

CANADIAN GROCER

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

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

XXIII.

PUBLICATION OFFICE: TORONTO, NOVEMBER 19, 1909.

47.



Keen's Oxford Blue

To recommend this Laundry Blue to your customers is to advocate the
very best Laundry Blue made.

Other makers may claim the same superiority, but the **world** has approved of **Keen's**

Buy it from your jobber.

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

Agents for the Dominion of Canada

Syrup and Syrup

There's more than the mere name to be thought of when buying
Syrup for your trade.

There's lots of so-called Syrups on the market but it lacks the
essentials of the true goods.

"Crown Brand" Table Syrup

is absolutely the most perfect production of pure white corn, the
syrup is rich in color, full body, delicious flavor, proper
consistency, and healthful and nourishing.

Order "Crown Brand" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

5 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



Buy Maconochie's

If you want to stock rapid-selling,
profit-paying, satisfaction-giving

Pickles

Peels

Sauces

Jams

Fish



Your sales
are sure and
your profit
safe.



Full information supplied by

**MacLaren Imperial Cheese
Co., Ltd.**

Agents Canada and United States

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Currants
Of High
Repute

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

THE
GREEK
CURRANT
COMPANY

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

ARTHUR P. TIPPET & CO. Agents
Montreal

Fruits
Dried or Canned

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

GRIFFIN &
SKELLEY

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

Gelatine
The Best
There Is

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

COX'S

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



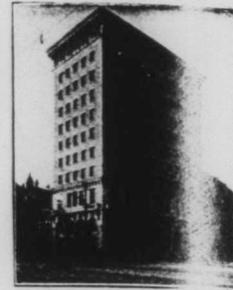
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Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

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

WRITE TO
10, Garfield Chambers, Belfast, Ireland
For sample copy of the
**Irish Grocer, Drug, Provision
and General Trades' Journal**
If you are interested in Irish Trade

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

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

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

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

**The Condensed Ads. in The
Canadian Grocer bring results**

CLARE, LITTLE & CO.,
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Warehoused and
forwarded. Warehouse on Transfer Track. Busi-
ness solicited. Our position is your opportunity.
SASKATOON,
Western Canada

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

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

W. H. Millman & Sons
Wholesale Grocery Brokers
TORONTO

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

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

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

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

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

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

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

J. P. THOMAS
25 St. Peter St., - QUEBEC
Open to represent another progressive
house in this territory. All connections
and highest references.
Write me to-day.

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

CHAS. MORIN
89 Dalhousie St., - QUEBEC
Specialty Manufacturers' Agent
18 years' experience; 3 travelers calling upon retail
trade in Quebec district. Open for good lines in
Grocery Specialties.

Try a business card in
The Canadian Grocer.

LOYALTY DEMANDS
 THAT YOU SHOULD SELL
MEAT OF WHEAT

Manufactured in Canada from Canadian Grown Wheat.
 A More Delicate and Delicious Breakfast Food Than
 Any Imported Cereal.

Attractively Packed in Handsome, Quick-Selling Packages.
 Each Package Makes 12 lbs. Delicious Food.
 Retail at 15c. Pkge.

AND WHAT'S MORE—PAYS YOU A HANDSOME PROFIT.

THE WESTERN MILLING CO., TORONTO
 Selling Agents in Eastern Canada, Great Britain, South Africa and West Indies.

A PHENOMENAL SELLING LINE



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

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

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

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

Not Difficult, if You Know How!

When you are in trouble, it is worth something to know just where to go, and when you are in difficulty over your Canned Goods it is worth much to you to know you can handle a uniformly satisfactory line in

OLD HOMESTEAD
Canned Fruit and Vegetables

Extra care in the selection of the raw materials, extra skill in handling and modern scientific methods of packing have made **OLD HOMESTEAD BRAND** without a peer on the market.

Be sure and handle these splendid reputation builders!

Old Homestead Canning Co.

PICTON - ONTARIO

You
It is just like
appeal of

ROSE & LAFI

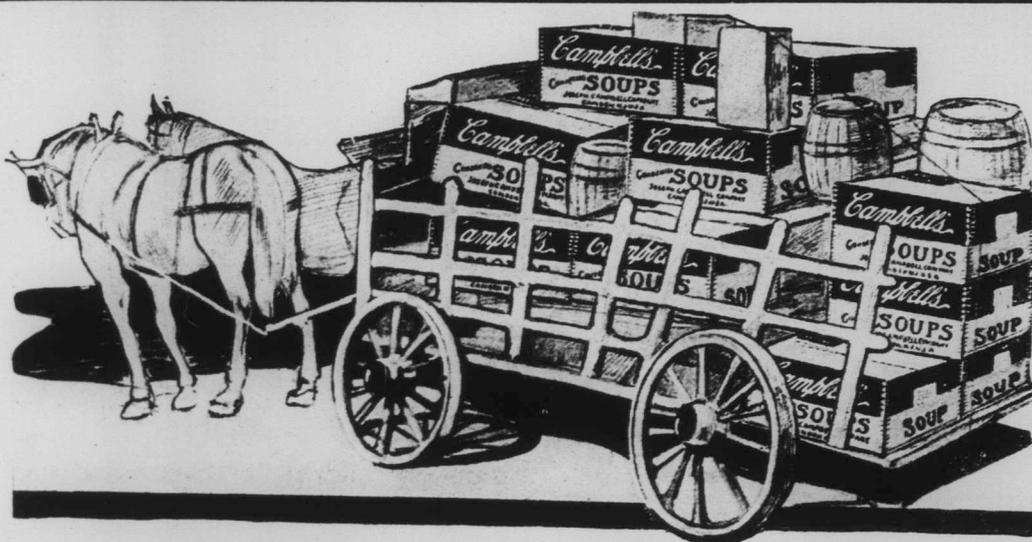
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AND YOU

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PACKED

White Sw



Watch the Next Loaded Wholesale Grocery Wagon You See.

You will find **CAMPBELL'S SOUPS** in it. A grocer's order to his jobber isn't complete without it. It is just like sugar in that it is just as staple. It is unlike it in that it pays you $33\frac{1}{3}\%$ profit. In addition to the "appeal of profit" you know that every customer to whom you sell **CAMPBELL'S SOUPS** will keep buying them.

Write us about our Window Dressing and "Silent Salesmen."

Joseph Campbell Company, Camden, N.J.

ROSE & LAFLAMME, 400 St. Paul St., Montreal—Canada Selling Agents.

21 kinds—look for the Red and White Label.

HAVE YOU NOTICED

HOW FAST

WHITE SWAN COFFEE

HAS GAINED IN

FAVOR WITH PARTICULAR PEOPLE?

IF NOT

TRY A SINGLE CASE

AND YOU WILL SOON HAVE THE EVIDENCE

BEFORE YOU

QUALITY COUNTS

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

White Swan Spices & Cereals, Limited
TORONTO

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



**Symington's
"Edinburgh"**

Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.
EDINBURGH

Agents for Ontario—
Messrs. W. B. Bayley & Co., Toronto.

Agents for Quebec—
Messrs. F. L. Benedict & Co., Montreal.

Notice

Re

PATERSON'S SAUCE!

Henceforth **PATERSON'S WORCESTERSHIRE SAUCE**, the famous English Condiment, can be secured only from Messrs. **ROWAT & CO.**, Glasgow, Scot., the manufacturers and sole proprietors. Recipe, trade marks and complete rights have been purchased. All commands will receive prompt attention.

For further information address

SNOWDON & EBBITT, Agents, 325 Coristine Bldg., Montreal

ATTENTION!

We can help you in your profit-making if you will handle

ASEPTO SOAP POWDER

"The enemy of dirt."

ASEPTO is a pure, economical washing powder, which does away with half the "elbow grease." It is a firm favorite with the women, and means repeat orders for you.

WRITE FOR DETAILS

ASEPTO SOAP COMPANY
ST. JOHN, N.B.

BROOMS

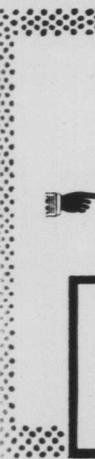
We Make

Brooms of Quality

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

Capacity enlarged to
20,000
dozen per annum

Walter Woods & Co
Hamilton and Winnipeg



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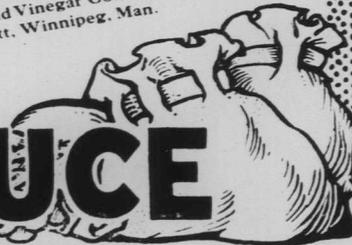
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**OUR NEW ADVERTISING SCHEME IS SELLING
H. P. FASTER THAN EVER**

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

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

H.P. SAUCE



CURRANTS

We are proprietors of
"AFRODITE" brand, the best AMALIAS
currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned
currants
and importers and distributors of
highest grade PATRAS and VOSTIZZA
currants.

We aim to give the trade the best grades
of currants obtainable from season to season.
We solicit the opportunity to quote on
your CURRANT needs at all times.

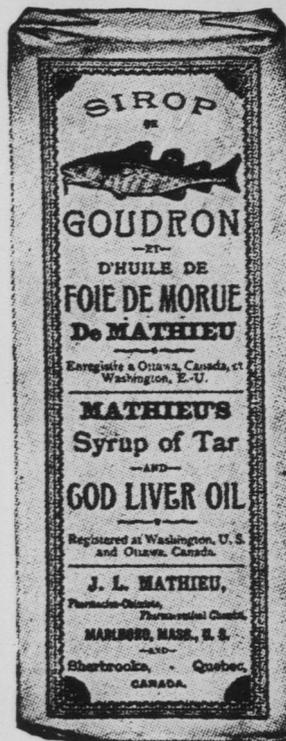
CANADIAN REPRESENTIVES:

W. H. ESCOTT, Winnipeg
LAMBE & MacDOUGAL, London
H. & A. M. LAMBE, Hamilton
W. G. A. LAMBE & CO., Toronto
H. D. MARSHALL, Ottawa
ARTHUR P. TIPPET & CO., Montreal
J. W. GORHAM & CO., Halifax

GREEK CURRANT CO.

95 Broad Street - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE



**A COLD CURE EVERY
Dealer Can Recommend**

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

**MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil

has been a wonderful success.
The testimonials received by the
proprietors tell of marvelous
cures.
Thousands of households are never
without it.
Its sales have multiplied in every
community where it is sold.
Dealers never find it a slow seller.
During the Fall and Winter sea-
sons large sales are assured.
Keep a good supply on hand and
when ordering order also

**MATHIEU'S
NERVINE POWDERS**

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

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

Distributors for Western Canada:

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

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

JAPAN TEAS

We again have several lots of suitable grades at different points just arriving.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

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

QUAKER SALMON

but we would—nev-
ertheless—advise
you to order your
supply immediately.

MATHEWSON'S SONS

Wholesale Grocers
202 McGill St. : : MONTREAL

Ginger-Bread BRAND Molasses

(The Best There Is)

Produced and sold under the British flag

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

RESULTS

Satisfied Customers Increased Sales

Dominion Molasses Co., LIMITED

Hallifax, - Nova Scotia



The Prosperity of the Country
and the popularity of
Keystone Brand Brushes
and Brooms

have combined to force upon us a fur-
ther addition to our plant. We have
just completed the installation of new
machinery and now hope to be able
to fill orders promptly.

QUALITY TELLS.

STEVENS-HEPNER CO.
LIMITED

PORT ELGIN, - ONTARIO



NOTHING YOU CAN HANDLE

will give more genuine satisfaction to the user than the
magic hand cleaner

SNAP

For chasing paint, tar, dirt or grease from soiled hands
is absolutely unequalled.

THE SNAP CO., Limited
MONTREAL, QUE.

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PURITY FLOUR

Tell the Home-Baker About It

The woman who bakes her own bread will be willing to try PURITY FLOUR if you will tell her these facts—and it will pay you to do so.

Tell her that PURITY FLOUR is made of the high-grade constituents of the hard wheat berry—no low-grade constituents in it.

Tell her that by using PURITY FLOUR she can improve the flavor of her bread. Make it even more delicious than it is now.



Tell her that the bread will be more nutritious, as PURITY FLOUR is richer in gluten—the most nourishing element of the wheat berry.

Tell her that PURITY FLOUR goes farther—produces more loaves to the barrel.

Tell her that the little higher price of PURITY FLOUR is greatly overbalanced by its extra quality—that PURITY is actually unbeatable value at the price for which it is sold.

A little talk along the above lines will encourage a lot of housewives to try PURITY FLOUR. And it will do all you say it will.

Those who buy it on your recommendation will have a good opinion of your judgment. They will consider you a good judge of quality. They will be willing to buy other lines of goods when you recommend their quality.

Talk quality. It pays. And talk PURITY FLOUR. It is on the top-most rung of the Quality Ladder.

**WESTERN
CANADA
FLOUR
MILLS
COMPANY
Limited**

Toronto Montreal
St. John Winnipeg
Brandon



**“MORE
BREAD
and
BETTER
BREAD”**

A LEADER
 FOR OVER
50 YEARS



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

Mr. Grocer :

When buying canned goods always remember that

"CANADA'S PRIDE"

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

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

To be had of the following wholesale grocers:
 Messrs. W. Galbraith & Sons, Montreal
 Messrs. Fenwick, Hendry & Co., Kingston
 Messrs. Medland Bros., Toronto

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

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

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

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

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

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

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

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

Name

Street

Place

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

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

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

Name

Street

Place



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FIRST In Official Tests In Public Favor

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

E.D.S. Brand JAMS and JELLIES

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

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

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

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



GILMOUR'S HAND CLEANER

In the yellow tin at the popular price.

10 cts.

The hand cleaner for the judicious grocer to handle.

Without exception the largest seller on the market.

How is your stock?

THE GILMOUR SOAP WORKS CO.
MONTREAL



Made
in
Canada

**PROTECT
PROTECTION
PROTECTED**

You must **protect** your business if you would be successful.
If you have the **proper protection** you will be successful.
If you have **protection** that will **protect** you are **protected**.
Simple, isn't it? You know it without being told. But ask yourself:
Are your accounts protected?
Do you ever have **charges forgotten**?
Do you have **disputes with customers** when making settlements?
Do you know **every day** just how your **accounts stand**, both accounts receivable and accounts payable?
Could you show a **correct proof of loss** in case of fire and collect your **full insurance**?
Can you tell what you are **worth** without making a complete inventory?
If you can't answer these questions to your complete satisfaction let us tell you how the McCASKEY CREDIT REGISTER SYSTEM will furnish **complete protection**.

INFORMATION IS FREE—DROP US A POSTAL

DOMINION REGISTER COMPANY, Limited
Successors to The McCaskey Register Co. in Canada
96-104 Spadina Avenue TORONTO

Borden's New
Size Package



"Peerless Brand"
Evaporated Cream

Retails at 5c.

\$2 per case of 4 doz.

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

BORDEN'S CONDENSED MILK COMPANY ESTABLISHED 1857

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

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



A Brand That Means Much
is

CANADA FIRST

It is the leading, purest, richest and most digestible product in the line of evaporated cream that any grocer can carry. We help to make its merits known by extensive advertising, and the quality of the goods does the rest.

Order from your wholesaler.

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

New Pickles for You!

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

HIGHEST GRADE GOODS

QUALITY IS UNSURPASSED

Thos. McCready & Son, Limited

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

H.

White
Coco

The
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Besu
stock
large.





"PANSY" BROOM

The Acme of Value

There are Brooms and Brooms! We can supply you with Brooms of any grade, but you will be consulting your best interests if you handle and push the "PANSY." It is just the right size and weight, strong and straight-handled, and as springy as the best broom corn can make it. Housewives prefer the "PANSY" to all others. Send your order to-day.

H. W. NELSON & CO., LIMITED

TORONTO, - ONTARIO

White Dove Cocoanut

The line to recommend for Christmas cooking

Besure your stocks are large.



W. P. Downey
MAKER
Montreal

CHANGE of BUSINESS.

J. Walter Snowdon

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

413 St. Paul St. MONTREAL

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

BASKETS

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

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

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

**The Oakville Basket Co.,
OAKVILLE, ONT.**



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

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

OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

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

GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG



Reindeer Milk
and
Jersey Cream

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

SUGARS

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

Redpath

Extra Granulated

and other grades of refined. Supply your
customers with only the best sugars ob-
tainable.

IT WILL PAY!

Manufactured by

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



PURITY AND STRENGTH Combined
Have Made

**SHIRRIFF'S
FLAVORING ESSENCES**

prime favorites with the economical housewife. This is the profitable trade you should
"go after," and SHIRRIFF'S goods will help you to get and retain it.

**Imperial Extract Co., 18-22 Church Street,
TORONTO**



Comma

W. S. Clay
Green & C

We are op

Every
a stock
this se
just so
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Done u
6 1/2, 12,
pails.

Quotation
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GOLDEN YELLOWS

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EWING'S CLUB JELLY POWDERS

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ROWAT'S

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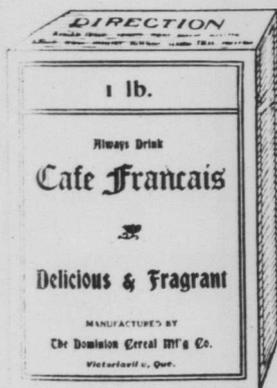
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TORONTO, CANADA

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Advertisements under this heading, 2c. per word for first insertion, 1c. for each subsequent insertion. Contractions count as one word, but five figures (as \$1,000) are allowed as one word. Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged. Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

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DAVID SCOTT & CO.

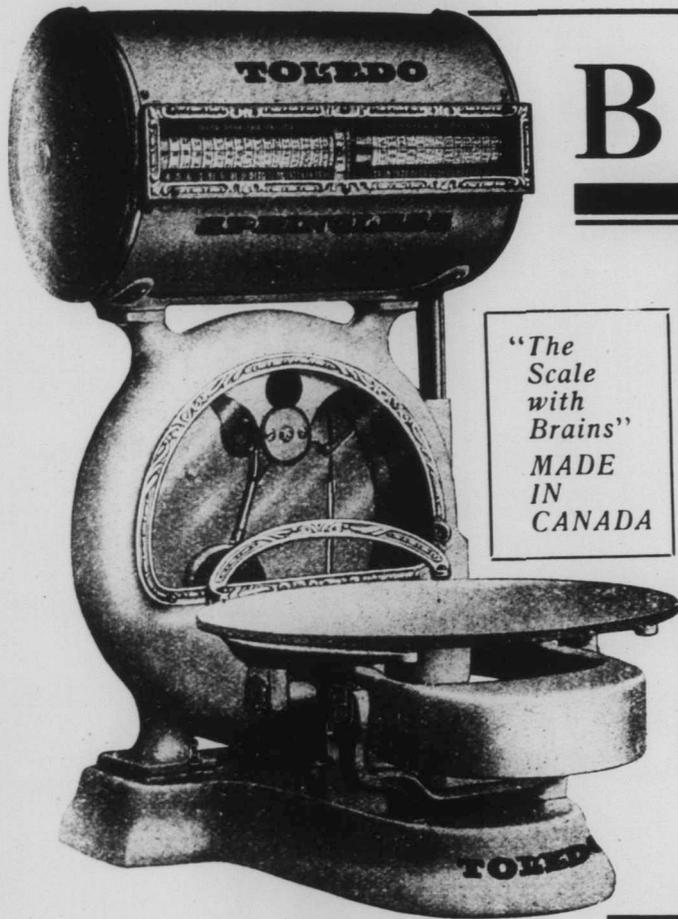
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FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

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700 Cases

ASSORTED JAMS AND PRESERVES

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and

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DO YOU SELL YOUR SHARE?

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The Policy of Price Maintenance in Business

Address Given by One who had Experience—Decisions in Law Courts Favorable to It—Cases Where Lack of Maintenance has Driven Articles of High Merit from the Market—Motive of the Price Cutter.

Price maintenance is a live problem in all trades; all associations are discussing it in their regular sessions and annual conventions. A recent evidence of this was at the fifteenth annual convention of the National Hardware Association of the United States held recently at Atlantic City, N.J.

The principal address was that of R. E. Shanahan, treasurer of the Bissell Carpet Sweeper Co., Grand Rapids, Mich., on price maintenance. It was as follows:

My talk to you will necessarily be brief, and as we say that advertising is not literature, so the treatment of a business topic may wisely be couched in plain phrase and not raised to the dignity of oratory. Candidly speaking, if I should attempt a serious oration, I am afraid I would be in the position of the man who was called upon to make an after-dinner speech, and who said something like this: "My friends, it is alleged that according to the Darwinian theory, it took the monkey four thousand years to evolve into man. Now, if I should attempt a speech, I would show you how man can make a monkey of himself in five minutes."

