiscuously handled. Insurance rates were heavy at the end of the season and the owners were anxious to get the cargo off and the export products aboard. No complaint was heard as to delay with respect to the Mediterranean steamer that arrived in October but generally with the final boat there was some detention on the part of the steamship company. The responsibility rested with them and not the railway.

Mr. Nelson, of the district freight office of the Grand Trunk, through which department all import business is

handled, stated that the company had received no complaints from consignees about not receiving goods in time from the Jacona. He added that delay might be caused by the different routing of the freight, some being forwarded by one line of railway, some by another, while other goods were transported by water. Of course, if a bill of lading was dated Montreal, November 5th and the goods did not reach Toronto until the 20th or 22nd, that was far too long. Imports placed on board the G.T.R. cars in Montreal were invariably in Toronto within a day and a half. If there was any detention in receiving or handling goods from the Mediterranean steamer it was not the fault or oversight of the G.T.R. Where the blame lay could not be definitely stated without full inquiry. Mr. Nelson thought that complaints as to delayed freight were rather the exception than the rule and intimated that portions of consignments were now and then bound to be overlooked if there was a great rush and crush as there would be on the occasion of the last boat.

The delay, considered from what can be learned locally, seems to be due either to undue haste in unloading the cargoes from the late boats or to inadequate facilities for handling the goods at the dock. It is understood that steps are being taken locally to attempt to remedy the matter.

GETTING AFTER HOTELS.

A circular is being sent out by the Dominion Commercial Travelers' Association to its members asking them to report in writing to the board of management any suggestions whereby the hotels of the country can be improved in the way of rooms, board, sanitary arrangements, sample rooms or excessive charges. This is a fine idea. There are numerous hotels in Canada that are first-class in every way. The traveler appreciates these—and patronizes them. But there are many hostleries that do not at all satisfy—far from it, and frequently, there being but one hotel in the place, the knight of the grip is forced to put up with serious inconveniences and discomforts. The executive of the association plan to co-operate with the hotelmen.

The Touring Club, of France, if the writer mistakes not, approached the owners of hotels in that country giving unsatisfactory accommodation, or against whom travelers made complaint, and, getting together, between the hotel proprietors and the club, difficulties were smoothed over. Considering the fact that the commercial traveler is the most steadfast patron of the hotel, his comfort and convenience should be ensured at all times. The commercial man is quick to appreciate such efforts as are made in this direction, and no better advertisement for a good hotel could be paid for than the free publicity given good hotels by the pleased “drummers.”

14 TONS HONEY—ONE YEAR'S SALES

Excellent Profits Realized Through Educating the Customers and Teaching the Food Value of the Product—Attention Should be Given to Stimulating the Demand.

By a Retired Retail Grocer.

There is perhaps no article of food so little understood by the consuming public as honey. The beekeepers hold their annual conventions to discuss and arrive at the best methods of bee culture, and how to produce more and the best quality of honey, but they always seem to be overlooking a very important part of the work which requires special attention, that is, to develop the industry to the standard it ought to occupy in this country and to increase consumption, something which might very readily be done.

Bee culture is considered of such importance that the Government makes a yearly grant to the association, and in other respects assists the beekeepers in the development of this industry. It is only just, therefore, for the people to expect that good work will be done in the interests of the general public. It does not matter how excellent an article is produced. Unless a demand is created for such an article the main object of its production is lost. All kinds of goods are produced to be used, and unless the people understand their value they will not use them. This is particularly so with honey. The way honey is done up and offered for sale in our stores is in itself misleading, and instead of being looked upon as a common, everyday, useful and wholesome article of food, it is regarded as an article to be bought in a five or ten-cent bottle as a medicine for colds.

Food Value of Honey.

Comparatively few people know the food value of honey and know how to eat it. It may seem almost ridiculous to undertake to tell people how to eat but I speak from experience when I say that very few know how to eat honey. Even the wisest man, Solomon of old, told his people to eat honey, but only a little at a time.

One pound of honey contains as much nutriment as five pounds of beef, and some people if they don't know any better, especially children, will eat at one time as much honey as would be equal to about two pounds of beef, and as a natural consequence bad effects will follow and the honey gets the blame.

Sold 14 Tons in a Year.

The writer has had a unique experience in selling honey and knows whereof he speaks. For several years he kept a store in Toronto, where he sold nothing but butter, eggs, cheese and honey, and devoted his whole time and energy to the sale of these four articles. When I first started to sell honey customers would invariably say "Oh, yes, I know honey is good for a cold" and would never think of buying more than five or

ten cents worth at a time, and our sales were about 200 pounds the first year. By constantly talking the value of honey as a food, its wholesomeness and its cheapness compared with preserves and other foods, and never forgetting to tell them to eat only a little at a time, our sales increased to 14 tons in one year.

Here is a lesson for beekeepers as well as the Government and the people in general. There is a wealth of millions in honey in the flowers and blossoms right before our eyes, which with proper management and wise expenditure of the money granted by the Government, could be harvested and become as common on our tables as butter. Instead of the poor people buying poor butter for their children, through the education I gave them they began buying five and ten-pound pails of honey and their children were growing fat on bread and honey.

Instead of beekeepers discussing how to get the highest price for their honey I would say spend the Government grant in advertising the value of honey as a food, and thereby increase the demand.

BRANTFORD CORRESPONDENCE.

Nov. 24.—One of the best and most enthusiastic meetings of the Brantford Grocers' and Butchers' Association was held in their hall on Tuesday evening. At the last meeting it was decided to change the programme for the next meeting and have the clerks meet with the employers. That the clerks appreciate this invitation was shown by the large number who were present, they also helped to contribute no small part of the programme. After the business of the association was transacted the following programme was given: President's Address, Arthur Coulbeck; Instrumental, R. Davies; Recitation, Harry Gowman; Debate, "Resolved, That lady clerks are preferable to men clerks." The speakers who took part—in the affirmative were employers—H. Foulds, Phil. Truss, Fred Corey; those who took the negative were clerks—J. Laing, D. D. Butler and S. Pilling. After due deliberation of the many points, many of which will prove profitable to all, the judges, F. C. Harp, W. Hastings and E. Wall, gave the decision in favor of the negative.

N. Hastings, who a short time ago came to this city from Galt and is at present with the J. Forde Co., of this city, gave a most interesting address on the Display of Fruits, a timely topic for this season of the year, also a number of good suggestions were given in regard to putting up fruits, nuts, fancy raisins and candies in fancy baskets and boxes for the Christmas trade, something which sells readily and, at a bet-

ter profit than is usually made in the regular way. Further programme consisted of Instrumental, Harry Briscoe; Comic Song, H. Gowman; Reading, H. Briscoe. The grocers showed that they were interested in the clerks' advancement by donating the sum of \$25 and appointed a committee to purchase books for a library. They also made a donation of \$25 to the Children's Shelter. Refreshments were served at the close of the programme.

Bert Burns met with a painful accident last week, a knife slipped cutting the cords of the thumb, making it necessary to go through the painful operation of having the cords spliced.

Ed. Church who recently disposed of his grocery business, has started in the commission business, having secured the agency for this city for a number of firms.

R. Cusden has taken charge of the Brantford Co-Operative Association's grocery store.

From time to time we have seen in The Grocer discussions in regard to a grocer's flower department and how several city stores have recently gone more or less extensively into the supplying of floral decorations, plants, etc. C. W. Grantham is the first grocer in this city to try the experiment and he states that trade in that line is rapidly increasing and he is greatly pleased at the results thus far. Mr. Grantham also imports and sells a number of canary birds, called German rollers, and has them at prices ranging as high as \$25 per pair.

Ald. Jas. Burns, the Dalhousie St. grocer, will again be candidate for Ward 3 at the coming municipal elections.

FROM EDITOR TO SALES MANAGER

W. S. B. Armstrong, who until about a year ago occupied the chief editorial chair on The Canadian Grocer and who has since been devoting his attention to the Pioneer, the organ of the Dominion Alliance, has taken the position of sales manager for the Ontario branch of Red Rose Tea and will commence his new work on Dec. 1st. Mr. Armstrong is known in Toronto as a thorough newspaper man and his genial disposition secured him many friends in the trade during the time of his connection with The Grocer, and will no doubt be of material assistance in the new position. Whatever he knows about tea he picked up during his connection with The Grocer and during his calls on the trade. Probably the impression he made then paved the way for the present appointment. Anyway he should do well in directing the work of the excellent lot of boys selling Red Rose in Ontario. The Grocer wishes him every success.

F. F. Pearson, Carman, Man., has sold out to T. B. Kingsford, who has already taken possession. Mr. Kingsford will handle only crockery and groceries, and is now disposing of the dry goods stock.

Markets and Market Notes

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

QUEBEC MARKETS

Montreal, Nov. 26, 1908.

POINTERS—

Dried Fruits—Firmer.
Provisions—Easier.
Butter—Still firm.
Fish—Easier.
Eggs—Firm; good demand.

The chief event of the week in business circles, has been the closing of the port to ocean steamers. The usual activity which this event imparts to business in general was felt this season. While this condition is not remarkable for its size, it is a welcome influence, however small. A steady improvement in the tone of trade which set in some time ago, continues, and presents every prospect of proceeding along slow, perhaps, but healthy lines. Fish is arriving freely, which has led to small declines in some lines, and a general feeling of easiness. The poultry trade is fairly quiet after Thanksgiving, but will soon brighten up for the approaching holiday season.

Good clover honey is selling well and receipts are not heavy. Other lines are going freely and are in ample supply. Free offering characterizes the bean market. Provisions, although short in some lines, are easier this week. No changes of any moment have taken place in the other markets during the week.

SUGAR—Powdered sugar is receiving special attention just at this moment, owing to the Christmas activity of the confectionery and bakery trade. Other lines are quiet. The sugar market is decidedly apathetic and the presence of many and diverse conditions render any speculation with regard to the future of little value.

Granulated, bbls	04 50
" " 1-bbls	04 65
" " bags	04 45
Parte lump, boxes, 100 lbs	03 30
" " 50 lbs	04 40
" " 25 lbs	05 00
Extra ground, bbls	04 85
" " 50-lb. boxes	05 05
" " 25-lb. boxes	05 25
Powdered, bbls	04 65
" " 50-lb. boxes	04 85
Phoenix	04 25
White coffee	04 30
No. 2 yellow	04 10
No. 1 " bbls	04 10
No. 1 " bags	04 05

SYRUPS AND MOLASSES—Molasses continues to meet with a fair sale only, while syrups are not as active this week. There have been no changes in quotations, which remain firm, notwithstanding the general quietness of the market.

Barbadoes, in puncheons	0 37	0 39
" " in barrels	0 39	0 41
" " in half-barrels	0 40	0 42
" " fancy	0 38	0 40
" " extra fancy	0 38	0 42
New Orleans	0 32	0 35
Amigua	0 30	0 40
Parte Rice	0 08	0 30
Corn syrups, bbls	0 08	0 08
" " 1-bbls	0 08	0 08
" " 1-bbls	0 08	0 08
" " 25 lb palls	1 75	
" " 25 lb palls	1 25	

Cases, 2 lb tins, 2 doz per case	2 40
" " 6-lb. " 1 doz. "	2 75
" " 10-lb. " 1 doz. "	2 45
" " 20-lb. " 1 doz. "	2 60

MAPLE PRODUCTS—Compound maple syrup received a little attention during the week, otherwise the market is featureless.

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

TEA—A better tone in the market is observable this week in all lines. The improvement, although slight, indicates returning confidence. Pekoes have shown more signs of life than other teas, although Pingsueys have also distinguished themselves somewhat. There has been a fair demand for all lines of Japans.

Choicest	0 38	0 45
Choice	0 38	0 37
Japans—Fine	0 32	0 30
Medium	0 31	0 23
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 30	0 38
Pekoes	0 19	0 30
Pekoe Souchongs	0 19	0 30
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 30
Gunpowders	0 17	0 35
China greens—Pingsuy gunpowder, low grade	0 13	0 14
" " tea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Steadiness of demand remains the characteristic feature of coffee. Dealers report a good, steady demand, and quotations are unaltered.

Mocha	0 18	0 25
Rio No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—Stocks of new Persian dates are cleaned up and the arrival of the steamer Afghanistan in New York is daily expected. This boat will bring a fresh supply. Locally, trade is fairly good, especially in currants and figs. Prices show a strengthening tendency in some lines.

Figs—		
Bag figs	0 03	0 05
Tapnets	0 03	0 05
Elemes	0 09	0 15
Dates—		
Hallowees, per lb	0 06	0 06
Sairs, per lb	0 06	0 05
Malaga Raisins—		
London layers	0 25	0 25
" Connoisseur Clusters	0 75	0 75
" " 1-box	0 75	0 75
" Royal Buckingham Clusters, 1-boxes	1 20	1 20
" " boxes	4 75	4 75
" Excelsior Windsor Clusters	5 75	5 75
" " 1/2 boxes	1 60	1 60
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 10
Loose muscats 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb	0 18	0 30
Peaches, "	0 12	0 18
Pears, "	0 13	0 15
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 08	0 09
" " " 50-60s	0 08	0 09
" " " 60-70s	0 08	0 09
" " " 80-100s	0 07	0 07
Currants, fine filistras	0 06	0 07
" " Patras	0 08	0 04
" " Vostizias	0 09	0 09

RICE AND TAPIOCA—Activity incidental upon the rush, which stimulates business slightly at the close of navigation, brightened up this otherwise dull market. No changes in prices have been recorded during the week.

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

SPICES—The holiday trade has infused a little life into this market.

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

BEANS—Offerings are large, and \$1.65 is being paid in ear lots. An easy tendency characterizes the market.

Ontario, pickert	1 65	1 70
Bangoon Indians	1 70	

EVAPORATED APPLES—New stock is being bought in fairly large quantities, but in this line, as in many others of the grocery trade, considerable caution is being displayed.

Evaporated apples, new	0 07	0 07
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CANNED GOODS

MONTREAL—Canned fruits, vegetables and fish are meeting with a good sale. Sardines are in particularly good demand. Canned meats are, if anything, a little neglected in comparison with other lines.

TORONTO—The sale of fruits and vegetables continues to be surprisingly good. Canned fish are also in fairly good demand, owing to the continuance of the mild weather. There is some indication of tomatoes being offered at very close prices, but this is said to be by some of the smaller packers.

FRUITS.

	Per doz.	Per doz Group 1.	Per doz Group 2.
3's apples, standard	\$1.00	\$ 95	
3's apples, preserved	1.45	1.40	
Gals. apples, standard	2.55	2.50	
Gals. apples, preserved	4.00	3.95	
Blueberries (Huckleberries)—			
2's standard	1.20	1.15	
2's preserved	1.70	1.65	
Gals. standard	5.05	5.00	
Cherries—			
2's, red, pitted	1.95	1.90	
2's, red, not pitted	1.55	1.50	
Gals. red, pitted	8.00		
Gals. red, not pitted	6.50		
2's black, pitted	1.95	1.90	
2's, black, not pitted	1.55	1.50	
2's white, pitted	2.05	2.00	
2's white, not pitted	1.65	1.60	
Currants—			
2's red, heavy syrup	1.95	1.90	
2's red, preserved	2.20	2.15	
Gals. red standard	5.00		
Gals. red, solid pack	7.00		

SPICES—The Christmas trade is causing perhaps a little extra stimulus in these goods. Prices generally are unchanged.

Peppers, blk pure.....	0 16	0 30
" white pure.....	0 25	0 30
" whole, black.....	0 18	0 18
" whole, white.....	0 28	0 28
Ginger.....	0 18	0 25
Cinnamon.....	0 25	0 40
Nutmeg.....	0 45	0 50
Cloves, whole.....	0 25	0 35
Cream of tartar.....	0 22	0 25
Allspice.....	0 17	0 19
whole.....	0 17	0 20
Mace ground.....	0 20	0 20
Mixed pickling spices, whole.....	15	0 30
Cassia, whole.....	0 30	0 25

BEANS—Stocks held locally are rather light with not much interest displayed.

Handpicked, per bush.....	2 00	2 10
Primes, per bush.....	1 85	2 00
Lima, per lb.....	0 07	0 07

EVAPORATED APPLES—The market is steady though a few more of these goods are being sold.

Evaporated apples.....	0 07	0 07
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HIDES AND WOOL—There is a better demand for hides and the feeling among dealers is rather better.

No. 1 inspected steers, 60 lbs. up.....	0 09	0 09
No. 2 " ".....	0 08	0 08
No. 1 " cows.....	0 08	0 08
No. 2 " ".....	0 07	0 07
Country hides.....	0 08	0 08
City Calf skins.....	0 12	0 12
Country Calf skins.....	0 10	0 12
Lambskins.....	0 55	0 60
Horse hides, No. 1.....	2 75	2 75
Rendered tallow, per lb.....	0 05	0 06
Horse hair, per lb.....	0 28	0 29

"DADDY" MAY JOINS THE BENEFACTORS.

W. W. May, one of the traveling staff of R. S. McIndoe, Toronto, who sells Bovril in Toronto and western Ontario, was happily married on Thursday, Nov. 19, to Miss Ida Zilliax, of College St. The ceremony was performed at the Church of St. Mary Magdalene, Manning Avenue. "Daddy," as Mr. May is familiarly called by his friends in Toronto, is very familiarly known to the trade in the city. He is also a familiar figure in athletic circles. He has been a member of the grocery brokers' hockey team since its organization, and last year was outside wing for the champion Tammany Tiger Rugby team.

After the ceremony the young couple left for a ten days' trip to New York and the eastern States. On their return they will reside at 194 Delaware Avenue, Toronto.

A VISIT TO CALEDONIA SPRINGS.

The winter opening of the hotel at Caledonia Springs, near Ottawa, was fittingly celebrated last Saturday and Sunday, when the new manager, Charlie Cole, and Geo. Ham, of the C.P.R., very pleasantly entertained a party of about twenty newspaper men from Montreal and Ottawa at the Springs.

On Sunday Mr. Cole took the party on a tour of inspection, which lasted two or three hours. This included a visit to the bottling plant, the dairy, the splendid stock stables, where fine bred cattle worth \$300 each were to be seen; also the hen farm, where various kinds of poultry, including pigeons and ducks, were in stock, cultivating for the menu of the hotel tables. The greatest interest was taken in the bottling plant, which was built at a cost of \$85,000. Mr. Cole explained, as a man who had been formerly employed at the Poland Springs water works, in United States,

that a bottling plant could be built for \$3,000, but not like this one, simply because the protection from bacteria had to enter into the work so strongly that to get the best machines and the proper glass and silver vessels and all the accessories of hygiene, money had to be spent.

Sunday afternoon Mr. Cole showed again his many-sided nature, when he drove the party himself in a four-in-hand to Vankleek Hill. The party took the evening trains each to their homes with memories of a land "where nobody goes home," which are as unfading as the sky. The hotel used to be closed in the winter. Now that has been all changed. Skating rinks and toboggan slides will be the charm potent in other places and why not here? They have the food, the comfort, the springs and all that is necessary is to make it known to get a large number of visitors there all the time this winter and every winter. The baths from this spring water are in conjunction with the hotel, and their benefits are known all over Canada. The water has recently passed the test of the pure food laws of United States, and this was a delight to Mr. Cole. Canadians may get the water on any part of the continent and in the Old World. A booklet of great interest and value will be sent to any enquirer. The grocers of the land will find information of interest to them by writing for this booklet. The water can be shipped in any climate.

HAMILTON CORRESPONDENCE.

