

# CANADIAN GROCER

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

Montreal: 70-72 Eastern Townships Bank Bldg.

London, Eng.: 25 Fleet St., E.C.

Toronto: 10-12 University Ave.

New York: Rooms 110-111, 142 Broadway.

Winnipeg: 211 Union Bank Building

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, NOVEMBER 25, 1910

NO. 47.

## KEEN'S BLUE OXFORD

has for years proved the easiest seller in blue, owing to the uniform excellence of its quality. Every jobber sells it.

**FRANK MAGOR & CO.,** 403 St. Paul Street, **MONTREAL**  
Agents for the Dominion of Canada

## DRIVE THESE TANDEM

**BENSON'S**  
"Prepared" Corn  
**STARCH**

and

**EDWARDSBURG**  
"Silver Gloss"  
**STARCH**

They are the leading Laundry and Cooking Starches in Canada, and are noted for their purity and ease in handling. Moreover, they leave a "worth while" profit for the dealer. Order from your jobber.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

63 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

## WHICH BRAND WOULD HE CHOOSE?

**I**F a man were starting in business with the intention of carrying only one line of each of the different articles sold in a grocery store, which brand of laundry soap do you think he would be likely to select? If he asked the housekeepers of the country to decide for him, which one would they choose? Or suppose his clerks were young men of experience in the grocery business and they were asked to make the selection. We do not need to answer these questions, because it is quite patent to every business man who reads this paper that SURPRISE so far surpasses all other laundry soaps in the esteem of people generally that the man who tried to secure and hold trade with any substitute would soon find his customers making tracks for another store. His clerks would tell him they wanted the SOAP that is easiest to sell; and the women of the country would say: "Give us the old reliable brand" SURPRISE, which washes everything to a healthful cleanliness without the necessity for hard work—the soap which makes child's play of wash day.

And so in deference to the wishes of his clerks and the needs of his customers he would be forced to the belief that while there might be other brands on which the selling margin is greater, there is none that all things considered is so profitable and in every way so satisfactory as SURPRISE.

**THE ST. CROIX SOAP  
MANUFACTURING CO.,  
LIMITED**

**Factory at ST. STEPHEN, N. B.**

**BRANCHES—MONTREAL, TORONTO,  
WINNIPEG, VANCOUVER, WEST INDIES.**



**"CANNED  
by GRIFFIN"**

Until you break the shell of a nut you are wholly in the dark as to the quality of the meat therein. A fair exterior often covers an unsatisfactory interior. Quality depends largely upon reputation—you've got to be guided by that. Be guided, then (*if seeking highest quality in Canned Fruits*), by these three words, "Canned by Griffin," and you'll be absolutely safe.

**Griffin & Skelley  
Canned Fruits  
and Asparagus**

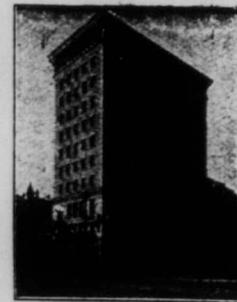
Canned Apricots, Canned Peaches, Pears, White Cherries, Black Cherries, Damson Plums. Egg Plums, Golden Drop Plums, Green-gages, Raspberries, Strawberries. By the three words, "Canned by Griffin," you know these products as safe canned fruits to buy and sell.





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.

**R. B. Colwell**  
BROKER HALIFAX, N.S.  
REPRESENTING LEADING  
MANUFACTURERS, SUCH AS  
**E. D. Smith Lowneys Toblers**

**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. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

**ROBERT ALLAN & CO.**  
MONTREAL  
General Commission Merchants

Green Cod, Skinless Cod, Herrings, Seal  
and Cod Oils, White Beans, Peas, etc.

**WESTERN DISTRIBUTORS LIMITED**

Wholesale Commission Merchants, Customs  
Brokers and Manufacturers' Agents. Cars Dis-  
tributed, Warehoused and Forwarded. Warehouse  
on Transfer Track. Business solicited. Our posi-  
tion is your opportunity.

SASKATOON, - WESTERN CANADA

**BUCHANAN & AHERN**  
Wholesale Commission Merchants and Importers  
QUEBEC, P.Q.

Groceries, Provisions, Sugars, Molasses, Dried  
Fruit and Nuts, Grain, Mill Feed,  
Fish, Fish Oil, Etc.

Correspondence Solicited. P.O. Box 29

**M. Allan Deans**

GROCERY BROKER AND  
MANUFACTURERS' AGENT  
Bank of Hamilton Chambers, 34 Yonge St., Toronto  
Domestic and Foreign Agencies Solicited.

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

When you want a right  
price on Good Currants  
for import, wire or  
write us.

**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  
Trade Established 12 Years.  
Domestic and Foreign Agencies Solicited

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

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.

**W. G. PATRICK & CO.**  
Manufacturers' Agents  
and  
Importers  
77 York Street, Toronto

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

ON SPOT. Finest 4 and 5 Crown Table  
Figs, 10 lb. boxes.  
New Selected 3 Crown Shelled Almonds.  
Prices Right.

**Lind Brokerage Company**  
73 Front St. E., Toronto

**The HARRY HORNE CO.**  
Grocery Brokers, Manufacturers' Agents  
and Importers  
309-311 King St. West, - - - Toronto  
At the moment we are open to represent one or  
two leading Canadian Manufacturers.  
P.S.--We carry the stock (and we sell it.)

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

**— WINNIPEG —**  
**H. G. SPURGEON**  
Wholesale Broker and Manufacturers' Agent  
Canadian, British and Foreign Agencies Solicited.  
230 Chambers of Commerce. P.O. Box 1812

**DISTRIBUTORS, LIMITED**  
P. O. Drawer 99  
EDMONTON, ALBERTA  
Manufacturers' Agents, Commission Mer-  
chants, Warehousemen.  
We sell direct from the Manufacturer to the Retail  
Track connection with all Railroads.

**A. Francois Turcotte**  
COMMISSION MERCHANT  
Room 16 Morin Block  
Quebec City, - Canada

Open for one or two more agencies.

**Black Tea Agency Wanted.**

Good Openings here for  
Lard, Oats, Boiling Peas.

**HAVE YOU ANY TO OFFER?**

J. F. EBY, Pres.  
HUGH BLAIN, Vice-Pres.

A chance  
to get in right on **Seeded Raisins**

Freshly seeded 1909 crop. Fancy and Choice 16-oz. pkgs., at right prices

We are quoting very  
low prices on

**New Dates**

**Fards  
Hallowee**

**“Webbfoot” Oregon Prunes**

New crop—30/40, 40/50, 50/60, 60/70, 70/80

OUR PRICES ARE ROCK BOTTOM.

Now is your chance to stock up on

We are quoting low prices  
f.o.b. factory

**Mixed Pickles**

5-gallon pails

**EBY-BLAIN, LIMITED**

Wholesale Grocers

TORONTO

The Best Value in Canada

**Blue Ribbon Tea**

stands alone as the friend of the retailer and  
the favorite of the consumer. If you have not  
stocked it before, a trial will convince you.

QUALITY ALWAYS TELLS

THE BLUE RIBBON TEA CO., Limited

266 St. Paul St., MONTREAL, P.Q.

## Grocers of Northern Saskatchewan!

You save freight when buying from  
our new Prince Albert Warehouse—



PACKERS OF  
**"TRIAN"**  
BRAND

PURITY  
GUARANTEED

You get the full advantage of the carload rate on all your purchases—small and large.

Figure out how much freight charges add to your cost of doing business.

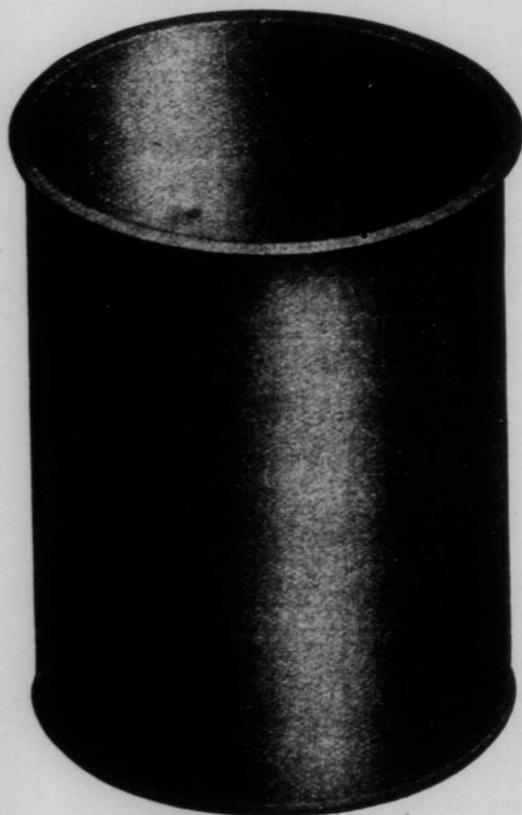
Then communicate with us at our Prince Albert Warehouse and see what a big saving you can make by placing all your orders with us at this point.