From my point of view, the policy of price maintenance or restricted prices, is so broad in scope, so far-reaching in beneficent results, as to be worthy of the thoughtful consideration and earnest support of every manufacturer, jobber and retailer in this country. From an ethical standpoint, price maintenance typifies one of the best moral elements in the conduct of business; it is fundamentally sound in principle and pre-eminently just and beneficent in practice, fostering and stimulating as it does the best ideals in commercial life; promoting character in business, and securing to its devotees the confidence of the public, which is in itself a valuable commercial asset.

Entitled to Fair Profit.

There are certain inevitable laws in trade that affect in common the manufacturer, the jobber and retailer, and price maintenance recognizes the basic principle of commercial justice and equity, namely: that the manufacturer, jobber and retailer, in the process of distribution, are entitled to a fair living profit in the sale of any commodity. Experience has taught, and I believe you will all bear me out in this statement, that the maintenance of prices will more nearly insure the maintenance of the quality of an article, than any other factor contributing to its sale. Not only will the maintenance of prices insure

the high quality of an article, but also its very permanence on the market as well. A hardware merchant of my own city, told me some time ago that price cutting, to his knowledge, had driven from the market many an article of hardware of the highest merit; and the reason for this is perfectly obvious.

In the beginning I said there were certain inevitable laws of trade that affect in common the manufacturer, jobber and retailer, and that work out with mathematical certainty; and one of these is that the article that is placed on the market without the stipulation that it must be sold at uniform prices, both wholesale and retail, will in a short time be retailed at such low prices as to destroy all profit in its sale, thus killing the demand for it with both jobber and retailer, leaving open to the manufacturer as a last hopeless course the lowering of his prices, which means the deterioration of the quality of the product; and so it seems to me that it can be logically maintained that price cutting is demoralizing from beginning to end, working detriment, disappointment and loss to all concerned—manufacturers, jobbers, retailers and consumers.

In order to expound the practical application of a sound, rigidly enforced system of price maintenance, I hope I may be pardoned for using in the main, the Bissell Carpet Sweeper Co. as an exponent of this principle, for as I have never been connected with any other business, for accuracy of detail I must necessarily confine myself to what I know about the policy of price maintenance as exemplified in our business.

When the Bissell sweeper was introduced on the market thirty-three years ago, the policy of price maintenance, of fixed wholesale and retail prices, same to be rigidly enforced, was practically unknown, especially in connection with the sweeper business. No manufacturer of carpet sweepers except ourselves (until within the last few years, when they have been forced to follow our lead) ever conceived the idea of establishing fixed retail prices on his goods, and what has been the result? Except that an intelligent presentation of this subject demands a reference to our competitors and their business policy, I would not make such reference at this time; therefore, I trust I may be pardoned for making comparison to more clearly convey to you the things that lie at the bottom of this question, and that will serve to make clear the effect of price maintenance upon a business.

Carpet sweepers were manufactured and marketed long before the introduc-

tion of the Bissell, but the policy of our competitors from the beginning to the present time has been to seek recognition through the offering of lower prices, totally disregarding the retail prices, with the result that their product has been sold at any price suiting the whim of the dealer, killing the profit for every other merchant handling the goods, and finally, doing the inevitable; killing the demand for the goods thus loosely marketed.

I want to emphasize here that it must not be assumed that our competitors have been men of mediocre ability, with limited capital, thus accounting for any little success we have had. On the contrary, we have had competitors made up of the ablest business men in our own and other cities, backed by vastly more capital than ourselves; but their failure to obtain prominence in the business was due primarily to two things; first, they have never made the carpet sweeper an exclusive line of manufacture, and secondly, their selling policy has from our point of view been greatly imperfect.

Considering that we have had competition all the time we have been in business, that our competitors in many instances have been men of unquestioned ability, and pronounced successes in other lines, and that they have had in many instances more capital than ourselves to prosecute their business; that they always claimed to have a superior product to ours; always offered it at a lower price than ours; what should be the reasonable conclusion as to the causes that have made the Bissell sweeper the recognized leader throughout the world? Simply this: With the beginning of our organization we established our business on a sound system of price maintenance, and saw to it that our prices were strictly enforced. The best proof I can give you as to the vital force and far-reaching effect of price maintenance in our business, supplemented by strong, consistent advertising, is to say that we are to-day manufacturing and marketing fully seventy-five to eighty per cent of the entire world's consumption of carpet sweepers. The foregoing statement is not made boastfully or egotistically, nor is it intended to show the brilliancy of our organization. What is intended is to demonstrate to you through facts and figures what I conceive to be the power of a well-defined price maintenance policy supported by strong advertising.

Price Maintenance Complex Subject.

And now I take it that a brief outline of our methods of price maintenance

will be of interest to you. As we sell as a jobber as well as the retailer, you will appreciate the task of maintaining our prices is more complex and difficult an accomplishment than if we passed our goods through but one channel of distribution. It should be gratifying to any manufacturer contemplating the adoption of a price maintenance policy when I tell you that we have no great difficulty in obtaining the co-operation of both jobbers and retailers in the strict maintenance of our price. It is true that in the beginning, when the policy of restricting prices had been little advertised, and when it was not generally understood, many dealers felt that it was a direct invasion of personal liberty and a positive usurpation of the dealer's prerogative to attempt to tell him the price at which he must sell a piece of merchandise, which he had bought and paid for. We have had many interesting as well as amusing experiences in the promulgation of price maintenance. A few years ago one of our customers in a remote western city informed us that one of his competitors, a sturdy German, was cutting the price on our goods, earnestly requesting us to have it corrected at once. We immediately wrote the recalcitrant merchant, and his Teutonic blood was deeply aroused, and his reply was as follows: "Gentlemen, I bot them scweepers, and d'are mine, unt I sell them at any brice I please, or gif dem away, or eat em; now what you say?" We replied that, however, it might distress his alimentary canal, derange his digestive machinery, or test his fealty to Fletcherism, we could offer no valid objection to his eating the sweepers, nor could we consistently object to his giving them away; but that when it came to selling them at cut prices we did interpose most emphatic objection, and that we hoped to have his early assurance that our fixed retail prices would be strictly maintained. Not hearing from him for some little time, we wrote again, and here was his reply: "Gentlemen, You t'ink you can debate to me; I tell you I gif away every one of dem damn scweepers." And here the incident closed.

Mark the change of sentiment on price maintenance: To-day we are having the best support and co-operation of all the best jobbing and retail trade in this and foreign countries; and right here I want to say that in my judgment there never was in the history of merchandising a more opportune moment to inaugurate a price maintenance policy than the present.

Price Maintenance Growing.

Price maintenance has been adopted by so many manufacturers during the past few years, and the principle has been so productive of good results and has been approved so generally by the best jobbing and retail trade of the world, that I would strongly urge and recommend to any manufacturer who is producing an article of quality, protect-

ed by either patent or trademark, to lose no time in adopting a policy of restricted prices, as far as this is possible in the conduct of his business.

This is the most wonderful age of merchandising that the world has ever seen; never was competition as keen as it is to-day; never did the conduct of business demand a higher order of talent than to-day; and so it seems to me the policy of price maintenance should appeal to every manufacturer who can possibly adopt it, for its value to a business has been so many times demonstrated as to make it hardly debatable. Of course, it is a fact with which you are all entirely familiar, that the ideal condition necessary to the successful carrying out of a price maintenance policy is to have the article thus sold protected by patent or trademark. Personally I am so thoroughly imbued with the benefits accruing from a policy of uniform prices, and knowing as I do what a small percentage of jobbers or retailers are disposed to cut prices, if I were manufacturing an article not protected by patent, I would still surround the sale of my commodity with a well-defined scheme of restricted prices, appealing to the best business judgment of the jobbers and retailers of the country to secure their co-operation in the maintenance of my prices. I would supplement this with a campaign of advertising that would create a demand for my product, and by constantly pointing out to the jobber and retailer the profits to be secured by co-operation, in the maintenance of my prices, I would count upon results that are not obtainable when an article is sold on a haphazard-plan, with no well defined selling policy back of it.

A carefully devised and rigidly enforced policy of price maintenance means lots of thought and hard work, but once it is properly launched the work becomes comparatively easy, and the benefits accruing more than compensate for the labor expended.

Legal Aspect of the Problem.

To demonstrate how thoroughly the trade now understand that the manufacturer of a patented article has the legal right to fix the price on his commodity, we have never once been obliged to go into the courts in this country to enforce the maintenance of our prices, and only a few cases have arisen where a dealer even threatened to cut our prices and take the matter to the courts in defiance of our policy. A few years ago one of the largest department stores in Buffalo threatened to go into the courts in opposition to our policy and spend \$10,000 if necessary to defeat us; but after they took time to investigate with their attorneys they concluded it was best not to go into litigation, and to-day they are one of our best customers in Buffalo, and are selling our goods at correct prices. Only recently one of the largest department stores in Chicago threatened to cut our prices on our regular line of goods if we would not agree

to brand the goods specially for them, they to cut on the special brands. We discussed the question with them on the broadest lines we could command, politely refusing to accede to their request, and giving them to understand that we would defend our policy of fixed prices to the last ditch, with the result that they receded from their position, and will continue to sell our goods and maintain our prices.

There have been some notable decisions during the past few years sustaining the right of the manufacturer of a patented article to fix the price on his commodity.

We had occasion some time ago to proceed against an English merchant for cutting our prices, and the court granted us an injunction, and the decision of the English justice was most sweeping in the recognition it gave to the right of the manufacturer of a patented article to fix the price on his commodity. Justice Wills, of the English court, in summing up the case, stated as follows: "The sale of a patented article carries with it the right to use it in any way that the purchaser chooses to use it, unless he knows of restrictions. If he knows of restrictions and they are brought to his mind at the time of sale he is bound by them. He is bound by them on this principle: The patentee has the sole right of using and selling the articles, and he may prevent anybody from dealing with them at all. Inasmuch as he has the right to prevent people from using them or dealing in them at all, he has the right to do the lesser thing, that is to say, impose his own conditions. It does not matter how unreasonable or how absurd the conditions are; it does not matter what they are; if he says at the time the purchaser proposes to buy: Mind, I only give you this license on this condition, and the purchaser is free to take it or leave it as he likes; if he takes it, he must be bound by the conditions. This seems to be common sense, and not depend on any patent law or any other particular law."

Decisions in American Courts.

The Ingersoll watch people, who maintain a policy of restricted prices, have had numerous decisions in their favor. The two most notable decisions that I recall, and which have occurred recently, sustaining the right of the manufacturer of a patented article to fix his price, are those of the Victor Talking Machine Co. vs. The Fair, and the Dover Manufacturing Co. vs. The Fair. These cases were fought bitterly and carried to the Supreme Court, decisions being rendered favorable to the manufacturers.

In all the decisions that have thus far been rendered, the courts have made it perfectly clear that when the Government grants a patent it intends to do something more for the patentee than to merely give him the exclusive right to make and vend his invention for a limited term of years. The only object that the Government has in granting pat-

ents is to stimulate invention for the general good, and there can be no stimulus to invention unless the inventor is able to enjoy some profit from his invention. If he cannot fix the price on his commodity, and if every jobber and dealer can cut the price, thus killing the demand for the article, it is evident that the patentee would be robbed of his profits, the very thing the Government expects him to enjoy when his patent was granted.

And now a word in regard to the effect of price maintenance, on other lines. Consider the commercial standing of such products as the Knox and Dunlap hats; consider the prestige of the E. & W. collar—through their price maintenance policy. A notable example of the virtue of this policy is shown in our own city through the present status of the Macey Co. A few years ago this business was established by Fred Macey, a young man of unusual ability, but who in his ambition gave more thought to building up a business rapidly than safeguarding it through a carefully devised selling policy. Although Mr. Macey was a most skillful advertiser, and although he made most marvelous strides within a short period in building up a business, things did not go right, and finally, when Mr. Macey died, Mr. Wernicke, the so-called father of the sectional bookcase idea, was called to take the management of the business, and in his reorganization of this business he put into effect price maintenance, and has rigidly adhered to this policy, with the result that while the business was in bad shape when he took hold of it, it is to-day in the healthiest kind of a condition, the preferred stock paying 6 per cent, and the common stock paying 10 per cent.

Policy of Price Maintenance Must Work Both Ways.

The policy of price maintenance, to be fairly and honestly carried out, entails upon the manufacturer the same obligations to strictly maintain prices as it does upon the jobber or retailer. A salesman of ours would no more think of taking an order at a cut price than of sending in his resignation. A manufacturer advocating price maintenance must practice what he preaches; he must keep faith with the jobbers, and never take an order, however tempting, at cut prices. This policy has won for us the confidence and co-operation of the best jobbing trade in this country, and I can say in all candor that the time is past when we ever hear of a jobber cutting our prices. Price cutting is a species of commercial debauchery that rests upon the relentless doctrine of the survival of the fittest, upon the narrow, cold-blooded principle that merchandising is a sort of commercial warfare; that "all's fair in war," and "the devil take the hindmost." Price cutting lowers the commercial standing of the manufacturer, jobber or retailer who practices it, destroys profits, breeds distrust, fosters prevarication, forfeits confidence,

and, finally, robs the consumer by debasing the quality of the commodities upon which prices are cut, if not actually driving many of them from the market.

Motive of Price Cutters Bad.

When you analyze it, the motive of the price cutter is always bad. Did you ever happen to notice that he usually selects an article for cutting that is well-known and well advertised. He knows that the general public are better acquainted with such an article, and he figures that by selling such a well-known article at a cut price it will give the impression to the buying public that he is selling all other commodities at equally reduced prices. Whenever we run on to a commercial freebooter of this class, who attempts to cut the price on our product, we invariably give him the opportunity of a limited number of rounds or a finish fight, as he may prefer.

In contradistinction to the blighting effect of price cutting, price maintenance is in harmony with the soundest principles in business to-day. The manufacturer, jobber or retailer conducting his business under a broad, equitable system of uniform prices, commands confidence and respect and establishes for a business that fine personality that we all prize so much in the individual.

SOME OFFICERS RE-ELECTED.

General Meeting of the D. C. T. A. Held—Increase in Membership of 425.

Montreal, Nov. 17.—Samuel J. Mathewson was re-elected president of the Dominion Commercial Travelers' Associ-

ation at a general meeting held in Montreal on Saturday evening last.

Other officers were re-elected as follows:—Vice-president, J. Bevans (res.); Treasurer, Max. Murdock. Five retiring directors were replaced by E. Frost, A. M. Ellicott, J. A. Dawson, (re-elected), Luke F. Moore and Bruno Trudel. No ballot had to be taken.

A good attendance made the meeting an interesting one, and it was announced that the membership had increased to 6,500, a gain of 425 over last year.

As usual, a banquet will be held in December, at a date to be decided upon at a special meeting. The committee appointed to make arrangements consists of W. J. Egan, chairman; D. M. LeBriere, S. Woods, R. O. Watkins, J. B. Giles, Armand Chaput, E. Daoust, A. M. Ellicott, J. A. Dawson, Luke F. Moore, Bruno Trudel, J. T. Dwyer, F. S. Gote, Max. Murdock, C. Petrie, R. Langlois, I. Wotherspoon and P. H. Burns.

December 11 was the date decided upon for the annual meeting, which will be held at the Windsor.

Samuel J. Mathewson's re-election to the presidency will be a matter of general rejoicing. Under his management the association has made excellent progress during the past year, as the large increase in membership alone should testify. He is a practical worker whose experience on the road leaves him in possession of the problems the commercial traveler has to overcome. Nothing is too good for the salesman, in his opinion.

"Bev." Giles is another favorite official, and an indefatigable worker, while Max. Murdock is everybody's friend.

DETAILS OF THE CHRISTMAS CONTESTS.

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

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

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

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

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

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

The advertisement submitted should be about Christmas goods sold through grocery stores. All that is necessary is to forward one or more clippings from your local paper to us with the name of the writer of the advertisement, and the name of the paper it was clipped from. There will be a prize of \$5 cash given to the winner.

The award will be made by an advertising specialist and will be announced, with a reproduction of the prize ad., shortly after the close of the contest. All entries in each case should be mailed not later than December 31 to the Editor of The Canadian Grocer.

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Montreal Grocer's Window Display Suggestions

What the Assistant Manager of Fraser, Viger & Co., Considers the Best Methods—Particular About Cleanliness — Believes in the Simple Display—Motto of the Store.

Chas. P. Macklaier, assistant manager of Fraser, Viger & Co., (The Italian Warehouse), St. James Street, Montreal, who dressed the accompanying window, said in regard to it "I used about 20 different articles in preparing this display. Many of them are goods carried by most grocers or at least some corresponding article is in stock. A few of the lines will be found only in the larger stores, such as ours.

"It is very easily possible for the average retail grocer to produce some such effect from his stock. It is simply

"Where there is a choice between two styles of packages or bottles, use the one which would attract you most, if you were in the place of the prospective customer. It may not seem to make a great deal of difference, but when the whole effect comes to be summed up, every article will be found to add or detract its share from the advertising value of the whole.

Dress Simple Windows.

"Florid, sensational windows are not the best mediums for a first class house.

the most successful features of our store. Upon the cabinet are placed wines and dining room accessories in as attractive a display as possible. In front of this is a table, covered with a neat cloth, and displaying a variety of "good things" to eat and drink. Still in front of that is a Stilton cheese, flanked by more wines, and pickles.

"The sides of the window are filled with a few large exhibits, such as a 200 pound wheel of Gruyere cheese, a three gallon glass jar of corn on the cob, and a gallon bottle of champagne. Some 33 ounce potatoes occupy the front of one side, while a ham and bacon display is shown on the other."

In concluding his interview, Mr. Macklaier made the following statement:—

"There is always one article in every line by which the other are measured.



A Reproduction of the Photograph of a Window Dressed by Assistant Manager of Fraser, Viger & Co., Montreal.

a matter of originality. Anyone with ideas can readily adapt stock in hand to make attractive selling windows.

Display Clean Goods.

"One of the main mechanical details in all good window displays, is to have everything, from the window glass to the smallest article in the exhibit, scrupulously clean. Any evidences of handling, or lack of care of stock, has an immediate effect on the average observer, and it is to the average man or woman that we wish to appeal.

Comparatively simple displays, as far as color and general placing go, will be found to give an impression of stability and quality that cannot be gained in any other way. This matter depends, of course, to a great extent on the class of customers, which it is desired to attract.

"The window under discussion is a fair representation of the style of dressing I most favor. Some details as to contents of the window are as follows:—

"The background is a liquor cabinet, filled with choice wines and liqueurs. The filling of such cabinets is one of

The motto of the "Italian Warehouse" has always been to handle only the VERY BEST of everything, eatable and drinkable."

Fred Burrige, who for some years conducted a retail grocery in west St. John, N.B., and several years ago removed to Victoria, B.C., has purchased the grocery business lately conducted by D. Baker, corner of Yates and Vancouver streets, Victoria.

A General Delivery System Proposed for Guelph

Question Introduced at the Annual Banquet of the Retail Merchants' Association—Meets With Favorable Reception—What the Collection System Has Done For the Merchants—Value of Organization Shown.

Guelph, Nov. 16.—A plea for a united delivery system among the merchants of Guelph was one of the features at the annual banquet of the Retail Merchants' Association held here on Nov. 10th. It was made by Ald. J. A. McCrea, grocer, and has since been favorably commented upon. He believed that a great deal could be saved to merchants and customers alike, if the merchants would band together for a united delivery system as they had done in the case of their official collector system. He believed that if the merchants had all their delivery work done together they could cut off a great deal of expenditure in this respect that was really quite unnecessary. For instance, there could be a collection made early in the morning from all the stores and the parcels hurried down to a distributing place, where they could be sorted out and sent out on the various routes. Four deliveries a day might in this way be sent out to all parts of the city, and so there would be no overlapping of two or three delivery wagons going to the outskirts of the city with little parcels that could all go at once. The idea met with the hearty approval of all, and Mr. McCrea was warmly applauded.

Value of Collection System.

The work of the Guelph Association, now famous for its originality and success in establishing a general collection system, was dealt with in a paper by H. Occomore, vice-president. He reviewed the work since its organization and in an interesting manner made some reference to the benefits that had been derived by the merchants who had been wide awake enough to become members. The collector scheme was one of the phases of the work that he touched upon. He told how the bad accounts had been hustled in by the official collector in a manner that had gladdened the hearts of every member of the Association, and had convinced them all of the truth of the old proverb that in unity is strength. He claimed that the members had not yet more than begun to realize the benefits of organization and system as an association, and predicted that in a few years things which now seemed to them to be vague possibilities would be realized as great benefits just as the collector scheme had been. The collector scheme, he pointed out, though only organized in Guelph a couple of years ago, had been successfully adopted by a number of other cities and towns all over the province.