November 24.—The grocery trade here all seem pleased at the way business has picked up lately and this applies specially to those in the factory district where all the grocers are hustling for more help.

Two of our veteran grocers, who are also great sportsmen, have just returned from Muskoka, where they went loaded for bear, and sure enough they brought bruin home with them. Adam Ballentine and Geo. Caine are the successful nimrods, their party having bagged all kinds of game—one bear, several deer, minx, and other animals. They claim this the best season ever.

H. N. Kittson, of W. H. Gillard & Co., wholesale grocers, met with a distressing accident recently while driving his speedy horse. The animal bolted, drawing Mr. Kittson over the dashboard and on to the pavement. Fortunately his worst injury is a broken nose, which, while very painful, is not necessarily serious. His friends are offering him congratulations on his narrow escape from serious injury.

The Grocers' Association are still hammering away at the pedler question and while all agree that nothing permanent can be done until the Ontario Legislature amends the act so it will be entirely plain to a police magistrate or justice of the peace what their jurisdiction in the case may be. In the meantime discussion does no harm and the grocers are pledging the aldermanic candidates to exert themselves in favor of a by-law that will protect the taxpayer in the matter.

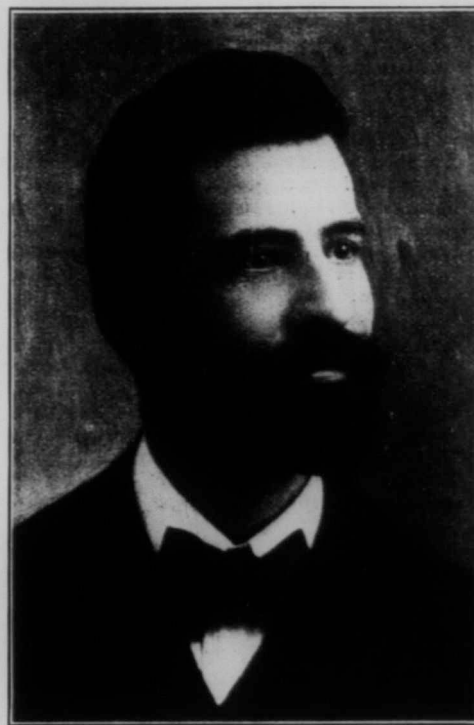
H. C. Beckett, ex-president of the Dominion Grocers' Guild, has kindly consented to address the Grocers' Association at an early date. This will be a great treat for the Hamilton grocers and one which they thoroughly appreciate.

A PROMINENT MANUFACTURER.

One of Montreal's younger and more energetic business men, and one of the city's best politicians, is president of the recently reorganized Caledonian Biscuit & Confectionery Company, in the person of Ald. J. G. Duquette.

Only thirty-nine years of age, Mr. Duquette has still the best part of his life before him, yet he need not utilize the next twenty years in strenuous endeavors to establish a reputation for business worth and "get there" qualities for he has already proved his capabilities.

He claims Lachine as a birth-place, and there his first rudiments of learning were attained. He finished off his education in Montreal, and secured employment with the old Montreal Roofing Company. Ten years of faithful service with this concern taught him the



ALD. J. G. DUQUETTE.

roofing business, and at the age of 28, in partnership with a fellow-worker, he put out his own shingle (not a pun) "Bisonette & Duquette, general roofers."

He has been quite successful in this business, and he is likely to be equally so in his new undertaking. He has associated with him Ald. N. Seguina, retail grocer of experience, besides L. A. Taillon, as manager of the biscuit company.

His active political career covers a period of four years. He was nominated for alderman to represent St. Denis ward in the city council in 1904, and went in by a good majority. He was returned by acclamation in 1906, and in 1908 defeated his opponent, so that he will hold office for the next two years.

He is a valued member of the Chambre de Commerce and is prominent in all the local French-Canadian societies.

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.....	0 03	0 04
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.....	0 09	0 09

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Per lb.	0 03	0 03
.....	3 05	3 05
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.....	0 05	0 05
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.....	0 05	0 06
.....	0 06	0 06
.....	0 06	0 06

THE SITUATION IN THE WEST

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Nov. 24.—Foster's predicted storm of the 16th did not come this way and the West has been basking in almost summer heat. The light snowfall is a thing of the past, and blue skies and bright sunshine have very effectively put the thought of coal and furs out of the minds of should-be purchasers. This is affecting the coal, clothing and fur trades materially, but on the other hand it has given a very great impetus to building and this week the foundation for one of the largest apartment blocks yet erected was begun and it is fully expected to have the foundation completed this fall, and everything in readiness for the steel superstructure next spring. The block will cost between \$150,000 and \$175,000, and is the fourth apartment block of approximately the same cost to be erected this year. The site chosen is one of the few vacant corners in Winnipeg's most fashionable suburb, Fort Rouge, and is a further indication, if any were needed, of the steady way in which capital is seeking investment in Winnipeg.

A great many large buildings have reached the stage of inside finishing and there will be a greater amount of all-winter work for carpenters, plasterers and painters than was the case last year, and there will be a corresponding increase in the trade in wood finishings, small hardware and paints.

Another thing that looks well for the employment of labor this winter, is the provision being made by lumber contractors for supplies for winter camps and the fact that already gangs are being made up for the woods. During the past week a number of men have been employed and sent out to the woods, and though the men who are doing the hiring are probably rather more particular as to what class of men they take than was the case two years ago, still there has been a fair demand for good, able-bodied men for the woods.

There has been some complaint that employment agents show a preference for Galicians over English-speaking men who apply, and a further inquiry seems to indicate that there is something in the complaint.

Employment agents would not admit it, of course, but it is just possible that it is easier and cheaper to feed the foreigner than it is the native-born, and if so, a camp composed of these men would be a cheaper camp to run than where the nationalities were mixed. I would not like to be taken as saying definitely that there is a discrimination against English-speaking men in favor of these husky foreigners, but there are certainly signs pointing that way. Possibly working on the theory that heavy snow usually follows a winter of exceptionally light snowfall, such as we had last year, contractors seem to be laying plans for a big winter in the bush. The camps especially will be busy this winter as the demand is very good.

Exceptionally keen interest is being taken in the civic contest here, which will be determined on December the 8th. Controller Evans, who in conjunction with Mayor Ashdown, has worked so strenuously, and with such conspicuous success to improve the condition of the city finances, is a candidate for mayor,

and he has for opposition Alderman Manning, who has systematically opposed the efforts of these men in the direction of improved finances. He is also the father of a scheme for the city to buy out the present street railway company and their power plant. The third candidate is C. H. Forrester, a man with absolutely no civic experience. W. Sanford Evans, who is not unknown in eastern Canada, is a man of good business ability and also of culture and refinement and an able speaker. It is felt by all who know him that a better choice could not be made for mayor, more particularly in view of the fact that the British Association will be guests of the city next summer. In Mr. Evans the city will have at once a man who may be trusted to do the wise and the right thing in regard to finances, and at the same time will represent the city with infinite credit, not only with those who may visit the city, but wherever he may go abroad as the city's chief magistrate.

The grain movement continues to be one of the striking points of the West. Not the most sanguine advocates of the double-tracking from Winnipeg to Fort William anticipated that it would make such a difference in the amount of wheat moved. It is not yet complete, but over 240 miles of it have been in commission since October 10, and the increase in car movement has been quite surprising. Up to November 18th, 39,322 cars of grain of all kinds had passed Winnipeg out of the present crop, and of this 34,816,950 bushels were wheat. The details of this movement are rather interesting.

Reports made on the 18th indicate that there had been inspected in Winnipeg from this year's crop in the yards of the Canadian Pacific 22,858 cars of grain. This was distributed as follows: Wheat, 20,156; oats, 1,524; barley, 723; flax, 455; total, 22,858. At Calgary there have been inspected to date 1,048 cars, as follows: Wheat, 604; oats, 401; barley, 41; flax, 2; total, 1,048. In the yards of the Canadian Northern in Winnipeg there have been inspected to date 11,574 cars of grain, as follows: Wheat, 9,843; oats, 963; barley, 728; flax, 40; total, 11,574. For the Grand Trunk Pacific there have been inspected in Winnipeg 761 cars, as follows: Wheat, 664; oats, 71; barley, 20; flax, 6; total, 761. At Duluth there have been inspected of Canadian grain of this year's crop 2,080 cars, as follows: Wheat, 1,902; oats, 42; barley, 107; flax, 29; total, 2,080 cars.

From this it will be seen that the C. P.R. carried 23,896 of the total of 39,322 cars. Another interesting feature is the amount coming in off the G.T.P. and the amount going to Duluth via the Great Northern. The movement past Winnipeg has averaged half a million a day for the past week.

The market has been a very steady one and for the latter part of the week an active one, with an increased shipment to Buffalo. One of the features of the week has been the runaway market in flax. The price went up by leaps and bounds, May flax selling at \$1.29, and November at \$1.25, and these prices were cheap compared to Duluth, where

November flax sold as high as \$1.45. There is no doubt that the damage to Argentine flax by frost set the ball rolling, but there has been some manipulation as well. The crop of the Canadian West is not a heavy one this year, but the quality is unusually good. The big oil companies have been heavy buyers this past week.

The outward shipment of grain from the head of the lakes has been so large and stocks have been kept so well down in proportion to the amount going in that it is not likely that there will be the usual wild scramble to get boats out at the last moment, as has prevailed in former years. The absence of ore hauling at Duluth has set free a very large number of boats for the wheat trade, which are not usually available. This has another advantage to the wheat shipper, the keen competition has prevented the usual advance in grain rates as the close of open water is approached.

The movement of cattle has been almost as remarkable as that of the wheat, over 23,700 head passing the Winnipeg yards in three weeks, and 9,079 in one week. The fine weather has kept the pasturage good on the ranges and anything fit for export has been very good indeed. There has, however, been an undue shipment of young and small stuff that needed another year on the range. The close of November will practically see the end of the cattle-shipping season, not that there are no cattle whom their owners desire to sell, but owing to there being no further ocean space available.

Fully 90 per cent. of all cattle reaching Winnipeg come in over the C.P.R. and all cattle leaving Winnipeg for Montreal go out over the C.P.R. In the three weeks just mentioned over 1,200 cars owned by that company were employed in the cattle trade west of Winnipeg, and 900 cars were used for hauling cattle east of Winnipeg.

The situation in the West continues very satisfactory and the movement in money steadily improves.—H.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, November 26, 1908.)

POINTERS—

Canned Peas—Prices vary.
Syrups—Competition forcing reduction.
Beans—Declining.
Almonds—Reduced.
Cheese—Advanced.
Butter—Market firmer.

Christmas trade is in full swing at all the wholesale houses and a strong demand is reported for high-grade Christmas and holiday supplies. General business continues to show a marked improvement. Money is circulating pretty freely as the farmers have got returns for most of their grain and country merchants have been looking after collections pretty sharply.

One or two houses have made an attempt to advance the price of canned peas as supplies are reported short. Others are, however, still selling at the reduced prices established a few weeks

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ago and there is little indication of a settlement of the canned goods war. Competition has forced a reduction in corn syrups and it is difficult to enote with any certainty of accuracy.

SUGAR—The sugar market is quieter now than for some little time past but in view of recent experiences, fluctuations need excite no surprise. Quotations continue as follows:

Montreal and B.C. granulated, in bbls.	5 10
" " in sacks.	5 05
" " yellow, in bbls.	4 70
" " " in sacks.	4 65
Wallaceburg, in bbls.	5 00
" " in sacks.	5 05
B.C. gunnies granulated, 5-15's to bale, per cwt.	5 05
" " 5-2's " " " "	5 08
" " hard pressed lump, 25's, per cwt.	6 25
" " half bbls. per cwt.	6 60
" " icing.	5 90
" " bar sugar.	5 70
Icing sugar in bbls.	5 70
" " in boxes.	5 90
" " in small quantities.	5 40
Powdered sugar, in bbls.	5 70
" " in boxes.	5 75
" " in small quantities.	5 75
Lump, hard, in bbls.	6 05
" " in 1-bbls.	6 05
" " in 100-lb cases.	6 05

SYRUPS AND MOLASSES—Sales of corn syrups are being made again at the prices which obtained before the recent advance, that is at 10c less per case than prices quoted below. We quote.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	3 55
" " 5-lb tins, per 1 " "	3 95
" " 10-lb tins, per 1 " "	2 30
" " 20-lb tins, per 1 " "	2 85
" " 1 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz. case.	3 10
" " 5 " " " "	3 60
" " 10 " " " "	3 30
" " 20 " " " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 04 1/2
Porto Rico molasses in 1-bbls, per lb.	0 31
Blackstrap, in bbls., per gal.	0 33
" " 1/2 gal. bats, each.	2 35

MAPLE PRODUCTS—Selling very slowly. Prices continue as before:

Sugar, 25 lb. boxes, 1/2 and 1/4.	3 00
Syrup, gallons 1/2 doz. to case, per case.	5 65
" " 1 doz. to case, " "	6 15
" " 2 doz. to case " "	6 55

ROLLED OATS—Prices continue as before:

Rolled oats, 80 lb sacks, per 80 lbs.	2 30
" " 40 " " " 80 "	2 36
" " 20 " " " 80 "	2 40
" " 10 " " " 80 "	2 70

CORNMEAL—The local market is steady at the following slightly reduced prices:

Cornmeal, per sack.	2 35
" " per 1/2 sack.	1 20
" " per bale (10, 10's).	2 65

BEANS—The market is weak. Hand-picked are quoted at \$2.10 to \$2.15 per bushel and the three-pound picker at \$2 per bushel.

POT AND PEARL BARLEY—Pot barley is quoted at \$2.55 per sack, pearl barley at \$3.75 per sack and \$1.95 per half sack.

FOREIGN DRIED FRUITS—Christmas trade in figs, currants, raisins and dates is booming at present. Indications point to higher prices on prunes and several other lines of California fruits.

Sultana raisins, bulk, per lb.	0 09
" " cleaned.	0 10 1/2
" " 1 lb pkgs.	0 11 1/2
Table raisins, Connoisseur clusters per case.	2 80
" " extra dessert.	3 85
" " Royal Buckingham.	4 00
" " Imperial Russian.	5 25
" " Connoisseur clusters, 1 lb pkgs, per case (30 pkgs).	3 70
" " Connoisseur clusters, boxes (5 1/2 lbs).	3 85
Trenor's Valencia raisins, f.o.s., per case, 25's.	2 95
" " " " " " 14's.	1 08
" " " " " " 14's.	3 25
" " " " " " 14's.	1 15
" " " " " " 14's.	3 35
" " " " " " 14's.	1 38

California raisins, choice seeded in 1-lb. packages per package.	0 07
" " fancy seeded in 1-lb. packages per package.	0 07 1/2
" " choice seeded in 1-lb. packages per package.	0 09
" " fancy seeded, 1-lb. packages, per package.	0 09 1/2
Raisins, 3 crown muscatela, per lb.	0 08 1/2
Prunes 90-100 per lb.	0 08 1/2
" " 80-90 " "	0 06 1/2
" " 70-80 " "	0 07 1/2
" " 60-70 " "	0 07 1/2
" " 50-60 " "	0 08 1/2
" " 40-50 " "	0 08 1/2
" " 30-40 " "	0 09 1/2
Silver prunes.	0 09 1/2
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" " dry cleaned, Filiatras, per lb.	0 07
" " wet cleaned, per lb.	0 07
" " Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 08
Pears, per lb.	0 08 1/2
Peaches, per lb.	0 08 1/2
Apricots, standard, per lb.	0 10 1/2
" " choi e, per lb.	0 11 1/2
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per b.	0 09 1/2
Dates, new, per lb.	0 07

RICE AND TAPIOCA—Only a staple business is being done and there is little interest being displayed. Patna rice is quoted now at 4 1/2c per lb. and Rangoon at 3 1/2c.

EVAPORATED APPLES—Wholesalers are still selling their first shipments at 7 1/2c per lb., but on the basis of present prices in the East an early advance is expected.

HONEY—Supplies are hard to obtain. Prices are quoted as follows:

Honey, 2 1/2 lb. tins, in case 74.	8 75
" " 5 " " " " 12.	8 50

SPANISH ONIONS—New stock is quoted at \$1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 23
" " Almonds in boxes, per lb.	0 27
" " small lots, per lb.	0 23

CANNED GOODS—Owing to scarcity of supplies there has been some attempt to advance canned peas 10c a case but competition is still very keen and the prices quoted below still obtain very generally. Corn and tomatoes are selling in good quantities at the prices quoted and an advance is not considered probable in view of local wholesale conditions. We quote:

FRUITS.	
Apples—3's standard, per case	\$2.44
" " Gallons, standard, per case	1.55
Cherries—Red, pitted, 2's	4.18
" " black pitted 2's	4.18
" " white pitted 2's	4.38
Currants—Red 2's	4.18
" " black 2's	4.18
Gooseberries—2's	4.58
Lawtonberries—2's	4.18
Peaches—Yellow 2's	4.18
" " yellow 3's	6.54
" " pie, unpeeled 3's	3.34
" " pie, unpeeled, gallons	2.42 1/2
" " pie, peeled, gallons	3.30
Pears—Flemish Beauty 2's	3.68
" " Flemish Beauty 3's	4.74
" " Globe l.s. 2's	2.78
" " Globe l.s. 3's	4.14
Plums—Banson l.s. 2's	2.28
" " Lombard l.s. 2's	2.28
" " Green Gage l.s.	3.08
Raspberries—Red 2's	4.18
" " red, gallons	3.80
" " black 2's	4.18
" " black, gallons	3.80
Strawberries—2's	4.18
" " gallons	3.80

VEGETABLES.	
Asparagus—2's	6.28
Beans—2's	2.08
Corn—2's	2.08
Peas—	
" No. 4 standards, 2's	1.88
" Early June, 2's	1.98
" Sweet Wrinkle, 2's	2.18
" Extra fine sifted, 2's	3.08
Pumpkins—3's	3.14

Succotash—2's	2.68
Tomatoes—3's	2.44
Tomatoes, 2's	2.08
Tomatoes—gallons	3.70

MEATS.	
Clark's 1 lb. pork and beans, plain, per case.	2 50
" " 2 " " " " " "	1 90
" " 3 " " " " " "	2 50
" " 1 " tomato sauce, per case	2 50
" " 2 " " " " " "	1 90
" " 3 " " " " " "	2 50
" " 1 " Chili " " " "	2 50
" " 2 " " " " " "	1 90
" " 3 " " " " " "	2 50
Soups, per doz.	1 25
Cornd beef " 2's per doz.	2 75
" " 1's " "	1 50
Roast beef " 1's, per doz.	1 50
" " 2's " "	2 70
Potted meats, 1's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
" " 1 lb. " "	2 50
Ham loaf 1/2 lb. " "	1 25
" " 1 lb. " "	2 50
Chicken loaf 1/2 lb. " "	1 85
" " 1 lb. " "	3 50
Lunchtongue 1's, " "	1 90
Sliced smoked beef 1-lb. tins, per doz.	3 10
" " 1-lb. tins, " "	3 35
Chipped " 1-lb. tins, " "	1 45
" " 1-lb. tins, " "	2 50
" " 1-lb. glass, " "	0 06
Sliced bacon, 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	2 25

OPPORTUNITIES IN CONFECTIONERY.