YOUR INQUIRY WILL RECEIVE OUR IMMEDIATE ATTENTION

## CAMERON & HEAP, Limited

Importers and Wholesale Grocers

REGINA, FORT WILLIAM, KENORA, PRINCE ALBERT,  
SASK. ONT. ONT. SASK.



## SANITARY CANS

FOR

### WINTER PACK

OF

BAKED BEANS, SOUPS,  
MEATS, CONDENSED MILK,  
EVAPORATED MILK. ❁ ❁

**Sanitary Can Co., Ltd.,**

Niagara Falls, Ont.

## Quality Unbeatable— and a Bigger Quantity

This is the winning proposition that makes **Quaker Baked Beans** one of your briskest-selling and most profitable lines.

### “Quaker” Baked Beans

in the new style (3's family size) cans, contain more beans to the can than the 3's flat.

And the quality is “**top-notch.**” All the beans used in Quaker Brand are the finest hand-picked grade grown in the vicinity of our factories. Our processing methods are the most modern and effective known. And we pay particular attention to the quality and purity of all sauces and spices used.

You can recommend Quaker Beans as strongly as you please—every can will back you up.

*Ask your Jobber for Quaker Brand.*



**Dominion Cannery, Limited**  
Hamilton    ::    ::    Canada

**"You Can't Do Better Than Recommend"**

The Old  
Reliable

**COOK'S  
FRIEND**

**BAKING  
POWDER**

No Alum in it,  
Never Was

**W. D. McLaren, Ltd.**

BAKING POWDER SPECIALISTS

**Montreal**

**SUNNY MONDAY  
LAUNDRY SOAP**

"Contains No Resin"



You are taking no risk when you recommend Sunny Monday Soap.

Sunny Monday Soap is as absolutely pure as soap can be made, only the highest class of materials enters into the manufacture of it, and best of all it contains **no resin**.

Sunny Monday Soap gives the grocer a good profit, and a satisfied customer.

**THE N. K. FAIRBANK COMPANY**  
MONTREAL, CANADA



### For the Xmas Demand

Have you ordered your "Blue Fruit" for the holiday trade? It's time you were supplied. We strongly recommend

#### Segalerva's Table Raisins

which are packed in Malaga, Spain. Guaranteed to be uniformly high quality, and attractively packed.

### An English Line

Of course you are selling this class of goods! But maybe you have not yet been made acquainted with Poulton & Noel's

#### Potted Meats in Glass

Then, make up a trial order and secure the goods. The range is large, the line perfect and prices right. Get to know them.

### Fruits that will Please

It's easy enough to buy preserved fruits, but it is the discriminating buyer who secures

#### Goodwillie's Fruits in Glass

for his customers. Such a grocer holds his trade because his average of quality is bound to be above that of his competitors.

### Do Not Procrastinate

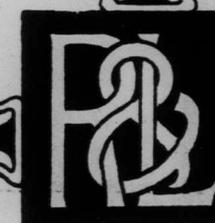
Or you will never know what excellent trade-winners and trade-holders these high-class goods are.

#### Get Out Your Want Book

and note what is lacking in your stock. These lines will meet your requirements. Order through your wholesaler.



**Rose & Laflamme**  
Limited  
Montreal - Toronto



## The Makers of OXO have always had their own vast ranches and herds of cattle



Two articles, the best in their line—made from the best beef—in the best fluid beef factories in the world—by the biggest concentrated beef manufacturers in the world. Packed in fluid form in bottles and in handy Cube form in handsome tins. OXO brings new custom to the store. Our organization is at your disposal.

# OXO



**in  
cubes**

**Corneille David & Co.**

25 Lombard Street : : : TORONTO  
334 Clarence Street : LONDON, ONT.  
52 Nicholas Street : : : OTTAWA  
41 Common Street : : MONTREAL

## GORGONZOLA CHEESE

One of the choicest of Italian makes of cheese.

Our first consignment just in.

Our cheese is made by GIOVANNI COLOMBO, who was awarded the Grand Prix at the Brussels Exhibition, as well as the Gold Medal for Gorgonzola Cheese.

This brand is different from others in that it is *new*. It has not been in cold storage all Summer. Absolutely fresh, and in perfect condition.

**TO  
JOBBER:**

We can quote you very special prices, owing to the size of our consignment

Obtainable in tubs, one 20 lb. loaf to each tub.

**INQUIRIES.**—From Ontario, to our Toronto Office. From rest of Canada, to our Montreal Office.

*The Charles*  
**Cicero**  
Company LIMITED

"Make the Boy Happy."

# This Sleigh Given Away Free!

With a 25-Box Order of

## COMFORT SOAP

*"IT'S ALL RIGHT"*



Malleable Bobs

Strong and  
Light

Box 36 x 18

Also given with a 10-Box Order and \$2.00

Or given with a 5-Box Order and \$2.50

# Comfort Soap has the Largest Sale in Canada

## Why Not Sell the Soap Most in Demand?

Five box lots and less than ten (with premium).....	\$4.15
Ten box lots and less than twenty-five (with premium).....	4.05
Twenty-five box lots (with premium).....	4.05

*Send for Our Illustrated Price List.*

# Pugsley, Dingman & Co., Limited

TORONTO

# Kootenay Brand

THE  
LINE OF  
SUSTAINED  
PROFIT

## Pure Fruit Jams and Jellies

in Bottles and Tins

There's ample profit and entire satisfaction in handling "KOOT-ENAY" BRAND, a line made solely from the freshest and most luscious British Columbia fruits and the purest cane sugar. Every modern process is employed in the handling of these fruits, and the factory is a model of cleanliness. Here's a line to stock and recommend. Packed in individual size in glass, as well as regular 16-ounce.

ARE YOU HANDLING OUR FIVE-POUND TINS? THEY ARE READY SELLERS!

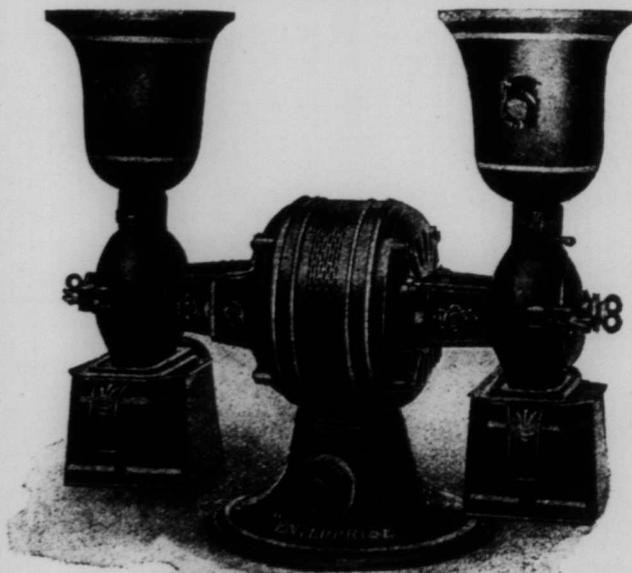
Our prime, pure  
first quality

BUY  
**MINCEMEAT** in glass jars and  
pails

Donnelly, Watson & Brown, Limited  
Agents,  
CALGARY and VANCOUVER

### "ENTERPRISE"

**M**R. Up-to-date Grocer, your ambition is (or should be) to install an Electric Coffee Mill.



When you do—get a good one, as good as you can afford.

If it's an "Enterprise" it will be backed by the oldest and largest manufacturers of these goods in the country.

Note the style illustrated. The grinders are connected direct to the shaft of the motor. No belts or gears to litter the store and make it look like a machine shop and fewer parts to wear.

Perhaps you'd be glad to look over a catalog of electrically driven Coffee Mills, Meat Choppers, etc. Glad to send it.

**The Enterprise Mfg. Co. of Pa.**

PATENTED HARDWARE SPECIALTIES  
Philadelphia, Pa., U.S.A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

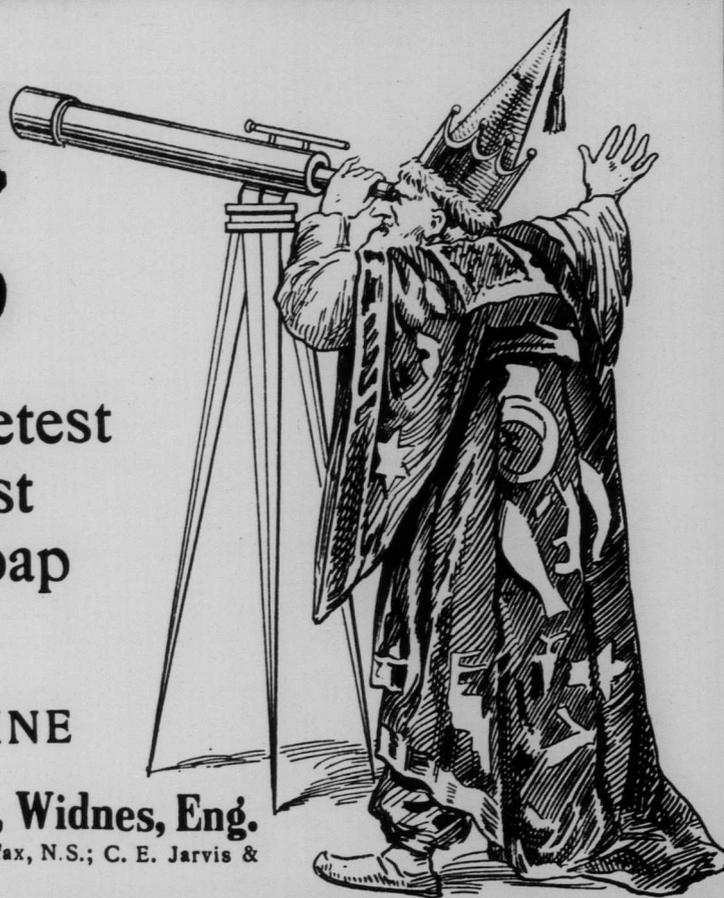
# Gossages' Magical Soap

The Best, The Sweetest  
and The Cheapest  
Free Lathering Soap  
in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.