Benefits of Organization.

The names of J. M. Struthers and James Ramsay were coupled with the toast "Our Collection Department." Mr. Struthers spoke of the wonderful benefits of organization and harmony among the merchants of the city, and how that keen, good-natured rivalry would tend to improve business conditions in the

city where petty rivalries of an unkindly character would only tend to retard progress. He spoke of the way the aldermen in the city council wrangled unpleasantly over unimportant points and used uncalled for personalities. This was not the best way to get along, and he hoped the Retail Merchants' Association would not degenerate in such a manner.

This toast was responded to by James Ramsay, who spoke of the efficiency of the collector scheme and the work of the association generally. He thought it all tended to better business understanding among the merchants and an improvement of business conditions in the city at large.

President B. W. Ziemann and Secretary E. M. Trowern, of the Provincial Retail Merchants' Association, who were to have been present, were unavoidably prevented from attending. Consequently, there was no one to respond to the toast to the Provincial Organization, which was proposed by Ald. Waters, last year's president of the association.

Bettering Trade Conditions.

With the toast to "Our Guests" the names of Ald. Kelly as proposer, and

Mayor Hastings, and Mr. Hamilton, of Galt, for responses were coupled.

Mayor Hastings spoke of the power and influence of the association, and expressed the belief that they did a great deal in the way of advertising the city and bettering trade conditions.

Mr. Hamilton, of Galt, was the only outside speaker. He told of the work that was being done by the association in his town, and said that he had greatly enjoyed and profited by the evening he had spent, and heartily invited all who could spare the time to attend the annual banquet in the Manchester town, which they would hold in the course of a few weeks.

Songs by Prof. Kelly, W. G. Howell and a duet by A. L. Wilkinson and Prof. Kelly were greatly enjoyed and helped to a large extent in making the proceedings enjoyable to all.

The banquet was presided over by President R. E. Nelson. G. D. Pangle, one of the earliest advocates of the association, also spoke of the work that it had accomplished, yet he thought that the idea was still practically only in its infancy, and that great good could yet be derived from the association that had so far not been dreamed of.

Canadian Grain by Way of United States Ports.

Statements Made by Grain Dealers Across the Line That Insurance From Montreal is too High—This Claimed to be the Cause—Canadians Think Differently — Say That Montreal is Still the Big Shipping Point.

Statements have been made to the effect that freight and insurance rates have brought about a curious situation in connection with the shipment of grain from Canada to England. It is stated that despite the large increase in the grain output from the Canadian west, Montreal is getting less of the grain freight trade than it has had in past years.

An explanation given from a United States standpoint, is that, freight rates from, say, Boston to Liverpool are one and a half cents a bushel cheaper than from Montreal to Liverpool, and that though the extra cost of transporting the grain from the Canadian west to Boston brings the total cost of freight from the wheat fields to England to twelve and three-quarter cents in each case, the insurance on the freight from Boston is less than one-third of that on grain freight on the Montreal route, outward bound. In other words, United States

trade because the insurance rates on grain cargoes from those ports are about seventy per cent. less than those on such freight from Montreal.

Montreal Still the Port.

In discussing this question with C. S. B. Watts, secretary of the Dominion Millers' Association, he stated to the Canadian Grocer, that grain dealers would naturally ship grain by the cheapest route, but did not believe the statement that Montreal was losing her prestige as a shipping port for grain. Naturally, he said, the insurance from Montreal would be greater than from Boston, in view of the long river route to the sea, and of the narrow channel. Insurance, too, was high because of many losses recently, but nevertheless, Montreal, with the exception of a few weeks in the autumn, was the port through which the bulk of Canadian grain passed because on the whole it was the cheaper.

He pointed to United States all along the by way of Montreal, he said, always resistance, and Montreal cause greater than would go through and facilitate account.

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Another grain agreement used during the last by way of United States fallacious whether the grain above the extra Montreal dividend, thus an expense navy months, and the model, for fitting to the beginning bushe per bushel would be October 3-10, in November, amount to be last few weeks, that those in States ports l accounting for out of Lawrence is e He said the out of Montreal is so inf ignored by than compensa edties for the port of Montreal there were St. Lawrence time when the would certain Lawrence.

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He pointed to the recent comment on United States grain from Duluth, and all along the Great Lakes, going abroad by way of Montreal. Grain shipments, he said, always follow the lines of least resistance, and if the insurance rates at Montreal caused the cost of shipping to be greater than via Boston, the grain would go through the latter port. Freight rates and facilities are always taken into account.

Wrong Reasons Given.

Another grain authority said that the argument used as to why Canadian grain during the last few weeks was going by way of United States ports, was entirely fallacious. He did not know whether the transportation charges as given above were correct, but as regards the extra cost of insurance out of Montreal diverting the grain, this was obviously an error. If the season of St. Lawrence navigation be taken as seven months, and the price of wheat at \$1 a bushel, for five months in the season, up to the beginning of October, the extra cost per bushel for shipping out of Montreal would be 3-20c. for the month of October 3-10c, and for say three weeks in November, the extra cost would amount to 4c a bushel. It was on these last few weeks of navigation, he thought, that those interested in the United States ports based their arguments for accounting for some of the grain movement out of their ports, when the St. Lawrence is closing up.

He said that the extra cost of insurance out of Montreal over the whole season is so infinitesimally small that it is ignored by the shippers, and is more than compensated for by the better facilities for handling grain out of the port of Montreal. He maintained that if there were sufficient tonnage from the St. Lawrence to carry the grain at the time when the movement was heaviest, it would certainly be shipped from the St. Lawrence.

NOMINATION OF OFFICERS.

Business Meeting of the Commercial Travelers' Association—Some are Re-elected.

The Commercial Travelers' Association of Canada held their annual nominations for officers for the coming year at St. George's Hall, Toronto, on Saturday last, Nov. 13. The president, John Gibson, was in the chair. Before calling for nominations he congratulated the meeting on the continued prosperity of the association and intimated that the current year was one of the best in its existence.

The president, John Gibson; 1st vice-president, Robert Gemmill, and 2nd vice-president, S. M. Sterling, were re-elected by acclamation. The only contest for office is that of E. Fielding and John H. Kenny for treasurer. Mr. Fielding is the present incumbent, and has held the office since 1904, when he led in the fight to retain the maximum mortuary benefit at \$1,000 against the claims of several actuaries that the association should reduce the amount to be paid to members of ten years

standing. Mr. Fielding, speaking at the nomination meeting, said that the claim he then set up had been verified in every particular, quoting figures in support of his contention. He also showed the amount of present liability, the number of members, and the cash reserve. The latter has increased by 51 per cent. and the liability by 21 per cent. during the past five years.

The other nominations were as follows:—

Directors for Toronto board—James G. Cane, H. B. Ellis, J. H. Lumbers, W. J. Micks, W. H. Scott, C. A. E. Colwell, W. M. Fielding, George W. Moore, M. Matthews, C. J. Tuthill, J. W. Charles, P. M. Goff, W. R. Mosey, D. H. MacKay, J. H. Wildfong, Alexander Cook, R. G. Hector, Anthony Mitchell, A. C. Rogers; nine to be elected.

Hamilton board—1st vice-president, E. J. Fenwick; 2nd vice-president, John Stoneman, elected by acclamation. Directors—George M. McGregor, H. G. Wright, C. C. Smye, E. O. Zimmerman, P. A. Sommerville. Six directors are to be elected.

Berlin board—Fred Doering and W. J. Moody, directors, elected by acclamation.

Kingston board—W. H. Graham and W. S. R. Murch, directors, elected by acclamation.

Guelph board—Adam Taylor, vice-president; one director to be elected.

Brantford board—J. S. Hamilton and D. J. Waterous, directors, elected by acclamation.

Montreal board—S. O. Shorey, vice-president, elected by acclamation; Wm. Cauldwell and D. Adair, directors, one to be elected.

Winnipeg board—H. Miller, vice-president; A. C. Merrett, director, elected by acclamation.

Vancouver board—Fred Busecombe and Robert Stewart, directors, elected by acclamation.

Ottawa board—John Everett, director, elected by acclamation.

Brockville board—J. W. Hooke, director, elected by acclamation.

The following were elected scrutineers of the ballot—H. Clearihue, Robert Keyes, and Walter Madill.

The ballots are being distributed this week and the election will close at noon on Monday, December 20. The result will be made known at the annual meeting, to be held in St. George's Hall on Thursday, December 23. A meeting of the executive will be held on Saturday next to decide upon the time and place of the annual banquet.

Among the Toronto directors, the grocery trade is represented by J. H. Lumbers, W. M. Fielding, J. W. Charles, C. J. Tuthill, and D. H. MacKay. The Hamilton grocery travelers nominated for the Hamilton directorate are C. C. Smye, Wm. Bremner and E. O. Zimmerman.

A. S. Grant, Toronto, who is one of those interested in the New Western Sugar Refinery Co., has returned from his western business trip. When asked by The Canadian Grocer, regarding the plans of the company, Mr. Grant stated that no definite location had been decided upon yet. He said, however, that it would not be in Ontario. He intimated that nothing of a positive nature would be known before Christmas.

SPLENDID FRUIT SHOWN

The Horticultural Exhibition Over—Ontario Packing Laws Inadequate.

The Ontario Horticultural Society's Annual Exhibition, which was held in St. Lawrence Arena, Toronto, covering a space of over an acre, is over. The place was beautifully decorated with bunting and evergreens, as well as brilliantly lighted and comfortably heated. While the attendance from outside of the city exceeded previous years the city people showed a lack of interest. As the object of the exhibition, under the patronage of the government, is to assist in educating those engaged in the culture of fruit, vegetables, flowers, honey, etc., to a higher understanding of these industries, it is therefore encouraging to know that the fruit, flower, and honey producers were more interested than in former years, even if the city people did not patronage it as well as they might have done.

In connection with the exhibits, regular meetings were held which were addressed by qualified men on the proper cultivation of orchards, the pruning and spraying of trees, fertilizing of the soil, and in preparing and packing the fruit for the markets of the world. Among those who spoke were E. D. Smith, Winona, Ont., J. A. Ruddick, cold storage commissioner at Ottawa, C. C. James, of the Department of Agriculture, Ontario; R. J. Graham, Belleville, Ont.; S. R. Cornell, New York State; W. F. W. Fisher, Burlington, Ont.; S. E. Todd, Guelph; Max Smith, Burlington, and L. Caesar, Guelph.

Mr. Graham spoke on the necessity of getting more Canadian apples on the English market with profit to the growers, and proposed a scheme of co-operation in order to do so which may be considered later.

E. D. Smith contended that the packing laws in Ontario are not adequate—not strict enough. He said:

"We cannot expect assured success except through united action, not only in the townships but in the whole province. We can then make a strong recommendation for better legislation which will serve to stamp out the most prevalent diseases and pests. In some cases the inspectors themselves are not fitted for their work, and a barrel of apples which will pass one inspector will not pass another. There should be a school of training for them."

As a result of these efforts, there is a decided improvement, noticeable from year to year. The directors elected for next year were: R. B. Whyte, Ottawa; Harold Jones, Maitland; P. S. Wallbridge, Belleville; W. H. Gibson, Newcastle; R. W. Grierson, Oshawa; L. A. Hamilton, Clarkson; E. D. Smith, Winona; A. Onslow, Niagara-on-the-Lake; J. E. Johnson, Simcoe; G. L. Hillborn, Leamington; P. Metcalf, Blythe; C. W. Gurney, Paris; Adam Brown, Owen Sound.

Never before was such a superior collection of fruit exhibited in Toronto. The bushel boxes nicely packed attracted much attention, and they may be the coming package for shipping our choicest fruit. At the close of the exhibition, all the fruit which consisted of about 500 bushel boxes and 200 barrels were sold to White & Co., Toronto, who offered the highest price.

Practical Methods Used in Retail Grocery Stores

Quebec Grocer Advises the Remembering of Names—How Improvements are Being Made to Stores—Value of Constancy in Window Dressing—Success of a Yukon Grocer Who Began Business in a Tent — Systems Needed in Arranging Stock.

Meat Slicing Machines Double Sales.

St. John, Nov. 16.—It is only within the last year or two that retail grocers have taken up with the idea of installing slicing machines for bacon, cooked ham and the like, and this also has proved a good paying investment. One dealer remarked that since he had installed one of these slicing machines, his sales had about doubled. The meat was cut more uniformly and in less than half the time that it formerly took with a knife. It was important also, he said, that orders of this kind should be carefully put up. Every package of sliced meat sent from this store is wrapped in waxed paper before the ordinary wrapping paper is put on. In this way absolute cleanliness is assured and there is no possibility of the parcel reaching its destination in a greasy condition.

Suggestions to Customers.

Montreal, Nov. 16.—The value of making timely suggestions to customers is pointed out by Armand Larue with the Stanford Market.

"See what lines your customer is buying," he says, "and help her with any hints you can, as regards what may be accomplished with some particular article by the aid of some allied line. Use one to sell the other."

Don't Forget Customers' Names.

Quebec, Nov. 17.—"One of the best ways to impress a new customer is to remember her name. If necessary have a little book handy, in which names are to be entered as a customer is gained," said a Quebec merchant recently. "It will soon be unnecessary, for, with a little practice, names will not be forgotten. Put yourself in a customer's place and you can readily see the value of this little hint. You will naturally deal with a man who knows you, rather than with one who simply acts as an automaton, selling goods only, with no particular thought as to who is buying.

"I always make it a point to call by name as many of those who come into my store as possible, and when I get a new customer, especially, I notice her appreciation of the little consideration."

Fitting up a New Store.

North Sydney, C.B., Nov. 16.—The new block erected by Kirk & Whitman, in which the grocery department is given particular prominence, is creating much favorable comment. It is in charge of B. B. Weaver, and is fitted with all the latest equipments, which class it among the best of the kind anywhere in

the provinces. Not even the slightest thing is left untouched that would tend to improve. In the biscuit department a patent biscuit case, running the full length of that department, contains all the best of manufactured goods, which are protected from dust and air by an airtight plate glass. Modern bins, the very latest for holding bulk goods, all airtight compartments fitted with glass fronts, have been installed on one side of the store. This is perhaps, the first store in the province to be fitted with this system of dust proof, air-tight, latest device, a device that permits of intending purchasers examining their goods without handling them. In this department a full line of fresh, dainty groceries will be constantly kept, while the larger range of provisions and feeds will occupy quarters in the big warehouse in the rear of the building as well as in the rooms above the store. There are first-class delivery teams and expert clerks under the superintendence of one of the most experienced grocermen in the country.

Address by Merchants.

Chatham, Nov. 17.—Instead of going outside the mercantile circle to secure attractions, the local merchants' association at its last meeting had as its feature an address by J. H. Kadwell, the Grand Avenue grocer, on business methods in England. Mr. Kadwell, before coming to this country, was for many years in the grocery business in London, Eng., and his address proved quite a revelation to his hearers. It is intended to have a number of similar addresses during the winter, the merchants feeling that many helpful ideas will thus be elicited.

The association has given the official collector power of attorney to act in its behalf in instituting prosecutions against delinquent debtors.

Impression Made by Windows

Peterboro, Ont., Nov. 17.—A correspondent of The Grocer was passing a George Street grocery shop a few nights ago, and although it was closed, it being after eight o'clock, several men casually stopped to look at a new "window" that had been put in that day. One of them remarked: "These people always have something new in this window," and that same thought has frequently occurred to your correspondent. This store not only changes the display about once a week at the lowest average, but they also arrange it in such a manner with electric lights that after dark it is even more attractive than during the day.

The grocer may not realize the importance of this kind of advertising, but it must be productive of good results. A magazine ad. of some particular article may not impress itself upon the reader at first notice, but if he finds it recurring continually and in an attractive form he is bound to read it and to become interested in the article. Window advertising is much of the same nature. A window may be attractively decorated, but if it is allowed to stand too long casual dressing, or too long a time between the changes, robs them of their best effects.

Yukon Merchant Begins in Tent.

Montreal, Nov. 17.—Isaac Taylor of Taylor & Drury, general merchants, White Horse, Yukon Territory, visited Montreal recently on business preparatory to spending a winter's holiday at his old home in Yorkshire, England. Mr. Taylor has been in business in White Horse for over ten years, and from a beginning in a small tent, has built up a trade that utilises a large store in White Horse, and several branches in the surrounding territory. He states that the mail order question, particularly in dry goods, is a serious problem for them. They endeavor to counteract this influence by keeping good stocks, and using aggressive methods of display and advertising.

The cash basis is not absolutely adhered to, as thirty-day credit is often given. Clerks receive salaries of from \$150 to \$175 a month, but living is very expensive, and amusements limited.

Their store is departmentized and purchases and sales of different lines kept separately. White Horse has only a population of about 250, but the transient trade and outfitting of camps makes possible a large turnover.

PERSONAL NOTES.

J. K. Chambers, with "Salada" Tea, returned Saturday from a two week hunting trip in the Parry Sound district. There were eight in the party, but only six deer were bagged.

The Guelph Herald makes a lengthy reference to the marriage of Frank Everist, of McWilliam & Everist, to Miss Jessie Walker, which took place there recently. Miss Walker is a daughter of Hugh and Mrs. Walker, of Guelph.

A. McNeil, chief of the Fruit Division, Department of Agriculture, Ottawa, is seriously ill in a private hospital in Toronto. As Mr. McNeil is a very useful official his absence from the department will be felt considerably.

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The Canadian Grocer

Established 1886

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A RAISE IN SUGAR.

Two weeks ago The Canadian Grocer pointed out that an early advance on refined sugar was about to be realized and advised purchasing by the retailer. A little more than a week later the advance came and those who did their purchasing prior to that time will make some money on sugar.

The raise was due to the scarcity of European sugar-beets, which will possibly be greater than was at first anticipated, and to the reported scarcity of cane raws. It took place on the eleventh and amounted to ten cents per 100 pounds.

Brokers and wholesalers are of the opinion that it will advance again in the near future as the market is yet firm for both raws and refined. The fruit season, being an excellent one, much sugar was consumed then, and as the Christmas trade is now on, it is not likely that a decline will occur, as people will have sugar to prepare the Christmas dainties, no matter how poor they are. Even buying now looks like a good investment.

THE NEED OF ADVERTISING.

Merchants throughout the country must not be misled by statements that mail-order houses are not looking out for trade in the communities in which they are doing business. The following quotation from the Palmerston (Ont.) Spectator, indicates the policy of these houses:

A representative of the T. Eaton Co., was in Palmerston last week looking after the local customers of that big institution. He had a list of names of the T. Eaton patrons and made a personal call for the purpose of soliciting orders and

stimulating trade. If the country merchants are not going to be wiped off the map, they must arouse themselves, from their lethargic condition and grapple with problems confronting them. There are ways and means of meeting the departmental store baits, but there are few country merchants who appear capable of successfully coping with the situation.

This serves to show the necessity of merchants paying more attention to the advertising of their stores and goods. They should point out through their advertising and conversations just how much a consumer loses by sending for certain goods to the mail-order houses, as such arguments cannot fail to be convincing.

LOSSES THROUGH NEGLECT.

Every grocer knows that the oyster season begins with the month of September. By the middle of October, at least, grocers and especially those in the large cities should be carrying oysters, if they profess to carry them at all. Yet this is not the case, and a consumer tells of his experience in this regard. Last week he went into a grocery store, which always makes a practice of selling oysters in season, and called for some. The grocer, however, had not yet secured a supply, and he was forced to have his wants catered to somewhere else.

Here is just where some merchants err. They neglect to stock reasonable goods at the proper time, and this neglect loses them trade, because no person wants to go into a store that he cannot depend on. The failure to have an article on sale that he should have creates an impression on the intending purchaser unfavorable to the merchant. The chances are he may go elsewhere for all his household necessities as well as for his oysters.

The grocer who secures the first stock of new oysters, or for that matter any other new article in season, and advertises it well has the best opportunity to do the best trade.

"Better too late than never" is a poor motto for a merchant.

LACK OF ADEQUATE HELP.

All merchants, if they stop to think, realize the necessity of having sufficient assistance behind the counter. As the Christmas season approaches this necessity becomes more apparent although during the year and especially on Saturday nights the trouble and loss caused by inadequate help is quite easily recognizable.