The approaching Christmas season is one which stimulates most grocers to pay a little extra attention to their confectionery departments. And this is very advisable. There is no reason why the confectionery store around the corner should gather in the big share of this business. The grocer should make a study of the wants of his customers and lay in a number of lines, though not too many, to meet the demand. While a certain amount of low-priced candy is necessary in most stores, the attention of customers should be directed as far as possible to the better lines. Many grocers do a splendid business every year in high-class box goods which they advertise and talk up a few weeks before the holiday season. There is good money in this if handled rightly.

Confectionery manufacturers report an excellent demand for their products this year, particularly of the higher grades of goods. The decline on cocoa during the year has caused a slight drop in chocolates and these should be more in evidence than ever. Though the past several months have been a little hard on the confectionery trade, the present holiday season, now that money is freer, promises to be exceptionally good. It is up to the grocer to take advantage of this.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Joseph Brown & Sons, 29 Youville Square, Montreal, have recently added to their business all leading lines of nuts, as well as lemons, oranges, grape fruit, Malaga grapes, and similar goods. This firm is known all over Canada as a banana importing concern, and the departure from "bananas only" is the result of frequent requests from their customers that they supply them with their wants in other fruits, and nuts.

Baker's cocoas and chocolates are being offered by W. H. Gillard & Co., of Hamilton, at very interesting prices. See their advertisement in this issue.—Advt.

Grocery News from Coast to Coast

Western Canada Notes

Winnipeg Stores Are Getting on a Christmas Appearance—Grocers Interested in Elections—Herring Run Started at Vancouver Island.

VANCOUVER.

November 21.—New nuts and raisins from California are in for the Christmas trade. The California walnut has almost the monopoly in this market for the big holiday trade, because the Grenoble does not arrive from France until close on to Christmas or after. Both last year and the year before it was after the holiday before they got here. They are the cheaper nut, still the California is a good article. Almonds from the south are selling at 15c to the retailer.

Raisins come from California in 12 and 16-ounce packages, jobbing at 8½c to 8¾c and 9½c respectively. The 16-oz. brand is the best for trade, as it can go at two for a quarter, while the other has hardly enough margin to allow three for a quarter. Raisins also come from California in one-pound packages done up in cartons with isinglass fronts. These are compared to the Solitas brand of Muscatels from Spain in loose tissue paper parcels. These latter job at 18½c.

The higher prices of eggs come a little sooner this year than they did last. D. E. Mackenzie, clerk of the market at New Westminster, who keeps a record, points out that they were quoted last week at 50c wholesale and 55c retail, which is 5c higher than the corresponding period of last year, and from 10c to 12c dearer than in Alberta, while in Seattle the wholesale price is about 47c. Most of the dairy butters are selling at 40c, and the creameries at 45c, with prices in the market at 40c. In November last year, the figure was 5c lower. Yet, this year the weather is much warmer than a year ago. The winter all through a year ago was mild, but since the first of the present month very warm waves have swept over the province. These bring rains to be sure, but not by any means cold. It may mean that eggs may slump, but cold storage sets aside the effects of temperature. Although eggs and butter may be higher than in other parts of Canada, the general average of living is not higher in British Columbia than in other western sections.

The Co-operative Society at New Westminster is now looking up a site for a store. The selection will be made in a few days, and construction will likely start within a short time.

Another new fishing enterprise is spoken of for northern waters, so that the market in this line should be well supplied. The trade in the east is counted on for such fish as halibut, cod, etc.

A visitor this week was Stanley Scarce, the mercantile prince of Dawson, who states that business conditions in the Yukon are all that could be desired, and that the outlook is favorable

in every way. He brought his wife out with him, as well as his automobile, and is on his way to California, where they will spend the winter.

The herring run has started on the east coast of Vancouver Island, and fishermen are busy at Nanaimo. The herring this year are reported to be of exceptionally good quality and size. It is expected that 500 men will be actively engaged in the catching and curing.

WINNIPEG.

November 23.—Winnipeg grocery stores have a bright air of Christmas cheer about them now and the holiday business is getting well under way. Several stores have particularly attractive window and interior displays of fruits and nuts which find their readiest sale when the housewife is thinking of holiday menus. Some of the best window displays are those of the W. H. Stone Co., E. B. Nixon, A. Hendry, A. R. Christie, Robinson & Co., and the T. Eaton Co. Since the enlarging of their store by the crowding out of two or three other stores adjoining them, Robinson's have more window space on Main St., and grocery displays are seen in their Main Street windows for the first time.

A. R. Christie has moved from Main Street to Portage Avenue, adding one more to the number of Winnipeg merchants who have made similar moves. Mr. Christie is one of the long-established Winnipeg grocers and he has always had a choice line of customers. If his experience is anything like that of A. Hendry, he should find a big increase in his business as a result of his move to the leading retail street, where he is closer to most of his best customers.

Cold weather and snow would be welcomed by all the Winnipeg retailers. Just now the thermometer is hovering

around the fifties and business is suffering somewhat from the unseasonable weather. Thanksgiving day brought snow and cold weather which lasted long enough to give business a welcome boost but the return to mild and sloppy weather has been responsible for a slight reaction.

Dealers in Winnipeg and throughout Manitoba are very much interested in the agitation over the quality of coal oil which has been sold recently and which has been responsible for one terrible tragedy in Swan Lake, as well as many minor accidents in city and country. No one blames the retailers, as they could have no object to serve in adulterating the coal oil they sell with gasolene, which costs more than coal oil; and although the evidence points to the conclusion that all the coal oil about which complaint is made came from one oil company, about the same time, no one seriously entertains the belief that that company deliberately adulterated its oil. The situation is serious, and every one hopes that the authorities will conduct a thorough investigation, which will lead to the discovery of the guilty or criminally careless persons who are responsible for the trouble.

Winnipeg retailers are interested in the approaching civic elections, as all good citizens should be. Perhaps, because of what they believe to be an injustice in the levying of the business tax, and for other reasons, they are more interested than others in the selection of a good mayor and good controllers and aldermen. If so, they are more interested than other citizens, because as property owners and business men they have more at stake than others. But their vote is not to be delivered in a block by any interested party who may think that by virtue of a position which he holds, his influence with them is worth something. Consequently, at least, one candidate for mayor was well advised in turning down hard a bumptious individual of that sort, who pretends to hold the retail vote of Winnipeg in the hollow of his hand.

Quebec and the Maritime Provinces

Several Business Changes in Montreal—Large Shipments of Apples to British Markets—The Markets of Nova Scotia.

MONTREAL.

Nov. 24.—D. T. Carter, representing Liptons in the Province of Quebec, leaves on the 29th for a trip to Quebec and the towns of the Lower St. Lawrence in the interests of his firm.

An interesting window display may be seen at Morgans' Departmental Store this week. This consists of a wooden kitchen cabinet, having numerous electric switches. This cabinet contains the usual places for groceries, and kitchen

supplies, and the cooking of these things is done on the broad shelf of the cabinet, without the intervention of a stove. All the pots and pans used have short legs, which elevate the bottoms of the dishes free from the wood of the cabinet, and are connected with electric current. In this way the warming surfaces of the dishes are rendered sufficiently hot to cook by, and the disagreeable feature of standing over a hot stove is eliminated.

H. G. Bauld, of Bauld Bros., Halifax, was in town for a few days last week. A. H. Brittain & Co., agents for "Allredie" plum pudding, are conducting a demonstration this week of their goods at the Mount Royal Departmental Store, Mount Royal Ave.

J. W. Roscoe, wholesaler and grocer, of Liverpool, Eng., was a visitor to this city for a few days last week. He is making an extensive tour of Canada, traveling for the benefit of his health. Mr. Roscoe, during a discussion of conditions in England and Canada, stated that the glowing stories of the great possibilities which he heard of Canada at the Franco-British Exhibition had influenced his decision in coming to Canada.

D. G. Whidden, of the Sweet Milk Condensing Co., Laurentide, Que., was in town for a few days last week.

J. H. Davis, representing Beaver Oats, has returned from a hunting trip in the Laurentians. He secured a good bag and among other things, got a deer and a fine hawk, which he has had mounted. Sperdakos Bros., retail fruits and confectionery, 453 Notre Dame west and 98 St. Lawrence Boulevard, have opened a new store at 628 St. Catherine St. east, which is a credit to them.

Mrs. Edgar Judge, wife of Edgar Judge, grain exporter, Board of Trade Building, died suddenly Wednesday morning.

S. Carsley, head of the firm of S. Carsley Company, died suddenly Friday evening at 9 o'clock, Nov. 20. The previous Tuesday Mr. Carsley sustained slight injuries as the result of a carriage accident but it was thought by his medical adviser that these were of an inconsequential nature. Up till Friday afternoon he had been making satisfactory progress toward recovery when suddenly his condition became worse and he passed away at 9 o'clock in his 72nd year. Mr. Carsley's death will be felt as a distinct loss to the community in general, being prominent in philanthropic as well as business circles. One of the chief features of the Carsley store was the grocery department which they had developed to a superior degree. The deceased gentleman is survived by a widow and five children, among which are W. F. Carsley, president of the S. Carsley Company; Samuel Carsley, vice-president of the same company; John Gibb Carsley, also associated with the company, and Cecil L. Carsley, of Edmonton. The funeral was held from his late residence 507 Guy St., to Christ Church Cathedral, thence to Mount Royal Cemetery.

ST. JOHN.

Nov. 23.—Several changes have been recorded in the local market during the past week and the tendency seems to be for higher prices. Ontario flour has advanced 10c, the wholesale price now being \$5.60 to \$5.70. The quotation for Manitoba's is unchanged. Oatmeal is firm and an advance is looked for any

day. Molasses is also firmer and another cent per gallon will probably be added very shortly. Sugar remains at \$4.60, the last change being a decline of 10c per hundred pounds on the 6th.

New fruits are coming in every day now. Large shipments of raisins from Spain and California have been received. Butter and eggs remain firm and prices are high.

Energetic efforts are being made by St. John business men to secure the Dominion grant of \$50,000 for an exhibition here in 1909. The common council has appointed a special committee to act with the Board of Trade and the Exhibition Association in urging upon the Government St. John's claims. At the annual meeting of the directors of the Exhibition Association last week, A. O. Skinner was re-elected president and in a discussion on the question of securing the Dominion grant it was decided to make every effort to secure it for St. John.

Humbert, Aulton & Co., of Baie Verte, have made an assignment for the benefit of their creditors. It is understood that the firm's liabilities are not greatly in excess of their assets.

The winterport season of 1908-09 was opened on Saturday, Nov. 21, when the C.P.R. steamer Empress of Britain arrived in port with a good passenger list and a large general cargo. Grain has been pouring in here every day and there are now about half a million bushels stored in the elevators. D. McNicoll, first vice-president and general manager of the C.P.R. was in the city last week inspecting the harbor facilities.

The season of 1908 on the St. John River was practically closed last week and the majority of the steamers have laid up for the winter. Shipments of produce from up-river points have been very heavy lately, the farmers apparently trying to get their goods to market before the close of navigation.

Mr. Wakeford, of Hamilton, Ont., has accepted the position of manager of J. D. Irving's flour mill at Buetouche in place of the former manager, Geo. A. Wicks who has gone to Fort William.

The big cold storage warehouse here is well stocked with foodstuffs of various kinds. There are upwards of 60,000 barrels of apples and about 5,000 boxes of apples, the latter from Ontario. Large quantities of fresh meats, beef, lamb, pork and poultry, are stored, there being 10,000 lambs and sheep alone, as well as several carloads each of the other products. About 5,000 chests of tea are also stored in the big building. There are some 4,000 barrels of dried fish, all local goods, and principally for local consumption or for supplying the province. There are also 5,000 bundles of finnan haddies and 10,000 boxes of the same fish. The building which contains also a considerable quantity of butter and eggs as well as other goods, is pretty well taxed to its capacity.

Edwin L. Perkins, general storekeeper at Norton, King's County, has

assigned to W. H. Harrison, St. John. Mr. Perkins recently sold out his belongings and paid most of his creditors so that now only the back debts remain. His assets are estimated at \$260 and liabilities at \$2,400 to \$2,600. An offer of 10 per cent. has been made and a number of creditors have expressed a willingness to accept the compromise.

James E. Hogan, who at one time, in company with his brother, conducted an extensive grocery and pork packing business in the North End, died in his home, Main St., on Wednesday, Nov. 18, aged seventy-seven years. He was a native of Petersville, Queen's County. During his long business career in this city, he had borne an enviable reputation for upright dealing. Mr. Hogan is survived by his wife and two daughters, Mrs. Joseph Callagher and Mrs. Philip Granman of this city.

Thomas Magee, one of the oldest residents of Port Elgin, Albert County, and known as a grocer and a member of the large fish canning business carried on there, died Nov. 12. Mr. Magee was born in Kiltce, Ireland, in 1827 and came to Canada in 1847, landing at St. John, where he made his home until 1862, when he moved to Baie Verte, where he started business. In 1879 he returned to St. John and interested himself in real estate and stocks, but returned to Port Elgin in 1882, and in 1890 returned again to St. John. In 1899 he went to Port Elgin, where he and his son, Fred, started a business, which is to-day in a flourishing condition. They dealt in all kinds of country produce and went in quite extensively for canning fish, especially lobsters.

W. F. Todd, of St. Stephen, who was elected in the recent Dominion elections M.P. for Charlotte County, New Brunswick, is a partner in the wholesale grocery firm of A. I. Teed Company, St. Stephen. Mr. Todd defeated the former representative for the county, Gilbert W. Ganong, of the firm of Ganong Bros., confectioners and proprietors of the St. Croix Soap Manufacturing Company. Mr. Todd was born in St. Stephen fifty-four years ago and is the youngest son of the late Freeman H. Todd, a pioneer lumberman. In early life he took an active interest in athletic sports and was for some years captain of the old "Resolute," a famous baseball team that brought much glory to the town. It was Mr. Todd's early intention to enter the legal profession, and with this end in view he attended the law school of Boston University one year, and spent another term in the law school of Harvard College. A commercial career then appealing to him more strongly, he returned from college and entered the co-partnership of F. H. Todd & Sons. Retiring from the firm of F. H. Todd & Sons some years ago Mr. Todd became a partner in the wholesale grocery firm of A. I. Teed Co., and for a time was in charge of its Calais branch. He is still a partner in this firm, though not actively connected with its management. With Hon. G. F. Hill, James Russell and

James O'Brien, he was elected to represent Charlotte County in the local legislature, and served one term, from 1900 to 1904 but declined renomination. Of a genial and pleasant personality, Mr. Todd has always enjoyed a large measure of popularity and has entered now upon a field where he can render great service to his native county.

HALIFAX.

November 23.—The grocery business is in fine condition in Halifax, and the wholesale dealers report trade good in all lines. The fine weather has very greatly helped business, vessels arriving and clearing promptly, and shipments have been made without delay. There is an excellent supply of dried fruits on the market this season and prices are reasonable. This season's crop of California prunes is expected here in about a month. Prices on the whole are very steady, and at the present time there is no indication of any great change. Sugar is firm at the following prices: Extra standard, \$4.80; No. 1 yellow, \$4.10; bright yellow, \$4.40; Austrian granulated, \$4.50. Packages of California seeded raisins are quoted at 9½c to 10c; evaporated apples at 8c; evaporated peaches, 10½c.

Fresh laid eggs are becoming very scarce and they are now quoted at 28c by the case wholesale. Fresh-laid stock now coming on the market is bought up very quickly. Cold storage eggs are plentiful and are quoted from 23c to 24c.

Prices of butter remain unchanged this week. Winter stock is now coming on the market in small quantities, and it is in good demand. The jobbers find no difficulty in disposing of the stock as soon as it arrives. Creamery is quoted at 30c; dairy in small tubs at 27c, and large tubs at 25c. The butter market has a very strong tendency to advance.

There is an abundant supply of apples on the market, but the stock now offering is of fair quality only. In fact, the market is flooded with No. 3 apples, which sell for about \$1.25 per barrel. They are little better than culls, all the choicest fruit being shipped to the English market. There is a good demand for Bishop Pippins, but few are offering for sale. No russets, spies or greenings have been marketed so far. The English apple market is reported to be in excellent condition, and first-class stock is in good demand. A Hants County grower who recently sent some fruit across has received the returns, the apples netting him \$3.90 per barrel. It was very choice fruit, principally Kings, large and highly colored. This week about 35,000 barrels of apples were shipped from Halifax to the London market.

The first cargo of bulk fish to be shipped by water to Montreal from Newfoundland was landed at the former port recently by the schooner Australian, which has just returned to North Sydney. This is a new departure in the fish business and the result was most successful. The cargo consisted of one thousand barrels of codfish, valued at six thousand dollars. The success of the venture will be followed by more shipments. The major portion of the schoo-

er's cargo was shipped to other cities in the interior, where a ready market with good prices was found.

The provision business is now at its height and a large quantity of stock is being handled. The wharves are lined with produce-laden vessels. Potatoes are selling at 30c per bushel, and turnips at 25c. On account of the mild weather,

the storekeepers are not yet laying in very large stocks.

The market is well supplied with poultry, all native stock. Turkeys are quoted at 20c per pound; geese from \$1 to \$1.25, and chickens at 15c per pound.

A. N. McDonald has opened up a neat and attractive grocery store at 117 Rockdale Avenue, Sydney, C.B.

From Ontario Correspondents

Brantford Grocers Buying Library for Clerks—Chatham is Talking Trade Excursions—Stratford Grocers Will Contest Elections—London Has Some Enthusiastic Bowlers.

CHATHAM.

November 24.—To boom Chatham as the centre of the western peninsula by running a series of cheap excursions on all railways from outside points to the Maple City is a scheme now being mooted among the merchants. The enterprise was suggested by the success of a similar scheme at St. Catharines a short time ago. There is every prospect that the project will come before the Board of Trade for their sanction in the near future, and, if undertaken, will be under their auspices. The merchants who are talking the excursion scheme are confident of results. The main object is to counteract a certain tendency on the part of trade to go to Detroit. Chatham has good railway facilities, and if the necessary cheap rates could be secured, excursion day should bring big crowds from miles around into the

ery will be instituted before New Year's. The completion of the numbering is very opportune, however, and should facilitate the delivery of goods during the Christmas rush. Provided merchants impress upon their customers the value of remembering and giving their new numbers when making orders, it will no longer be necessary for the delivery man to call at half a dozen houses with the query, "Does Mr. So and So live here?"

Hog shipments last week were probably the heaviest of any week this year, not only from Chatham, but also from surrounding towns. The price of \$6 per cwt. for live hogs brought out practically all the hogs that were ready. J. T. O'Keefe, of the firm of O'Keefe & Drew, last Monday stated that during the week his firm were paying out approximately \$30,000 for hogs. Buyers claim that the local price, \$6, is 15c a hundred higher than at other Ontario points outside the western peninsula. Dressed hogs bring \$7.50. It is expected that after this week the shipments will be much lighter. There is not the same supply of hogs in the country now that there usually is at this time of year. Last fall the farmers sold large numbers of their hogs on account of the scarcity of feed, and the scare caused by the Meat Inspection Act; in addition to which marketing has gone on more actively during the summer months this year than usual. The present supply in consequence is unusually light, and the prices are exceptionally good for this time of year. The abundant supply of feed is leading quite a few farmers to hold their hogs. 286 hogs, weighing 58,610 pounds, passed over the city weigh scales last Wednesday.

Quite an interesting item in grocery advertising was the list of "Washday Needs," featured by the Bradley & Son grocery last week. The list, run in single column space, comprised 16 items, the prices being prominently featured.