Agents:—Arthur B. Mitchell, Mitchell's Wharf, Halifax, N.S.; C. E. Jarvis & Son, Vancouver, B.C.



## Quality, Purity and Cleanliness

Just how heavily these count is attested by the fact that the best merchants always give the preference to Borden's Brands, and by the further fact that the great majority of consumers will consider no others.



The Original



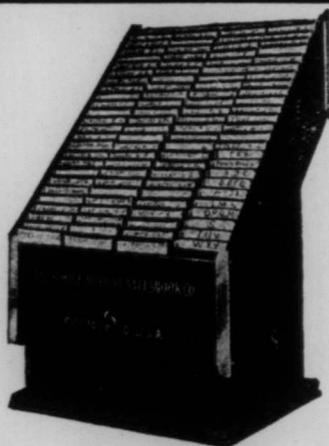
Leaders of Quality for Over 50 Years

Borden's Condensed Milk Company

ESTABLISHED 1857

WILLIAM H. DUNN, Montreal and Toronto

Mason & Hickey, Winnipeg, Man.; Shallcross, Macaulay & Co.,  
Vancouver, Nelson and Calgary.

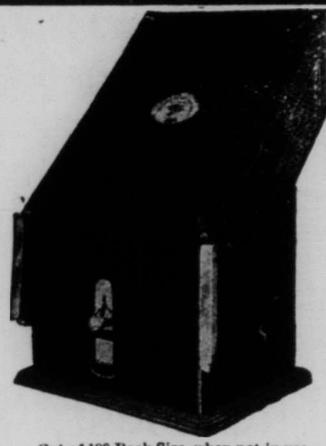


Cut of 100 Book Size, without hood, showing alphabetical arrangement of books.

## The Trial Tells the Tale

Supposing we were to say that there are 75,000 Keith Systems in use that probably would not be misstating the facts, but that would not convince you that you should have one.

Supposing we were to say the Keith System has been upon the market for the past 15 years, twice as long as any drop-leaf loose-slip system, and that it has been improved from time to time so as to meet every requirement of the



Cut of 100 Book Size, when not in use, showing hood locked to cabinet.

retail merchant, we would be telling the truth, but that wouldn't be giving you any of the advantages of the system.

### HERE ARE THE THINGS YOU WANT TO KNOW:

1. Is the Keith System Fire-proof? Yes.
2. Is there any danger of bringing forward a wrong past account or losing slips? No. The original slips remain permanently bound in the book, giving you a consecutively numbered record of the account, and only one account is before you at a time.
3. Can more than one clerk work over the register at the same time? Yes, any number, without the least confusion.
4. Will it place a check on forgotten charges? Yes, the best in the world.

Ask for Catalogue "G" and let us explain fully

## THE SIMPLE ACCOUNT SALESBOOK COMPANY

Sole Manufacturers  
also Manufacturers of Counter Pads for Store Use

1926 Depot Street. FREMONT, OHIO  
and HARTFORD, CONN., U.S.A.



## BALAKLAVA BRAND BAKED BEANS

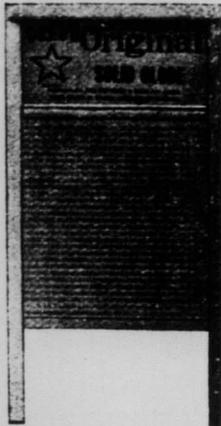
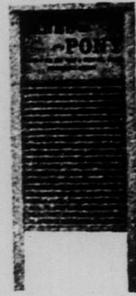
have no superiors and few equals. They are put up in a sanitary, up-to-date factory and the greatest care is exercised to uphold their standard.

WRITE FOR PRICES AND INFORMATION.

### THE EASTERN CANNING CO., Port Canada, N.B.

CANADIAN AGENTS—Green & Co., John Street, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton;  
H. D. Marshall, 197 Sparks Street, Ottawa; Nicholson & Bain, Winnipeg, Western Agents; Martin & Robertson, Vancouver, B. C.

# CANE'S WASHDAY WOODENWARE



## SELL THESE WASHBOARDS

**CANE'S PONY**—Particularly suited for cleaning dainty laces and other small articles.

**DIAMOND KING**—The king of all washboards. best English glass rubbing plate, in selected wood frame, lock corner, splendidly finished.

**ORIGINAL GLOBE**—Solid heavy jointed back, zinc rubbing plate, lock corner, well made throughout.

**IMPROVED GLOBE**—One of the most popular boards on the market. Solid zinc face, thin back, lock corners, well made in standard size.

Ask Your Jobber for Cane's

The Wm. Cane & Sons Co., Limited, Newmarket, Ontario

# BRAND'S BEEF BOUILLON

All the year round there's a steady demand for Meat Extracts, but it's in the colder weather you get the most call for them.

BRAND'S BEEF BOUILLON never fails to please because of its flavor and purity, it being manufactured solely from the primest beef. Being in a highly concentrated form, it is economical to use, and goes further than any other meat extract. Invaluable in sickness and convalescence. We were the original manufacturers of meat extract.

GIVES YOU A BETTER PROFIT THAN ANY OTHER EXTRACT.

HERE'S A SPLENDID CHRISTMAS SELLER!  
**OX TONGUES IN GLASS**

A large shipment just to hand. Prices right.

**BRAND & CO., Limited, : Mayfair, London, Eng.**

T. O. BAXTER, 25 Front St. East, Toronto

H. HUBBARD, 27 Common St., Montreal



**The Mill They All Want  
AND THE REASON WHY**



Because it represents the greatest real Value of Material, Quality and Workmanship at the Lowest Price.

Every Mill is ready for immediate use by simply attaching it to your lamp socket. Grinds two lbs. a minute and can be adjusted while the Mill is running. Grinders are of the best quality cast steel. It is furnished with detachable hand crank for use in emergencies, so that the grocer is never without his Mill if the current gives out.

No. 40-D.C.—\$65.00  
No. 45-A.C.—\$75.00

**COLES MANUFACTURING CO.**  
1625 North 23rd St., Philadelphia, Pa.

AGENTS—Chase & Sanborn, Montreal; Todhunter, Mitchell & Co., Toronto and Winnipeg; Young Bros., Vancouver, B.C.; Wm. Braid, Vancouver, B.C.; L. T. Mewburne & Co., Calgary, Alta.

**Washes White as Snow**

Here's a soap that will boost your soap sales tremendously. No borax or washing powder needed. A soap with a new appeal to the housewife. It is the one pure white laundry soap.

**Canada's Best Soap**

washes clothes white and clean, and leaves them sweet and wholesome. **Canada's Best** is firm and hard. You will be surprised at the demand for **Canada's Best**—the white laundry soap. A trial order will convince you. Our advertising campaign is winning customers for you.

**United Soap Company**  
Montreal

**You are the man we want**

—that is, if we haven't yet had the pleasure of putting an

**ELGIN  
National Coffee Mill**

in your store. No mill can match the "Elgin" for rapid grinding and easy running, and it is unsurpassed for attractiveness and finish.

Equipped with special adjuster device and the new style force feed steel-cutting grinders

Ask any of the following jobbers for our illustrated 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—James Turner & Co.; Balfour, Smye & Co.; McPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.

LONDON—Gorman, Eckert & Co.

ST JOHN, N.B.—G. E. Barbour & Co.; Dearborn & Co.

REGINA, Sask.—Campbell, Wilson & Smith.

MONTREAL—The Canadian Fairbanks Co. (and branches).

EDMONTON, ALTA.—The A. MacDonald Co.

**Woodruff & Edwards  
CO.**

FIGIN, III., U.S.A.



**Something new and tasty!**

Are you handling

**SMOKED  
HERRING  
IN BOUILLON?**

the new line put up by the packers of "King Oscar" Sardines—Chr. Bjelland & Co., of Stavanger, Norway.

It forms a delicious dish of small herrings packed sardine style in spiced bouillon.

Leaves the retailer a handsome profit at 10c. per tin.

Ask your wholesaler.