Frequently one hears complaints from customers that they can never get waited upon promptly in some stores; nothing will tend to destroy the trade of a merchant quicker than to have some person tell this a few times. It spreads rapidly and very soon customers begin to drop off.

Prompt service is required above almost everything. If a merchant and the salesmen he employs cannot serve those who want to purchase from him without five or ten minutes delay, then he should increase his staff. If Saturday is a busy day he should secure an extra salesman or saleslady. Never allow a customer or even a transient purchaser to go away with the story that he cannot get waited on promptly in your store. Show him that you are interested the moment he enters and see to it that his wants are supplied without delay.

With Christmas only a month away make your plans for increasing your staff so that it will be efficient in catering to the wants of those who are purchasers of your produce.

THE SECRET REBATE PROBLEM.

Over in New York wholesale grocers are having trouble with secret rebates and the practice is strongly condemned by the New York Journal of Commerce. An act such as the Secret Commissions Act, would evidently be very acceptable to those who have to put up with the unfairness caused by giving secret rebates.

The Journal of Commerce says under the heading "Rebating is Dangerous":

One of the propositions which causes the wholesaler about as much trouble as any other is that of the practice on the part of the traveling salesman of giving rebates from his pocket. It is a two-edged sword, which hits both at the house and at the salesman. Besides the direct money involved it often places the employer in a position where the employe does something that causes much embarrassment in more ways than one.

Too often the salesman is anxious to make a record of selling a large amount of goods and sends in his orders at regular prices, but digs down in his pocket and hands back to the buyer enough to make up the difference in the figures between what he should get and what the buyer is willing to pay.

Learn to see beauty in small things. Study nature. Watch the process of plant life and animal life. Surround yourself with helpful influences: books, music, friends.

The Markets—Predicted Sugar Advance Materializes

Refined Went Up 10 Cents Towards End of Last Week—Market Still Firm—
Firm Market in all Nuts—Good Demand For Syrups and Molasses for Christ-
mas Trade.

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

QUEBEC MARKETS

POINTERS—

Sugar—10c higher.
Large Prunes—Practically none.
Grenoble Walnuts—Scarce.
Canned Goods—Firm and advancing.
Montreal, Nov. 18, 1909.

Sugar went up 10c last week, just too late for our issue. This rise has been looked for during the past few weeks by local dealers, owing to the state of the raw market, which has been showing almost continual advances. There seems to be no immediate prospect of a return to former conditions, in fact, trade is brisk at the increase, as many fear there is a still further advance not far off.

China teas are scarce, with a probable rise not far away. Japans also show firmness, but no immediate advance is looked for.

Local trade in coffee is brisk, in spite of this year having the record for the largest visible supply.

Spices throughout are firm at present quotations, but peppers, nutmegs and ginger show the most decided strength. Futures of pepper are reported as being held at a 10 per cent. advance over present quotations.

Higher grade sultanas than usual are on the market, and are quoted at 10c. Large size prunes are almost exhausted, with an upward trend in price. First tide shipments of dates are reported on the water, via London. Figs are having a large sale and apricots and peaches are higher and somewhat scarce.

Grenoble walnuts are practically all gone. The general situation has been somewhat weakened by the arrival of the S. S. Jacona, with the second shipment of fruits and nuts.

Corn syrups show a decided increase in popularity, and it is to be hoped people will continue to do them justice.

Exportation is going on with a rush, in order that the last shipments may be made before the close, which is due this week. Trade generally shows decided improvement, with better prices the rule.

SUGAR—Sugar advanced 10c last week. Such an advance has been looked for by dealers for some time past, as the raw market has showed a steady and increasing strength. From present indications there will be no immediate return to former conditions. Trade is brisk at the new quotations, owing to a fear that the market may take a still further upward turn.

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

Crystal diamonds, bbls.	5 40
100 lb. boxes	5 50
50 lb.	5 60
25 lb.	5 80
5 lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 15
50-lb. boxes	5 35
25-lb. boxes	5 55
Powdered, bbls.	4 95
50-lb. boxes	5 15
Phoenix	4 60
Bright coffee	4 55
No. 3 yellow	4 45
No. 2	4 35
No. 1 " bags	4 20
Bbls. granulated and yellow may be had at 5c. above bag prices.	

SYRUPS AND MOLASSES—Syrups show a marked increase in sales during the past week. Heretofore trading has been rather light, and molasses have had the benefit of more than their fair share. From present indications they will in future have nearer an even percentage.

Molasses is having the usual increase in sale prior to the close of navigation. Prices remain steady.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 41	0 43
" " barrels	0 44	0 46
" " half-barrels	0 46	0 48 1/2
New Orleans	0 27	0 28 1/2
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls.	0 03 1/2	
" 4-bbls.	0 03 1/2	
" 3 1/2-bbls.	0 03 1/2	
" 3 1/4-bbls.	1 80	
" 3 1/2-lb. pails	1 50	
" 25-lb. pails	2 50	
Cases, 2-lb. tins, 2 doz. per case	2 50	
" 5-lb. " 1 doz. "	2 85	
" 10-lb. " 1 doz. "	2 75	
" 20-lb. " 1 doz. "	2 70	

TEA—Gunpowders, Pingsueys and Young Hysons are scarce and the market for these lines is steadily hardening. The season for China teas has been over for some time now and prospects are for higher prices before next season opens.

The Japan season never before came to such a sudden close. All grades of Japan teas show firmness, and advances are looked for in the future.

Choiceest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoe	0 20	0 22
Pekoe Souchong	0 20	0 22
India—Pekoe Souchong	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

COFFEE—This year's visible supply of coffee establishes a new record, amounting to nearly seventeen and a half million bags, or about a half million more than the supply of 1907, the previous record year.

Local trade is brisk in spite of such large quantities being available, and prices are firm at last week's quotations.

No advance is expected until the first of the year.

Mocha	0 18 1/2	0 25
Rio, No. 7	0 09	0 11
Santos	0 14	0 17
Maracaibo	0 15	0 18

SPICES—Spices are strong, though no advances are reported. Shipments from

the East Indies have fallen off considerably during the past month and the visible supply shows a steady decrease. New York reports that futures are held at an advance on present quotations, and a future rise seems a certainty.

Nutmegs are firm, with gradually strengthening prices. Trading in cloves is somewhat light. Ginger is active.

Allspice	0 13	Per
Cinnamon, ground	0 15	
" whole	0 15	
Cloves, whole	0 13	
Cloves, ground	0 20	
Cream of tartar	0 23	
Ginger, whole	0 15	
" Cochin	0 17	
Nutmegs	0 30	
Peppers, black	0 16	
" white	0 22	

DRIED FRUITS—Some Sultana raisins brought in this year are of a most exceptional quality, and bring from 10c to three cents more than the ordinary grades.

Large size prunes are practically gone. A few dealers still have supplies, but the majority are hoping there will be no additional shipments or they will be sold without altogether.

Figs are having a large sale. Apricots and peaches are higher and somewhat scarce.

First tide shipments of dates via London, are now on the water.

In general the market for Mediterranean goods remains steady and an active demand exists for stocks which have already arrived.

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

NUTS—Scarcity of first-class Grenoble walnuts is the feature of the market. Most dealers report an absolutely bare market in this line.

The arrivals by the S. S. Jacona have materially weakened the general situation, though this is only temporary. Grades of new goods are very fair for the average.

Trade is brisk, with a pretty steady price range.

In shell—	
Filberts, Sicily, per lb.	0 11
" Barcelona, per lb.	0 11
Tarragona Almonds, per lb.	0 11 1/2
Walnuts, Grenobles, per lb.	0 13 1/2
" Marbots, per lb.	0 11
" Cornes, per lb.	0 11
Shelled—	
Almonds, 4-crown selected, per lb.	0 32
" 3-crown "	0 31
" 2-crown "	0 30
(In bags), standard, per lb.	0 26
Cashews	0 15

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THE CANADIAN GROCER

Peanuts—		
French, No. 1	0 07 1/2	0 07 1/2
Spanish, No. 1	None	
Virginia, No. 1	0 10	
Pecans, per lb.	0 65	
Pistachios, per lb.	0 75	

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

RICE AND TAPIOCA—Rice and tapioca are very quite just at present, with the exception of Patna rice, for which there is a good demand. Improvement is looked for in the near future, owing to a gradual falling off in present supplies.

The Grocers' Review, of Manchester, Eng., gives an account of the reason for polishing rice with tale, also a defence of the process. The greatest benefit to the rice from polishing, is that it prevents the development of weevils and maggots, which are so dangerous to rice in the rough state. The percentage of tale left in the rice is so small that it makes little or no difference in its quality. Incidentally rice is much improved in appearance by the polishing.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " " 12 1/2 pounds	3 15
" " grade c.c., 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 85
" " pockets, 25 pounds	2 95
" " " 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04 1/2

BEANS AND PEAS—Higher prices in peas are looked for, owing to a large increase in demand. Trading in both lines is brisk and supplies are not any too plentiful. Large sales are frequent, and dealers say there is no trouble in finding a buyer if you can only secure the goods.

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

EVAPORATED APPLES—Export shipments are now being rushed, as navigation practically closes this week. Should present warm weather continue it will stimulate the evaporated apple trade to a considerable extent.

Supplies are entirely sufficient to fill all demands to date, and prices have weakened slightly during the past week, owing to a somewhat larger supply than can readily be absorbed.

Evaporated apples, prime	0 09 1/2	0 09 1/2
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ONTARIO MARKETS

POINTERS—

Sugar—Advance of 10 cents.
Shelled Almonds and Walnuts—Higher.

Gallon Apples—Advanced.
Dried Fruits and Nuts—Good demand
Toronto, November 18, 1909.

The wholesale houses are very busy, orders are satisfactory and the outlook is bright and rosy for a good holiday trade. Some of the money paid out for wheat in the northwest is finding its way into their coffers.

Everybody is talking Christmas goods now and the business done in sugar, raisins, currants, figs, dates and nuts is putting to the background other articles. This trade has begun in earnest and re-

tailers are now stocking up for a heavy turnover.

Sugar advanced during the week ten cents per cwt., due to the strong market in raws. This advance was anticipated as was mentioned in the issue of two weeks ago.

All nuts are firm, due to the advance in shelled almonds and walnuts caused by their scarcity.

Canned goods are firm, particularly peas and fruits. The demand for gallon apples from the Canadian Northwest and from the British market has been excellent and was the chief cause for their advance.

Collections are good, showing that the farmers are realizing on their grain and fruit crops.

SUGAR—On November 11 the price of sugar advanced 10 cents per cwt., due to the scarcity of raws and principally to the scarcity of European raw-beets. This advance was expected in view of the above mentioned market conditions and the new prices are firm. Raw Muscovado and crystals are from 25 to 30 cents per cwt. higher than they were six weeks ago. Many retailers make a practice of stocking a sack or two of these raw varieties for their Christmas trade for cakes, plum puddings, etc., and now should be the time to stock it.

St. Lawrence "Crystal Diamonds," barrels	5 50
" " " 1/2 barrels	5 60
" " " 100 lb. boxes	5 70
" " " 50 lb. boxes	5 80
" " " 25 lb. boxes	6 00
" " " cases, 20.5 boxes	6 55
Paris lumps, in 100 lb. boxes	7 55
" " in 50 lb. "	5 70
" " in 25 lb. "	6 00
Red Seal	0 45
St. Lawrence granulated, barrels	4 85
Beaver granulated, bags only	4 55
Rediath extra granulated	4 75
Imperial granulated	4 55
Acadia granulated (bags and barrels)	4 75
Wallaceburg	4 75
St. Lawrence golden, bbls.	4 45
Bright coffee	4 75
No. 3 yellow	4 60
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Judging from the way these goods are moving out, it is evident that Christmas baking is being considered. There is, however, no visible change in their values.

Syrups—		Per case
2 lb. tins, 2 doz. in case		2 50
5 " " " "		2 85
10 " " " "		2 75
20 " " " "		2 70
Barrels, per lb.		0 03 1/2
Half barrels, per lb.		0 03 1/2
Quarter "		0 03 1/2
Pails, 3 1/2 lbs. each		1 80
" 25 " "		1 30
Maple Syrup—		
Gallons, 6 to case		4 80
" 12 " "		5 40
Quarts, 24 " "		5 40
Pints, 24 " "		5 00
Molasses—		
New Orleans, medium	0 31	0 33
" " bbls.	0 29	0 31
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 62

TEA—India tea has again made a small advance in the primary markets, and on the whole, tea is firm, especially in the lower grades.

COFFEE—There is nothing from the usual regular trade in coffee to report. Rio remains firm.

Rio, roasted	0 12	0 13
Santos, roasted	0 15	0 17
Mexico, roasted	0 16	0 18
Mocha, roasted	0 25	0 28
Java, roasted	0 27	0 30
Rio green	0 08	0 09 1/2

SPICES—With the exception of peppers which are still climbing, there is no change. Business is fair and trade satisfactory.

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

DRIED FRUITS—The demand for prunes is brisk and sales are good. Large sizes this year are below the average in quantity. Apricots are high and on this account orders are small. Raisins and currants are big items in the trade, in fact, all goods for the holiday trade are moving freely.

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

NUTS—The new crop of nuts will be in this week and will soon be in the hands of the retailers for Christmas trade. Retailers should be sure to get new stock, if they pay the price for them. Shelled walnuts are selling to the jobber at from 5 to 6 cents more than a year ago and shelled almonds from 9 to 10 cents more. The crop shortage in France and Spain is the cause for this and it has the effect of strengthening up other lines.

Almonds, Formigetta	0 11 1/2
" Tarragona	0 12
" shelled	0 32
Walnuts, Grenoble	0 13 1/2
" Bordeaux	0 11
" Marbots	0 11 1/2
" shelled	0 26
Filberts	0 12
Pecans	0 16
Brazils	0 15
Peanuts, roasted	0 08

EVAPORATED APPLES—Evaporated apples had a decline, but soon recovered again and are now back to the old price and are firm and likely to hold to the present quotations.

Evaporated apples	0 09	0 09 1/2
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RICE AND TAPIOCA—There is no change in the prices of rice, but tapioca is firmer and some are asking an advance.

Rice, stand. B.		Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b. Montreal		0 03 1/2
Rangoon	0 08 1/2	0 03 1/2
Patna	0 05 1/2	0 06 1/2

THE CANADIAN GROCER

Japan	0 05 1/2	0 06 1/2
Java	0 06	0 07
Carolina	0 10	0 11
Sago	0 05	0 05
Seed tapioca	0 05	0 05
Tapioca, medium pearl	0 04 1/2	0 04 1/2

BEANS—Beans are firmer and looking for more money. This may only be temporary. From the yield reports they should not be any higher, but rather the other way.

Beans, per bushel	1 75	1 80
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CANNED GOODS

MONTREAL—A decided firmness is shown by nearly all lines of canned goods, and some firms have already advanced their prices. Cannery men will be quick to take advantage of the situation.

The demand for fruits and vegetables continues, and if anything, is on the increase. Lobsters are very firm with a tendency to higher prices.

Peas, standard, dozen	81 00	81 05
Peas, early June, dozen	1 05	1 07 1/2
Peas, sweet wrinkled, dozen	1 07 1/2	1 12 1/2
Peas, extra sifted, dozen	1 52 1/2	1 60
Peas, gallons	3 87 1/2	3 92 1/2
Beans, dozen	0 75	0 80
Corn, dozen	0 77 1/2	0 82 1/2
Tomatoes, dozen (Ontario and Quebec)	0 82 1/2	0 90
Strawberries, dozen	1 37 1/2	1 40
Raspberries, 2s, dozen	1 75	1 80
Peaches, 2s, dozen	2 05	2 10
Pears, 3s, dozen	2 05	2 10
Pears, 2s, dozen	2 30	2 35
Plums, Greengage, dozen	1 50	1 55
Plums, Lombard, dozen	0 95	1 00
Lawtonberries, 2s, dozen	1 60	1 65
Clover Leaf and Horseshoe brands salmon		
1-lb. talls, per dozen	1 87 1/2	1 90
1-lb. flats, per dozen	1 30	1 35
1-lb. flats, per dozen	2 02 1/2	2 05
Other salmon		
Humpbacks, dozen	0 95	1 00
Cohoos, dozen	1 35	1 40
Red Spring, dozen	1 20	1 25
Red Sockeye, dozen	1 85	2 00

TORONTO—The general tendency of the canned goods market is to firmer prices. Peas are scarce and high, with no chance of weakening. There are little tomatoes and corn moving. While the supply on hand is represented as considerable, yet this is a sort of a between season, with buyers, and consequently little is doing. Golden Wax canned beans are a scarce commodity. Fruits are high, particularly gallop apples, which recently advanced. This was due to the big demand from the Northwest, and also the excellent export call from the Liverpool and Glasgow markets, where prices are good. Some late sockeye and coho salmon is selling now, on account of the late deliveries. Wholesalers expected to get their supplies some time ago.

Beans	0 75	0 80
Corn	0 80	0 85
Pumpkins	1 00	1 05
Tomatoes, 3s	0 85	0 90
Strawberries, 2s	1 32 1/2	1 37 1/2
Raspberries, 2s	1 60	1 65
Peaches	1 75	1 80
Lawtonberries	1 52 1/2	1 57 1/2
Red pitted cherries, 2s	1 60	1 65
Gallon apples	2 40	2 50
Bartlett pears, 2s	1 45	1 50
Lombard plums, 2s	0 85	0 90
Clover Leaf and Horseshoe brands salmon		
1-lb. talls per dozen	1 87 1/2	1 90
1-lb. flats per dozen	1 25	1 30
1-lb. flats per dozen	2 12 1/2	2 15
Other salmon prices are:		
Humpbacks, per dozen	0 95	1 00
Cohoos, per dozen	1 45	1 50
Red Spring, per dozen	1 55	1 65
Red Sockeye, per dozen	1 85	2 00
Lobsters, halves, per dozen	1 85	2 20
Lobsters, quarters, per dozen	1 40	1 50

ST. JOHN N.B., MARKETS.

Corrected by Wire.

St. John, Nov. 18, 1909.

All grades of sugar advanced 10 cents per hundred pounds on Thursday of last week. Pork is also higher and the top notch prices of \$31 to \$31.50 for clear backs, is quoted. New western grey buckwheat is offered at \$2.90 to \$3 a bag. Eggs are higher and butter has also advanced slightly. The better grades of potatoes are held for higher prices.

Quotations now are as follows:

Sugar			
Standard gran.	4 85	4 95	
Austrian	4 65	4 75	
Yellows	4 35	4 75	
Flour, Manitoba	6 45	6 55	
" Ontario	5 65	5 90	
Cornmeal, bags	1 47	1 50	
Roll'd oats, bbls	5 15	5 20	
Buckwheat			
west. grey, bag	2 90	3 00	
Val. raisins, lb.	0 05 1/2	0 06 1/2	
Cal. raisins, seed			
ed	0 07 1/2	0 08 1/2	
Currants, lb	0 07	0 07 1/2	
Prunes, lb	0 05 1/2	0 06 1/2	
Rice, lb	0 03 1/2	0 04 1/2	
Beans, hand			
picked, bus.	1 95	2 00	
Beans, yellow			
eye, bus	2 95	3 00	
Cheese, lb	0 13	0 13 1/2	
Lard, compound			
lb	0 13 1/2	0 13 1/2	
Lard, pure, lb	0 16 1/2	17 1/2	
Pork, domestic			
mess.	27 75	28 50	
Pork, American			
can clear	28 00	29 00	
Pork, clear			
backs	31 00	31 50	
Beef, American			
can plate	17 00	18 00	
Beef, Canadian	16 75	17 50	
Molasses, fcy	0 34	0 35	
Barbados, gl			
Butter, dairy			
lb	0 25	0 27	
Butter, cream			
ery, lb	0 26	0 28	
Eggs, doz	0 56	0 55	
Potatoes, bbl	1 10	1 40	
Canned goods			
Peas, doz	1 10	1 50	
Corn, doz	0 85	0 90	
Tomatoes, dz	0 95	1 00	
Raspberries, dozen	1 85	1 90	
Strawberries, dozen	1 55	1 60	
Salmon, case	6 50	6 75	
Red spring	5 60	6 00	
Cohoos	5 60	6 00	
Peaches, 2s, dozen	1 70	1 80	
Peaches, 3s, dozen	2 70	2 80	
Baked beans, dozen	1 15	1 25	
Fish, dry	2 75	3 75	
Herring, salt, half bbls	2 30	2 50	
Herring, smoked, box	0 08	0 08 1/2	

VANCOUVER MARKETS.