V. J. Bosworth, Jr., has severed his connection with the Thornton & Douglas staff at Stratford, and last week returned to Chatham, where he will be associated with his father in the conduct of the latter's grocery business on William Street. Mr. Bosworth, Jr., was with the Thornton & Douglas people for five years.

Sydney Bennett, formerly bookkeeper at E. R. Snook's grocery, and who left last spring for the Pacific coast, is now holding a position in the San Francisco municipal buildings.

Thos. M. French, a prominent apple buyer here, states that this has been on

REPORT DELAY AT ONCE.

Any subscriber of the Canadian Grocer who finds his paper is not being delivered on time will confer a favor by reporting the matter to this office at once. The management is anxious to be assured that every copy of the paper goes to its readers promptly.

Maple City. "We have the goods and we have the prices," remarked one grocer, recently, "and we have the railways. Chatham is the natural centre of the western peninsula, and we should be able to draw excursionists from all directions." It will be necessary, of course, for merchants and others to subscribe a few dollars each toward the necessary guarantee to the railways, and to cover the cost of advertising; but from what can be learned here of the St. Catharines excursion, these subscriptions in that city were more than repaid by extra business. Should the first excursion prove anything like a success, it is suggested that similar low rate excursions be run monthly.

The numbering of the city was completed last week, and new street signs are being put up where necessary. The work has taken a little less than two months—quick work, the credit for which is largely due to the energy with which Ald. John Edmondson, the St. Clair Street butcher, supervised the job. It is unlikely that free mail deliv-

PETERBORO.

Nov. 24.—A new grocery store has been erected at the corner of Reid and Sherbrooke Sts. by H. J. McCannon and purchased by Bert Hunter and will be opened to the public next week. Mr. Hunter has been in the employ of Peter Connal & Son for some time. He has also been engaged in the grocery department of Simpson's store in Toronto. He will carry a complete line of groceries, provisions and confections.

Mrs. John Fowler, wife of the proprietor of the Fowler Restaurant, met with a rather serious accident a few days ago. She was purchasing some meat in Alex. Gordon's meat market when she fell through a trap door into the cellar. One of the employes of the meat market had opened the door a few moments before and she had not seen it. She sustained severe cuts in the head.

The grocers are busy these days laying in the stock for the Christmas trade. They anticipate a splendid season and claim that if it is as good in proportion as the Thanksgiving trade they will be more than satisfied. Christmas cakes are now the order of the day in the culinary departments of the households and the ingredients for these are being disposed of rapidly by the grocers.

Geo. A. Gillespie, of White & Gillespie, grocers, has been in the country this week attending the annual meetings of various cheese factories. Mr. Gillespie was recently re-elected a member of the Board of Eastern Ontario Dairyman's Association as representative of this district. He is the most prominent buyer on the Peterboro Cheese Board, and one of the most widely known men connected with the dairy interests in the country. He is also a buyer on the Lindsay Cheese Board.

TORONTO.

November 25.—The grocers of Toronto are taking an active interest in the affairs of the St. Lawrence market, believing that the building should be used exclusively for market purposes. They also desire the city council to pass a regulation allowing no peddling on the streets until after one o'clock in the afternoon. Such was the decision arrived at when a regular meeting of the Grocers' Section of the Toronto Retail Merchants' Association was held on

Monday night. A. B. Griffin, chairman, presided, and the chief business before the gathering was the consideration of the question of the St. Lawrence market. The grocers endorsed the resolution passed at a general meeting of the merchants surrounding the market, and also the general executive board.

A committee was appointed to wait on the council, along with a committee of the Butchers' Section and the general executive.

In effect the resolution of the merchants doing business near the market is that the north end should be kept for market purposes only, and that the structure should not be rented by the city council for any other use. "And further," continues the resolution, "we petition the council for the abrogation of the by-law prohibiting the sale of smaller quantities of produce than a bushel."

The Grocers' Section backed up the merchants and the general executive by declaring that Toronto should have a properly equipped market for market purposes only, and further, that no peddling be allowed in the streets until after one o'clock in the afternoon.

At present farmers can sell produce of all kinds at any hour or in any locality on or off the market, to private families or to grocers. The latter consider too much latitude has been allowed and that peddling should be restricted to the afternoons.

George Coleman, one of the pioneer confectioners and bakers in the city, passed away on Monday in less than an hour after partaking of his breakfast. He was 81 years old and for half a century was in business on the south side of King Street, between York and Bay. He retired some ten years ago.

An action, which may in a measure unfold why the sales of Canadian apples have fallen off in England during the past year or two, was tried before Justice Riddell at the non-jury sittings this week. It is an action which deals with an apple packing case and the plaintiffs are R. S. Lang & Co., of Toronto, commission merchants. The defendants are L. H. Williams & Sons, fruit dealers, of Glasgow, Scotland. Lang & Co. seek to recover the sum of \$16,162.22, made up of \$6,162.22 claimed as unpaid commissions and \$10,000 damages, for the alleged breach of contract. The Scottish company have entered a counter claim for \$36,000, made up of \$25,000 for loss of profits, \$10,000 for breach of contract, and \$1,000 for shrinkage in unpacking. Their principal claim is for loss of profits.

the whole a bad season for the apple buyers. Greenings and snow apples shipped to the Old Country in many cases went bad in transit, owing to hot weather in September and October. Apples shipped to the west, however, arrived in good shape, and there is a good demand for more, which cannot be filled. Many farmers are reported, owing to low prices for hand-picked fruit, to have shaken their apples from the trees and sold to evaporators and canning factories.

M. Macfarlane, of Ridgetown, who recently retired from business, will shortly resume, in the premises formerly occupied by D. J. McLean.

J. W. Dyer's grocery, on St. Clair Street, has received a new coat of paint, considerably brightening the exterior.

Onions are reported to have been a big crop this year, particularly in marshy lands. At Point Pelee, Alister McKay, of this city, harvested 725 sacks of 75 pounds, which, after paying all expenses, yielded a net profit of \$192.50 an acre. These marshland onions are reported to be equal in size to Bermudas and superior in flavor.

ST. THOMAS.

Nov. 24.—Both markets were largely attended Saturday and the demand was sufficient to dispose of the plentiful supplies offered. Some excitement was caused on the West or St. Andrew's market owing to the refusal of the stall butchers to pay the increased market fees as raised by No. 4 committee at their last meeting. The butchers offered to pay the old fee of fifty cents but this was refused by the market clerk. It is possible that summons will be issued unless the fees are paid forthwith. As usual, dairy produce was scarce, butter sold at 28c to 30c per lb. and eggs at the same rate per dozen. Only the more staple vegetables were offered, such as turnips, carrots and cabbage and these sold at the usual prices. Potatoes were plentiful and sold at 90c per bag, a little higher than they were last week. Apples of good quality are becoming quite scarce and sold from 20c to 30c per peck. Fowl were in large supply but the price was maintained, chickens, from 30c to 45c each; white geese sold at 90c to \$1 each; turkeys, 15c per lb. About 30 tons of fish, principally herring were caught Wednesday evening at Port Stanley and some of this large catch was offered at 7c to 8c per lb. Smoked herring sold at 15c per lb.

Secretary Tom Pearson has received an acknowledgment of the resolution as passed at the last meeting of the R.M.A. and also the copy of Inspector Shaw's report on the lack of action of our police magistrate in enforcing the transient traders and peddlers by-law and Hon. J. J. Foy, Attorney-General, stated that he would give the matter his attention. It is to be hoped that something will be done to remedy this injustice to the tax-paying merchants quickly.



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from \$1,000 to \$10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip." Address our nearest office.

Dept. 287 National Salesman's Training Association

New York Chicago San Francisco
Kansas City Minneapolis

Name _____
P. O. _____
State _____ R. F. D. _____

At the conclusion of hearing Justice Riddell told the disputants that he thought they could get together and settle the dispute. In the meantime, some of the points have been sent over to the master at Osgoode Hall to decide upon.

The Dominion Co-operative Association will open its first of a series of stores at 964 Bloor Street West, Toronto, on Tuesday, Dec. 1st. The store will carry a full stock of provisions and groceries. Meetings in behalf of the association are still held in many parts of the city. The attendance has been large and the interest active. On Thursday, Dec. 17, in Broadway Hall, the association will hold a celebration. Mayor Oliver will preside.

GUELPH.

November 24.—Mr. Zieman, the Provincial President of the Retail Merchants' Association, at the association banquet, on the 13th Nov., made some very rash statements, according to a letter published by S. Carter, President of the local Co-operative Association, in the local papers this week, which is causing a good deal of talk among local merchants. These two gentlemen would make an interesting debate for the next meeting and would keep up the interest in the meetings also as usually after the annual banquet is over the attendance drops off until some fresh excitement again attracts attention.

The Guelph Co-operative Association has invited W. L. MacKenzie King, M. P., to attend their annual banquet and to address the members of the association and the citizens generally. Mr. King has taken a stand for co-operation and the members would like to hear his views. We will all be glad to hear Mr. King, even if we do not see eye to eye with him.

"Did you ever sell two tins of Sportsmen Sardines for 25c," was a question I was asked in a local grocery store this week. I could not remember of ever selling that particular brand for less than 15c, and that was some years ago. Well they can be bought right here in Guelph now, I was told. To decide a bet that had been made before I joined the company a man was sent out and came back with the goods at the 2 for 25c. I knew there was a mistake somewhere and on investigating found the grocery store mentioned. It was just the same old story, goods are never marked, but just opened up and put on the shelf to sell at whatever looks reasonable to the seller, which in this case was certainly losing money. When the mistake was noticed you bet for some time at any rate that particular store will have these goods marked. But why wait until the mistake occurs? Why not insist on all goods being marked at once?

Say, Mr. Grocer, what are you going to give your boys for a Christmas box this year? Just the same old box of cigars, an umbrella or pair of braces? Why not make a change and give a year's subscription to the Canadian Grocer, Busy Man's Magazine, or when you have three or four, buy a few technical and scientific books and get the boys to exchange with one another. It will not cost you more than you usually spend and may bring you greater returns in your business. Try it this year.

The many friends in the trade of F. H. & C. Barber, grocers and butchers, will regret to learn of the death of their brother, Ivan, after a lingering illness. He, like the other boys, was always more or less connected with the two stores.

The promised rural mail delivery is now ready and while as yet the stages carry the mail on the Eramosa, Dundas and Dundas roads it is expected that individual delivery will start at once.

Saturday's market was a very small one indeed for this season of the year and prices again went soaring. Eggs were as high as 35c a doz., and butter from 28c to 32c. Fowl also had an upward tendency. Beef was quoted from 5c to 7½c, and lambs from 8c to 12c a lb. The smallness of the market does not appear quite clear, but some of the farmers were taking advantage of the fine weather, while others claim they have not got the stuff to bring in.

Guelph is getting to be a model city, is the latest news from the mayor. He claims that he is constantly receiving letters from outside inquiring how the waterworks, gas and electric light works and street railway are so successful under the city's guidance, and the low tax rate of 14 mills.

Your Chatham correspondent is getting a step in the right direction when he talks of the grocers getting after the druggists and their cigar trade. And what is more, they are allowed to keep open on Sundays and of course they don't sell cigars. One druggist told me Sunday was the only day he sold many cigars.

STRATFORD.

November 24.—There are many rumors afloat that Stratford will have a grocer for mayor next year. It is an understood fact that C. McIlhargey, president and manager of the Stratford Wholesale Grocery, will be in the field. Mr. McIlhargey has been a member of the council for the past five years and during the past year held the position of chairman of finance, a place he filled with much ability, and to use his own expression "if the people vote aright they will have a grocer for mayor." Several other probable candidates have been mentioned, but the one of most interest to the grocery trade is E. K. Barnsdale, although he has not yet publicly announced what he intends doing at the next municipal election. Both these men are veterans in the grocery business of Stratford and have aldermanic honors conferred upon them at different times. They are men with sterling business qualities and would honestly fill any position the people might give them.

W. J. McCully, of the grocery firm of McCully & Haugh, has been pressed by numerous friends to enter the field as candidate for alderman. Mr. McCully, although a young man, would, if elected, make an enthusiastic member of our council.

The market on Saturday was not as large as that of last week, but equally well attended. Fowl was very plentiful and brought the same price as last week; turkeys have improved considerably since Thanksgiving. Eggs were very scarce and dear; whether the industrious farmer is holding them for high prices, or whether the hens have actually stopped laying is a question.

From 25c to 30c per dozen was the price on Saturday. Butter was plentiful and sold from 22c to 25c per lb.

The city had a visit last week from Mr. Coughlin, Government inspector of weights and measures. He reports the majority of scales here in good working order. He had a busy morning Saturday testing the meat sellers' scales on the market.

Will. J. Norfolk, formerly with R. S. Jones, has taken the management of A. Beattie & Co.'s store in Ingersoll. This firm has lately moved into a new store fitted up with all modern improvements, making it one of the finest stores in Ingersoll, and with the vim and energy which Mr. Norfolk will bring to it should have greater success than ever. Mr. Norfolk entered upon his new duties on Nov. 23, and all his many friends wish him every success.

The grocery on Wellington Street belonging to the H. M. Killoran estate, has been sold to L. F. Killoran, son of the late H. M. Killoran. Mr. Killoran has been manager of this store for some time past and has acted wisely in purchasing it for himself. It is a store anyone might be proud of, having the latest computing scales, new cheese cutter, coffee mill, stationary folding counter chairs, etc.

The Mooney Biscuit & Candy Co. are lately doing some extensive advertising, having the staunchest faith in their Perfection Cream Sodas, and feeling that a good article backed up by live advertising is sure to bring good results.

The grocery department of the Whyte Packing Co. is advertising eight different kinds of cheese — McLaren's Imperial, Canada Cream, Ingersoll Cream, Roquefort, Swiss, Stilton, Mild Canadian and Fine Old White Cheese. This is a larger assortment than most grocers handle.

The past summer has seen sixty-six new houses erected in Stratford. Some of these are very expensive structures, the best that Stratford has yet seen, and with them have been built a number of new corner groceries. On Nov. 20 J. Pepper opened a new grocery at the corner of Nelson Street and Railway Avenue. Mr. Pepper's store is a fine brick building with dwelling attached and situated in a thickly populated part of the city.

The sales of the bread and cake department of the Barnsdale Trading Co. have far exceeded those of last year. The firm think this is accounted for to a certain extent by the fine weather we have had this fall, although their extensive newspaper advertising must have made a great increase also.

The Nasmith Co. closed their confectionery and ice cream store on Nov. 1, but still continue to run their bakery. They report the bread business better since closing their store, as their attention is specially directed to bread making and the delivery of the same.

The California navel orange has found its way into all the stores these last few days and grape fruit is more in evidence than in any previous year.

INGERSOLL.

November 24.—It is to the credit of merchants in general that they have accomplished much in educating the public through their advertisements to buy early for the Christmas season. On

Saturday night last a local grocer informed your correspondent that there was already a pronounced swing about the Christmas trade. This was especially noticeable in the frequent requests of customers to lay aside some article suitable for a gift. This assertion was all the more surprising in view of the unseasonable weather that prevailed, but it goes to show what merchants have done in constantly hammering away along the line "Shop early." A great change along this line has taken place during the last decade, according to merchants who have been in business for a greater period than this. The time was when stocks of the average merchant were much smaller than at the present time, and the Christmas articles received very little attention until a week or two before the "rush" was anticipated. Latterly, however, the merchants have been preparing even months ahead for their Christmas harvest. They order much earlier than was once the case and their goods are on display so much earlier than in former days that all who enter their stores have ample time to familiarize themselves with them long before they feel called upon to purchase.

W. J. Norfolk, of Stratford, has succeeded the late John S. Smith as manager of A. Beattie & Co.'s grocery store. Mr. Norfolk is a young man who has had considerable experience in the grocery business and is well qualified for his duties here.

Poultry was offered in such increased quantities at the market on Saturday last as to give rise to the belief that it is more plentiful than in recent years and that it will be within the reach of all for the holiday season. Chickens of splendid quality sold at from 60c to 75c per pair; ducks at 90c to \$1 per pair; geese 10c per pound, and turkeys from 12 to 14c per pound. Although the shippers have commenced to gather up the turkeys for the export markets it is understood that there will be an abundance for the home demand and that the prices will show a big decline compared with those of last year.

BARRIE.

Nov. 24.—Earl Armstrong, who was formerly in partnership with Mr. Channen has severed that connection and has joined the traveling staff of the T. Long & Bro. Co., of Collingwood and will make his headquarters at Orillia doing from that town south. Wm. Maley, who formerly had this territory, is traveling north of Orillia.

The many friends in town of Geo. Moffatt were pleased to see him back on his trip this week after an eight weeks' sojourn in the Toronto General Hospital, with an attack of blood poisoning.

Brown & Co. are moving into their new store and are going into the grocery trade larger than ever.

Mrs. Metcalf has disposed of her stock of groceries and has left town. The store is to let and should not be long idle as it is the most ideal spot in Ward Five and a capable person can work up a fine business there.

J. Jamieson, of H. P. Eckardt & Co., is moving into one of the two fine houses he has built on Collier St. this summer.

C. Hinds, of Hinds Bros., is again at work after a two months' hospital vacation with typhoid fever.

The prices of poultry were firmer on Saturday's market, chickens selling 10c to 11c a pound. Turkeys advanced a cent, selling at 13c to 14c. Geese were lower, selling at 8c to 9c; ducks, 9c to 10c. A load of snow apples were the only apples on the market and sold at \$2. Potatoes sold at 55c to 60c a bag; new laid eggs at 30c a dozen, fresh, 26c a dozen; held, 24c. A few farmers sold loads of butter for 24c, while smaller lots sold at 25c and 26c.

LONDON.

Nov. 24.—Wholesale trade is fair. A great deal of Christmas fruit is moving a brisk demand for the various lines of goods having set in. Sugar is not very active and prices are unchanged. Fine teas are also high and mediums are up $\frac{1}{4}$ d. to $\frac{1}{2}$ d. per lb. There is a good demand for cereals but canned goods are moving slowly.

The police magistrate gave his decision yesterday in the case of John Garvey, wholesale grocer charged with violation of a city by-law in driving onto the Carling St. sidewalk. The magistrate's judgment is in effect that Mr. Garvey has a perfect right to drive over the sidewalk for the purpose of loading and unloading goods.

Retail trade is a little slow, due probably to the very mild weather.

The officers of the Retail Grocers' Association are kept busy looking into complaints of price-cutting. One grievance is that certain dealers are advertising canned tomatoes at three for a quarter, but as goods are to be had at a price that warrants their being retailed at the figure named the remedy is obvious—let all be supplied with goods for the three-for-a-quarter trade. More serious is the complaint that some grocers are allowing five per cent. discount on cash purchases. This is now receiving the attention of the association's officers.

The manager of the Canadian Packing Company, whose premises here were destroyed by fire some time ago, has returned from England, where he has been consulting the directors. He will have a conference with the aldermen shortly, when the question of offering inducements to the company to rebuild here will be discussed. "We intend to rebuild," he says, "and would like very much to remain in London, but that will depend upon what arrangements can be made. We have been offered splendid inducements to go elsewhere, but prefer to remain here even with less encouragement than other places are willing to give us. We want a site and plenty of water and would like to be given the abattoir privileges of the city. London needs an abattoir badly and if it were under our control we would slaughter all the animals consumed in London at our plant and have them properly inspected." Meanwhile the machinery damaged in the fire is being repaired.

Poultry and potatoes were the features of an unusually big market last Saturday, and prices were somewhat lower. Apples are scarce and promise to be a luxury this winter.