**John W. Bickle & Greening**

(J. A. Henderson)

Canadian Agents, - Hamilton

**P**ERFECTION is not attained in a day. It takes years of experiment, experience and expense to obtain a perfect article. We have it in

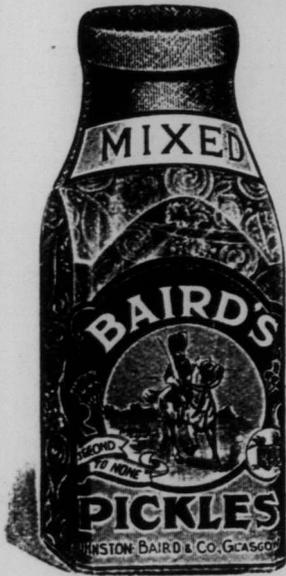


**O**UR latest triumph in perfect blending and roasting. Your customers demand the best and "Rideau Hall" will satisfy their demand. Packed in 1-lb. tins only by

**GORMAN, ECKERT & CO.,**

**Ltd., London, Winnipeg**

**BAIRD'S**  
**"Second-to-None"**  
**Pickles**



So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

**GOOD, SOUND  
 VEGETABLES  
 and  
 PURE VINEGAR**

**Low Price  
 High Quality**

**JOHNSTON, BAIRD & CO.**  
 GLASGOW, SCOTLAND

Agents:-McClure & Langley, Ltd., 12 Front E., Toronto. 604 Lindsay Bldg., Montreal; W. L. McKenzie & Co. Winnipeg; R. Robertson & Co., Vancouver and Victoria.

**Half the toil**

of household work is taken away when

**ASEPTO  
 SOAP POWDER**

"The enemy of dirt"

is brought into the house.

This most efficient and economical SOAP POWDER should prove a powerful lever to move the whole of the family trade to your store.

SEND FOR PRICES

There's Money in It For You

**ASEPTO MFG. CO.**  
**ST. JOHN, N.B.**

Agents: Rose & Laflamme, Ltd., Montreal

**Grocers**  
*of Northern Ontario!*

Freight Rates eat up your legitimate profits.

**Avoid this  
 Unnecessary  
 Expense**



Our customers are doing so,  
**Why not you?**

**The Young Company  
 LIMITED  
 North Bay and Sudbury**

"For Old Acquaintance Sake"  
is all right sometimes  
**BUT NOT IN BUSINESS**

"FOR PROFIT SAKE"  
WILL SUIT YOU BETTER

## WHITE SWAN LYE

Shows you a profit of 50%  
and gives your customers  
much more for their  
money than other brands,

and is

**Guaranteed Absolutely Pure**

Sold from Ocean to Ocean  
**ON MERIT**

## "KITCHENER" BRAND OF CANNED GOODS

At this time of year this  
subject should have your  
consideration.

WE ARE PACKERS of full  
lines of FRUITS and VEG-  
ETABLES, and guarantee  
the quality of all goods.

Write us before placing  
your order.

**The Oshawa Canning  
Co., Limited**

OSHAWA : : ONTARIO

The Demand  
for **SAUERKRAUT**  
is daily increasing

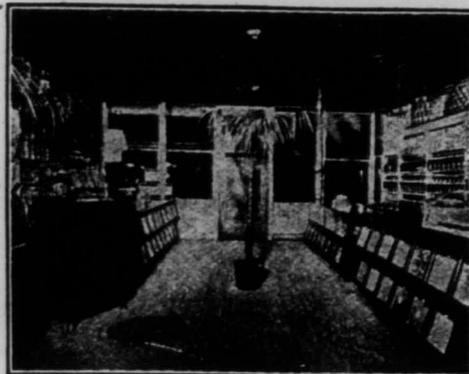
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Place your order early

CANNING DEPARTMENT  
**ONTARIO SEED CO., SUCCESSORS, WATERLOO, ONT.**



## A Strong Combination :

UTILITY CLEANLINESS  
ATTRACTIVENESS

A "Walker Bin" Outfit is a "Necessity" to the  
Modern Grocery

Write for Illustrated Catalogue  
"Modern Grocery Fixtures."

**Walker Bin Store Fixture Co.**  
LIMITED

REPRESENTATIVES:—

Manitoba: Watson & Truesdale, Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes,  
Regina, Sask.  
Montreal: W. S. Silcock, 33 St. Nicholas Street

**Berlin, Ontario**

Very few cheese makers  
in Canada would  
risk using any but

## WINDSOR CHEESE SALT

in the curd.

They have tested and proved it—for purity—for solubility—for flavor—and found that it stands in a class by itself.

There is practically no demand for any other cheese salt.

**The Canadian Salt Co., Limited**  
WINDSOR, ONTARIO

BRANDS

## "BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest  
and richest country milk, with  
no addition but that of pure sugar.

### St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

**J. MALCOLM & SON**

ST. GEORGE,  
ONT.



## Stop and Consider

what it means to have  
lines which will make  
customers! Stock

# Rowat's

# Pickles

AND

## Paterson's

## Sauce

and you will materially  
strengthen your hold on  
your trade.

## Rowat & Co.

Canadian Distributors :

Snowdon & Ebbitt, 325 Coristine Bldg., Montreal, Quebec, Ontario, Manitoba and the Northwest; F. K. Warren, Halifax, N.S.; F. H. Tippett & Co., St. John, N.B.; C. E. Jarvis & Co., Vancouver, B.C.



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The kind that always pleases!



Very little persuasion will make your particular customer try RECEPTION WAFERS—the thin, flaky, salted Soda Cracker with the distinctive flavor. And you'll find that the favor with which they are received will surely result in a big demand for them! Put up in "Aertite" packages.

Retail at 15c.

We also make all kinds of dainty and high-grade biscuits.

**TELFER BROS., Limited, COLLINGWOOD, ONT.**

BRANCHES: TORONTO, WINNIPEG, HAMILTON, FORT WILLIAM

### Get New Trade

and keep it by pushing the sale of Minute Tapioca. Just tell your customers this: By using

### Minute Tapioca

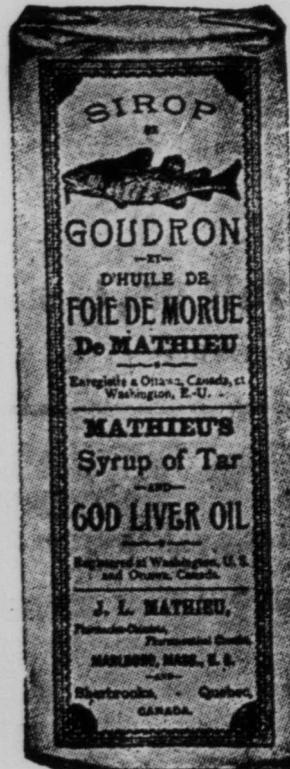
a delightful, dainty and wholesome dessert is ready in fifteen minutes. Minute Tapioca is perfectly pure. It is made in the largest and most sanitary tapioca factory in the world. Six quarts to a package.

Ask your Jobber for Minute Tapioca

**Minute Tapioca Co.**

Orange, - Mass.

Canadian Representatives:  
Canadian Specialty Co., Toronto  
R. B. Hall & Son, Montreal  
W. S. Clawson & Co., St. John, N.B.



### MATHIEU'S SYRUP

of Tar and Cod Liver Oil

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

It has been so successful in effecting cures that every user is a publisher of its excellent qualities. Its sales have increased wonderfully everywhere.

It is a sure seller.

### MATHIEU'S NERVINE POWDERS

are needed wherever colds are attended with pains and fever.

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

**J. L. MATHIEU CO., Props.**

**SHERBROOKE, P.Q.**

Distributors for Western Canada:

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

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

### CHILDREN THRIVE ON IT

That's one of the best recommendations to you to stock and feature

### "Canada First" Evaporated Cream

It is the purest and most healthful substitute for Fresh Cow's Milk obtainable and every can comes to you guaranteed and fully sterilized. There's a certainty of repeat orders ahead for every grocer who is selling "CANADA FIRST" Brand. Order from your Jobber.

THE AYLMEY CONDENSED MILK CO., Limited

AYLMER, ONTARIO.

Head Offices, Hamilton, Ontario





**BIGGER AND BIGGER SALES**

That's the tale you'll have to tell if you are featuring

**AURORA COFFEE**

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

Branch: Sault Ste. Marie

**W. H. GILLARD & CO.,**

**Hamilton, Ont.**

**Pure Goods Bring Increased Custom**

Give Your Customers

*Redpath*

**Extra Granulated Sugar**

and you link to your store the best class of trade.

No other sugar will compare with it.

Make the test yourself. Place samples of other manufacturers alongside it. You will see the difference and recognize the advantage to you of recommending "Redpath" Sugar as the Best.

Extra Granulated  
Extra Ground  
Powdered  
Golden Yellow.

PARIS LUMPS  
in 100, 50 and 25 lb. boxes  
and in "Red Seal"  
dust proof cartons.

**The Canada Sugar Refining Co.,  
Limited**  
Montreal, Can.

Established in 1854 by John Redpath

Cut this out for Reference

**BRITISH COLUMBIA  
COMPANIES ACT  
1910**

We are prepared to act as principals for companies desiring to do business in British Columbia without such companies assuming the responsibilities and obligations imposed by the above Act.