Corrected by Wire.

Vancouver, Nov. 17, 1909.

There is little difference in local markets. Selected eggs from the East are still to be had at 33c jobbing price, with a quotation or two at 34c as conditions may warrant. Local eggs are hardly in the reckoning and the eastern stock is greatly in demand, as with improved methods of packing and quick transportation they arrive in good condition, the selecteds being fit for boiling. Locals are paid for at 65c and 70c when they are obtainable, but with good easterns most buyers find this price somewhat high.

Spanish onions are on the market at \$2.25 to \$1. Grain and flour are the same in price, but feed wheat is \$2 a ton cheaper, being now \$38.

Almonds are high in price, and the outlook is that this nut, which is much in demand for Christmas trade, will retail at 50c instead of 40c per pound this season. Almonds have the best of the trade here, for years walnuts did not arrive in time to be of use. The walnuts from California are here before Christmas but the grenobles from France are generally about a week or two late.

VANCOUVER	
Sugar, standard	
granulated	5 50
Val. raisins, lb.	0 05 1/2
Cal.	0 06 1/2
Prunes	0 05 1/2
Currants	0 06 1/2
Dried apricots	0 11
Flour, Standard, bbl	7 10
Cornmeal, p. 100	
lb.	2 60
Beans, per lb.	0 03 1/2
Rice, per ton	68 00
Tapioca, per lb.	0 03 1/2
Evaporated apples	0 08 1/2
Butter, Eastern	0 29
Butter, local	0 35
Butter, Western	0 21
Eggs, Eastern	0 33
Eggs, local	0 50
Cheese, per lb.	0 15
Canned Goods	
Peas	1 60
Tomatoes	1 32 1/2
Corn	1 10
Apples	3 42 1/2
Strawberries	2 15
Raspberries	1 65

HALIFAX MARKETS.

Halifax, Nov. 18, 1909.

Business brisk and firm prices, briefly summarize the condition of the local grocery markets. Produce is now coming on the market in large quantities, and prices in these lines show an easier tendency. The exports of apples continue heavy, two steamers sailing from Halifax this week loaded to the hatches with fruit for the British market. The price of apples is a little easier, and the quality of the stock coming on the market now is improving. The crop of Gravensteins is pretty nearly exhausted, and the apples of this variety now on the market are ripening fast and will not keep much longer.

Bad weather of late has caused an easing off in arrivals of fish, and also has made it difficult to cure the later trips of the bankers. Last arrivals of the fleet are reported with from 500 to 600 quintals, and a United States banker has just reported at Sydney with 500,000 lbs., said to be the largest single fare ever taken. This shows that fish still continue abundant on the regular grounds, and it would have paid the bulk of the fleet to have made another trip after their summer catch was landed.

Creamery prints	0 27	0 28
Creamery solids	0 25	0 26
Dairy, tubs, lb.	0 21	0 23
Fresh eggs, doz	0 50	0 50
Cass eggs	0 25	0 25
Extra Standard, granulated	4 75	4 75
United Empire	4 55	4 55
Austrian, bags	4 55	4 55
Bright yellow	4 55	4 55
No. 1 yellow	4 25	4 25
Flour, h. wheat	6 40	6 60
Flour, Ontario	5 60	5 70
Cornmeal, bag	1 70	1 75
Oats	0 54	0 55
Pork, American	26 50	28 50
Pork, clear	30 00	30 00
Beef, American	16 50	16 50
Beef, Canadian	16 00	16 00
Hams, smoked	0 15	0 15
Pork, fresh	0 09	0 11
Codfish, quintal	5 50	5 50
Herring, pickled	5 00	5 00
Apples, per bbl	1 50	3 00
Potatoes, P. E. Island, bag	1 25	1 25
Onions, Spanish	0 02 1/2	0 02 1/2
Onions, American, per lb.	0 02 1/2	0 02 1/2
Onions, Canadian, per bag	1 54	1 54
Molasses, fancy	0 38	0 38
Barbados, bbl	0 34	0 34
Molasses, fancy	1 8	1 8
Barbados, pun	5 50	5 50
Beans, bushel	1 8	1 8
Roll'd Oats, bbl	5 50	5 50

CALGARY MARKETS.

Calgary, Nov. 18, 1909.

It is not unlikely that potatoes will again next spring command a very high price. It is reported from Manitoba points that large quantities have been frozen in the ground. It appears during the long autumn season of fine weather the farmers had devoted all their time to threshing and fall plowing and had evidently neglected "potato digging" until a severe frost caught a lot of them. The Alberta crop was a good one, but not large enough to supply the heavy demand. B. C. potatoes, always popular in this market, are being brought in in large quantities; the price is yet reasonable, but dealers say it will advance sharply in the near future.

The market on California dried fruits continues firm. Apricots and peaches are steadily advancing. Advices from the coast indicate the crop nearly out of growers' hands.

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THE CANADIAN GROCER

MANITOBA MARKETS

Corrected by Telegraph.

Advances—Sugar, Rio coffee, lard, canned goods, syrup, apricots, peaches.

Firmer—Sliced pineapple, honey, raisins.

Declines—Eddy's matches.

Winnipeg, Nov. 18, 1909.

The long period of beautiful weather has come to an end with the pronounced appearance of Jack Frost. The open fall has meant much to the general trade of the west. Local stores have been visited freely by customers daily, and the past month's purchases have been very large. The consequence is that retailers' stocks are low and orders for immediate deliveries are quite heavy. The same is true of all parts of the west. Other cities have been blessed with, perhaps, the longest Indian summer weather in its history, and an apparent summer trade has been the result. Rural merchants were particularly fortunate, the roads being in excellent condition and everything was conducive to bring customers to the stores. The winter, which has apparently at last come, will give merchants an opportunity to stock up where they are weak and arrange for the supply of winter goods. The holiday goods are almost all in the retailers' hands, but they are not to be seen thus far. The Christmas trade is going to be enormous, since heavy stocks of high-class goods have been moving out in large quantities. The display features will no doubt, be excellent in fancy goods. During the week retailers were delivered their foreign dried fruits. The figs are said to be the most delicious that have ever appeared on the market and the displays in these alone are fine. Raisins are also in and the quality is good. The raisin market is likely to be much higher owing to the California corner. The tone of the market is upward and several important advances are reported this week. The demand keeps up well, and that really healthy economic condition prevails where the demand is greater than the supply.

SUGAR—The market has gone up again 10 cents. The manipulation on the N. Y. market has advanced the price. The trade here is good in all lines. The icing sugar trade has lately revived.

Montreal and B.C. granulated, in bbls.	5 20
" " in sacks	5 25
" " yellow, in bbls.	4 80
" " in sacks	4 75
Icing sugar, in bbls.	5 55
" " in boxes	5 75
" " in small quantities	5 80
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	6 20
Lump, hard, in bbls.	6 05
" " in 1-bbls.	6 15
" " in 100-lb. cases	6 15

SYRUP AND MOLASSES—The cold weather is always good for the syrup business and it has already revived. If the output continues strong the prices will go higher still. We quote an advance of 8 cents to-day.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 38
" " 5-lb. tins, per 1 " "	2 83
" " 10-lb. tins, per 1 " "	2 66
" " 20-lb. tins, per 1 " "	2 73
" " barrel, per lb.	0 04 1/2
" " Sugar Syrup, per lb.	0 03 1/2
Beehive Brand, 2-lb. tins, per 2 doz. case	2 38
" " 5 " " 1 " "	2 83
" " 10 " " 1 " "	2 66
" " 20 " " 1 " "	2 73
Barbadoes molasses in 1-bbls., per gal.	0 50
Porto Rico molasses in 1-bbls., per gal.	0 60
gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses 1 bbls. per gal.	0 36

MAPLE PRODUCTS—The maple syrup trade has revived with the approach of winter and it looks as if many here are going to spend the winter eating pancakes and maple syrup. There is no change in the market.

Sugar, per lb.	0 13
Syrup, gallons, 1/2 doz. to case, per doz.	9 60
" " 1 doz. to case, " "	5 35
" " 2 doz. to case, " "	2 87

FOREIGN DRIED FRUITS—Stocks are going out freely, but supplies to the wholesalers are slow to arrive. Figs and raisins are in and coming with other lines following. Apricots and peaches have each advanced and raisins will undoubtedly go up soon.

Smyrna Sultana raisins, uncleaned, per lb.	0 06
" " cleaned, per lb.	0 07
Valencia raisins, Rowley's, f.o.s. per case, 28 s.	1 85
" " layers " 28 s.	1 05
California raisins, choice seeded in 1/2-lb. packages per package	0 06 1/2
" " fancy seeded, in 1/2-lb. packages per package	0 06 1/2
" " choice seeded in 1-lb. packages per package	0 07 1/2
" " fancy seeded in 1-lb. packages per package	0 08
Raisins, 3 crown muscatels, per lb.	0 06 1/2
" " 4 " " " "	0 06 1/2
Prunes, 90-100 per lb.	0 04 1/2
" " 80-90 " "	0 05
" " 70-80 " "	0 05 1/2
" " 60-70 " "	0 06
" " 50-60 " "	0 08 1/2
" " 40-50 " "	0 08
" " 30-40 " "	0 08 1/2
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filatras, per lb.	0 06 1/2
" " wet, cleaned, per lb.	0 07 1/2
" " Filatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 08
" " choice, " "	0 09 1/2
Apricots, standard, per lb.	0 15 1/2
" " choice, per lb.	0 16
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 07

HONEY—This staple does not fluctuate often, but the tendency is higher just now. These prices hold this week.

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

NUTS—The shelled stuff is firm and will go up soon, no doubt. All nuts are selling well. The holiday trade will be excellent at any price.

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

RICE AND TAPIOCA—These are both moving more freely. The following quotations prevail:

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

ROLLED OATS—There is no change with the possibility of a continued stationary market.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 05
" " 40 " " " 40	1 05
" " 20 " " " 20	0 54
" " 80 " " " 8	0 24 1/2

CORNMEAL—The following prices rule and there is little possibility of a change soon.

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

CANNED GOODS—Prices, generally speaking, are up 5 cents. Peas can scarcely be had at any price. The market is very strong.

Beans, per case 2 doz.	1 98
" " 1 75	1 75
Corn, per case 2 doz.	2 00
Tomatoes, per case 2 doz.	2 10
Strawberries, per case 2 doz.	2 90
Raspberries, per case 2 doz.	3 25
Peaches, per case 2 doz.	3 60
Pears, per case 2 doz.	2 70
Plums, per case 2 doz.	2 40
Salmon (Horseshoe Brand), per case 4 doz.	7 00
Pumpkins, per lb.	0 01
Carrots, per lb.	0 50 1/2
New potatoes, per bushel	0 40
Native cauliflower, per dozen	1 00
Native cabbage, per lb.	0 01
Native celeri, per doz.	0 40

Native celeri, per bushel	0 40
Native lettuce, per doz.	0 30
Native onions, per doz.	0 30
Native radishes, per doz.	0 30
Native cucumbers, per doz.	0 75
Ontario tomatoes, per basket	0 75
Oranges	3 75
Lemons	5 50
Apples, Ontario, per box	3 75
Grape Fruit, per crate	5 50

MEATS—

Clark's 1 lb. pork and beans, plain, per case	2 80
" " 2 " " " "	2 40
" " 3 " " " "	2 30
" " 1 " tomato sauce, per case	2 80
" " 2 " " " "	2 40
" " 3 " " " "	2 30
" " 1 " Chili " " "	2 80
" " 2 " " " "	2 40
" " 3 " " " "	2 30
Soups, per doz.	1 20
Corned beef " 2 s per doz.	2 65
" " 1 s per doz.	1 40
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 35
Ham loaf, 1/2 lb., " "	1 25
" " 1 lb., " "	2 35
Chicken loaf, 1/2 lb., " "	1 25
" " 1 lb., " "	3 00
Sliced smoked beef, 1/2-lb. tins, per doz.	1 65
" " 1-lb. tins, " "	2 80
" " 1-lb. glass, " "	3 60
English brawn, 1 s, per dozen	1 90
" " 2 s, " "	2 75
Cambridge sausage, 1 s, per dozen	2 15
" " 2 s, " "	3 25
Geneva sausage, 1 s, per dozen	2 00
" " 2 s, " "	3 40
Boneless pig's feet, 1 s, per dozen	1 55
" " 2 s, " "	2 75
Lunch tongue, 1 s, per dozen	3 35
" " 2 s, " "	6 70

BUTTER—Creamery is up 1 cent this week. The market is firmer.

Creamery	0 28
Bricks	0 30
No. 1 Dairy	0 27
No. 2 Dairy	0 22

EGGS—There is no change except that local supplies are greatly diminished. Ontario stocks are coming in freely. Prices to-day are from 28 to 30 cents per dozen.

BUSINESS BRISK IN HAMILTON.

Northwest Orders Being Filled—Butter and Egg Market Still High—The Peddling By-Law.

Hamilton, November 18.—Business in grocery lines is brisk here. The wholesalers are completing their Northwest orders. The trade in that section has been heavy, and warehouse men have, in some houses, been compelled to work at night for some time. One firm had to double their staff to get caught up. Retailers also report trade better than for some time. Markets continue high, butter, eggs and poultry being as dear as at holiday times. Large quantities of grapes are still offering and if outside dealers are not supplied, they should order at once before it is too cold to ship.

The peddling and huckstering by-laws are still looming up largely before the Grocers' Association, and it is hoped that President Ald. Forth, who is likely to be re-elected, will bring some legislation before the council which will change the complexion of the present by-law.

W. Scanlon, Fergus, Ont., has sold to G. W. Jamieson.

Snowdon & Borland, manufacturers' agents, Montreal, have dissolved partnership, and in future the business of the firm will be carried on by J. Walter Snowdon, at 413 St. Paul St.

Manufacturers' Agents

And Brokers Directory

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

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

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

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COFFEE CO.
MANUFACTURERS
Coffees, Teas, Spices, Etc.
"Feather-light" Baking Powder
Cor. Langley and Broughton Sts.
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Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters
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Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern Economy; Utility and Dowling's.

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Free and Bonded Warehouses
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SUITE 11 COURT HOUSE BLOCK, VANCOUVER, B.C.
We have an established connection and can handle a few more good agencies to advantage.
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VICTORIA
FRUIT GROWERS' ASSOCIATION
The largest packers and shippers of first-class Fruits of all kinds in British Columbia.
OFFICE AND WAREHOUSES
COR. WHARF AND YATES STS. - VICTORIA
Branch at 149 Water Street, Vancouver.

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Open for a few more agencies

Do you want live representation?
We are in touch with the trade.
Andrews & Nunn
Manufacturers' Agents and
Wholesale Commission Merchants
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140 Water St., Vancouver, B.C.
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THE CANADIAN GROCER
British Columbia Office at Room 11, Hartney Chambers,
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H. HODGSON Manager

The WEST INDIA CO., Ltd.

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

Sugars Rums Molasses Cocoa
Rice Limes Arrowroot

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

St. Nicholas Building

MONTREAL

An Estimate of this Season's Bean Production

Crop in Western Ontario Stated to be Twenty Per Cent. Better Than in 1908—A Grand Total of 856,800 Bushels—Quality, Too, is Better—Importance of Beans as a Food.

Special correspondence.

Chatham, Ont., Nov. 16. — From an acreage slightly over 50,000, Canadian bean growers will this year harvest, according to the figures of N. H. Stevens, president of the Canada Flour Mills Co., 856,800 bushels of beans.

This comes pretty close to the estimate of 900,000 bushels which Mr. Stevens made earlier in the season, when the situation was more problematic than it is now.

From his boyhood on the farm, Mr. Stevens has been closely associated with the bean industry, graduating from the farm to the grain and milling business. He relates with pride that he had the honor of using the second-bean planting machine ever used in Canada. The first was brought to Kent by Collins Handy, Sr., now living at Highgate.

In an interview with respect to this year's bean situation, Mr. Stevens said:

"The bean crop this year will be fully twenty per cent. better than that of last year. In addition, the beans will be of a better quality. The beans are in excellent condition and very few will run over two-pound pickers. My estimate is that there are 50,000 acres of pea beans in Ontario, in addition to a small acreage of other varieties. I calculate the yield as follows:

"Pea beans, 50,000 acres, at 17 bushels per acre—850,000 bushels.

"Yellow eyes, 200 acres, at 20 bus. per acre—4,000 bus.

"Marrows, 100 acres, at 18 bus. per acre—1,800 bus.

"Black turtle soups, 50 acres, at 20 bus. per acre—1,000 bus.

"This makes a total of 856,800 bus.

"Out of the 50,000 acres of beans grown in Ontario, all are in Kent and Elgin counties, with the exception of 10,000 acres. A number of years ago only the Townships of Harwich and Howard, in Kent, produced beans. Now they are being raised successfully anywhere south of a line drawn from Bowmanville to Sarnia.

"Canada has a production approximating 900,000 bushels. Practically all of these beans are consumed in Canada alone, and few, if any, are exported to foreign countries—that is, all are consumed except those required for the spring planting.

"Some of the early beans this year did not thresh over 10 bushels to the acre, while others have been reported threshing as high as 35 bushels.

"We will require to plant more beans each year in the future or we will have to import more from other countries. Our population is rapidly increasing as the days go by, and the people are be-

coming educated into the use of the product more and more every year.

"Yet, not one-half of the beans are consumed that should be; the bean is, in

my opinion, the most nutritious and wholesome food that comes to the table, and if many of our citizens not blessed with too many dollars would eat beans, they could live better and not spend more than half the money.

E. G. De Coriolis, chemist, with the Edwardsburg Starch Co., Cardinal, Ont., is receiving congratulations these days in view of the arrival of the stork presenting him with a daughter.



THINGS THAT SHOULDN'T BE—A Clerk Wiping the Butter Knife on His Dirty Apron.

The Business Situation on the Pacific Coast

New Vancouver Commission House—Ontario Apples go to British Columbia—New Fruit Cannery Proposed — Preparations for the Herring Fishing.

Special Staff Correspondence.

Vancouver, B.C., Nov. 16.—Andrews & Nunn, of Vancouver, have sold their retail business and have opened offices at 140 Water Street, Vancouver, as manufacturers' agents and wholesale commission merchants. Both Mr. Andrews and Mr. Nunn have been connected with the grocery trade on the coast for the past 15 years. Both were formerly connected with the wholesale trade. Their new venture is, therefore, not a new experience for them. Mr. Andrews was a member of the executive of the Vancouver Retail Grocers' Association and also a member of executive of the Provincial Grocers.

With local apples at \$2.25 per box wholesale, prices are higher than for some seasons past, consequent upon the partial crop this year. With an eye to business, the Vancouver Trading Company imported a carload of apples from Ontario, and they are selling well. These are disposed of at \$6 per barrel, which is a much different price from that paid by many Ontario people here in the days when they used to duck for them on Hallowe'en. The retail price of any good table apple is three pounds for 25c. In the consignment from Ontario were spics, kings and gravensteins, the first variety being already sold out.

At the last meeting of the Board of Trade of Summerland, B.C., a town located in the southern part of the Okanagan district, the question of ways and means for a fruit cannery was raised, and after a lengthy discussion it was decided that the secretary should look into the matter and report. To arrive at fairly exact knowledge, a census will be taken of the fruit trees in the district and the probable production.

It was shown at a meeting of the Fruit Growers' Syndicate at Nelson last week that co-operation among the growers pays, and that the expenses for this season was only five per cent. On a larger quantity handled, this figure would likely have dropped to four per cent. It is expected that the membership will be much larger next year.

An Ontario man who will go into the fruit growing business in Kootenay is C. Hoggart, of Chatham, who has bought a ranch of fifteen acres at Creston.

The order has been issued that seine fishing is not to be allowed in Nanaimo harbor, although they may be used in Departure Bay. It means that there will be a chance for gill netters in Nanaimo harbor when the herring arrive at the latter end of next month. Big preparations are being made for the herring fishery, which is assuming larger proportions this year than ever. A cannery is being built at Nanaimo, and seine fishing in Departure Bay will enable a supply to be obtained at a fair rate. Japanese are largely interested in the herring fishery, though new companies are each year seeing the possibilities of this industry.

DISCUSSED SOCIAL EVENTS.

Toronto Retail Grocers' Association Will Make Merry This Winter.

Toronto, November 16.—An "At-Home" and dance has been decided upon as the variety of entertainment to be held by the Retail Grocers' Association which met in regular session on Monday night, November 15th. Although the exact date has not been arranged, it will take place some time in February. In addition to this the grocers intend holding some sort of banquet about the first of the year for members and their friends. This will be a meeting of business men to talk upon trade matters of the present day.