The grocery men are taking to the bowling game seriously. During the week they played two matches on the Ideal alleys. In the first they defeated the Advertiser team 2,319 to 2,203 and in the second they were beaten by the Giants 2,352 to 2,107. They also played at St. Thomas and won.

The experience of the Retail Grocers' Association when last the members attempted to hold a meeting may have the effect of inducing them to rent a hall or large room for their own purposes. It will be remembered that on the occasion in question the grocers were crowded out of the hall they had been using by an organization which had got there before them. It is now thought that if the association and the grocers' clerks were to rent a suitable place of assembly, which could be fitted up as a reading and meeting room, increased interest would be shown in the organization. The idea has been discussed by officers of the association, and it is not improbable that early next year some action will be taken in the direction indicated.

KINGSTON.

Nov. 24.—The Kingston correspondent's last letter to The Grocer gave out a wrong impression to the trade and added wind to the flame. What makes the pox scare so alarming outside is the fact of the patients being sent to the old fort and, of course, people writing to their friends help to make matters appear worse than they are. The cases are so light many think it would have been better to leave the patients in their homes and placard the houses the same as they did in Brockville. Other places have had the same light pox. Many old-timers say it is nothing but Cuban itch.

Travelers are coming in from all parts and there is no fear so far of contagion. We had a very large market on Saturday, which is evident that the farmers are not in dread. I am sorry if my report last week did any injury to trade here. I try to be loyal to my city but the best of houses sometimes make mistakes. A leading wholesaler said the rumors had not affected their sales any.

California oranges are coming in but a little on the sour. Lemons are not as thin skinned as formerly. Weather must be changing south so they have to put on heavier coats. A great boon to our young men here is our Y.M.C.A. classes in mechanical drawing, book-keeping, writing etc., are being opened up and clerks and drivers who are anxious to climb the commercial ladder are encouraged.

If this fine weather continues the egg market will not go as high as expected but prices will remain firm.

THE LAW IS CLEAR


on the subject of harmful ingredients in food products. It prohibits them. And now, the Government declares that preservatives are harmful. That means that their sale is illegal. Don't invite prosecution by carrying impure goods.

HEINZ

57 VARIETIES

Pure Food Products

will not get you into trouble with the food laws because they are pure. No preservatives—no drugs of any kind—that's the protection that every Heinz label carries for you.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

Pittsburg New York Chicago London

Mince Meat

The household now-a-days buys everything ready for the cook. And rightly so. Because there is nothing that cannot be made just as well in the factory as at home and at greatly reduced prices. That is why we sell such a large quantity of our genuine English Mince Meat. It is made of pure spices and the very best of fruits and it is also made under the supervision of government inspectors. You will find a good profit in selling it and your customers will be well pleased.

F. W. Fearman Co.

LIMITED

Hamilton, Ont.



THE BEST MILK in Canada

We can prove it

The Dominion Government endorses the Truro Brands as the Highest food value and most uniform.

See Inland Revenue Bulletin No. 144, page 11.

Two Essential Points

Reliable quality.
Good margin of profit.

The TRURO CONDENSED MILK COMPANY Limited,

TRURO, N.S.



Butter

Eggs

Cheese

Poultry

(Live and Dressed)

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

The WM. RYAN CO.

LIMITED

70-72 Front Street East
Toronto - Ont.

Dairy Produce and Provisions

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

CHEESE AND BUTTER BULLETIN

Montreal, Nov. 24, 1908.

The closing of navigation for the season of 1908 is now an accomplished fact, and dealers are looking forward to a lull in the export market for some time. This condition generally follows the close of navigation at this point. British buyers seem to assume that the cheese market is a dangerous thing to meddle with, until the trade becomes accustomed to its new conditions. Locally, trade is in a good condition, and the lower grades are scarce. The total receipts of the season up to Nov. 20, since May 1, are 1,880,200 boxes, against 2,039,035 boxes for the same period of last year. These figures prove now beyond the possibility of a mistake that the season will finish behind last year's record. Total exports since May 1 were 1,844,537 boxes, against 2,029,054 boxes for the corresponding period of last year. The local cheese market is steady, with Westerns quoted at 12½c to 12¾c and Easterns at 11¾c to 12c.

The butter market is making a strong finish, so far as price is concerned. Last

week firmness of the market was especially noticeable in the higher grades, but this week all lines are commanding good prices, and there seems to be considerable activity displayed in getting after any available stock, regardless of its quality. The latest arrivals are showing the fodder taste, which proves that the pastures have petered out for the season. Considerable speculation is being indulged in locally regarding the size of stocks. Some are inclined to the belief that they are larger than many think, while others think they are small. As was pointed out by one dealer, who thinks they are large, several have laid in good supplies, thinking there would be a repetition of conditions as they were last year, and in this case the venture would prove an exceedingly profitable one. Locally the demand is exceedingly good for all lines.

Receipts for the season, up to Nov. 21, were 390,517 packages, against 386,436 packages for the same period of last year. Finest creamery is selling at 27c in round lots, and 27½c to 28c in a jobbing way.

THE PROVISION SITUATION

Toronto, Nov. 25, 1908.

The continuation of exceedingly good local business is this week, and has been for some time, the feature of the Canadian packing business. The general public seem to be eating more bacon this fall than ever before as the local demand is seemingly unprecedented for the season of the year.

During the few weeks of the late summer when supplies of hogs were exceedingly light, packers allowed their stocks to run down pretty low, expecting they would be able to fill up as usual during the light business customary in the fall. As yet they have not been able to add much to their stocks, for Canadian demand has taken practically all the goods turned out. This is all the more surprising when the very light shipments to the British market are considered.

The export business, as noted, continues light, for one reason from the fact just mentioned, and again because demand for Canadian bacon in England is very inactive. Of course, some supplies are going forward, the packers regularly doing business there keeping their product regularly on the market, but the amount of this is not a large feature. The Danes and the Irish, in fact, are keeping the market so well supplied, that there is little call for

other products, the price standing about 51s.

The run of hogs during the week was fairly good and the animals come in generally in good condition, better than a few weeks ago. Just how large the supply of hogs in the country is at the present time is rather a matter of conjecture. Reports from Western Ontario say that the supply there is only light, as the farmers sold their hogs last year on account of the short supplies of feed. Others say the plentiful supplies of feed this season are inducing the farmers to hold their hogs. Prices offered this week vary from \$6 to \$6.15 f.o.b.

The New York Journal of Commerce in reviewing the current situation in the United States, says:

"The sudden upturn to the speculative market at the end of the week was followed by a scalping campaign on the part of the professional element, who were about the only traders in the market. A heavy run of hogs was not without its effect and all options were forced on a lower basis. Much inconvenience was caused to local slaughterers by the quarantine on cattle now prevailing against the States of New York and Pennsylvania. The local cash markets were dull."

PROVISION MARKETS

MONTREAL.

PROVISIONS—The provision situation is a little easier, despite the fact that selected heavy Canada short cut, boneless pork, heavy short cut clear, and very heavy pork are extremely scarce, practically none offering. Lard, both compound and pure, is a little easier this week. Locally trade is fair.

Heavy Canada short cut clear boneless pork, in bbls.	23 00
Selected heavy Canada short cut clear boneless pork	25 60 25 50
Heavy Canada short cut clear pork	23 50 24 00
Very heavy clear pork	25 50 26 00
Plate beef, 100-lb. bbls.	08 00
" 200 "	15 50
" 300 "	23 00
Pure Lard—	
Tierces, 375 lbs.	0 12 1/2
Boxes, 50 lbs., grained	0 13
Tubs, 50 lbs.	0 13 1/2
Pails, wood, 20 lbs., parchment lined	0 13 1/2
Tin pails, 2 1/2 lbs., gross	0 13 1/2
Cases, tins, 10 lbs. each	0 13 1/2
" " 5 "	0 13 1/2
" " 3 "	0 14
Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09 1/2
Tubs, 50 lbs.	0 09 1/2
Wood pails, 20 lbs. net	0 09
Tin pails, in cases	0 09 0 09 1/2

BUTTER.—Firmness is the feature of the butter market. Prices have been fully maintained and the local demand is exceptionally good. Although prices remain practically the same as last quoted, an advance at any moment would be no surprise, as conditions seem to warrant one.

Fresh Creamery, solids, 1 cwt.	0 28
" " pri. ts, lb.	0 28 1/2
Dairy, tubs, lb.	0 20 0 22
Fresh large roll	0 22 0 23

CHEESE—Export cheese market is quiet, as the last boat has cleared from this port. A month of dullness is generally looked forward to after this event. British buyers wait until the market adapts itself to its new conditions. Locally, trade is good, and prices have been fully maintained.

Large	0 12 1/2 0 13
Twins	0 12 1/2 0 13
Old	0 15

EGGS—Strictly new laid are scarce and demand for them is good. As high as 40c a dozen has been paid for them here. The demand for all times is good, and stocks are reducing fast.

New laid	0 30 0 40
Selected cold storage	0 26
No. 1 Candler	0 23
No. 2 Eggs	19 0 20

HONEY—Good clover honey is in strong demand. Stocks of buckwheat are large, and trade in this line is fair. Owing to free supplies the price has dropped—8c to 9c, as against 10c to 12c. Clover, strained, is higher, now being sold at 10c to 11c.

White clover comb honey	0 13 0 14
Buckwheat, extracted	0 08 0 09
Clover, strained, bulk, 30 lb. tins	0 10 0 11

POULTRY—Quietness has succeeded the period of activity incidental to Thanksgiving, which is usually the case. Dealers expect it to brighten up about the 9th or 10th of next month, when the holiday season again opens for them.

Spring chickens, per lb.	0 09 0 10
Hens, per lb.	0 08 0 09
Young ducks, per lb.	0 10 0 11
Turkeys, per lb.	0 12 0 13 1/2
Geese, dressed	0 08 0 08 1/2

TORONTO.

PROVISIONS — Cured meats of all kinds are a little easier and prices in several lines a little lower. Lard also has dropped half a cent.

Long clear bacon, per lb.	0 11	0 11 1/2
Smoked breakfast bacon, per lb.	0 11	0 11 1/2
Roll bacon, per lb.	0 11	0 11 1/2
Light hams, per lb.	0 13 1/2	0 13 1/2
Medium hams, per lb.	0 13 1/2	0 13 1/2
Large hams, per lb.	0 14 1/2	0 14 1/2
Shoulder hams, per lb.	0 10	0 10
Backs, plain, per lb.	0 16	0 16
" pea meal.	0 16 1/2	0 16 1/2
Heavy mess pork, per cbl.	20 0	20 0
Short cut, per cbl.	22 5	22 5
Lard, tierces, per lb.	0 12 1/2	0 12 1/2
" tubs	0 13	0 13
" pails	0 13 1/2	0 13 1/2
" compartments, per lb.	0 8 1/2	0 8 1/2
Dressed hogs	9 00	9 00

BUTTER—Creamery is firm with an advance of a cent or two, but dairy is plentiful and much of it not good, with all the efforts on the part of the Government, a good many of the farmers are still clinging to their old habits, and are feeding turnips to their cows, which affects the quality of butter, with a tendency to lower the prices. A certain line, which is now styled 'separator butter,' is supposed to be made from

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
 Wanted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

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

We Want Butter !
 Dairy Tubs, Creamery Solids
 We will buy f.o.b. your station, in large or small quantities.
 Write or phone us with best quotations.
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
TORONTO.

Poultry Wanted!
 Persons having Poultry to ship to Montreal market should make a trial shipment to
P. POULIN & CO.
 39 Bonsecours Market, Montreal
 Buyers of Poultry, Game, Eggs and Feathers. Prompt remittance. No commission. Reference, any bank.

USE OVAL WOODEN BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

cream taken from the milk with a separator and done up in 1-lb. prints, wrapped in paper with the names of the makers neatly printed on them, and of a better quality than the ordinary dairy butter. In order to preserve the reputation of this butter, it is of importance that farmers do not make the mistake of feeding their cows with turnips. A good deal of ordinary butter still comes in badly made and carelessly wrapped in unsuitable cloths. Nothing but new, clean cotton should be used.

Creamery prints, per lb.	0 29	0 31
Creamery solids, per lb.	0 27	0 28
Farmers' separator butter, per lb.	0 26	0 27
Dairy prints, choice, per lb.	0 25	0 26
" ordinary, per lb.	0 19	0 21
" tubs, choice, per lb.	0 24	0 25 1/2

EGGS—Strictly new laid eggs are very scarce and worth from 35c to 40c. The mild weather and high price might tempt the hens to break the strike and start work, which, of course, would soon put eggs where they could be reached with less difficulty. Some of us remember when there were only two kinds of eggs, good and bad; but now there are strictly new laid, new laid, fresh, selects, candled and limed eggs. It may be interesting to know the difference in the value of each kind.

Strictly new laid, per doz	0 35	0 40
Select cold storage	0 27	0 28
Cold storage	0 24	0 25
Limed	0 13	0 14

CHEESE—No change this week—quality invariably good and demand steady.

Cheese, large, prime	0 13 1/2
twins	0 13 1/2

HONEY—Honey as usual is somewhat neglected. Prices are unchanged.

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

POULTRY—Comparatively little has come in since the big rush at Thanksgiving, but enough to supply the demand. It is also noticeable that the quality is improving. Buyers in the country who deal direct with the farmers should insist on them putting it up in better shape. Buyers should remember that they are not only buyers, but also educators, and by doing this, both buyer and seller will benefit.

Spring chickens, per lb., live	0 08	0 10
Hens per lb., live	0 08	0 07
Young ducks, per lb., live	0 09	0 10
Turkeys, per lb., dressed	0 12 1/2	0 13 1/2
Geese, per lb., dressed	0 08	0 08

WINNIPEG.

BUTTER—Local stocks of creamery are fairly large as it was held at such a high price during the summer as to prevent outgoing shipments. Dairy is in better supply but in sympathy with advices from the East the local market is firmer. For No. 1 dairy tubs or bricks, local produce houses are paying 22c f.o.b. Winnipeg, for No. 2, 19c and for No. 3, 17c.

EGGS—Produce houses are paying 25c per dozen f.o.b. Winnipeg.

CHEESE—Manitoba cheese is very scarce. Ontario is selling at 14 1/2c to 14 3/4c per lb.

POULTRY—Buying prices f.o.b. Winnipeg are as follows:

Chicken, per lb.	0 12
Fowl, per lb.	0 09
Turkeys, per lb.	0 15
Ducks	0 11
Geese	0 11

SHIPPING BUTTER TO RETAILERS.

Winnipeg Wholesalers Claim Country Dealers Are Demoralizing Market.

A Winnipeg wholesale produce merchant in conversation with The Grocer the other day referred to the circumstance that a great many country merchants throughout the Province of Manitoba are making a practice of shipping butter direct to Winnipeg retailers.

"These dealers are shipping direct to Winnipeg retailers in the hope of getting higher prices and saving the wholesale produce man's profit," said he, "but in reality they are demoralizing the market and they are getting much less than they would get if they would all confine their business to the regular channels of trade. Moreover, they do not get their money so promptly as would be the case if they shipped to wholesale produce houses."

When a city retailer gets 500 to 1,000 lbs. of butter he is over-loaded and he makes complaints as to quality and so on—anything to get a better price. It very often happens that because of the city retailers' complaints we get instructions from the shipper to take the butter off his hands. We do so at a reduced price. A number of transactions of this kind break the market and the prices are depressed. The wholesale produce houses have the market and a few big shipments sent to us do not demoralize the market. You may think that I have an ax to grind in talking this way and no doubt it would be to the advantage of the produce houses if the Manitoba dealers would sell to us only, but it is also a fact that the country dealer would get more for his butter and would get his money more promptly."

RETAIL MERCHANTS' ASSOCIATION NOTES.

James Eadie, provincial organizer of the Retail Merchants' Association, is spending this week in Stirling, Bobcaygeon, Fenelon Falls and Marmora, where local branches will be organized.

E. M. Trowern, general secretary of the Retail Merchants' Association, will go to Chatham, Ont., in a few days to discuss matters of interest to the branch there. An active campaign will be begun in that district.

LEAVING FORMER POSITION.

Editor Canadian Grocer: The publication of the following item would oblige the writer:

I wish to announce that I have resigned the position of Canadian manager for Thomas J. Lipton, tea, coffee and provision merchant, and wish to thank the many grocers who have given me their support in the past and hope to have something else to interest them in the near future.

A. E. CARSON,
 Toronto.



Your Customers Know It!

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

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

Magic Baking Powder

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

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



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

SELLING IS MADE EASY

when a customer wants a particular article and ask for it by **name**.

A grocer never loses a customer by selling him **what he asks for**.

The fact is he never asks for anything in which he has not confidence.

That is why **CLARK'S MEATS** are business builders.

They are **asked for** so often that the grocer **knows** he can recommend them with confidence.

All lines are being advertised fully.

WM. CLARK

Manufacturer

MONTREAL

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

Bring the

BOVRIL

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

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

will bring you a supply express pre-paid.

Win Your Customers' Good Will

by recommending and selling them

Cowan's
Cake Icings

They will be more than pleased on bake day, for there is genuine satisfaction and delight in using "Cowan's" Icings.



The COWAN CO., Ltd.
TORONTO

By Royal



Letters Patent

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

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

Nelson's Gelatine and Liquorice Lozenges

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

The above can be had from any of the following agents:
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CANADA:
No better Country



MOTT'S:
No better Chocolate

Two favorites with the Canadian housewife,

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"Diamond" and "Elite"
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—The housewife's favorite is your opportunity for profitable sales—
You can buy MOTT'S Chocolate everywhere in Canada—ask your jobber.

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Don't Be Wanting In
FORCE

These days it's the "Force"-ful grocer that does the most business. Ever eat "FORCE" yourself? Try a dish—it's great! Our consistent advertising campaign is making new people "try a dish" with the result that grocers everywhere are selling more "FORCE" than ever. And the profit is the same to all grocers—No one has a better chance than you.

THE H-O MILLS
HAMILTON, - - - ONTARIO

THE FLOUR AND CEREAL MARKETS

Flour and Cereal Markets Remain Generally Steady—Cold Weather Will Boost Rolled Oats—Christmas Candy Selling Well.

The flour and cereal markets continue steady this week without much change in the situation.

Flour is in good demand all over the country, millers being kept very busy. Business has improved somewhat in Quebec and the East during the week, though in Ontario it is perhaps a little easier with some cutting going on among the smaller millers.

The rolled oats market is holding firm, though an expected advance has not yet occurred. The continued mild weather it is understood, is the reason for this and a touch of real winter weather would probably bring the change in a hurry. Better business in all lines is looked for when winter really sets in.

A fair export business continues to be a feature. Millers are rather too much occupied with local business to devote a great deal of attention to it but some flour is going forward to Great Britain. Rolled oats are being shipped rather more freely. The recent heavy exports of Manitoba wheat, a feature in the local situation, are explained on the ground of a large increase in the proportion used by foreign millers, says the Journal of Commerce. In former years they have made use of it only as a strong wheat of extra quality, a 20 per cent. mixture being sufficient for their requirements. This year, however, the scarcity of the other wheats has made it imperative to use Manitoba to form the body of the mixture, and the proportion is likely to be increased to 50 per cent. It is pointed out, however, that this situation will be considerably modified when the new crop of Plate wheat is available in sufficient quantities, which will not be before March, so that for the next four months the European millers will be largely dependent upon the Manitoba crop.

MONTREAL.