This Act, which came into force July 1st, 1910, requires the registration or licensing of extra-provincial companies doing business in British Columbia, the payment of fees set forth in the Act and the filing of statements, together with particulars of all mortgages and charges created by an extra-provincial company.

**Shallcross, Macaulay & Co., Ltd.**

Branches at Victoria, Vancouver, and Nelson, B. C.,  
Edmonton and Calgary, Alta., and Winnipeg, Man.

**JAPAN TEAS**

Jobbers please note that our season's stock is diminishing but still have a good assortment. Samples on application.

**S. T. NISHIMURA & COMPANY**  
MONTREAL and JAPAN

THE CANADIAN GROCER

# TWENTY-POUND COTTON BAGS

OF

## ST. LAWRENCE EXTRA STANDARD GRANULATED

will save you the usual loss in parcelling—  
bags, twine, labor and overweight.

St. Lawrence Sugar Refining Co., Ltd., Montreal

### Commercial Account Register

**Bookkeeping  
Without Books**

**Used It Three Years**

"In August, 1907, I put in one of your No. 200 Account Registers, and have had it in constant use ever since—over three years.

The Register is in first-class condition now, but trade has increased and I need a larger one. Would you kindly let me know if you could make any kind of exchange with me?

After examining several systems, I satisfied myself that yours is the best, and I would not care to do business without it."

Yours truly,

G. E. COON, Groceries, Flour and Feed.

Eglington, Ont., Oct. 1st, 1910.

**INDISPENSABLE TO ANY MERCHANT  
DOING CREDIT BUSINESS.**

*Send us postal for Catalogue and full information.*

**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.



## CARTER'S

STANDARD

### British Wines

LIQUID GREEN GINGER  
AND OTHER FLAVORS

Big Wheel Custard Powder,  
Jelly Crystals, Lemonade  
Powder, etc., etc.



**H. W. Carter & Co.,**

THE OLD REFINERY LIMITED

BRISTOL, : : ENGLAND

## YOUR XMAS TRADE

You can make sure of giving satisfaction and of reaping good profit if you are selling

**SHIRRIFF'S MINCEMEAT**

Only highest quality ingredients are employed, and it is made in an up-to-date sanitary factory. See to your stocks without delay. If your jobber can't supply you, write direct

**IMPERIAL EXTRACT COMPANY**

8-10-12 Matilda Street, Toronto, Ont.

THE CANADIAN GROCER

A WELL-ASSORTED STOCK OF.

# “MELAGAMA” TEA and COFFEE

is a paying proposition for the grocer. The profit is better than on most lines. They are quick sellers, and we guarantee the sale.

We can save you money on BULK TEAS and COFFEES. Send for samples and prices.

MINTO BROS. - - - - - TORONTO



WHEN IN THE MARKET FOR

## Brooms

write us for prices. You will always find our goods reliable and prices right.

All Brooms made of this season's crops.

**Stevens-Hepner Co., Limited**  
PORT ELGIN - - - - - ONTARIO

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St. Charles

## Evaporated Cream

BETTER PROFITS  
MORE SALES  
SATISFIED CUSTOMERS

With a Good  
Stock of  
St. Charles



**St. Charles Condensing Co.**  
INGERSOLL, ONT., CANADA

## SEASONABLE

This is the season to sort up your stock of stove polishes.

## “JAMES DOME BLACK LEAD”

is still the best stove polish on the market.

*Good quality for the housekeeper.*

*Good profit for the dealer.*

**W. G. A. LAMBE & CO., Canadian Agents.**

# You Can't Boil Cracked Eggs

Then don't deliver broken or cracked eggs  
to your customers

USE

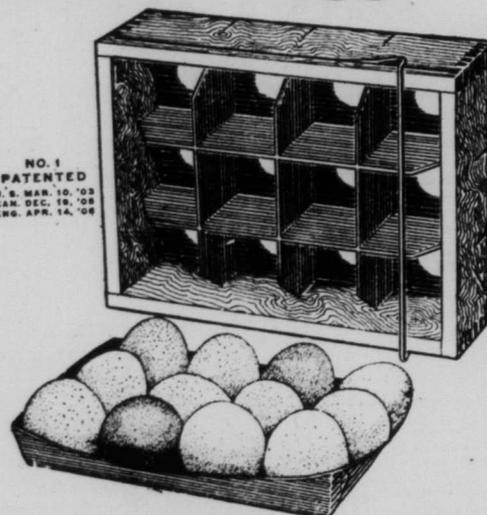
## STAR EGG CARRIERS AND TRAYS

FOR SAFE EGG DELIVERY

Every housekeeper will have confidence in the store which uses the STAR SYSTEM instead of bags or boxes. 200,000 Dealers say the STAR SYSTEM makes satisfied customers, Saves Money, Stops Breakage and Prevents Miscounts.

Ask your jobber, and write to-day for our booklet "NO BROKEN EGGS"—it means dollars to you.

STAR EGG CARRIER & TRAY MFG. CO.  
1550 JAY STREET, ROCHESTER, N.Y.



NO. 1  
PATENTED  
U. S. MAR. 10, '03  
CAN. DEC. 19, '08  
ENG. APR. 14, '08

MADE IN ONE AND TWO DOZEN SIZES

## GET THE HABIT

of stocking goods of known quality for which there is a regular and insistent demand.



## Queen Quality Pickles

will meet every requirement of your best class trade, because they are real quality goods. Only the freshest and choicest vegetables and other ingredients are used, and QUEEN QUALITY give satisfaction, because of their purity and flavor.

Put up in 10-oz. and 20-oz. bottles.

Send to-day for Discounts and Prices.

Taylor & Pringle Co., Limited  
OWEN SOUND, ONT.

# GINGERBREAD

BRAND

# MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

**THE BEST THERE IS**

Be convinced now.

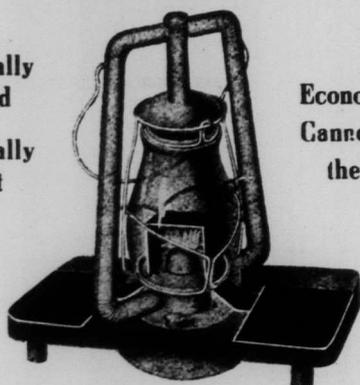
**The Dominion Molasses  
Co., Limited**

HALIFAX

NOVA SCOTIA

**Ontario Lantern Footwarmer**  
**Do You Want a Winner?**

Scientifically  
 Designed  
 Mechanically  
 Perfect



Economical and  
 Cannot Damage  
 the Robes.

Something NEW to show your customers that they will buy and be pleased with

For Sale by All Jobbers.

Manufactured by

**Ontario Lantern & Lamp Co., Limited**  
 Hamilton, Ont.

Quality and purity combined  
 in

**Wonderful Soap**

have made it a prime favorite on wash day and for all cleaning purposes. This is the kind of article which it pays you to handle, because it brings with it its good reputation.

The prices, moreover, will interest you. We have made good because we have always made good soap. Let us hear from you.

**Guelph Soap Co.**  
 GUELPH, ONTARIO

MADE IN CANADA

**WE WANT** to interest you in paper, and especially the brands which we manufacture.

*Superfine Linen Record*

*Earnscliffe Linen Bond*

*Standard Pure Linen*

*Empire Linen Bond*

*Crown Linen*

*Colonial Bond*

ENVELOPES TO MATCH—SAMPLES SENT ON REQUEST

**The Rolland Paper Co., Ltd.**

MONTREAL, P.Q.

General Offices:  
 MONTREAL, P.Q.

Mills at  
 ST. JEROME, P.Q.

**Perfection Cheese Cutter** Made in Canada



Every Slice is a Fresh, Even Cut.

Accurate in Weight. Pleasing to the Eye.

It pays to buy a Perfection Cutter. It is built to last; made substantial and strong. It prevents overcuts, scraps and waste. It saves its cost in time, labor and money in less than twelve months.

Patented and Manufactured by

**The American Computing Co. of Canada**  
 Hamilton, - Ontario

SOLD BY THE WHOLESALE GROCERS.



## White Dove

The Cocoanut  
that sells.

You cannot  
afford to be  
without it.

**W. P. DOWNEY**  
MONTREAL

### SUCHARD'S COCOA

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



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 of how about same. Write for prices.

## WINDSOR SALT

**GET LOTS OR LESS.** Prompt shipments  
Write us for prices. Phone order our expense  
**TORONTO SALT WORKS**  
TORONTO, ONT. **GEO. J. CLIFF, MANAGER**

### WARMINTON'S

Shipping Specialties  
STRAPPING, CLUTCH NAILS, PAIL BOOKS, ETC.  
Save expense to shipper

**J. N. WARMINTON**  
207 St. James St., - MONTREAL

## THE PEOPLE OF JAMAICA

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

## KINGSTON "GLENER"

might bring inquiries. Better  
write for rates to

**I. C. STEWART, Halifax**

## The W. H. ESCOTT CO.

WHOLESALE

Grocery Brokers

137 BANNATYNE AVENUE

**WINNIPEG**

COVERING

**MANITOBA and SASKATCHEWAN**

CORRESPONDENCE SOLICITED

## A. C. LANDRY

ST. E. FLAVIE STATION, QUE.