The Hall Committee for the At-Home is composed of David Bell, Bailey Snow and A. J. Conium, and the committee to consider the other proposal is made up of Fred Thorne, F. W. Johnston, and J. S. Bond.

The association also decided to enter two teams in the College Bowling League. They will be captained by Fred Thorne and J. C. Beaumont respectively.

During the discussion on the proposal to hold some kind of entertainment, J. S. Bond made a significant remark when he said: "We are too far away from the wholesalers; we would like to meet them and understand each other better for we have many things to tell them." The retailers have many complaints to make and it apparently is working towards a meeting between the two to come to some better agreements in trade matters.

The chair was occupied by Donald MacLean.

INFORMATION FOR BUYERS.

Hints to the Trade Supplied by Sellers.

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

Albert McLean, of the Canadian Coconut Co., Montreal, reports business as being especially brisk. McLean's white moist coconut is away oversold, the firm being three weeks behind in orders. Bakers' and confectioners' supplies are reported as moving particularly well, too.

A short time ago a letter was delivered at the office of the "Salada" Tea Co., 198 West Broadway, New York City, addressed "Ceylon Tea Co., America." This week a letter addressed, "Wholesale

Tea Co., Toronto," was delivered at the Toronto office of the firm. This looks as if "Salada" was recognized as the leading tea firm in both Canada and the United States.

Quite of every-day use is the saying, "grateful and comforting," and the phrase is always associated with the well-known brand of "Epp's Cocoa." As an article of diet nothing more wholesome and nourishing can be recommended than "Epp's." For giving strength to the system, for making good the daily waste that is going on and for supplying good food and drink at the same time, this particular cocoa is pre-eminent. It contains a remarkable percentage of cocoa-butter—a vitalizing substance. As a cold resister there is nothing so effective, and children thrive on "Epp's Cocoa."

Filling the Wants

of your customer with goods of character and merit is "success insurance"; take soaps, for instance; what woman will not thank you for your care in always regularly supplying her with

Fels-Naptha Soap?

For Fels-Naptha does just what its wrapper claims!



The Hustling, Booming West

is calling out for every description of manufactured goods.

We are here to tell you of the demand, prospects and opportunities which the West presents of successfully selling your products, and we will, if you wish it, handle your goods for you on a reasonable commission basis.

We are located in the three chief distributing centres: Winnipeg, Calgary and Edmonton, and have every facility for handling goods in large quantities. Let us hear from you.

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CALGARY WINNIPEG EDMONTON

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

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Direct Importers of

VANILLA BEANS
TONKA BEANS
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Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring
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and Jellies

WE WANT YOU to do so.
IT WILL PAY YOU to do so.
YOU WILL do so if you try them once.

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Limited

VANCOUVER, B.C.

Another of
GUNNS "TOP NOTCH"
 Quality Products

**GUNNS
 MINCEMEAT**

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

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

A Sample Order Will Convince You

Made under Government Inspection.

GUNNS Pork and Beef Packers
 LIMITED TORONTO

CHEESE

Compare prices asked for cheese to-day with the prices asked for either lard or butter, and you must realize how cheap it is in comparison. It is also cheaper than at this time last year. We will not predict higher prices, but we recommend purchase of what stock you may require for your winter trade.

We have large cheese, both white and colored; twin cheese, colored only. Canadian and English Stiltons and Limburgers.

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

Never had a can of
 milk returned to us yet

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

Write for prices

John Malcolm & Son,
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**BUTTER
 EGGS
 POULTRY
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☞ We require large quantities of each of the above lines and shall be pleased to quote prices f.o.b. your station. Write us

The WM. RYAN CO.
 LIMITED
 PACKING HOUSE:
FERCUS, - - ONT.
 HEAD OFFICE:
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We want large quantities of
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Serious Scarcity Reported in First-class Eggs

Montreal Dealers are Much Concerned—Receipts Rapidly Falling off—Storage Stock Already Being Drawn Upon — Hog Market Easier—Large Quantities of Poultry Coming in.

Much concern is being shown by Montreal egg dealers over the scarcity of first-class eggs. This is becoming more noticeable every day and shows this week both in an advance of prices one cent, and in the statistics on receipts. The price of new laid eggs is now 35c, of selects 29c, with other lines showing a corresponding advance. Receipts for the week showed a falling off of over 2,000 cases as compared with the corresponding week last year. The decrease has been continual of late, and is gradually growing more noticeable.

The result of this situation is that dealers are already drawing largely on stored stocks, which are seldom touched at this time. When cold weather sets in the full effect will be more evident, as supplies are bound to decrease with the coming of snow. Consumption is reported as being considerably greater this year, and this combined with a shortage in storage supplies, and a shortage in incoming stocks, will certainly result in a serious situation during the latter part of the winter season. Of course we can do without eggs, but no one doubts the fact that there is not a better, or more nutritious article of food than a good egg. It is certainly up to the farmers, from a business standpoint alone, to see that next year does not prove a repetition of the situation this fall.

The run of hogs during the last two weeks has been more liberal, but the prices have been fully maintained. Packers, however, claim that the price is too high for storing purposes, and can only be paid as long as the demand takes it as it becomes ready. While the large percentage is required for local consumption, there is also a good export demand for all the surplus. The market in England is firm.

The butter situation is quiet, too quiet altogether to suit large holders, and as one dealer expressed himself this morning, "I would rather be a seller than a buyer at present prices." The mild weather continuing, with fairly good pasture so late in the season has its effect on the market, which may be felt all winter. So far the local requirements were all supplied with fresh made butter and therefore the cold storage butter has scarcely yet been touched. By all appearances the winter make of butter will be normal and unless some outside point will open up for some of our butter, the chances are that we may see a slump before we see another crop of new grass butter. There is nothing in sight at present that would indicate higher prices. Every article of food has its limit and when butter reaches the point of 30c a lb., it has little room to go much higher. A large proportion of our people cannot afford to pay it, and they will have to do without it, and when the consumption drops off it will soon come to its proper level. Our cheese and butter market all summer has been sluggish. This is owing to the fact, which is now becoming apparent, that the markets for all dairy products were opened too high in the

spring. Speculators bought at dangerous prices, and in many cases could not turn over at a profit. To break the price which, however, was all summer a little too high for our regular customers in England, would have meant a loss on what had been bought before.

Experience has taught us that to get more for an article than it is worth is not always so much gained. With a fair margin for buyers always brings the best results in the end.

MONTREAL.

Live and dressed hogs are somewhat easier, owing to a considerable supply over present demands. Trade is somewhat dull, as usual, at this time of year, and no decided improvement is looked for until snow flies.

There are no changes in other lines of the provision market.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 16 1/2
Cases, tins, each 10 lbs., per lb.	0 16 1/2
" " " 5 " " "	0 16 1/2
" " " 3 " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 16 1/2
Pails, tin, 20 lbs. gross, per lb.	0 16 1/2
Tubs, 50 lbs. net, per lb.	0 16 1/2
Tierces, 37 1/2 lbs., per lb.	0 16 1/2
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 11 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12
" " " 5 " " "	0 12 1/2
" " " 3 " " "	0 12 1/2
Pails, wood, 20 lbs. net, per lb.	0 12
Pails, tin, 20 lbs. gross, per lb.	0 11 1/2
Tubs, 50 lbs. net, per lb.	0 11 1/2
Tierces, 37 1/2 lbs., per lb.	0 11 1/2
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Canada short cut back pork, bbl. 45-55 pieces	30 00
Heavy clear pork, bbls. 20-35 pieces	31 00
Clear fat backs	32 00
Heavy flank pork, bbl.	28 00
Plate beef, 100 lb bbls	7 75
" " 200 "	15 00
" " 300 "	22 00
Dry Salt Meats—	
Green bacon, flanks, lb.	0 15
Long clear bacon, heavy, lb.	0 15 1/2
Long clear bacon, light, lb.	0
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 15
Large sizes, 18 to 25 lbs., per lb.	0 16
Medium sizes, 13 to 18 lbs., per lb.	0 16 1/2
Extra small sizes, 10 to 13 lbs., per lb.	0 16 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17 1/2
" " " small, 9 to 12 lbs., per lb.	0 18
Breakfast bacon, English, boneless, per lb.	0 18
" " " " "	0 17 1/2
Windsor bacon, skinned, backs, per lb.	0 18
Spiced roll bacon, boneless, short, per lb.	0 16
Hogs, live, per cwt.	8 75
dressed, per cwt.	12 00

BUTTER—Continuous strengthening of the situation is going on. Dealers are still holding back to enable them to cope with the winter trade. Some dealers are now quoting 27c for creamery prints, though most of the quotations are the same as last week, 26 1/2c.

Receipts for the week show a decrease of 1,248 packages from the corresponding week last year—5,422 packages as against 6,670 packages same week last year. For the season they are 352,786 packages as against 384,099 packages same season 1908, also showing a considerable decrease.

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

CHEESE — This week will probably mark the close of navigation, and for this reason cheese has been much more active than last week. Dealers are not anxious to pay winter freight rates.

Most of the factories are closed for the season and stocks are pretty well disposed of, or will be by the end of the week.

Receipts for the week show an increase, which, however, does not show the true situation. Last year much of the cheese that is now coming to Montreal for export was shipped from points down the river. Supplies are about the same as last year. The figures are for the week, 43,476 boxes as against 41,139 boxes same week last year. For the season they are 1,894,604 boxes, against 1,855,552 boxes same season 1908.

Quebec, large	0 11 1/2	0 12
Western, large	0 11 1/2	0 12
" " " " "	0 12 1/2	0 13
" " " " "	0 12	0 12 1/2
Old cheese, large	0 15	0 16

EGGS—Shortage of supplies is causing a serious condition in the egg market. For a number of weeks the supplies have been far short of last year's, and this week there is a loss of about 2,200 cases. This has caused not only an advance in price of 1c, but dealers have had to draw largely on their winter stocks to fill orders, and from present indications we will see high prices after cold weather sets in.

Receipts for the week are 1,536 cases, as against 3,717 cases same week last year. For the season they are 184,319 cases, as against 188,353 cases for the same season 1908. Eggs are being so much more generally used that the figures for the season, though showing a slight decrease, do not tell the whole story. Montreal is short of good eggs, and will probably continue so throughout the winter.

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

POULTRY — Activity in the poultry market is pronounced, owing, of course, to the season. Christmas trade is beginning to be felt, and inquiries for large lots of poultry have been numerous, some coming from the far western towns. Dealers expect a record-breaking year from present prospects.

Prices being paid for poultry are the same as last week, and supplies are not coming in any too freely. Country grocers will find a ready market for any poultry they can obtain.

Spring chickens, per lb.	0 10	0 12
Hens, per lb.	0 10	0 10
Young ducks, per lb.	0 14	0 15
Turkeys, per lb.	0 12	0 12 1/2
Geese, per lb.	0 08	0 08 1/2

HONEY—Strained clover is 1/2c higher, owing to a decided increase in demand. Supplies are fair, sufficient to hold the price comparatively steady. The general tone continues strong and a further advance would not be a surprise to local dealers. Farmers do not seem to be devoting as much time to bees as in former years, and a falling off of sup-

The makers of "**Gillett's Goods**" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Perfumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



ESTABLISHED 1852.

☛ Merchants should recommend food products that are produced in **CLEAN** factories.

It is Easy to Sell Clark's Meats!

After the first trial they are asked for.
Each article is the very best of its kind.
Every Housekeeper in the country knows of them,
and a great many have used them.
A great many more want them.
No dealer ever handled Clark's Meats at a loss.

They have an assured sale,
giving an assured profit.

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

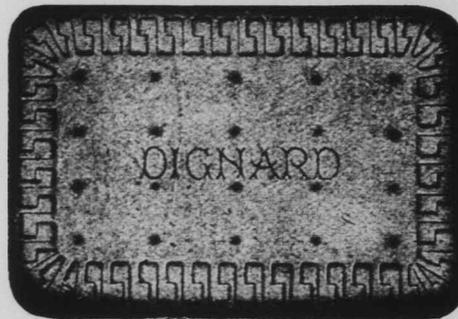
and **CLARK'S INGLASS BRAND MEATS**

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

WM. CLARK, - MONTREAL

Manufacturer of High-Grade Food Specialties

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our
VILLAGE
Biscuit
retails
3 lbs. for
25c.

DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases

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

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

Capacity one ton per hour.
Sold by all wholesale dealers

The Capstan Mfg. Co., - Toronto Ont.

THE CANADIAN GROCER

hens, which are killed instead of keeping them to produce eggs at 35c a dozen.

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

HONEY — The honey this year appears to have been picked up quicker than in former years. Beekeepers, according to the report of the president of the Beekeepers' Association, have not much on hand. However, honey only goes into consumption in large quantities at a certain figure, and therefore it is not likely that the price will go any higher. A little raise might check its sale and result in lower prices before the season is over.

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

CONFERENCE ON FOOD STANDARDS.

Manufacturers of Meat Products Visit the Capital to Suggest Changes.

A delegation of Canadian pork packers from the Food Product Section of the Canadian Manufacturers' Association recently visited Ottawa to confer with Chief Analyst, A. McGill, of the Island Revenue Department, regarding the proposed new Food Standards. Andrew Gunn, of Gunns Limited, when in-

terviewed by The Grocer, stated that the conference was merely to talk over the standards as already drawn up and to give the manufacturers, who have had practical experience, an opportunity to suggest changes and additions. The meeting in Ottawa was, therefore, more to get information from practical men than for the pork-packers to find fault with the proposed standards, as they were drawn up. From the fact that some of the proposed standards were altogether impracticable, the Government realizes more and more the necessity of consulting the men who have had a practical knowledge of the manufacture of the goods.

Establishing food standards must be admitted to be a difficult problem, which requires time and the most careful investigation, and the information needed must come from practical men, as well as from chemists.

The delegates were well pleased with their visit, and feel satisfied that the department is anxious to do the best it can on this line for the people, without causing any unnecessary trouble to the manufacturers.

PEDDLING NUISANCE IN MONTREAL.

Montreal, Nov. 16, 1909.

The regular monthly meeting of the Montreal Retail Grocers' Association was held in their offices, 270 St. Catherine St. East. Owing to the illness of a

relative, the president, J. A. Dore, was unavoidably absent and his chair was occupied by the 1st vice-president, J. D. Boileau. Other officers present were J. I. Lussier, 2nd vice-president; M. Sarrazin, secretary; A. Laniel, treasurer. About twenty members were in attendance.

A resolution was passed that the proper officers be authorized to communicate with the provincial government at Quebec, at least 30 days before the next session, asking for an amendment to the present peddling law, in order to prevent the selling to private houses by brewery peddlers, which is daily becoming of more alarming proportions.

Vice-president Boileau announced that the question of raising the Montreal peddler's license from \$50 to \$200 was to come before the city council this month, and he advised all members, and any other grocers and butchers who would, to be present at this session, if possible, as it was a matter of the most importance to every retailer that this change should be made.

The question of early closing now came up, and it was decided as a test of the law, to write the chief of police, in the name of the association, asking that he prosecute any who disobey the law to close at seven o'clock on Wednesday and Thursday nights. It is hoped something definite may be accomplished in this way, as at present the law is a dead letter.



Good Biscuit Condition is Indispensable

No matter how good the quality of a biscuit may be, it is worthless if it reaches you in a soggy condition.

CARR'S BISCUITS enjoy a world-wide reputation for quality and always reach you as crisp and fresh as they leave our factory. Order from nearest agent.

CARR & CO'Y, CARLISLE, ENGLAND

AGENTS:

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

Eastern Provinces
Port Arthur to Alberta
Province of Alberta

British Columbia
Newfoundland

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE CO.
Montreal.

Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

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

Write for price lists and illustrated catalogue

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

Send
To-day

CHRISTIE'S BISCUITS

—and the preferential tariff

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

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

Our latest fancy line ZOO BISCUITS

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

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

Christie Biscuits sell more than biscuits.

Christie, Brown & Co., Limited, Toronto

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MANUFACTURERS OF FINEST QUALITY

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

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

FACTORIES - CEYLON.

DESICCATED COCONUT AND COCONUT FAT

TELEGRAMS—CITRONELLA, LONDON.

Biscuits Promptly Shipped

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

THE CANADIAN BISCUIT COMPANY, LIMITED LA PERADE, QUE.

If you are not quite satisfied with the receipts from your candy counters, put in a line of

Cowan's

MAPLE BUDS, CREAM BARS, AND CHOCOLATE CONFECTIONS

Nut Milk Chocolate, Chocolate Croquettes, Milk Chocolate Sticks and the rest, and note the improvement.

Pure—wholesome—Cowan's please almost everybody.

THE Cowan Co., LTD.

Toronto

M^cVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

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

No better Country



MOTT'S:

No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

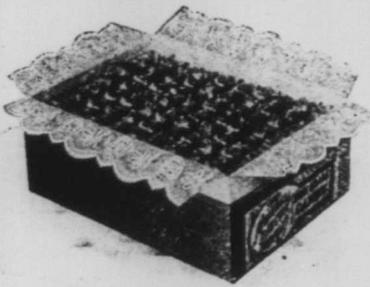
are the grocer's most ready sellers. Uniform quality and absolute purity have made this possible.

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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



**CHRISTMAS COMES
BUT ONCE A YEAR—
MAKE SOME MONEY
WHEN YOU HAVE
THE OPPORTUNITY.**

To-day you can successfully inaugurate a confectionery department. At no other season is there greater demand for chocolates.

You know, Mr. Grocer, as we do, that there is more money, for less effort, in confectionery than in any other line you sell.

Do not let pass this opportunity of starting a good thing.

**“CHOCOLATE
BORDO”**

You will find

*The Most Popular
The Most Tasteful
The Most Profitable*

**The Montreal
Biscuit Company**
Wholesale Confectioners
MONTREAL



The Last Word

Operating a large mill and grinding a lot of wheat don't necessarily mean the production of good flour; proper milling is an Art only acquired by experience.

The high quality of

Anchor Brand Flour

is the result of 22 years' experience in the selection and milling of wheat. No pains are spared to make it **THE LAST WORD IN FLOUR.**

24

Manfd. by

LEITCH BROTHERS FLOUR MILLS, OAK LAKE, MAN.

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

MILK

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

TRUMILK AND MILKSTOCK

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

AT ALL WHOLESALE GROCERS

Canadian Milk Products, Limited

Head Office: Mail Building, TORONTO



Making Your Dollar Travel Faster

IF YOU, Brother Grocer, invest a certain amount of money in—say—baked beans, fireworks, flour or any other line which you handle, and then sell at an advance of one dollar, you have made a dollar gross. If you use the same money for the purchase of similar goods and make five such deals in a year—haven't you cleared *five* dollars?

• • • • •

If you have \$2,000 in your *flour* business and are able to turn it over five times a year, *you* are on the same level as the man who has \$20,000 and turns it over but *once*. Isn't that the way YOU figure, Brother Grocer?

• • • • •

Flour once bought, you know, must be *sold* before the money can be reinvested—before you can bank *any* profit. If you have even a single dollar locked up in some slow-coach flour brand, go after it tooth and nail and get that dollar out, even if you get only *90 cents* for it. FIVE ROSES keeps your money travelling, Brother Grocer, makes it earn something *all the time*.

Besides building a reputation for flour service, binding each customer to the "Quality Store."

• • • • •

Better have your money in a savings bank at 3 per cent. at the end of the year than in some musty flour sack or leaky barrel at *nothing at all*.

They say FIVE ROSES makes your dollar work faster and harder, and you don't have to wait until the end of the year to clip the coupons off the dividends.

• • • • •

If a word to the *wise* is sufficient, Brother Grocer—What then?

FIVE ROSES FLOUR

LAKE OF THE WOODS
MILLING COMPANY

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

The Grocer's Encyclopaedia From Week to Week

Description of the Egg Plant and its Origin—Grown in Canada to a Considerable Extent—The Recipe for Preparing it — A Delicious Food.

EGG PLANT—Guinea squash, or as it is more commonly known, egg plant, originally was grown only in the East Indies. It has always been a great favorite with the natives of Syria and Greece, and also with the Jewish people. Of late other nations are beginning to appreciate its good qualities as a table accessory, and the demand is increasing by leaps and bounds. In Montreal alone, during the past year, over one thousand lozen were used and the use is proportionate in other sections of the country.

The original Canadian demand came naturally from the foreign element who have settled here, but as they are all being gradually absorbed by the Canadian nation, the liking has spread until now the consumers number many among the native born of our country.