FLOUR—Improvement in demand has been the dominant feature of the flour market during the week. Buyers are realizing that the chances of prices easing off much is a remote speculation. In view of this fact they are replenishing their now much depleted stocks. No changes in quotations have taken place during the week.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 00
Genora.....	5 50
Manitoba spring wheat patents.....	6 00
" strong bakers.....	5 50
Five Roses.....	4 00
Harvest Queen.....	5 50

ROLLED OATS—A rumor gained some currency that a rise was about to take place in this market, but it is found upon the closest scrutiny of conditions to be unfounded. Up to the

present moment there has been no change to record. Buyers continue their policy of caution, and the amount of goods changing hands cannot be said to be large.

Fine oatmeal, bags.....	3 05
Standard oatmeal, bags.....	3 05
Granulated.....	3 65
Gold dust cornmeal, 98-lb bags.....	2 25 2 50
White cornmeal.....	2 00 2 05
Roller oats bags.....	2 40
bbls.....	5 5

FEED—A drop of \$1 in the price of Manitoba shorts took place during the week, the line now being quoted at \$24, instead of \$25. The small mills are shipping only limited supplies, and there is no indication of a change in prices at present. The possibility of the market going lower is very remote.

Ontario bran.....	15 20
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
" bran.....	21 00
Mouille, milled.....	25 00 27 00
" straight grained.....	30 00 3 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—The market remains about the same as last week with the trend of prices slightly lower though quotations as given last week still prevail. In some quarters, however, there is considerable cutting going on and some grades may be bought slightly below these figures. Local firms attribute this to smaller outside millers who seem to regard Toronto as a dumping ground and get rid of their surplus product here. There is some talk also of flour made from sprouted wheat being sold in some quarters. This, however, cannot be verified. While local millers attribute the cutting to outside firms there is no doubt that they are to some extent meeting this. Millers all over, however, are doing good business with no immediate change in prospect.

Manitoba Wheat.	
60 per cent. patents.....	5 40
85.....	5 10
Strong bakers.....	4 80 4 90

Winter Wheat.	
Straight roller.....	4 20 4 30
Patents.....	4 50
Blended.....	4 70

CEREALS — The continued mild weather is reflecting rather largely on business and on this account the advance in rolled oats predicted for this week did not materialize. It only needs a good cold snap, however, to send prices up a notch. Business is steady, in fact has been rather better than usual from that standpoint this fall, the usual periods of rush and dullness being not in evidence. Cold weather is needed, however, to brighten things up.

Roller wheat in barrels, 100 lbs.....	2 55
oats in bags, per bag 90 lbs.....	2 45
Cornmeal, standard and granulated, in bags 98 lbs.....	2 95

Baroni & Zilli, confectioners Winnipeg, have dissolved.

We Don't Hide

our light under a bushel. We have a good thing in the shape of Mooney's Perfection Cream Sodas, and we know the public are interested in hearing about it. We are telling the public all about the delicious lasting crispness of every one of Mooney's Perfection Cream Sodas. And we are telling them that every good grocer can supply them. There's an opportunity here for you to materially increase your profits by supplementing our advertising with a little extra pushing of Mooney's Perfection Cream Sodas.



The Mooney
Biscuit & Candy
Company,
LIMITED

STRATFORD, - CANADA

GRAIN and HAY

We are buyers:

If you have a car of Wheat, Oats or in fact any grain to sell by the carload, write us. Cash and Cash only. Reference: Duns or Standard Bank.

CUMMINGS MILLS

WILLIAM R. CUMMINGS

Proprietor

Cummings Bridge, Ottawa

We also sell feed of all descriptions.

Free to Every Grocer and Confectioner

We want to send each and every one of you a free sample, and prices, of

"Favorite" Brand Cocoa and Chocolate

IN 1/2-LB. TINS AND IN BULK

Grocers who run bargain sales will be interested in getting our quotations on 7 lb. packages of Cocoa. Confectioners will be interested in this package also, for its convenience.

DOMINION COCOA AND CHOCOLATE CO.

16 Place Royale

MONTREAL



**White
Moss
Cocoanut**

This package has meant perfection in Cocoanut to grocer and housekeeper for years. We will always strive to make it the standard.
The Canadian Cocoanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



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



**GOX'S
GELATINE**

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

PURITY GUARANTEED BY THE MAKERS

Canadian Agents:
J. & G. COX, Ltd
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EDINBURGH



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

MAPLE SUGAR

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

P. J. GIRARD, - Richmond, Que.

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IN 1/2-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, **C. E. COLSON & SON, Montreal**
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THE MOST NUTRITIOUS COCOA

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley,
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

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

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT
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Sales Agent: **L. FONTANEL,**
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A Good Investment
PEANUT ROASTERS
and **CORN POPPERS.**

Great Variety, \$8.50 to \$250.00
EASY TERMS.
Catalog Free.

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

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

GROCERY TRADE CHANGES

New Businesses Opened, Sales, Assignments, New Companies Formed and Various Changes in All Parts of Canada.

Ontario.

S. G. Phillips has opened a new grocery store in Brantford.

George Warrell has opened a grocery and provision store in New Liskeard.

Cumming & Knott have their new store in Collingwood handsomely fitted up.

Joseph Mitchell, dealer in teas and coffees, Toronto, is advertising his business for sale.

F. H. Clifford's grocery store, Brockville, was entered and some tobacco carried off last week.

Gillean McLean is opening a new grocery in St. Mary's, and is having premises especially fitted up for this.

The estate of M. H. Killoran, Stratford, has sold his grocery to L. F. Killoran, who has been head clerk in the store for some years.

Robertson, Nichol & Co., wholesale grocers, Kingston, have opened a branch in Smith's Falls. Lester Taggart will be in charge of the new warehouse.

Quebec and the Maritime Provinces.

I. Brodeur, general merchant, Beloeil, has assigned.

Leduc & Co., general merchants, Acton, Que., have assigned.

P. H. Longpre, groceries and dry goods, St. Gabriel de Brandon, has compromised.

Western Canada.

R. W. A. Rolph, grocer, Winnipeg, has sold his business.

The Moore Co., grocers, Winnipeg, have sold to J. N. Campbell.

Harvey & Dobson, general merchants, Enderby, B.C., have assigned.

E. C. Fisher, grocer, Elkhorn, Man., has sold his business to Groat Bros.

R. E. Sadler, Fairlight, Sask., has sold his general store to J. W. Broatch.

W. G. Rowland, general merchant, Francis, Sask., is selling off his stock.

A. D. Eckhardt, general merchant, Theodore, Sask., has sold his business.

E. F. Cassidy has opened the West-End Grocery, Moose Jaw, succeeding F. W. Rutherford.

W. Robinson & Co., general merchants, Selkirk West., Man., have opened a branch in St. Louis.

The Hudson Bay Co.'s general store at Whitewood, Man., has been bought by the Whitewood Trading Co.

New Companies.

The Columbia Evaporating Co., of Caledonia, has obtained a charter.

The Toronto Quick Lunch Co. has been incorporated with a capital of \$40,000. George, Augustus and Chris. Letros are the directors.

The Quaker Oats Co., an incorporation under the laws of New Jersey, has been granted permission to increase the sum which it may use in Ontario from \$1,000,000 to \$1,250,000.

The Dominion Co-Operative Association, the first of whose stores will be opened on Bloor St. west, next week, has obtained its charter. The head office is Toronto and the capital stock is \$1,000,000, divided into two hundred thousand shares of \$5 each.

A charter has been granted to John Dromgole & Company, London, Ontario. Capital, \$40,000. To carry on the business of wholesale and retail dealers in crockery, china, glassware, fancy goods, silverware, etc. The provisional directors are John Dromgole, A. E. McLean and Herbert G. Colamore.

The Union Soda Water Manufacturing Co., Toronto, has been incorporated with a share capital of \$40,000. The company will carry on the business of making and dealing in soda water, carbonated water and other soft beverages. The provisional directors are Arthur Cohen, Chas. F. Ritchie and A. G. Parish.

A charter has been granted to the Consumers' Supply Co., Limited, Toronto. Capital, \$250,000. The provisional directors are: W. G. Thurston, Edward Wilson Boyd and Wallace Lawson. They are empowered "To carry on the business of warehousemen, carters and cartage agents and forwarders and contractors, and to manufacture and buy and sell merchandise and goods of all kinds, both wholesale and retail."

A \$3,000,000 company with a directorate mainly composed of students and stenographers, has been granted a charter. The real capital behind this huge concern is, of course, far from being

thus represented, the enterprise being none other than the British-Canadian Departmental Stores, Limited, which is to have a magnificent building on the present site of Knox College, Toronto. The incorporators noted in the Ontario Gazette are: James Casey, contractor; C. E. H. Freeman and Abraham Singer, students; Archibald Lang, superintendent, and Ida V. Williams, stenographer, all of Toronto. The shares are divided into six hundred thousand of five dollars each.

DOMINION TRAVELERS DINE DECEMBER 21.

December 21 has been set aside as the day on the evening of which the Dominion Commercial Travelers' Association will hold their annual dinner.

As usual, the affair will come off in the Windsor Hotel, Montreal, and the attendance will be larger than ever, from present indications.

Some surprises in the speakers are promised. The committee which has the matter in hand is endeavoring to make the dinner the finest yet held, and with that end in view are sparing no pains to get together a list of prominent business, professional and political men who will give short addresses that will contribute much to the pleasure of the evening.

No announcement can yet be made, but something extra is promised by the executive if arrangements work out satisfactorily.

TRADE NOTES.

Peterboro parties have put a new product on the market known as Fruitlets. It is called the candy gum and is different from the other gum, Spearmint, which the company put on the market some time ago.

The Wallaceburg Sugar Company have received word that a cargo of sugar amounting to ten carloads, which they were shipping to the Northwest, has gone down in Lake Superior, the boat carrying it having foundered on a rock.

A fire at the premises of the Whitby Fruit and Vinegar Works, Whitby, Ont., last week, burned the two top storeys of the apple evaporating plant. The building was splendidly equipped and the loss at this season of the year is particularly unfortunate. No insurance was carried.

The Autumn Pure Food Number of "The 57," the organ of the H. J. Heinz Co., Pittsburg, is a bright little booklet of interest to grocers everywhere. Its contents include a couple of illustrated world-travel articles, another one on the tests being carried on by the United States Government to determine the effects of food preservatives on the human system and a couple illustrative of the Heinz factory. The booklet will be sent to any grocer in Canada by the Heinz Co., on mention of this paper.

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

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

Oranges, Grapes, Etc.

Have complete lines of the following:

- California Navel Oranges
- Florida Oranges
- Mexican Oranges
- California Lemons
- Messina Lemons
- Florida Grape Fruit
- Almeria Grapes, the finest in the market,
- Cranberries, Figs, Dates, Nuts, etc.

McWILLIAM

Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

AT CHRISTMAS TIME

ask your wholesaler to hand you a

"St. Nicholas" or "Home Guard"

and you will get 300 or 360 extra fancy prime lemons, which is 75% more than some of those "Skin-Deep" "top-layer" primes contain.

J. J. McCabe

Agent
32 Church Street, Toronto

FRUITS, VEGETABLES AND FISH

Business Continues Good Though Mild Weather is a Drawback—New California Oranges in—Apple Markets Firmer—Approach of Advent Stimulates Fish Business.

MONTREAL.

GREEN FRUIT—New stock California oranges have made their appearance, and are offering at \$3.25 to \$3.35. Floridas are a little easier this week, now selling for \$3.25, against \$3.50 last week. Grape fruit remains firm at \$4.25. Bananas are slightly firmer, as the minimum price is now \$1.75, against \$1.50 last week. Nova Scotia cranberries are strong having advanced 25c during the week. Other lines remain as last quoted. Trade has been good during the week, country orders being received in greater volume. Apples have experienced a change upwards of 50c to 75c per bbl. with a good demand for seconds, now that the supply of firsts have gone so high. No. 1 stock is quoted at \$3.50 to \$4.25 in car lots and No. 2 at \$3 to \$3.50, four cars being sold at the above prices; but at these figures they could not be replaced as holders are asking \$4 for No. 1 f.o.b. in the West. There appears to be a great scarcity all at once. At present stocks in the city are said to be not over 5,000 to 6,000 bbls. at the outside against about 50,000 bbls. a year ago. These conditions, it is thought, will lead to much higher prices. Cable advices report a firm market in England but at the present time trade at home is more profitable.

Almeira, extra fancy	6 50
" extra choice	5 80
" fancy	4 10
California navel, 95, 126, 130 size	3 75
" 17, 20, 216, 210 size	3 25
Jamaica oranges, in bbls.	4 75
Floridas, 126, 15, 176 200	3 25
Grape fruit	4 25
Verdel lemons, 300 size	2 75
Lemons, choice, 300 size	3 75
Bananas	1 75
Peaches, boxes	1 25
Pears, boxes	1 50
Grapes, California, Tokays, crate	2 25
Pineapples, extra fancy, 24 size	2 50
" 30 size	4 50
Cranberries, car'y blacks bb	10 00
Nova Scotias, early blacks, 1 bl	7 75
Apples, Fameuse, XXX, bbl	4 00
" XXX	2 50
" Colverts Jenettings, XXX	2 75
" XXX	2 25
Spies, XXX	4 00
Baldwins, Greenings, Russetts, XXX	3 50
" Spies XX	2 75

VEGETABLES—Changes in prices is the predominant feature of this week's market in vegetables. Fully one-half the quotations have either gone up or down, with the general tendency strongly upward. This week oyster plant is being quoted at 60c. Artichokes are offered at \$1 per bag; new string beans at \$3 per bushel basket. Parsnips per bag are selling at 90c and sweet potatoes at \$1.50 per bushel basket. Marrows are down to \$1.50 and \$1 per dozen. Carrots are cheaper at 25c per bag. Spanish onions have declined 75c. Lettuce is cheaper at 50c, against 95c last week. Lines which have gone forward are pumpkins, which are somewhat scarce; brussels sprouts, squash, onions, cabbage, radishes, beets, green peppers, parsley and cauliflower. Trade has not been very brisk. Dealers on the market

are feeling the final departure of vessels for the season. Stewards of vessels calling here have always been depended upon for considerable trade during the season of navigation.

Oyster plant, doz	0 61
Artichokes, bag	1 00
New string beans, basket	3 00
Leeks, bunch	0 20
Parsnips, bag	0 90
Sweet Potatoes, basket	1 51
Marrows, dozen	1 01
Cauliflowers, dozen	1 25
Parsley, per doz. bunches	0 30
Sage, per doz.	0 50
Savory, per doz.	0 75
Celery, doz	0 50
Water cress, large bunches, per doz	0 70
Spinach, box	0 50
Green peppers, doz.	0 15
Beets, tax	0 75
Carrots, bag	0 25
Spanish onions, large crates	2 10
Lettuce, per doz	0 50
Radishes, doz	0 60
Horse radish, per lb	0 15
Cabbage, doz	0 30
Montreal potatoes, bag	0 75
Green Mountains	0 95
New Brunswick potatoes	0 60
Onions large bag	0 90
Red onions, barrel	1 40
Turnips, bag	3 00
Pumpkins, doz.	0 65
Squash, doz	1 50
Brussels sprouts	0 15

FISH—Advent will start on the 29th and grocers have been ordering in anticipation of this season when the consumption of meat falls off so, offering opportunities for large fish sales. New frozen sea herring is arriving, and is quoted at \$2 per 100 fish. Fresh smelts, mackerel, haddock and cod are plentiful, also frozen halibut, salmon and lake fish. In smoked lines haddies and bloaters are arriving freely, but kippers are scarce at present. The salted and prepared market is exceptionally good, and supplies are ample. New green cod and Labrador herring are selling well. The season for malpeque oysters is nearly finished. Demand for bulk oysters, by the gallon, is increasing. The fish market is active, and owing to the large supplies arriving, prices have become a trifle easier.

Fresh and Frozen Fish.	
Gaspe salmon	0 15
B.C. salmon, frozen	0 09
Haddock, per lb	0 05
Fresh halibut	0 09
Mackerel	0 10
Dore	0 09
Steak cod	0 16
Market cod, lb	0 14
Pike, lb brochet	0 07
Whitefish, lb	0 07
Lake trout	0 09
Sea trout, lb	0 10
Flounders, lb	0 10
American live lobsters	0 24
Bullheads (dressed)	0 10
New Smelts	0 10
Sea herring, per 100	2 10
Smoked—	
Haddies (exp) 15 lb. bxs., per lb	0 07
Bloaters, per box, large	1 10
Smoked herring, per box	0 16
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 08
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 08
Boneless cod, 20 lb. boxes	0 08
Boneless cod, 20 lb. boxes	0 09
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 01
Pure cod, in crates, 1 and 2 lb. bricks	0 05
Salted and Pickled—	
No. 1 Labrador herring, bris.	5 50
" 1/2 bris.	3 35
Oysters, bulk, per gallon	1 60
Standards, bulk	1 40
quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 70
Malpeque, shell, per bbl.	8 00
" lower grades	6 60

TORONTO.

GREEN FRUITS—California box grapes are now out of season and their place is filled with Almeria grapes, which are arriving in large quantities and are selling for \$5.25 to \$5.50 a keg. Florida oranges are about the best in the market now, and are also cheaper, selling for \$2.50 to \$2.75 instead of \$3 and \$3.25 last week. Pineapples are also cheaper but Cape Cod cranberries have made a decided advance, selling at \$15 a barrel.

Pears, Canadian	0 25	0 33
Grapes, California, box	1 75	2 50
Almeria, keg	5 25	5 50
Apples, winter varieties, bbl	2 50	4 50
Oranges, Jamaicas, bbl	4 00	4 50
boxes, new	2 50	
Mexican, boxes, new	2 75	
Florida, boxes, new	3 50	2 75
Lemons, Messina	3 25	3 50
California, box	4 25	4 50
Bananas, Jamaicas, frsts	1 50	1 85
Jamaica eights	1 00	1 25
jumbos	1 50	2 25
Cranberries, Cape Cod bbl	15 00	
crate	6 00	
Nova Scotia, bbl	8 00	
Ontario, cases	3 50	0 75
Citrons, doz	4 00	4 25
Grape Fruit, Florida, box	4 00	4 25
Pineapples, Florida, crate	3 50	4 00

VEGETABLES—There is very little change in vegetables this week, and the market is well stocked with all kinds. Farmers are taking advantage of the favorable weather and are rushing them in to save expense of lining cars to protect them against frost. All kinds of vegetables are of exceptionally good quality, and quite sufficient to supply all demand. Red peppers and white turnips are now off the market.

Beets, Canadian, bag	0 50
Potatoes, Ontario, per bag	0 70
New Brunswick, per bag	0 80
sweet, barrel	5 00
hamper	1 75
Onions, Spanish, per 50 lb. crate	1 15
Canadian, dried, bag	0 80
Valencia, extra, cases	3 00
Carrots, new, per bag	0 35
Cabbage, Canadian, per doz	0 25
Squash, basket doz	0 50
Cauliflower doz	0 75
Celery native, doz	0 25
Pumpkins, dozen	0 50

FISH—The fresh fish market is practically closed, a few fresh white fish still come. Mild weather has had effect in frozen fish trade, although no change in prices. There is a good supply of frozen stock on hand. No change in prices is noted this week.