Jobber and Wholesaler in

**Flouries, Flour, Grain and Provisions**

Open to buy Beans, Peas and Canned Goods

## CAMMEMBERT CHEESE

Le Gaulois Brand

\$3.00 a dozen, or \$2.75 per crate of 5 dozen.

**CAMMEMBERT — CAMMEMBERT**

Le Gaulois

**THE ST. LAWRENCE GROCERY**

395 St. Lawrence Boulevard Montreal

## THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums at  
Popular Prices. Write for Samples  
and Quotations.

We make special brands to order.

## MAPLE SYRUP!

SMALL'S brands are standard world over. 36 years  
reputation. Wholesale Brokers carrying stock: Stan-  
dard Brokerage Co., Vancouver; Nicholson & Bain  
Winnipeg, Calgary; MacLaren Imperial Cheese Co.  
Toronto; T. M. Ducho & Sons, New York and Man-  
chester, Eng.

Canada Maple Exchange, Limited - Montreal

The GRAY, YOUNG & SPARLING CO., Limited

**SALT  
MANUFACTURERS**

Granted the highest awards in competi-  
tion with other makes.

**WINGHAM ESTABLISHED 1871**

# Christmas

will soon be here

The demand for

# SPICES

is sure to be very  
large this year.

Are you ready to  
meet it?

Check over your  
stock and send us  
your order at once  
and avoid the  
rush.

## S. H. EWING & SONS

Montreal and Toronto



## CHINESE STARCH

HAVE YOU  
A STOCK?  
GREAT SELLER  
ALL THE TIME.

GET PRICES

**OCEAN MILLS**  
MONTREAL

When writing advertisers kindly men-  
tion having seen the advertisement in  
this paper.



**"THE SALT THAT SATISFIES"**

*That is the great advantage of handling*

**PURITY  
SALT**

It never fails to satisfy your customers. It is PURE; being composed of fine, dry, even salt crystals only. Ask your jobber for "Purity" Salt.

**The Western Salt Co., Limited** *Moos-town, Ontario*



**OK**  
ENGLAND'S LEADING  
FRUIT SAUCE  
25 years' reputation, and the only  
sauce backed up by a purity guar-  
antee of  
**1000 GUINEAS\***  
Sells at 15 cents and 25 cents  
BE WARY OF IMITATIONS  
**SAUCE**

**George Mason & Co., Limited**  
Sole Manufacturers LONDON, ENG

Sole Canadian Agents  
**S. T. NISHIMURA & CO.**  
MONTREAL

SUB-AGENTS:-  
Toronto, Ont.—Geo. Stanway & Co.  
Hamilton, Ont.—James Somerville  
Ottawa, Ont.—H. D. Marshall  
London, Ont.—Wm. G. Coles & Co.  
Quebec, Que.—A. Francis Turcotte  
Kingston, Ont.—James Craig

**Protect Your Merchandise**

from water, damp and damage

by shipping it in

**"H and D"**  
**Corrugated Fibre Board**  
**Boxes**

They are five times as strong and have greater carrying power than the best wooden cases, and in every case are guaranteed to save freight, save packer's time and save storage space.

Why not insure the arrival of your product in the same clean, fresh and attractive condition that it leaves your factory? An "H and D" packing box will do this for you! Write to-day for details.

Ask for free Booklet  
"HOW TO PACK IT"

**THE HINDE & DAUCH PAPER  
COMPANY, Limited**

TORONTO, CAN.



**BOYD & CO.**

(formerly Watson, Boyd & Co.)

**Port of Spain,  
TRINIDAD, B.W.I.**

Are prepared to receive and handle to best advantage all classes of Canadian Produce, including Hay, Oats, Fish, Flour, etc., etc.

Correspondence Invited.

All Codes Used.



**REAL TRUE CREAM AT LAST**

Mr. A. McGill, the Chief Analyst to the Inland Revenue Department of Canada, wrote in Bulletin 144, as far back as under date 3rd June, 1908:—"The word 'CREAM' is largely used to designate condensed milk. This is incorrect and SHOULD BE MADE ILLEGAL. As a matter of fact, these so-called 'creams' are not any richer in milk fat than sugared condensed milks, and many of them are distinctly poorer. Among the samples examined ONLY ONE (No. 25628 which contains 25.20 per cent. of fat) IS ENTITLED TO BE CALLED CREAM."

This one sample was prepared by FUSSELL & CO., Ltd., LONDON AND NORWAY.

**FUSSELL'S GOLDEN BUTTERFLY CREAM BRAND**

Is REAL CREAM and contains from 25 to 30 per cent. milk fat. Condensed milks the so-called "Evaporated Creams" contain about 8 per cent. only.

Samples and particulars of:—The W. H. Melvin Co., Vancouver, for British Columbia, Yukon and West Alberta. C. Fairall Fisher, 22 St. John St. Montreal, for Quebec. W. H. Escott, 137 Bannatyne Avenue, Winnipeg for Manitoba, Saskatchewan and East Alberta. The Harry Horne Co., 309 King St. West, Toronto, for Ontario. J. W. Gorham & Co., 251 Hollis St., Halifax, for Nova Scotia. W. A. Simonds, St. John, for New Brunswick, or

**FUSSELL & CO., LTD., 4 Monument Street, London, Eng.**

LAB 8

**GROCERS—TAKE NOTE!**

It will pay you to push molasses, especially

**KITCHEN BRAND MOLASSES**

in tins

during the Xmas cooking season. The experienced housewife knows it is the best for all purposes.

Stock up at once.

**Imperial Syrup Company, - Montreal**

**A Chance For a Medal Open to YOU**

As was announced in our Special Number of Oct. 28, The Canadian Grocer is offering 9 medals for the best examples of **Constructive Salesmanship**. This competition is open to merchants and their clerks and is so arranged that competitors in smaller places do not have to compete with those in the big towns or cities. Every reader ought to be intensely interested, for on his ability to assemble his Selling Forces depends practically his entire success. We want your actual methods.

For Further Particulars Write

THE EDITOR, THE CANADIAN GROCER

143-149 University Ave., TORONTO

**Absolute Safety**

is a leading feature of our Gasoline Lighting System, the light being instantly put out or lit by a pull of the chain. Gives a splendid, steady, white, brilliant light.

Is cheaper than coal oil and better than electricity or city gas. Investigate this proposition. More light means more business!

Write now for circular and special price to merchants direct.

**MacLaren & Co., Merrickville, Ont.**

GOOD AGENTS WANTED.



**Notice to Subscribers**

Subscribers will confer a favor on us by notifying us in case they are not receiving their paper regularly, or if they find they have missed one or more issues. We send out thousands of copies each month, and it is only natural to suppose that a few copies will go astray in the mails, even though every precaution is taken by us to avoid this.

We should also be notified at once of any change in address, giving both old and new addresses.

**"Take Time by the Forelock"**

Don't leave it too late before replenishing your stocks for the holiday trade.

You'll find

**MINCE MEAT**



a profitable seller and satisfaction giver, because of the purity of its ingredients and excellence of its composition.

Get our prices.

**The T. A. Lyle Co., Ltd.**  
Sterling Road, Toronto

Take no



Chances!

The "quality" of the goods you handle is the all-important factor in influencing the best-class trade your way! Sell

**"CREST" BRAND OLIVES!**

They are bottled safely from the finest selected fruit, and prepared with the greatest skill and care. Stock and feature this satisfaction-giving line! Write us direct if your jobber can't supply you,

**Canada Spice and Grocery Co., Ltd.**

London, Ont.



Don't hesitate to stock and recommend

**PURNELL'S**  
Sauces, Pickles and Pure

Malt Vinegar

They are the most steady and profitable sellers of any imported lines, and are noted for their general quality and absolute purity.

See to your stocks! This is a line of satisfaction-givers that leaves the grocer a "well-worth-while" profit.

Sold by all Canadian Jobbers

**Canadian Agents:**  
Charlottetown, P.E.I., Horace Haszard;  
St. John, N.B., C. E. McMichael;  
Halifax, N.S., Erb & Rankin; Montreal and Ottawa, C. S. Harding, Canada Life Building; Quebec, Cy. D. Bonhomme, 131 St. Peter St.; Toronto, Lind Brokerage Co., 73 Front St. E.; Hamilton, J. H. Stratton & Co.; Winnipeg, Carman Brokerage Co., 111 Bannatyne Avenue E.; Vancouver, B.C., C. E. Jarvis & Co., Mercantile Bldg., Corner Cordova and Homer Sts.



**The North Queensland Meat Export Co., Ltd.**

WORKS, OOLBUN

TOWNSVILLE, NORTH QUEENSLAND

MANUFACTURERS OF

**Canned Meats, Extract of Meat, Etc.**

OF FINEST QUALITY

SPECIALTY:

**Boiled and Roast Beef**

in 1 lb., 2 lb. and 6 lb. tins, full weight.