Until lately the egg plant was grown only in tropical countries, but for the past few years, they have been grown in nearly all sections of the United States and Canada, particularly on Long Island and in southern Michigan, where local demand is large.

How Grown in Canada.

In Canada they are usually started under glass and transplanted into rich, deep loam, with a good exposure to the sunlight, only after all danger of frost is past.

The insect enemies are about the same as those which attack potatoes, and the remedies for which are well known. With care they can be grown to advantage in almost any part of the Dominion, and grocers would do well to see that they are grown in their own district. A ready sale will be found for them, once the people have been shown how to prepare them properly.

Makes Delicious Dish.

In case the question is put to a grocer, how do you use them? the following recipe is given:—

Peel and cut into slices $\frac{1}{4}$ inch thick; put the sections on a heavy plate, with salt in between each layer. A second heavy plate on top of the pile makes a very effective press, with some heavy weight, such as an iron placed on top. Leave the vegetable in the press about twenty minutes. Pour off all the juice and wash each piece thoroughly. Fry in bread crumbs as you would oysters. This will be found a delicious dish, and what is better, will help sales.

DIFFERENCE BETWEEN SYRUP AND MOLASSES.

Explanation Given by Chemist on a Much Discussed Question.

The question has recently been asked, What is the difference between molasses and syrup? and not many have been found who can answer it. E. G. de Coriolis, chemist, with the Edwardsburg Starch Co., Cardinal, Ont., has supplied the following information regarding the difference:—"It is generally considered that molasses is a product of the raw sugar factory, and syrup of the refinery. In the manufacture of raw sugar from cane, after concentrating the juices and crystallizing out the sugar, the thick, dark residue that is left is called "molasses." This substance retains the aromatic substances present in the cane, hence its value. Syrup is the product of the refinery. The raw sugar is made into a thick liquid, and then passed over bone black and afterwards concentrated and crystallized out; the thick liquid remaining being the "syrup" of commerce. This substance, unlike molasses, has lost the original aroma and flavor of the cane, and taken up, often to a very objectionable degree, the bone flavor.

"To sum up then, we can say that "molasses" is the pure, original syrup from the cane, whereas "syrup" has undergone treatment, which has deprived it of the cane flavor."

CANADIAN TOBACCO BETTER.

Harry A. Conant, Windsor, Ont., United States consul, writes: The chairman of the Imperial Tobacco Company of Canada was asked at Montreal if the re-

port was correct that they had bought the Ontario tobacco crop. His answer was that tobacco grown in Canada today was superior to the American-grown leaf from the same type of seed, for the reason that the soil in the United States has been used for a number of years and the Canadian soil is practically virgin soil for tobacco-growing purposes, and therefore produces a better quality. The proof of this is that the consumption is constantly increasing. Furthermore, the protection given to Canadian-grown tobacco over imported leaf since the present Government has been in power has enabled the manufacturer to pay the farmer a good price for his product.

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

McDOUGALL
Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.
CLAY PIPES

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

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



Canadian Trade Changes of Recent Occurrence

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

Ontario.

J. J. McCann, general merchant, Stoco, Ont., sustained loss by fire.

Chas. Stayer, general merchant, Ottawa, is succeeded by W. J. Greene.

R. H. Kenyon, general merchant, Humberstone, Ont., has sold his business.

The stock of Geo. Goodfellow, grocer, Fallowfield, Ont., has been sold at 40¢ on the dollar.

R. D. Forsyth, general merchant, North Claremont, Ont., advertises his business for sale.

R. Irvine, manufacturer of aerated waters, Smith's Falls, Ont., has disposed of his business.

C. J. Moore, grocer, confectioner and crockery merchant, Mitchell, Ont., is succeeded by Geo. E. Sawyer.

Deeves & Co., grocers, crockery and boot and shoe dealers, Brampton, Ont., sustained loss by smoke and water recently.

Jno. Thompson & Co., grocer and produce merchant, Fort William, has assigned to C. W. Jarvis—meeting of creditors on 28th inst.

Quebec.

Alfred Lafortune, grocer, L'Assomption, Que., is dead.

Assets of J. B. Charbonneau, grocer, Montreal, are sold.

The assets of V. Lacrois, grocer, Montreal, have been sold.

The Royal Washing Water Co., Levis, Que., has registered.

Assets of H. Lajeunesse, grocer, Parc Laval, Que., are advertised for sale on 19th inst.

Maritime Provinces.

Rupert Peters, grocer, Westport, N. S., has assigned.

Samuel Potter, general merchant, Clementsport, N.S., is dead.

McDonald & Donevan, is a new grocery firm doing business at Lorway Mines, N.S.

Western Canada.

Pollock & Hoey, general merchants, Justice, Man., have dissolved.

The general store stock of H. F. Harmer & Co., Qu'Appelle Stn., Sask., has been sold to S. H. Caswell & Co.

McBain & Waggett have opened up a grocery store in Fernie, B.C. Both partners have been in the employ of the Crow's Nest Trading Company at Fernie.

Andrews & Nunn, who have been known as Mount Pleasant's (B.C.) leading grocers, have disposed of their business to the People's Grocery and Bakery Company.

W. T. Hunter, who has been in Greenwood, B.C., since the early days of that mining centre, and who has been head of the firm of Hunter, Kendrick Co., general merchants, has gone to Vancouver, where he has become interested in the Empress Mfg. Co., manufacturers of jams, etc. He has disposed of his interests in the interior.

New Companies.

The Havana Cigar Co., with head office at London, Ont., has been granted an Ontario charter. The provisional directors are Jos. Firstbrook, Gideon Grant, and Mervil Macdonald.

A Dominion charter has been granted to The Canadian Alimentary Co., Montreal, to carry on a wholesale and retail grocery business. Those interested are Adrien Chasalon, R. M. J. Beaudoin, E. H. Snedeker, J. A. Sullivan and J. F. Bissonnette.

The Johnson-Richardson Co., has been formed with head offices at Montreal, for the purpose of manufacturing package dyes. Those incorporated are Charles M. Johnson, Albert E. Richardson, Burlington, Vt.; Geo. G. Foster, George J. Ccmrie and James C. Walker, Montreal. They have been granted a Dominion charter.

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.

Almeria Grapes

Arriving this week some extra fancy stock; these will suit the best trade, nothing better.

Our fourth car Florida Oranges in to-day, they are fine. Grape Fruit ripe and heavy.

Lemons: — Hiawatha, St. Nicholas and Kicker Brands.

Figs, Dates, Nuts, Cranberries, etc.



25-27 CHURCH ST. - TORONTO

BE PRECISE

When ordering Lemons — to simply order Lemons is not the best for your pocket — by saying "St. Nicholas" or "Home Guard" you would be getting from one to four shillings per box more Lemon value.

Specify "ST. NICHOLAS" or "HOME GUARD" when ordering.

BE PRECISE

J. J. McCABE

AGENT

32 Church Street, TORONTO

Arrival of First Car California Navel Oranges

Grapes Rapidly Disappearing From the Market—Winter Apples Coming in Large Quantities—Potatoes a Shade Firmer—Some New Hot-house Tomatoes—Fish Trade Spoiled by Warm Weather.

MONTREAL.

GREEN FRUITS — Jamaica oranges and grape fruit have made their appearance in quantity on the market and find a ready sale, owing to the quality being somewhat better than usual. The oranges are quoted by the barrel, \$4.50. Valencia oranges are higher, also lemons and coconuts.

Almeria grapes are on the market at \$5.50 per keg, and are pronounced of very good quality.

Larger quantities of winter apples have somewhat weakened prices and indications are that they will be even lower.

Malaga grapes are gone, as are most of the local varieties.

Apples, Alexanders, No. 1	3 50
" Baldwins, per bbl.	4 00
" Greenings, per bbl.	4 00
" Kings, No. 1	4 25
" Spies, per bbl.	4 25
" Fameuse, per bbl.	4 50
" Mackintosh reds	5 00
" No. 2	4 50
" Tallman sweets	4 50
" Wealthys, No. 1, bbl.	4 50
" No. 2, bbl.	4 00
Bananas crated, bunch	1 75
Cranberries, per bbl.	8 50
Cocoanuts, bag	4 25
Grape fruit, Florida	4 50
" Jamaica	3 50
Grapes, Tokays, crate	2 75
" Almeria, per keg	3 00
" Concord, per basket	0 15
" Niagara	0 15
Lemons, Verdilis, box	3 25
" Maoris, box	3 25
Limes, per box	1 00
Oranges, late Valencias	4 00
" Jamaica, per crate	4 50
Plums, California, per crate	1 75
Pineapples, Florida, box	4 00

VEGETABLES—Supplies of vegetables are coming in better than is usual at this season, owing to the continued warm weather. This condition is only expected to be temporary, however, and sales are not up to what might be expected under the circumstances. No changes in quotations are reported.

Beets, per bag	0 50	0 60
Carrots, bag	0 50	0 60
Cabbage, dozen	0 25	0 40
Celery, Canadian, dozen	0 30	0 50
Cauliflowers, dozen	1 00	2 00
Cucumbers, basket	0 50	0 50
Green peppers, crate	1 50	2 00
Lettuce, dozen	0 65	0 75
" Boston	0 65	0 75
Leeks, dozen	1 00	2 50
Onions, red, per bag	0 75	0 80
" Spanish, cases 150 lbs.	2 75	
" half cases	1 65	
" crates 50 lbs.	0 90	1 00
Potatoes, Montreal, bag	0 60	0 90
" sweet, per bbl.	2 50	3 50
" basket	1 50	
Parsley, dozen	0 10	0 15
Parsnips, per bag	0 90	1 00
Pumpkins, doz.	1 25	1 50
Sage, dozen	0 40	0 50
Savory, dozen	0 50	0 60
Spinach, Canadian, box	0 50	0 60
String beans, basket (large)	4 00	4 50
Squash, Hubbard, per dozen	1 50	
Thyme, dozen	0 40	0 50
Tomatoes, hot-house, lb.	0 25	
" Chateauguay, per basket	0 75	
Turnips, bag	0 50	0 75
" Quebec, per ton	7 50	9 00
Vegetable Marrows, dozen	0 50	0 60
Watercress, dozen	0 50	0 40

FISH—Warm weather during the past week has interfered a good deal with the sale of fresh and smoked fish, but happily the stocks are light. The green cod market has stiffened up a little on account of rumors that no fish should be expected from the north shore. Upon inquiry the trade found that supplies were ample to satisfy all demands so

the price will probably not go higher than it is to-day.

Plenty of frozen fish are on the market and in transit from the Pacific coast and Manitoba Lakes, the latter to be on the market soon.

Trade is looking up generally on account of the near approach of Advent about the last of November.

FRESH

Barbotte	0 00
Dore, per lb.	0 00
Eels, fresh, per lb.	0 00
Flounders, per lb.	0 00
Halibut, per lb.	0 00
Haddock, per lb.	0 00
Herring, fresh, per 100 lbs.	2 50
Mackerel	0 00
Market cod, per lb.	0 00
Perch, dressed, per lb.	0 00
Pike, headless and dressed	0 00
Salmon, B.C.	0 00
Sea trout, per lb.	0 00
Steak cod, per lb.	0 00

FROZEN

Dore, winter caught, per lb.	0 00
Flounders	0 00
Halibut, per lb.	0 00
Mackerel	0 00
Pike, headless and dressed	0 00
Steak cod, per lb.	0 00
Salmon, B.C., red, per lb.	0 00
Salmon, Gaspe	0 00
Salmon, Qualla, per lb.	0 00
Whitefish, large, per lb.	0 00
Whitefish, small, per lb.	0 00

SALTED AND PICKLED

Green cod, No. 1 medium, per lb.	0 00
" small, per lb.	0 00
" large, per lb.	0 00
Labrador herring, bbl.	5 00
Labrador herring, half barrel	2 50
Labrador sea trout, bbls	12 00
" half bbls	6 00
No. 1 mackerel, pail	1 00
No. 1 " half bbls	8 00
Salmon, B.C., half bbls	8 00
Salmon, B.C., bbls	15 00
Salmon, B.C., pink	14 00
Salmon, Labrador, bbl	18 00
Salmon, Labrador, 1/2 bbls	9 00
Salmon, Labrador, tierces, 300 lb.	27 00
Salt eels, per lb.	0 00
Salt sardines, 20 lb. pail	1 00
Sardines, Quebec, bbl	5 00

SMOKED

Bloaters, large, per box	1 00
Haddies, 15 lb. bxs., per lb.	0 10
Herring, new smoked, per box	0 10
Kipper herring, per box	1 20
Smoked salmon, sugar cured, per lb.	0 20

SHELL FISH

Lobsters, live, per lb.	0 20
Oysters, choice, bulk, Imp. gal.	1 40
" "Sealship," standards, Imp. gal	1 70
" "select	2 00
" shell, per bbl	7 00

PREPARED FISH

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c. per lb.	5 00
Dry cod in bundles, per bundle	5 50
Skinless cod, 100 lb. case	5 25
Shredded cod, per box	1 80

TORONTO.

GREEN FRUITS—Apples are the leading fruit on the market, and receive the best attention. That it pays the farmer to grow good fruit, and then pack them carefully is evident from the fact that some apples can be bought at \$1 a barrel and others sell as high as \$6. Extra choice, of the best varieties in one bushel boxes, sell for \$2.25 to \$3. The first car of California navel oranges arrived, but the late Valencia's and Floridas have the preference for immediate use. Almeria grapes are firm at \$5.50 to \$7 per keg. There are still considerable grapes, but they are getting stale and almost any offer would be accepted for them.

Apples, gre per
Bananas...
Cranberries
Grapes, sm
lan
" All
Grape Fruit
Lemons, V
" P
Oranges, Ci
Ca
" Ca
" Fl
Peaches, la
Pears, Can.
Pineapples,
Quinces, pe

VEGE
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which
markets

Beets, per b
Cabbage, Ca
Carrots, new
Celery, Cana
Onions, Can
" new
" Spa
Peppers, gre
red
Parsnips, per
Potatoes, Ca
" sw
" sw
" swe
Radishes, per
Tomatoes, C
" h
Turnips, per l

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THE CANADIAN GROCER

Apples, green, basket.....	0 15	0 25
per barrel.....	1 50	4 50
Bananas.....	1 65	2 00
Cranberries, per bbl.....	8 50	
Grapes, small basket.....	0 12	0 15
large.....	0 20	0 25
Almeria per keg.....	5 50	6 50
Grape Fruit.....	3 50	4 00
Lemons, Verdelli.....	3 25	3 50
Palermo.....	3 50	3 75
Oranges, Cal. Valencia.....	3 25	3 75
Cal. small.....	3 00	3 50
Porto Rico.....	2 00	2 50
Floridas.....	3 00	3 25
Peaches, late.....	0 50	0 65
Pears, Can., basket.....	0 40	0 60
Pineapples, per case.....	2 40	4 50
Quinces, per basket.....	0 30	0 40

VEGETABLES—Potatoes are a little firmer. Some have lately arrived which had been touched by frost, and some not ripe enough to keep. This has caused a good deal of extra work in picking them over. It is quite a surprise to see fresh picked tomatoes, hot house grown, at 25c a lb., showing that wonderful progress is being made in growing vegetables in hot houses, which will in a short time keep our markets supplied all the year round.

Beets, per bag.....	0 60	
Cabbage, Canadian, per dozen.....	0 35	0 40
Carrots, new, per bag.....	0 50	0 55
Celery, Canadian, per doz.....	0 25	0 30
Onions, Canadian, per bag.....	1 00	1 25
new, Valencias, crate.....	2 75	3 00
Spanish.....	2 75	
half cases.....	1 75	
Peppers, green, per basket.....	0 30	0 35
red, per basket.....	0 50	0 55
Parsnips, per bag.....	0 25	0 30
Potatoes, Canadian, per bag.....	0 60	0 65
sweet, basket.....	0 56	
sweet, per hamper.....	1 25	1 50
sweet, per barrel.....	3 50	
Radishes, per dozen.....	0 20	
Tomatoes, Canadian, per basket.....	0 40	0 50
hot house, per lb.....	0 25	
Turnips, per bag.....	0 40	

FISH—The fish men are glad to see colder weather. The mild weather has been hard on the fish trade, which has been a little quiet recently.

Blouters, per box.....	1 20	
Blue fins.....	0 06 1/2	

Carp.....	0 03	
Cod, fresh caught.....	0 07	
Cod, Imperial, per lb.....	0 05	
Cod, Arcadia.....	0 10	
Ciscoes, per basket.....	1 10	1 20
Eels, per lb.....	0 08	
Finnan haddie.....	0 08	
Haddock, fresh caught.....	0 07	

Fancy Prize Apples

All the fancy Exhibition apples on show at the St. Lawrence Arena were purchased by us and have been displayed at our warehouse all week.

The finest lot of apples ever shown in a Toronto warehouse.

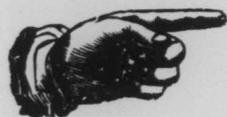
The best is none too good for our trade.

White & Co., Limited

The Wholesale Fancy Fruit House

TORONTO HAMILTON COBALT

Phone Main 5672-5115



R I P E
S W E E T
J U I C Y
FLORIDA
ORANGES

Best Oranges
on the Market

FLORIDA

CITRUS EXCHANGE
ORANGES, GRAPEFRUIT

See that every box you buy bears this mark
W. B. STRINGER, Toronto - District Manager

NEW ARRIVALS

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

ALL OF FINEST QUALITY

HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

LEONARD BROTHERS

YOUVILLE SQUARE
MONTREAL

Advent
Season

Advent begins December 1st. Cold weather is now here. You will require

Fish and Oysters

for your customers. Secure supplies direct from us and insure satisfaction. A few of our many lines :

Fresh

Haddock
Cod
Halibut

Frozen

Salmon
Pickerel
Whitefish

Smoked

Haddies
Kippers
Bloaters

All kinds Prepared, Dried, Salted, Smoked and Pickled Fish in stock

Oysters

Malpeques and Caraquets in shell. "Sealshipt"
Oysters—solid meats

Send a card for our new price list quoting every variety

Branches—
Montreal
St. John, N.B.
Grand River
Gaspé, Que.

P.O. Box 639
Four Long Distance Telephones
The Largest Fish and Oyster Warehouse
in Canada

**Your best customers will buy
"Concord" Norwegian Sardines**

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.



LIST OF AGENTS:

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

Don't Look for Trouble!

Unless you use discrimination in placing your orders, you will have trouble over your canned fish goods!

But troubles vanish when you handle—

**LOGGIE'S
GOLDEN CROWN
AND GOLDEN KEY
LOBSTERS**

Everything that careful selection, sanitary handling and expert packing can effect to make a canned article as perfect as possible, has been embodied in the above well-known brands.

Every can is a satisfaction giver!
Send for prices.

Sole Packers

W. S. Loggie & Co., Limited
Chatham - New Brunswick

Very plain reasons always carry weight!



are best for you to handle

BECAUSE

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

For prices and information write

The Eastern Canning Co., Port Canada, N.B.

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

FISH FOR ADVENT

HAVE YOU

CHRISTIE'S

QUICK SELLERS?

CHRISTIE'S far-famed SCOTCH FILLETS

- " Scotch cured FINNAN HADDIES
- " " " KIPPERED HERRINGS
- " " " BLOATERS
- " " " SALT HERRINGS
- " Canadian cured SALT HERRINGS

YOU SHOULD STOCK THESE
HIGH-GRADE LINES

Prices on Application

CHRISTIE'S LTD.
DARTMOUTH, - NOVA SCOTIA



PERFECTION IN
PACKING

POPULAR AND
PALATABLE

BRUNSWICK BRAND SEA FOODS

THE LINES YOU CAN HANDLE WITH PROFIT

¼ OIL SARDINES
KIPPERED HERRING
FINNAN HADDIES

¾ MUSTARD SARDINES
HERRING IN TOMATO SAUCE
CLAMS
SCALLOPS

Are your shelves stocked with these splendid sellers and satisfaction givers?

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

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

YOU, Mr. Retailer

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



The answer is: become a SEALSHIPT AGENT.

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

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

"Mephisto"

BRAND
Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can. 1909 prices now out for Europe and America.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S. Canada



THE MAXIMUM OF EFFICIENCY IN THE GROCERY

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

"WALKER BIN" FIXTURES WILL HELP WONDERFULLY

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

ADD TO YOUR **BUSINESS PROFITS PRESTIGE**

Write for Illustrated Catalogue: "Modern Grocery Fixtures"



The Walker Bin and Store Fixture Co., LIMITED

BERLIN, ONTARIO

Designers and Manufacturers of Modern Store Fixtures

REPRESENTATIVES:

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

Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

Part I deals with:—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

Part II:—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages Price \$2.00 Fully Illustrated

MacLean Publishing Co.
Technical Book Dept.