Perch, large, per lb	0 06	0 07
Blue pickerel, per lb	0 05	0 07
Herring, medium, per lb	0 04	0 06
Whitefish	0 10	0 11
Cod, frozen	0 08	0 09
Trout, fresh, per lb	0 09	0 10
Hallbut	0 09	0 10
Haddock, frozen	0 07	
Sea salmon, Silverside	0 10	0 12
Pike	0 05	0 07
Pickeral, yellow	0 05	0 09
Soft shell crabs, doz	4 00	
Herring, Digby, smoked, bundle 5 boxes	0 85	
Kippered, 15-lb. box	1 30	
Labrad'r, keg	3 00	
Mackerel, each	0 18	0 20
Smelts, per pound No. 1	0 18	
No. 2	0 12	
Oysters, Long Is'land	1 70	
medium selects	1 75	
extra	1 85	
shell, per 100	1 50	
Ciscoes, basket	1 15	
Finnan Haddie, smoked, 15-lb. package	0 85	
Boneless cod, quail on toast	0 05	
imperial	0 05	
steak	0 05	
Shredded cod, doz	0 90	
Acadia cod, crate	0 40	
tablets, box	0 60	
Bloaters	1 25	
Qualls	0 09	
Outfish, dressed	0 10	

D. F. Hagerman, Manchester, Ont., has sold his general store business to James Monroe, of Seagrove.

FIRST ARRIVALS

Navel Oranges

We specialize in **Oranges**, a complete line of all grades, including **Floridas, Mexicans**, etc.

WHITE & CO., Limited

TORONTO and HAMILTON

"The standard of quality."

CANDIDO'S LEMONS

"BICYCLE"

"MAPLE LEAF"

"ADELINA"

Ask the wholesale for these Brands—they are the Finest—Brolo Lemons.

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

Fresh Arrivals This Week

CAR NEW CALIFORNIA LEMONS

Squirrel Brand. Smooth as silk. Bright, waxy fruit

FLORIDA and MEXICAN ORANGES

FANCY MALAGA GRAPES

OUR FIRST CAR CALIFORNIA NAVEL ORANGES

Due to arrive Saturday, 14th

Send us your orders.

Price and quality always right.

HUGH WALKER & SON

GUELPH, ONT.

Florida Oranges, Grape Fruit, Tangerines

Fresh arrivals

THE DAWSON COMMISSION CO., TORONTO

If you have any apples in carlots to sell, write us.

Finest Bananas!

Our leader the year round

Perfectly colored, properly crated; special care taken to assure their good condition on arrival during cold weather. A trial order will convince.

We are now carrying a full line of other Fruits and Nuts, all finest fresh stock.

- | | |
|-----------------------------------|---|
| Florida Oranges | New Messina Lemons, <small>best brand known</small> |
| Jamaica Oranges | Fancy Tinted Almeria Grapes |
| Porto Rico Oranges | Spanish Onions, 1/2 cases |
| New Golden Dates | Sweet Potatoes |
| New Tarragona Almonds, | New Walnuts, New Filberts, |
| New, Large, Polished Texas Pecans | |

PRICES ARE RIGHT

SATISFACTION GUARANTEED

Write, Wire or Phone Your Orders — You Will Come Again.

JOSEPH BROWN & SONS, 29 and 31 Youville Square, **Montreal**



HOLBROOK'S WORCESTERSHIRE SAUCE

HOLBROOKS LIMITED

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

MADE AND BOTTLED
IN ENGLAND.

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

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

FISH FOR ADVENT!

Here is an assortment:

New Haddies and Bloaters
Frozen Sea Herring and Salmon
Fresh Haddock and Cod
Halibut, Pike and Pickerel

All extra choice fish. There will be demand for them.

"SEALSHIPT" OYSTERS

In airtight, sealed packages. No ice water or preservatives used. Something extra nice to offer your trade. All kinds of fish in season.

A postal will bring you our new price list. You will need it now particularly.

4 LONG
DISTANCE
TELEPHONES.

LEONARD BROS.,

20, 22, 24 and 26 YOUVILLE SQUARE,
MONTREAL

P.O. Box 639

"THE LARGEST FISH WAREHOUSE IN CANADA"

Branches:
MONTREAL,
ST. JOHN, N.B.,
GRAND RIVER,
GASPE.

FOR
RUSH
ORDERS



PHONE or
WIRE
US

You can rest assured that if the stock is to be had we have it.

Advent

commences December 1st. Get in touch with us.

The F. T. James Co., Limited
 Church and Colborne Streets : : : : : **TORONTO**

WHO IS A RETAILER ?

The Three Classes of Trade and Their Proper Distinction—The Conception of the Word "Legitimate"—The Danger From the Semi-Jobber.

In last week's issue of the "Trade Press Bulletin," the circular of the National Retail Grocers' Association of the United States, John A. Green, secretary of the association, takes up the question. "Who is a Retailer?" The reference seems to be particularly to the words "legitimate retailer," as used by J. A. Van Hoose, president of the Southern Wholesale Grocers' Convention, held recently at Asheville, Tenn.

In reply to a request from Mr. Green, President Van Hoose has given the following as his idea of what is a retailer: "Our idea of a legitimate wholesale business is one where the person, firm or corporation buys on its own account and in selling sells only to the merchants or to established commissaries to sell again, and in which firm or corporation no retailers are directly or indirectly interested to any appreciable extent.

Wholesalers Must Not Be Interested.

"Our idea of a legitimate retail business is one in which the person, firm or corporation buys on its own account, and in selling sells only to the consumers, and in which wholesalers are not directly or indirectly interested to any appreciable extent.

"I am inclosing copy of an address which I delivered several years ago, by invitation, before the Virginia Retail Grocers' Association, at Richmond. They selected the subject for me. You will note in this address our idea, as well as belief, that manufacture, transportation and distribution should be along departmental lines, and that each has its legitimate sphere of usefulness and obligation, and the men who make their living in one or the other of these various departments should not interfere with the rights and living of those in other departments.

"As to the question of a wholesaler selling to hotels and restaurants, it is our idea that this should only be done where it is absolutely necessary for holding the business in that town or city, and should always, under all circumstances, be a matter of amicable and satisfactory conference with the wholesalers and retailers. In many towns situated in the territory identified with the Southern Wholesale Grocers' Association entirely satisfactory and amicable arrangements have been made by and under which the wholesalers sell a few of the largest hotels and restaurants in unbroken packages, thus enabling the whole community to get the benefit of the money thus expended in that particular town or city. The goods which these large hotels and restaurants wish to purchase in broken packages are secured from the local retailers.

The Conception of "Legitimate."

"You, of course, understand, that in the use of the word 'legitimate' it is not used in the sense of being legal or illegal. Manifestly any business is legal which is not prohibited by law. But in using the word 'legitimate,' whether applied to a wholesaler or to a retailer, we mean it in the broad, humanitarian conception of the word, as either injur-

ing or protecting the interests of others who are also vitally concerned in making a living for themselves and for those dependent upon them.

"We do not believe that it is fair as man to man, that it is legitimate for a person, firm or corporation to buy as a wholesaler and then to fight the retailer for his living, with the consumers' trade. This association and this office use every moral influence to persuade manufacturers not to sell goods to parties as wholesalers, where those parties either from their own stores or from stores owned or controlled by them, compete with or interfere with the retailer for his living.

"Obviously, the converse of this should be fair and consistent, viz., That the retailers should not, from their own stores or from stores owned or controlled by them, compete with or interfere with the business of the wholesaler. The consumer and the public at large are vitally interested in seeing these respective spheres of usefulness safeguarded in every proper and legal way. Neither the town, county, city, state nor nation should permit the small dealer to become eliminated, and distribution centered into the hands and under the control of vast aggregations of wealth. Property interests, taxes, municipal, county and state securities, are vitally involved in this matter. It is a tremendous and far-reaching question. The farmer or mechanic, or any citizen, who sends his money away from the community in which he lives or from which he draws his living, is blind to his ultimate best interests when he wishes to pass by his local retailer and apparently, for the time being, save a little money in the transaction, provided, of course, that he cannot procure the same goods at anything like the same price from his local dealer.

Carrying Out the Idea.

"This same principle is true of the retailer in his attempt to pass by the wholesaler. The same is true in the attempt of the wholesaler to manufacture in competition with the manufacturer whose goods that wholesaler is also handling.

"We believe in 'co-operation' in the broadest and best sense of the word, hence, believe in the great principle of 'organized co-operation,' a co-operation in which the rights and living of others are held in just as high regard both in theory and practice as we regard our own rights.

"The above are substantially some of our views in reference to this whole question of economic distribution, but I regret that heavy pressure of work prevents me from sending them in more concise and better arranged form. I hope, however, you will be able to gather from same, together with the copy of the address above referred to, substantial answers to your questions."

In commenting on the above, Mr. Green says:

"This answer, at the present time, will help us in our contention that the trade of the consuming public should be-

long to the retailer, and that the wholesaler should in no way enter into competition with him. We realize the perplexing problem that confronts us in trying to bring about a satisfactory understanding between the distributors of food products, wholesale and retail. The disposition of both parties to play fair will, no doubt, in the near future bring about the conference each desires, and through this conference the beginning of the end of all misunderstanding can easily be brought about.

"The following paragraph from President Van Hoose's speech before the Virginia Retail Merchants' Association might be considered at this time, and is worthy of more than passing consideration:

"The semi-jobber, department stores, other and all forms of concentrated capital, with their more or less odious trust features, will, if foolishly permitted, proceed to relegate you, your business, your profits and your living to the past as not necessary. If there is no use for the legitimate jobber, there is no logical use for you, the legitimate retailer. Why should monopoly stop and spare your business, your living, any more than ours?"

"There is no doubt but that we are somewhat inconsistent in complaining about the semi-jobber. If the retailer did not patronize the semi-jobber he would soon cease to exist."

* NOTES FROM GUELPH.

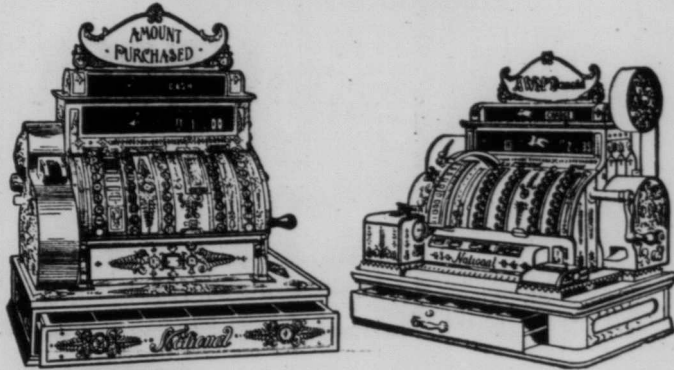
Those big fat oyster talks that we see in nearly all the local grocery ads lately should help to sell the oysters. Why people never heard so many nice things about raw oysters before.

One grocer claims his granulated sugar is worth \$1 a hundred more than his neighbor's. I wonder why, for myself, I can not see it. But he thinks he knows, and he has a right to his own opinion.

Geo. Forbes, who has been running an ice cream and candy store on the Elora Road, has purchased and moved into the Olympic candy, ice cream and refreshment store on St. George's Square, and is doing a good business.

A library of grocery technical books would be a great suggestion for Guelph, but unless the grocers get together soon the Clerks' Association ought to take this matter up, as they have a surplus and nothing to do with the money at present, and this would be a good investment for the winter months. Did you ever go into our Public Library and notice on the tables the books that are there for mechanics, carpenters, molders, etc., and labor papers generally, even to the Socialistic papers? We never see The Canadian Grocer or Dry Goods Review there. Wonder why not? Some grocers, as soon as they get their Grocer, run and hide it from their clerks for fear they would see it, or see some good ideas in it, or else the few minutes in looking at it would be wasted, while others, I am glad to say, take a look at it themselves, then pass it along to the clerks to take home and read. Which do you do?

They Pay!



Ask the Man
Who Has
One!

Guaranteed the Cheapest
Registers on Earth

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

Best Results In Cooking

come of using best materials. If your customers value quality, be sure that you give them the best. That means



"Sealshipt" Oysters

None better are produced—they are the finest grown and are packed by improved methods which preserve the distinctive oyster flavor. As soon as shucked they are sealed in air-tight steel cans. Ice is packed around the cans but does not touch the oysters. You get solid meats. Absolutely pure and fresh—is it strange so many "Sealshipt" dealers write us their oyster business and profits are growing?

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

WRITE FOR PARTICULARS

National Oyster Carrier Co., SOUTH NORWALK, CONNECTICUT



Repeated orders tell
the quality of the

Famous
"Brunswick Brand"
Sardines



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

MONDAY BEGINS ADVENT

FOR YOU.

What do you require in Fish and Oysters?
We can supply you, whatever you want.

Here is a Starter:

Solid Meat Oysters at \$1.30
per gallon.

These oysters will certainly please.

O'Connor's Fish Market

St. Antoine Market
(Between the 2 Depots)
MONTREAL.

THE GROCER'S ENCYCLOPEDIA

Information for Grocers and Clerks Regarding the Goods They Sell Which Will Help in Interesting Customers.

The Cocoa Tree.

The cocoa tree is an evergreen and grows to a height of from fifteen to twenty-five feet, its leaves being bright and smooth, somewhat resembling the foliage of a rubber plant. It is very low-branching, and the blossoms are small and pink. The blossoms and pods not only spring from the branches, but often from the trunk itself. The fruit is a yellowish pod about the size of a cucumber and is filled with seeds, all strung together in a pulpy, pinkish mass. It is from these seeds or beans, each about the size of a chestnut, that the chocolate and cocoa of commerce are manufactured. The trees bear from the fourth to the thirtieth year, and it is not unusual to see on the same tree buds, flowers and fruit.

When ripe the pods are gathered by the native women and are allowed to lie on the ground for a day or two, after which they are opened. The pulp containing the beans then ferments for about a week, the astringent qualities of the beans being much modified and their flavor improved.

After being thoroughly dried the beans are packed in hundred-pound bags for shipment. When received by the manufacturer they are carefully picked over for quality, assorted and roasted. The nibs, as the roasted beans with the shells removed are called, are then fed into a hopper and ground between stones similar to an old-fashioned flour mill. The grinding process, coupled with the friction of the stones, which produce a temperature of some 120 degrees, changes the solid nibs (without the addition of anything) into a thick, heavy liquid. This is technically termed "chocolate liquor," and is sold to confectioners.

This same liquor, subjected to hydraulic pressure, with the resulting separation into a clear oil, gives the cocoa butter of commerce. The remaining pressate when powdered forms drinking cocoa. The chocolate liquor solidified becomes cooking chocolate, and, with sugar, vanilla and spices added, it is sold as "sweet" or "eating" chocolate.

Pineapple as a Medicine.

The medicinal value of pineapples has recently been the subject of considerable inquiry among physicians, and in Hawaii experiments have been made to determine something of these properties. It has been found that the fruit of the pineapple contains a digestive principle closely resembling pepsin in its action, and to this is probably due the beneficial results of the use of the fruit in certain forms of dyspepsia. On the casein of milk pineapple juice acts as a digestive in almost the same manner as rennet, and the action is also well illustrated by placing a thin piece of uncooked beef between two slices of fresh pineapple, where in the course of a few hours its character is completely changed.

In diphtheritic sore throat and croup pineapple juice has come to be very largely relied upon in countries where the fruit is common. The false mem-

branes which cause the closing of the throat seem to be dissolved by the fruit acids and relief is almost immediate.

Keeping Eggs Fresh in China.

"There is a way to beat the storage commission merchant and the old hen herself; to have fresh eggs all the time, in fact," said Marshal Raymond, a lawyer, of Paducah, Ky.

"This method may be as old as the Chinese—at least I learned it in China when I made a trip through the East more than a year ago. I happened to run into the American Consul General at Shanghai while over there, and when I left he presented me with what he said were eggs.

"Although they didn't look like eggs at all—looked, indeed, more like elongated mud pies with a stone stuffed in them—I faithfully brought them home, and at last opened one.

"Sure enough, there was an egg inside, and when it was broken it proved to be entirely fresh, although it may have been in that mud for a year or more. Well, with that knowledge of how the Chinamen keep eggs fresh I salted a whole barrel of them to see how they would do under American mud.

"I bought them at the time of year when they were cheap, not caring much whether they kept or not, but willing to try the experiment. I buried them under more than a foot and a half of earth and left them for several months.

"When winter came along and eggs went up to some enormous figure, I just dug down into the earth and pulled out that barrel. Opened to the light of day the eggs looked as if they had just been laid. They tasted, too, as if they had never been put away in the earth for many weeks."—Washington Herald.

W. H. Dunn has returned to Montreal from a business trip to New York.

To Avoid The Financial Crisis, Handle

SHAMROCK

**BIG PLUG
SMOKING TOBACCO**

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

CLAY PIPES

The best in the world are made by
MCDUGALLS

Insist upon this make
D. MCDUGALL & CO., Glasgow, Scotland.

NOTICE! FOR SALE

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

For this week only.

JOS. COTE
IMPORTER AND WHOLESALE
TOBACCO DEALER

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

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE

in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

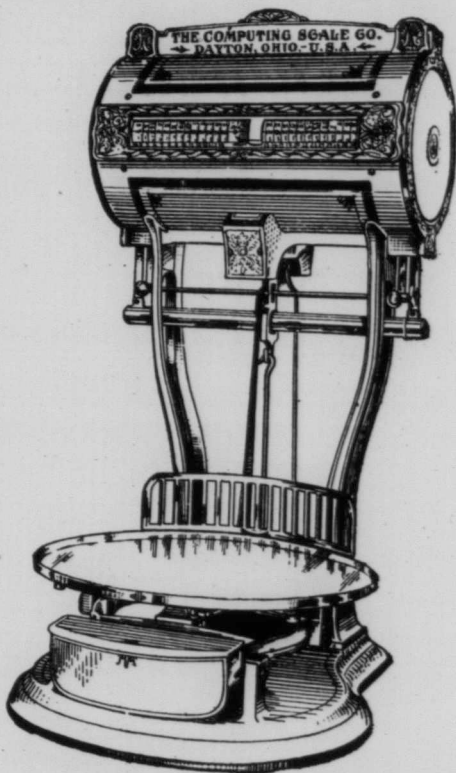
BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem **Solved!**

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

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

Gives the exact weight for the exacting dealer.
Gives the exact weight to all customers.
True as steel and built for a lifetime of exact weighing.
Weighs to an ounce, computes to a cent.
Low platform—only 6½ inches from the counter.
Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.

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

IF NOT—WHY NOT ?

“Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

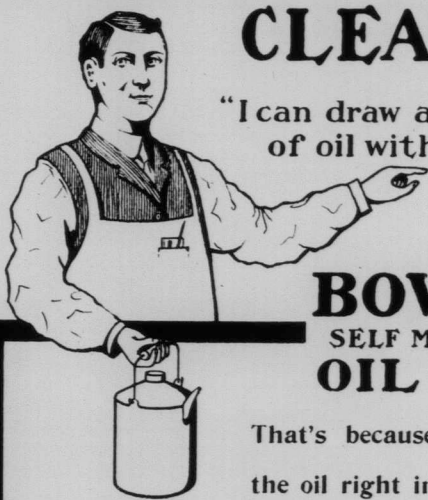
has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE** and **LARGELY INCREASED PROFITS.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

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

The Walker Bin and Store Fixture Co., Limited
Designers and Manufacturers of **Berlin, Ontario**
Modern Store Fixtures



CLEAN HANDS

"I can draw an accurate gallon of oil without soiling my hands in the least with my

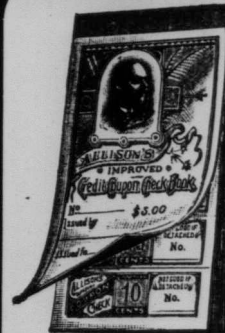
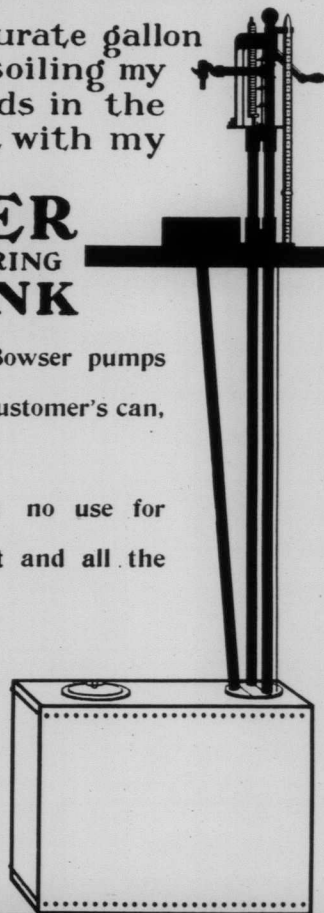
BOWSER SELF MEASURING OIL TANK

That's because the Bowser pumps the oil right into the customer's can, and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.

S. F. BOWSER & CO., Ltd.
66-68 FRAZER AVE., TORONTO



Are Your Credit Customers Safe?

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

ALLISON COUPON BOOKS

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

How They Work

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

For sale by the jobbing trade everywhere. Manufactured by

Allison Coupon Co.
INDIANAPOLIS, IND.

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



The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders** **Easiest Runners**

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

WOODRUFF & EDWARDS CO.

MAKERS

ELGIN, ILLINOIS, U.S.A.



We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

SHIPPING TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, 10 Front Street East, Toronto.

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

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, painter and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL**, Montreal, Toronto or Winnipeg.

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

MISCELLANEOUS.

HIGH CLASS COLOR WORK—Commercial stationery, posters. The Hough Lithographing Co., Limited, Office, No. 3 Jarvis St., Toronto. Telephone, Main 1576. Art, good workmanship, business methods.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

\$60,000,000.00. Shrewd merchants all over the world have paid \$60,000,000.00 for 650,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave.

TRAVELLERS—Counter check books make a good slide line. Pocket sample; liberal commission. Box 221, **CANADIAN GROCER**. [1]

MISCELLANEOUS.

BETTER, CHEAPER, SAFER LIGHTING.—The Pitner System of Gasoline Lighting is the best system yet produced for lighting a store, hotel or public building. In cities and towns Pitner Systems are used because of the superior quality and quantity of light obtained for small cost. They are just as successful in any village or country place. A small outlay secures a complete and independent Pitner lighting plant. Free illustrated booklet and full particulars on request. The Pitner Lighting Co., Limited, Toronto, Canada.

SAFES.

NEW AND SECOND HAND SAFES of the best makes. Herring-Hall-Marvin Fire and Burglar-Proof Safes for every requirement. Safes for grocers and general stores. We have the exclusive agency for the best line of Safes and Vaults in the world. Safes which give the protection that business men need. Safes which have stood the test of the world's greatest fires and have preserved their contents. Investigate the merits of these Safes before you suffer a loss and you will have no need to do so later. **THE CANADIAN FAIRBANKS CO., LTD.**, Montreal, Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver. (52)

BOOKS FOR THE GROCER.

ART AND SCIENCE OF WINDOW DRESSING, by S. W. Roth. Every retail grocer should learn the methods set forth in this book—which is specially written for **Grocers**—on how to make grocery windows attractive and thus draw trade. Every means of successfully displaying goods is treated of in its 14 chapters and 30 illustrations. Price \$2.00, postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include special sales, getting holiday business, co-operative advertising, money-making ideas, contests, etc. Price, \$2.50 postpaid. **MACLEAN PUBLISHING CO.**, Technical Book Dept., 10 Front St. E., Toronto.

WANTED.

WANTED in every town and village, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. Just the position for a retired business man for his spare time. The MacLean Publishing Company, Limited, Toronto.

WANTED—A bright young salesman in Toronto city for a leading line of grocers' specialties. Applicant must be well recommended as to character, honesty, etc. This is a good opening for an ambitious, hustling salesman, desirous of a permanent position with good prospects for rapid advancement. Answers, to be considered, must contain full particulars as to experience, references, etc. Apply Box 233, **THE GROCER**, Toronto. (48)

WANTED—Manufacturer's agent in Port Arthur, Ont., to work the surrounding territory. The line is a staple one, handled by the grocery trade and manufactured in Canada. Address Box 225, **CANADIAN GROCER**, Montreal. [49]

WANTED—Manufacturer's agent for the Province of Quebec, with headquarters in Montreal, to handle a staple line of long standing and established reputation. Must have organization to work the retail trade. Sales made to wholesale trade only. Address Box 240, **CANADIAN GROCER**, Montreal. [49]

GROCERY traveller wanted for Ontario who can take sideline on commission. Box 235, **CANADIAN GROCER**, Toronto.

AGENCIES WANTED.

WANTED—Foreign and domestic agencies. Good connections, highest references, twelve years experience. Arthur Cox, 253 Hollis Street, Halifax, N.S. [49]

VINEGAR—A French manufacturer of vinegar invites correspondence from Canadian firms interested in this article. Box 231, **CANADIAN GROCER**, Toronto. (47)

POULTRY—A firm of general game and poultry importers desire to get into communication with Canadian shippers with a view to making arrangements for early shipments into Manchester. Box 224, **CANADIAN GROCER**, Toronto. (47)

CONDENSED MILK—A Cape Town firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of condensed milk. Box 229, **CANADIAN GROCER**, Toronto. (47)

FLOUR, Oatmeal and Quaker Oats—A South African commission agent, with good connections, and widely known, who is prepared to furnish good references, desires to be placed in touch with Canadian exporters of flour, oatmeal and quaker oats. Box 230, **CANADIAN GROCER**, Toronto. (47)

CANNED and Bottled Fruit—A London, England, firm of general merchants and importers desire to undertake an agency for Canadian canned and bottled fruit. Box 225, **CANADIAN GROCER**, Toronto. (47)

PRESSED Yeast Cakes—A Hull firm of general merchants and importers desire samples from Canadian manufacturers of pressed yeast cakes. Box 226, **CANADIAN GROCER**, Toronto. (47)

FRUIT—A well-established firm of inland fruit merchants in the north of England would like to exchange ideas with a Canadian packer of well-graded apples with a view to receiving a few carloads for sale on advance against bill of lading. Box 227, **CANADIAN GROCER**, Toronto. (47)

CANNED Goods—A general commission agent and importer in the north of England in a good position to handle an agency for any kind of canned goods is desirous of hearing from Canadian canners interested. Box 228, **CANADIAN GROCER**, Toronto. (47)

SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address, Stirling, 145 Mutual Street, Toronto (45)

WANTED—As grocery clerk, by young married man, ten years' best city and country experience. Best references. Box 234, **THE CANADIAN GROCER**. (49)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

WAREHOUSE TO RENT.

TO RENT—Top floor in good warehouse with track, delivery and hoist facilities, 75 x 75, with office. Apply Nicholson & Bain, Calgary. (49)

FOR SALE.

GENERAL Store and Boarding House, opposite C.P.R. depot. Stock worth about \$1500; yearly sales \$6000 to \$7000. The best reasons for selling out. All further particulars on application. Address P.O. Box 30, Coulter, Man. [51]

FOR SALE—Well established retail grocery, feed and seed business in town of 10,000. Turnover last year \$70,000. Will lease or sell property. Satisfactory reasons for selling. Address Box 232, **CANADIAN GROCER**, Toronto.

WINDOW DISPLAY FIGURE—Cost \$25 last year. Will sell for \$15 as we have no use for it. Big attraction made, us \$50 last Christmas. A. S. Lambe & Son, Meadowvale. (49)

Lea's

The Pickle with the
home-made
flavor

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

Packed by

The **Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO

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

resp
Gro

Diaz
1-lb. ti
1-lb. ti
1-lb. ti

Case
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.



Royal-

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Barrel
oz
G

Cleval
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Barrel
oz

Crown
1 lb. ti
1 lb. ti
1 lb. ti

White
1-lb.
1-lb.
1-lb.

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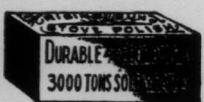


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**RISING
SUN
STOVE POLISH
IN CAKES**



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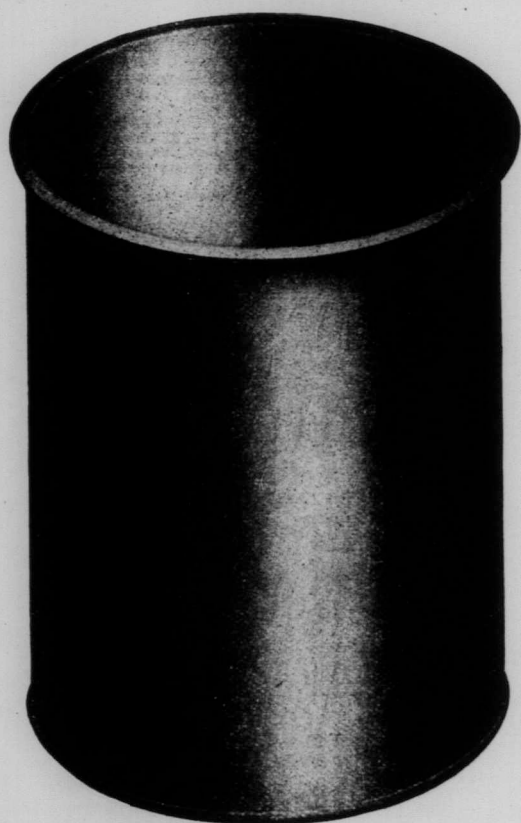
**SUN
PASTE
STOVE POLISH
IN TINS**

Chicago may follow example set in New York where manufacture and sale of inflammable and explosive liquid stove polishes is forbidden on account of the dangerous nature of this material when used by housekeepers.

A recommendation has been introduced into Chicago City Council calling attention to repeated accidents and a recent horrible death in Chicago from this cause and calling attention also to protection from like accidents, secured by ordinance in New York City.

Push RISING SUN Stove Polish and SUN PASTE Stove Polish which are always safe in the hands of the user. They please the housekeeper too. Good profit in them besides.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Give the Tomato a Chance

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the **Opening** to the size of the **Tomato**, not the **Tomato** to the size of the **Opening**.

Pack **Whole Tomatoes**, not Crushed Fruit.

Sanitary Can Co., Ltd.,
NIAGARA FALLS, ONT.

Max Amc Patents

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE

TRY IT



SOLD BY ALL
JOBBERs

3/4-lb. tins—3 doz. in case

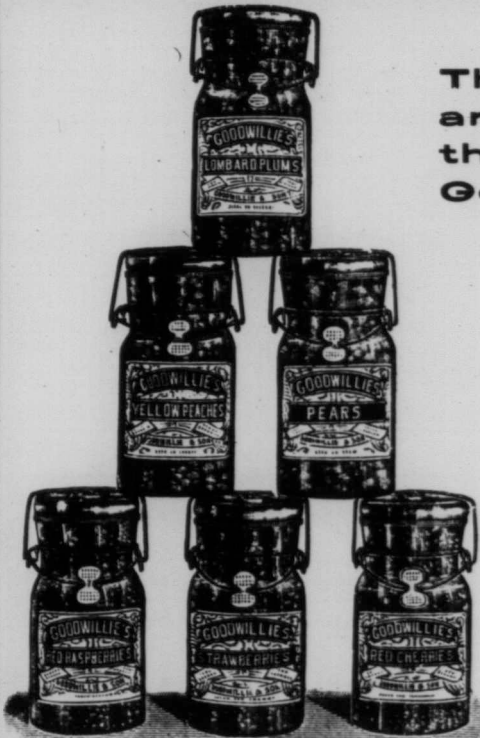


Talking to the Point

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

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

TRY A CONDENSED AD IN
THE CANADIAN GROCER.



These are the Goods

Have you a good supply?

AGENTS:
Rose & Laflamme, Limited
Montreal and Toronto

Table Raisins

from Sunny Spain

José Segalerva

Malaga, Spain

Agents:—
ROSE & LAFLAMME Limited
Montreal and Toronto

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Laflamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz. \$ 2 30
THOMAS J. LIPTON
Prices on application.
T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
3-lb. tins, 3 doz. in case, per lb. 07½
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails, per lb. 0 06½

Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
3-lb. tins, 3 doz. in case per lb. 0 07½
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails, per lb. 0 06½

Pure Jams—1-lb. glass jars (16-oz. gem) 3 doz. in case, per doz. \$1 80

Jelly Powders
IMPERIAL DESSERT JELLY



PURE AND DELICIOUS

TRUE FRUIT FLAVORS
CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited
GENESEE PURE FOOD CO.

JELL-O
The Dainty Dessert

Assorted Case,	Contains 4 doz.	\$3.60
Assorted Case,	Contains 3 doz.	\$1.80
Lemon (Straight)	Contains 3 doz.	\$1.80
Orange (Straight)	Contains 3 doz.	\$1.80
Raspberry (Straight)	Contains 3 doz.	\$1.80
Strawberry (Straight)	Contains 3 doz.	\$1.80
Chocolate (Straight)	Contains 3 doz.	\$1.80
Cherry (Straight)	Contains 3 doz.	\$1.80
Peach (Straight)	Contains 3 doz.	\$1.80

weight 3 lbs. per case; freight rate 3rd class

THE ROBERT GREIG CO.
White wax, 15 flavors.
1 doz. in handsome counter carton, per doz., 90c.



List price
'Shirriff's' (all flavors), per doz. 0 90
Discounts on application.

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces....	\$0 69½
4-lb. boxes....	0 09½
5-lb. boxes....	0 09½
30-lb. Pails, 2 00	
30-lb. tins..	1 90
Cases 3-lb..	0 10½
" 5-lb..	0 10½
" 10-lb..	0 10½

Licorice.
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper....	per lb. \$0 40
Fancy boxes (35 or 50 sticks)....	per box 1 25
"Ringed" 5-lb. boxes.....	per lb. 0 40
"Acme" pellets, 5-lb. cases....	per can 3 00
" (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cases.....	per can 3 00
Licorice lozenges, 5-lb. glass jars....	1 75
" 30 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 45
" 100 sticks.....	0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated).
GILLET'S PERFUMED. Per case.

1 case of 4 doz.....	\$3 80
3 cases of 4 doz.....	\$9 50
5 cases of 4 doz.....	\$15 50

Marmalade.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 3 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 3 lb. glass jars and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "

Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 3 doz. case....	per doz. \$ 1 00	
Home-made, in 1-lb. glass jars	1 40	
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07	
Golden shred marmalade, 3 doz. case,	per doz.....	1 75

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz.... 1 55
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

THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wether's condensed, per gross net... \$12 00
per case of 3 doz. net..... 3 00

ST. CHARLES CONDENSING CO.
PRICES:

St. Charles Cream, family size, per case	\$4.70
" hotel.....	4.90
Silver Cow Milk.....	5.00
Purity Milk.....	4.70
Good Luck.....	4.30

Mustard.
COLMAN'S OR KERN'S.

D.S.F., 4-lb. tins.....	per doz. \$ 1 40
" 1-lb. tins.....	2 50
" 7-lb. tins.....	5 00
Durham 4-lb. jar.....	per jar. 0 75
F. D. 1-lb. jar.....	0 25
" 4-lb. tins.....	per doz. 0 25
" 1-lb. tins.....	1 45

Olive Oil.
LAPORTE, MARTIN & OIE, LTD

Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pta. 24's	6 50
" 4-pia. 24's	35

Sauces.
PATERSON'S WORCESTER SAUCE.

Agents, Rose & Laflamme, Montreal and Toronto.

4-pint bottles, 3 & 6 doz., per doz.....	0 90
Pint " 3 doz.....	1 75

THOMAS J. LIPTON
Prices on application.

Soda.
COW BRAND.



Case of 1-lb. containing 90 packages per box, \$3 00.
Case of 4-lb. (containing 180 pkgs. per box, \$3 00.
Case of 1-lb. and 4-lb. (containing 90 1-lb. and 30 4-lb. pkgs. per box, \$3 00.

MAGIC BRAND. Per case

No. 1, cases, 50 1-lb. packages.....	\$ 7 75
No. 2, " 130 1-lb. "	7 75
No. 3, " (30 1-lb. ").....	7 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case.....	1 00
5 cases.....	5 00



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and therefore GOES FURTHEST of any Washing Soda sold.

WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

THIRTY EIGHT DAY EXCURSION CRUISE

Every twelfth day a "P & B" steamer leaves Halifax for Bermuda, the British West Indies and Demerara, and no finer sea trip exists. The round trip takes thirty eight days and the cost is small. Better write for illustrated booklet.

PICKFORD & BLACK
HALIFAX

Oakey's 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, Ed. and in Canisters

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agents:

JOHN FORMAN, - 644 Craig Street MONTREAL.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. G. STEWART, Halifax.

LET US COLLECT Your Overdue Accounts

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections; and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day!

The Beardwood Agency

212 New York Life Building - MONTREAL

For best values in **CURRENTS**

Get quotations on fruit exported by

J. Caramandani & Co.
Patras, Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:

A. L. Watt & Scott - Toronto
Watt, Scott & Goodacre - Montreal

The Condensed Ads. in The Canadian Grocer bring results. Try one.

S

not
ou.

ies,

EAL

and Ceylon.

5.00
0.80
1.00
0.75
0.75
H.M.B. 1's and 1/2's
Ridgway's Standard Bulk Blend in stock
at all our branches in Canada.

THOMAS

D & CO.

Montreal and
Boston

le
0.80

0.50

0.40

0.40

LIMITED

0.46

0.50

0.15

0.44

0.48

0.51

0.52

0.45

0.46

0.45

0.53

0.46

0.47

0.58

0.40

0.55

0.68

0.75

0.70

0.00

0.15 00

0.08

0.10

1.10

Glad to give any information about

SALT

VERRET, STEWART & CO.

LIMITED

MONTREAL

To Our Grocer Friends:

The average housewife is becoming more fastidious each day in her ideas of what sanitary precautions should be adopted in handling a food product. Undoubtedly, you have already realized this.

Have you ever considered this regarding Mince Meat.

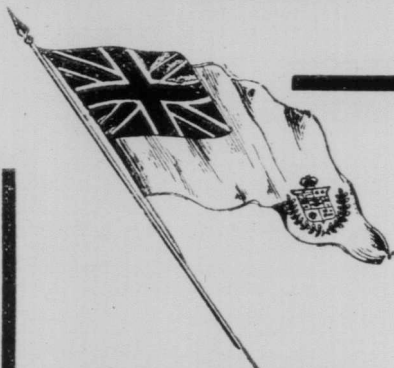
Why not handle a dust-proof-sanitary-wrapped package like **Wethey's Condensed Mince Meat?**

All jobbers.

3 doz. to a case.

J. H. WETHEY, LIMITED

ST. CATHARINES



Empire Brand

Buy Paper and Paper Bags

PRUNES ARE GOING UP.

We have special values in Currants.
You want quick shipments. We will do it for you.

4 Free Phones
for Use.

USE FREELY

GEO. E. BRISTOL & CO.

(Successors to Lucas, Steele & Bristol)

Hamilton,

Ontario

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