As supplied to British War Office, Admiralty and Indian Government.

CORRESPONDENCE INVITED FROM WHOLESALE BUYERS

**Apply: C. J. PIGGOTT, Sole Agent, 19 Eastcheap, London, E.C., Eng.**



## YOUR CUSTOMERS WILL HAVE "SNOWFLAKE" POWDERED AMMONIA

Snowflake is the only 5-cent package of Ammonia on the market. And while all substitutes for it cost more, they are all much less effective as cleansers.

Our vigorous advertising campaign is persuading your customers to try Snowflake. And when they once have tried it they will have Snowflake and no other.

As there's an excellent margin of profit in it for you, why delay ordering?

Send in your order to-day.

S. F. LAWRASON & CO.,

London, Ontario

## A BOWSER

Self-measuring Oil Tank

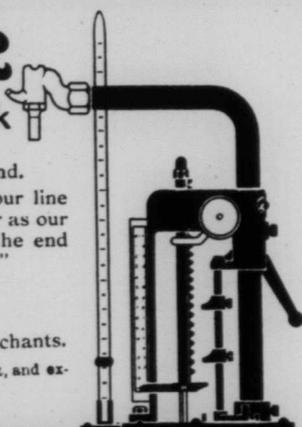
S. F. BOWSER & CO., Ft. Wayne, Ind.

Gentlemen:—"If everything in our line were measured in as systematic a way as our oil, we might get a trial balance at the end of the year that would be satisfactory."

Yours truly,

General Merchants.

The above is a real letter from a real merchant, and expresses the universal opinion of users about the



### Bowser Self-Measuring Oil Tanks for Retailing Kerosene and Gasolene

The Bowser pumps and measures the oil in one operation. No measures or funnels, drip or overflow.

The computer on the pump shows how much to charge for any quantity.

The outfits are fireproof.

Accurate measurements and absence of waste greatly increase your profits.

We make a great variety of outfits of all capacities and prices to suit every purchaser.

Free Book No. 5 tells "How to make money on your oil." Send for it to-day.

S. F. BOWSER & CO., Inc.  
Ft. Wayne - - - Ind.

## Are Your Credit Customers Safe?

No! They'll run you into bankruptcy in a jiffy if you let them. And still you can't afford to get "independent" with this class of trade--it is good money when it does come.

## Allison Coupon Books

point the way to safety. They guard against loss; they hold the credit customer in check; save time, money and trouble.

### HOW THEY WORK



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

For sale by the jobbing trade everywhere. Manufactured by Allison Coupon Company, Indianapolis, Ind.

McLean's

Cocoanut

You need Cocoanut. Why not stock the best?

The Canadian Cocoanut Co.  
MONTREAL



## NATION'S CUSTARD POWDER

Noted for its Flavor and Purity.

Attractively Packed in Large 5c. Packets, and in half-pound and one-pound Tins.

Send for Free Sample.

GREEN AND CO TORONTO

# Bon Ami

*Hasn't scratched yet!!!*

## IT SELLS BECAUSE:

Housekeepers find it will scour the dirt off, without scouring away the surface also. They find that anything on which BON AMI is used lasts longer than if the cleansing were done with the ordinary cleanser.



They find BON AMI can be used to equal advantage for all household purposes, such as for cleansing and polishing glass, porcelain, metals, celluloid, marble, woodwork, oilcloth and painted surfaces.



Tell your customers about BON AMI. It's advertised. They know it and will buy it on learning you have it.

### PRICES

Cases of 3 doz., \$1.19 per doz., or \$14.28 per gross. F.O.B. wholesaler's shipping point.

Lots of 5 gross, \$13.40 per gross, delivered to any Canadian Railway Station.

Agents in Canada

Terms: Net 30 days.

## Hudon, Hebert & Co., Limited

*Wholesale Grocers and Wine Merchants*

### MONTREAL

ESTABLISHED A.D. 1839



# WHY NOT

place your order for **MILLAR'S JAM.**  
It will bring **sure** repeats. The jam that will satisfy your trade.

1's, STONE POTS, Cases 4 doz.

2's, STONE POTS, Cases 2 doz.

**Warren Bros. & Company,**  
Wholesale Grocers, - - - - Toronto

**S**ETTLE your customers' coffee problem by recommending Chase & Sanborn's brands and you will make yourself popular--a popularity you can reckon in dollars and cents. Chase & Sanborn's High Grade Coffees are guaranteed to satisfy.

**CHASE & SANBORN**  
MONTREAL

## BLACK JACK

**QUICK  
CLEAN  
HANDY**



TRY IT

**SOLD BY  
ALL  
JOBBER**

1/2-lb. tins—  
3 doz. in case.

## ROYAL Metal Polishes

They do the work, and are sold at the right price.

That is why both dealer and consumer find them the most suitable.

Have you a good stock?

**Royal Polishes Company**  
MONTREAL



Adas  
Allas  
Allas  
Amer  
Amer  
Andr  
Asep  
Ayim  
  
Belle  
Bene  
Bickl  
Blue  
Borri  
Boyi  
Bowa  
Boyd  
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Britis  
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Cicori  
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Dalle  
Deare  
Distri  
Domit  
Domit  
Domit  
Down  
Dunne  
  
Ester  
Eve-F  
Eckan  
Edwa

# Your trade will grow day-by-day in accordance with the quality of the goods you sell

## "SALADA" SALES IN CANADA ALONE FOR THE WEEKS ENDING

October 22.....	Increased .....	5,671 lbs.
October 29.....	Increased .....	23,336 lbs.
November 5.....	Increased .....	11,795 lbs.
November 12.....	Increased .....	24,372 lbs.

Over the corresponding weeks of 1909.  
A total increase of 65,174 lbs. in four weeks.



Yearly sale over 22,000,000 packages, and all because of quality.

A well-known dependable tea offers you an opportunity to win the patronage of hundreds of people.

You can serve every one of them quickly, conveniently, economically, with "SALADA."

It stands for the highest quality and value in tea. For nineteen years "SALADA" has stayed on top. Every new brand of package tea has been a boost—another chance for contrast.

Display "SALADA"—suggest it to your customers—recommend it—and your trade will grow.

Selling "SALADA" will keep you ahead of the grocer who loses time and money carrying heavy stocks of bulk tea that don't please. "SALADA" will attract customers that like to trade where they find the best.

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# Practical Methods in Retail Stores

How Clerk Lost a Good Customer by Sending Account for Collection—Chatham Grocer Makes Attractive Honey Display—Coffee Grinder Draws Custom — A Winnipeg Letter Sent Out to Customers and Probables—A Display of Bakery Products.

## Bad Blunder in Mailing Accounts.

Vancouver, B. C., Nov. 24.—“That’s how a store loses a first-class customer,” remarked a dealer to The Grocer this week, as he hung up the telephone receiver. It transpired that notices were sent out to the firm’s customers, asking, if possible, that the accounts be settled weekly. The complainant in this case was a big customer who had been in the habit of paying every week. When this notice was received it was not liked, and forthwith the store was rung up to close out the account.

“If the clerks acted with just a little discretion instead of mechanically,” the dealer continued, “it might not have occurred. As it was, it never entered her head that there might be some one on the books who did settle weekly. Such people need no hints to pay up.”

## A Honey Display.

Chatham, Nov. 24.—The idea of featuring honey in an interior display was recently adopted by John McCorvie & Sons, grocers. A silent salesman in the front part of the store was devoted entirely to honey, extracted and in the comb.

The bottom of the silent salesman was covered with sections of comb honey, laid so that they slanted upward to the rear of the case, each row slightly overlapping that behind it, after the manner of shingles. These combs had a single price ticket, 15c. On the first and largest plate glass shelf large jars of extracted honey, with a 20c price tag, were displayed in the middle of the shelf, ten sections of honey-comb, neatly grouped, being piled at each end of the shelf. On the next shelf above smaller jars, priced at 15c, occupied the middle space, with seven sections of comb grouped at each end. On the narrow top shelf, a group of 10c jars, flanked on each side by three sections of comb, formed the display. Other sections of comb honey, piled on edge, occupied the top of the show case.

The idea of featuring honey in this manner is a new one, and for this reason the display attracted all the more attention.

## Coffee Grinder Attracts Crowds.

London, Ont., Nov. 24.—It is a long time since Scandrett Brothers installed their coffee mill in the west window of their grocery store on Dundas street, but there has never been a time when it has not paid for its room in advertising value.

Run by an electric motor in the cellar, the mill used to be almost continually a centre of interest for a little crowd on the sidewalk, and the same thing is still

to be seen at times. While closed in on the store side also by a window, the mill is still in a fairly convenient position for use. The capacity is five pounds of coffee beans at one time, but of course no great quantity of ground coffee is kept around. Even hotels and restaurants, Scandrett Brothers find, prefer to buy as small a quantity as possible, and there are few people who grind their own coffee.