10 Front St. East - - Toronto

Coffee, Its History, Classification and Description

By Joseph M. Walsh

This is the most exhaustive, interesting and instructive book ever published 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 Description.
- 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 mailed to you postpaid on receipt of

\$2.00

IT WILL PAY YOU TO SEND AT ONCE.

MACLEAN PUBLISHING COMPANY

Technical Book Department

10 Front St. East, - TORONTO

No More Bad Bills

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

Allison COUPON BOOKS

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

HOW THEY WORK



A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10. No trouble. When he buys a dime's worth tear off a ten-cent coupon, and so on until the book is used up. Then he pays the \$10 and gets another book. No postage, no charge, 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

Shoe Boils, Capped Hock, Bursitis are hard to cure, yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked. \$2.00 per bottle, delivered. Book 6 D free.
ABSORBINE, JR., (mankind), \$1.00 bottle.
For Boils, Bruises, Old Sores, Swellings, Gout, Varicose Veins, Varicocoeles, Always Pain.
N. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYRANS Ltd., Montreal, Canadian Agents.

THE PEOPLE OF JAMAICA

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

KINGSTON "GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

"ENTERPRISE"

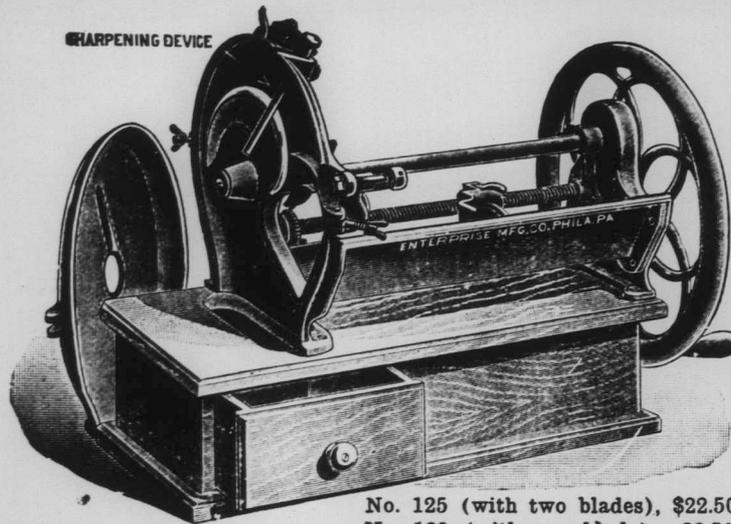
Grocers testify that when they install the

"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), \$22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japaned. at \$8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co.,
of Pa.
Philadelphia, U.S.A.

New York San Francisco
21 Murray Street 544 Van Ness Ave.

BUILDS BUSINESS

ELGIN NATIONAL COFFEE MILLS

are made in no less than
40 DIFFERENT STYLES

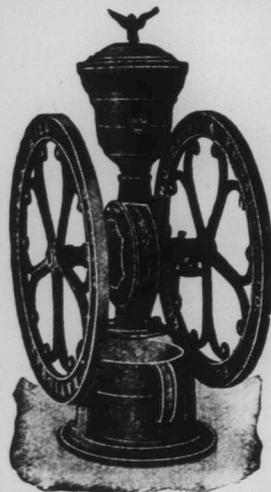
This favourite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

LOW COST

Ask any of the following Jobbers for our Catalogue:
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.
TORONTO—Eby, Blain, Ltd.
LONDON—Gorman, Eckert & Co.
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
REGINA, SASK.—Campbell Bros. & Wilson
MONTREAL—Canadian Fairbanks Co.

MANUFACTURED BY
Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.



TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years by most of the leading packers of Tea in Canada

ISLAND LEAD MILLS LIMITED,

Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E. ENG.**

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL



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.

**A concrete example of one way in which
The Canadian Grocer brings buyer
and seller together**

"Kindly send me sample copy of your paper. I am opening up a grocery store here and would like to have the names of the best houses before me."

You see in what light the retailer regards the firm who ask for his business through The Grocer. He classes them as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

Read next week an article, written by the advertising manager of a large concern, on "How does Trade Paper Advertising Pay?"

7

DIAMOND
1-lb. tins, 1
1-lb. tins, 1
1-lb. tins, 1
Cases.
4-doz.
3-doz.
1-doz.
2-doz.
4-doz.
1-doz.



CANA
Aylmer

Strawberry...
Raspberry...
Black currant
Red currant
Raspberry &
currant.
Raspberry and
Gooseberry
Danson plum
stoneless
Greengage pl
stoneless
Gooseberry...
5s
Strawberry...
Black currant
Raspberry...
Other varieties
Freight allo
WHITE SWAN
White Swan
1-lb. tins, 3s
1-lb. "
1-lb. "



Cook's
No. 1, 1-lb., 4 c
" 2, 5-oz., 6 c
" 3, 2 1/2-oz., 4
No. 10, 12-oz., 4
No. 12, 4-oz., 6
" 3
No. 13, 1-lb., 2 c
" 14, 8-oz., 3
" 15, 4-oz., 4
" 16, 2 1/2 lbs...
" 17, 5 lbs...





ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.

Special Subscription Offer With The Financial Post

The pre-eminent financial and investment paper of Canada.

THE INVESTOR'S LIBRARY:

- The Investor's Primer\$1 00
- The Art of Wall Street Investing 1 00
- Mining Investments and How to Judge Them..... 1 00
- Pitfalls of Speculation..... 1 00
- Cycles of Speculation..... 1 50

All with THE FINANCIAL POST, one year... \$5 00
Any two with THE FINANCIAL POST, one year 3 50

This offer applies to new subscribers or to old subscribers who send in a new subscriber's name and the corresponding remittance.

For sample copy address:

The Financial Post, - Toronto

A Great Selling Team

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

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

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

R. B. Wiseman & Co.

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

Warehousemen, Forwarding Agents and Wholesale Brokers

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

Reference—Bank of Ottawa, Winnipeg



Molassine Meal

It is not what a horse eats, but what he digests that counts. Our food is a valuable aid to digestion, and benefits the animal immeasurably. In no other food will you find so many unique features of excellence.

Its use in your stable will keep your horse in healthy condition.

ANDREW WATSON, Sole Importer
YOUVILLE SQUARE, MONTREAL



Have a good supply

wood pails...
assorted jam...
dozen in case.

Jell
IMPERIA



Assorted
MacLar-n Im



Assorted Case,
Assorted Case,
Lemon (Stral
Orange (Stral
Raspberry (Stral
Strawberry (Stral
Chocolate (Stral
Cherry (Stral
Peach (Stral
Weight, 8 lbs., to

The GENUINE.



Prices—O
less than 5 cases.
Five cases or mor

**These
are
the
goods**

**Have you
a good
supply?**

AGENTS
Rose & Laflamme, Limited
Montreal and Toronto

Jose Segalerva of Malaga, Spain

has a reputation as a packer of

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

Why not protect your trade and
ensure receiving the best when
ordering, by specifying the goods
packed under his name?

ROSE & LAFLAMME, LTD.
AGENTS
MONTREAL and TORONTO

Per lb.
Wood pails..... 0 06
Pure assorted jam, 1-lb. glass jars, two
dozen in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY

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

JELL-O
The Dainty Dessert

Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight, 8 lbs., to case. Freight rate, 3rd class

Soap
The GENUINE. Packed 100 Bars to case.

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

**THE ROBERT GREIG
COMPANY.**

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

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

Lard

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

1 Tierces.... \$0 12
4-bbls. 0 12
Tubs, 80 lbs. 0 12
20-lb. Pails, 2 50
20-lb. tins, 2 40
Cases 3-lb. 0 13
" 5-lb. 0 12
" 10-lb. 0 12

F.O.B. Montreal.

**GUNNS
"EASIFIRST"
LARD
COMPOUND.**

Tierces ... 0 12
Tubs 0 12
20-lb. pails, 0 12
20-lb. tins, 0 12
10-lb. " 0 12
5-lb. " 0 12
3-lb. " 0 12
1-lb. cartons 13

Licorice

NATIONAL LICORICE CO.

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

Licorice lozenges, 4-lb. glass jars..... 1 75
" " 20 5-lb. cans..... 1 50
"Purity" licorice, 100 sticks..... 1 45
" " 100 sticks..... 0 73
Dule, large cent sticks, 100 in box.....

Lye (Concentrated)

GILLET'S PERFUMED Per case

1 case of 4 dozen..... \$3 60
3 cases of 4 dozen..... 3 50
5 cases or more..... 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case ... per doz \$1 00
16-oz. glass jars, 2 doz. in case..... 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per
dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35

"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25

**SPRATT'S PACKET
BIRD SEEDS**

SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen
cases per doz..... \$0 95
Parrot Food, 4-lb. pkts., 1 doz cartons 0 45
Parrot Food, 2-lb. pkts. 1 35
Bird Cage Sand, about 14-lb. bags, 4-
gross cases, per doz..... 0 30
Bird Cage Grit, about 14-lb. bags, 4-
gross cases, per doz..... 0 30

Mince Meat

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

**ST. CHARLES
CONDENSED
EVAPORATED CREAM**

ST. CHARLES CON-
DENSING CO.

PRICES:
St. Charles Cream-
family size, per case
..... \$3 50
Ditto, hotel, 3 70
Silver Cow Milk 4 55
Purity Milk... 4 25
Good Luck.... 4 00

Mustard

COLMAN'S OR KEEN'S

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

Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts 24's..... 6 50
" 4-pt. 24's..... 4 25

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

Soda

COW BRAND

**DWIGHT'S
SODA**

Case of 1-lb. contain-
ing 60 packages, per
box, \$3 00
Case of 4-lb. con-
taining 120 pkgs. per
box, \$3 00
Case of 1-lb and 4-lb.
containing 30 1-lb.
and 60 4-lb. pkgs per
box \$3 00

Case of 50. pkgs. containing 96 pkgs. per
box, \$3 00

MAGIC BRAND Per case

No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 4-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
No. 3, " 60 4-lb. " 2 75

No. 5 Magic soda—cases 100—10-oz. pkgs
1 case 2 85
5 cases 2 75



Wood's "Canadian Souvenir" Canister Coffee

Roasted in Bean or Roasted and Ground

Cases of 48 lbs., 1 lb. cans, \$14.40 per case

THIS COFFEE has found a welcome in thousands of homes. If you are not selling it you are missing a pleasure. It is of unequalled quality as a popular, rapid-selling line. THE CANISTER is lithographed on the tin in rich, delicate colouring. It has a permanent usefulness every housekeeper prizes. It sells and it suits! We solicit your orders.

THOMAS WOOD CO., LIMITED

No. 428 St. Paul St.

Montreal

Soap and Washing Powders.

A. P. TIPPET & CO., Agents.

Maggie soap, colors	per gross	\$10 30
" " black	"	15 30
Ortola soap	"	13 30
Gloria soap	"	13 30
Straw hat polish	"	18 30



3 doz. to box..... \$3 60
6 doz. to box..... \$7 20
30 days.



1 Box Price \$4.00
5 Box Price \$3.90
Freight paid on 5 box lots.



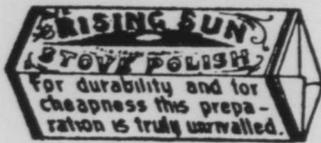
Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered)—\$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—	per lb
No. 1 White or blue, 4-lb. carton	\$0 07
No. 1 " " 5-lb. "	0 07
Canada Laundry	0 06
Silver gloss, 4-lb. draw-lid boxes	0 08
Silver gloss, 4-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07
No. 1 white, blue and kegs	0 07
Canada White Gloss, 1-lb. pkg.	0 06
Benson's enamel	per box 1 50 to 3 00
Culinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
" " " or blue	"
BRANFORD STARCH WORKS, LIMITED	
Ontario and Quebec.	
Laundry Starches—	
Canada Laundry, boxes of 48 lb.	\$0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 48 lb.	0 06
Finest Quality White Laundry—	
1-lb. Canisters, cases of 48 lb.	0 07
Barrels, 500 lb.	0 06
Kegs, 100 lb.	0 06
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
2-lb. toy trunks, 2 to case	0 08
3-lb. toy drums, with drumsticks	0 08
In cases	0 08
Kegs, ex. crystals, 100 lb.	0 07
Branford Gloss—	
1-lb. fancy boxes, cases 30 lb.	0 07
Canadian Electric Starch—	
Boxes of 48 fancy pkgs., per case	3 00

Stove Polish.

Rising Sun, 8-oz. cakes, 4-gross boxes	Per gross	\$8 50
Rising Sun, 8-oz. cakes, gross boxes		4 50
Sun Paste, 10c. size, 4-gross boxes		10 00
Sun Paste 5c. size, 4-gross boxes		5 00



JAMES' DOME BLACK LEAD Per gross
5a size \$2 40
2a " 2 50

Syrup

EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 700 lbs.	0 03 per b.
Half-barrels, 350 lbs.	0 03 "
3-barrels, 175 lbs.	0 03 "
Pails 25 lbs.	1 30 each
25 lb. tins, with label—	1 80 "
Plain tins, with label—	Per case.
5 lb. tins, 3 doz. in case	2 50
5 " " " " " " " " " "	2 85
10 " " " " " " " " " "	2 75
20 " " " " " " " " " "	2 70
(5, 10 and 20 lb. tins have wire handles.)	

Teas

THE "SALADA" TEA CO.	
Wholesale Retail.	
Brown Label, 1's and 1/2's	\$0 25 \$0 30
Green Label, 1's and 1/2's	0 27 0 35
Rise Label, 1's, 1/2's and 1/4's	0 30 0 40
Red Label, 1's and 1/2's	0 30 0 50
Gold Label, 1's and 1/2's	0 44 0 60
Red-Gold Label, 1/2's	0 55 0 80
GEO. E. BRISTOL & CO.,	
Hamilton, Ont.	



Case 30 and 50 lbs. each—Black, Mixed, and Green Ceylon.

25c.	1s, 20c.	1s, 21c.
30c.	1s and 1/2s	23c.
40c.	1s and 1/2s	28c.
50c.	1s and 1/2s	35c.
75c.	1s and 1/2s	50c.
100 lb. lots freight paid.		



Blue Label, 1's	0 21 0 26
Orange Label, 1's and 1/2's	0 23 0 40
Pink Label, 1's	0 20 0 25
Brown Label, 1's and 1/2's	0 28 0 40
Brown Label, 1's	0 40
Green Label, 1's and 1/2's	0 35 0 50
Red Label, 1's	0 40 0 50

LAPORTE, MARTIN & OIR, LTD.	
Japan Teas—	
Victoria, hf-c, 80 lbs	0 25
Princess Louise, hf-c, 80 lbs	0 19
Ceylon Green Teas—Japan style—	
Lady, cases 60 lbs	0 18
Duchess, cases 60 lbs	0 19

Green Label	" 60c.	0 30
Red Label	" 50c.	0 35
Orange Label	" 60c.	0 42
Gold Label	" 80c.	0 55



Wholesale Retail

Yellow Label, 1's	0 20 0 25
" " " " " "	0 21 0 25
Green Label, 1's and 1/2's	0 24 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label, 1's, 1/2's and 1/4's	0 30 0 40
White Label, 1's, 1/2's and 1/4's	0 35 0 50
Gold Label 1's and 1/2's	0 43 0 60
Purple Label, 1's and 1/2's	0 55 0 80
Embossed, 1's and 1/2's	0 07 1 00



Pure Gold Jelly Powder 1 doz. 1 00
Pure Gold Salad Dressing Powder 1 doz. 1 00
Discounts on application.



THOMAS WOOD & CO., LTD.
Montreal and Boston

Pink Label 1's and 1/2's	30c.	40c.
Gold Label 1's and 1/2's	35c.	50c.
Lavender Label 1's and 1/2's	42c.	60c.
Green Label 1's and 1/2's	50c.	75c.
Canisters		
Gold Tins, 5's	35c. 1.75	50c. 2.50
Gold Tins, 3's	35c. 1.05	50c. 1.50
Gold Tins, 1's	38c. each	50c. each
Gold Label, 1's 18c. ea. 36 lb.	25c. ea. 50 lb.	
Red Tins, 1's 35c. ea. 70 lb.	50c. ea. 100 lb.	
Red Tins, 1/2's 18c. ea. 72 lb.	25c. ea. 100 lb.	

Wholesale	Retail
Wood's Primrose, per lb.	0 40 0 60
" Golden Rod	0 35 0 50
" Fleur-de-Lis	0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.	

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.	
Cheving—Black Watch 5s.	36
Black Watch 11s.	38
Bobo 5s and 10s.	38
Bully 6s.	44
Currency 5 1/2s. and 10s.	38
Stag 5s.	38
Old Fox 12s.	44
Pay Roll Bars 7 1/2s.	36
Pay Roll 7s.	36
Plug Smoking—Shamrock 6s., plug or 6s.	45
Rosebud Bars 6s.	45
Empire 5s. and 10s.	36
Amber 8s. and 3s.	60
Ivy 7s.	50
Starlight 7s.	70
Out Smoking—Great West Fouches, 7s.	51
JOS. COLE, QUEBEC.	
Cigars	
St. Louis (union), 1-30.	80 00
St. Louis, 1-40.	80 00
St. Louis, 1-100.	80 00
Champlain, 1-30.	80 00
Champlain, 1-40.	80 00
El Sergeant, 1-30.	80 00
El Sergeant, 1-40.	80 00
El Sergeant, 1-100.	80 00
Out tobaccos.	
Pett Havana, 1-12-1-6.	40
Queen, 1-4, 1-8.	55
" 1-8.	55
Cote's Choice Mixture, 1-lb. tins.	75
" " " " " "	70
" " " " " "	60



MELAGAMA TEA.

MINTO BROS., 45 Front St. East

Wholesale	Retail
Black green, mixed, 1/2 lb.	0 70 1 00
" " " " " "	0 55 0 80
" " " " " "	0 44 0 60
" " " " " "	1 lb. & 1/2 lb. 0 40 0 50
" " " " " "	0 38 0 50
" " " " " "	1 lb. & 1/2 lb. 0 35 0 50
" " " " " "	0 32 0 40
" " " " " "	0 25 0 30
" " " " " "	0 24 0 30

We pack Japans in all grades at same prices. We pack in 80 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb., retail at 25c.	0 30
" " " " " "	0 31
Blue Label, retail at 30c.	0 33

Veterinary Remedies.

W. F. YOUNG	
Absorbine, per doz.	\$1 00
Absorbine Jr., per dozen	0 30

Yeast.

Royal yeast, 3 doz. 5 cent. pkgs.	1 10
Gillet's cream yeast, 3 doz. in case	1 10

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—
SPRATT'S
 MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

Tomatoes, Stringless Beans, Asparagus, Spinach, Etc.,
 Apples, Peaches, Pears, Plums, Etc.

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

"The Can Without The Cap Hole"
"Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

DWIGHT'S



BAKING SODA

We can add little to all that has been said about the absolute purity and superiority of

"Cow" Brand Baking Soda

When the consumer's confidence in its work is so generally expressed it needs no long argument to point to the advantage of your stocking it.

It is THE BEST, and it is always in packages *only*.

CHURCH & DWIGHT

Manufacturers

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PICKFORD & BLACK
 HALIFAX

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Cansisters
'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street
 MONTREAL.

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.

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at once

VERRET, STEWART & CO.
LIMITED

No. 12 Port Street
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LAUREL

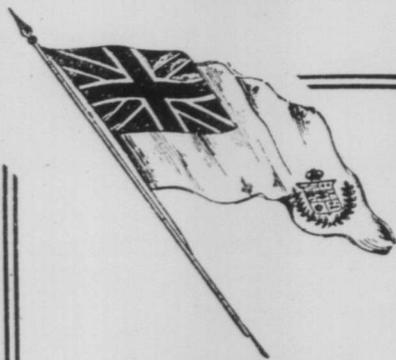
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speaks for itself.

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ST. CATHARINES, ONT.



Empire Brand
THE GUARANTEE OF QUALITY

4

FREE PHONES

For You

PLEASE USE THEM

Empire 25c. Tea

In lbs. and halves. Black, Green and Mixed.
100 lb. lots delivered to any place in Ontario

WE GUARANTEE TO PLEASE

For prices see proprietary articles department in The Grocer

SHALL WE SEND YOU A SAMPLE LOT? A
POST CARD WILL BRING IT

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

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Montreal: 701-7

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