What goods are displayed in the same window as the mill are always appropriate. Last week, for instance, tins of cocoa and chocolate were tastefully arranged.

## Criticism of a Circular.

Winnipeg, Nov. 24.—Here is the way Geo. Nicholson, a local grocer, heads a circular recently sent out to customers and prospective customers:

WANTED  
500 WORKING MEN  
To Send Their Wives to  
GEO. NICHOLSON'S  
For Their Groceries.

Following this Mr. Nicholson quotes several articles such as butter, Worcestershire sauce, catsup, and coffee, giving a little talk about each and the price. For instance, about tomato sauce he says: Our tomato catsup just gives the finishing touch which means so much to a cold dinner. To introduce, 20 cents bottle.

This latter kind of advertising is to be commended, but it might be considered by many advertisers that the introduction could be made more effective by a straight talk to workingmen, such as: “We want all workingmen and their wives to know about our cheap prices on groceries—compare these with the regular prices, and figure out how much you save.” As a general rule people do not want to be fooled, even a little bit, and when an advertisement with a heading as, “Wanted 500 Working Men” refers to something not conveyed therein they often say, “Oh, that’s only an advertising scheme,” and throw away the paper or letter. A straight business talk is generally conceded to be more influential.

## Bakery Products Separately Displayed.

Chatham, Ont., Nov. 24.—The idea of utilizing an entire silent salesman for the display of bakery products has been adopted by the Bradley & Sons store here.

A silent salesman in close proximity to the front door is used, the lines displayed including bakery cakes, cookies and similar fancy cooking, as well as

loaves of bread. In a recent display the bottom of the show case was covered with a popular chacknel biscuit, recently introduced.

## No Name on the Calendar.

Hartford, Ont., Nov. 24. — B. W. Thomas, general merchant, here has decided on a change in the manner of sending out calendars this Christmas.

“It is the usual method to have the firm’s name printed directly on the picture,” he says. “This year we have an extra nice calendar, and instead of defacing the picture with printing, we paste a ‘Season’s Greeting’ card over the pad, so that after reading, it can be torn off. Another card ‘Compliments of B. W. Thomas, etc.’ is pasted on the under side of the pad, and so the name is left on the calendar all the year.”

The card on the outside of the pad reads as follows:

## SEASON’S GREETINGS.

We take this opportunity of expressing our thanks to you for your thoughtfulness during the past, in helping us in our business. We appreciate what you have done, very sincerely.

And now we ask for the coming year of 1911, a continuation of your favor, and we will endeavor to serve you to the best of our ability.

B. W. THOMAS  
Hartford, Ontario.

There is no printing establishment in Hartford, and Mr. Thomas does his own printing and press work, and it is very neatly done too.

## SUGAR BEET PRODUCTION.

Increase Over That of 1909—Three Sugar Factories Supplied.

Ottawa, Nov. 24.—A Census Office bulletin issued recently, says that sugar beets are grown most extensively in Ontario and Alberta, where they supply roots for three sugar factories. The area in crop this year is 16,000 acres, which is a substantial increase upon last year. The yield per acre is 9.69 tons, the total yield 155,000 tons and the quality 93.15 per cent. The roots supplied to the Berlin factory are testing 17 per cent of sugar and at the Wallaceburg factory 16 per cent; but a product of 5,000 acres in Ontario is being shipped to factories in Michigan. The product of 8,200 acres in that province is marketed at Wallaceburg and Berlin where the average price is about \$5.86 per ton or better than \$57.80 per acre.

## The Ups and Downs of the Sugar Market

Review of the Changes Made in Prices During the Past Two Years—In 1909 Prices on the Whole Were Lower Than During Present Year—Present Price The Same as Prevailed on the 1st of January.

The fluctuations of the sugar market during the business year would be of real interest to the grocer if all possibilities of his being "caught" could be removed. This danger can be guarded against to a certain extent by closely following raw and refined markets, considering the influence of supply and demand and applying the judgment that years of experience has established.

Even then, however, the trade find themselves at sea at some particular crisis when the ordinary rules do not seem to apply and the next price movement appears to be a matter for conjecture only.

Supply and demand are two influences that in a general sense indicate the movement of the market. In regard to demand, the grocer knows the seasons when it is at a maximum or minimum as the case may be. Sugar is indeed a staple and therefore brings a steady trade the year round. But the fruit seasons are responsible for the increased business and it is not difficult to gauge that tendency.

Crop conditions is another force, but the grocer cannot be quite as intimate with it as with demand. However, reports are at his disposal, and practically without exception they are accurate,

showing the condition of growing crops in all the countries considered as sources of supply. Therefore by following these reports he can in the most cases follow the trend of the market. But the other ticklish critical situations must be cleared up by their own unfolding. It is at such times that jobbers and brokers will tell you "Well, now, you know just as much about it as I do," which wise remark is not going to be of much benefit to the retailer.

### Always an Uncertainty.

Looking back over the past summer several occasions are recalled when the sugar market was veiled in considerable obscurity. One occasion was marked by a statement of this kind. "I see that raws are a little easier, due to favorable crop conditions. There is not as much sugar moving out as there was showing a decrease in demand for refined. In fact the height of demand is about passed and I would say that a decline is likely to happen. However, it may not be felt for three weeks or a month and it might come this week. Yes, I would be surprised if sugar were to go up, but under present conditions I don't think it will."

That sums up opinions offered some

weeks ago when the price showed a tendency to lose the position it had held. It was, however, really not backed up by heart-whole confidence.

"According to past market movements there should be a decline some time in the near future," was another opinion, and again in this respect there is more indefiniteness. Thus, it may be again remarked that there is generally more or less uncertainty to this market, an uncertainty the retailer does not relish for he likes to buy when the price is going up, not when it is likely to tumble the week after he has given an order.

### Price Changes for Two Years.

A comparison of the movement of the market during the past two years should be of interest, and is given herewith.

Prices are quoted on standard granulated, Montreal basis and in bags. The 1909 review evidences the following changes:

January 1 .....	\$4.35
February 5 .....	4.45
March 5 .....	4.35
March 12 .....	4.45
March 19 .....	4.55
March 26 .....	4.65
May 7 .....	4.55
July 30 .....	4.60
Sept. 10 .....	4.70
October 15 .....	4.60
November 19 .....	4.70

As will be noticed the market held pretty steadily during the summer at an advance occasioned by the heavy



The following letter from J. T. Petrie, St. Catharines, Ont., proprietor of the American Bazaar, explains the above cut: The Canadian Grocer, Toronto, Ont.—"I have taken notice of your cuts in The Canadian Grocer of special window displays, and think they are very good. By following up the idea given in The Grocer for the dressing of a Hallowe'en window, one of my clerks, Allan Douglas, dressed a window very effectively. I am sending a picture of it under separate cover."

demand. But there was no weakness with the close of the year. The new crop showed a scarcity and the new year opened with the price at \$4.70, and with the demand fair.

The review of the present year on the same basis is also interesting:

January 7 .....	\$4.70
January 21 .....	4.80
February 25 .....	4.95
March 4 .....	5.05
May 27 .....	5.15
August 5 .....	5.05
October 7 .....	4.95
October 14 .....	4.85
October 28 .....	4.70

The price is now where it was at the opening of the year. The general feeling seems to be that a lower figure will be reached. The crop has been unusually heavy this year, and beet sugar is a factor owing to the heavy yield. This year it will be noticed that the highest price was made about the time strawberries were coming on the market, and it was held during the period in which the other small fruits were being offered. The real slump commenced during the first week of October after the preserving season had spent itself and when new crop reports coming in gave evidence of weak raw markets.

grocer across the road. I asked her to find what he would charge her by the box. She did so, and reported that a box would cost her 15 cents per pound, whereupon I told her to go and get them, and hurry up too.

"The other fellow was certainly losing money, and the only way I can explain it is that he probably noticed '13' on the box and he took it for the cost."

D. W. Clarke intimated that half the grocers didn't know the cost of goods, and claimed that if, in the case of biscuits, they were invoiced at retail prices with a discount off for profit, no mistakes could be made. He told of an instance where a dealer was selling a meat sauce for 10 cents which really cost him about 19, but which he thought only cost him about 8 or 9 cents. He was, and naturally too, getting the most of the meat sauce trade in his district, but was losing a lot of money.

**Twenty Per Cent. Little Enough.**

J. S. Bond criticized retailers for many of the small profits now being made. "We shouldn't always blame the wholesaler and manufacturer," he maintained, "for in a great many cases it's our own fault. We should at least make 20 per cent. profit (on sales), and no merchant can live much under that."

President D. McLean characterized free deals as harmful. "It gives the dealer a chance or an excuse to cut," he said, "and ought not to be countenanced by manufacturers. Let them place a regular price on their goods, and if there is anything to be given, let them give it to us who are their agents."

It was then moved by F. Thorn and W. C. Miller that, "This association endorse the action of soap manufacturers in raising their prices instead of decreasing the size of the bar, and that the manufacturers be asked to explain to both consumers and dealers the exact reasons for the advance." This motion carried.

The association felt pleased rather than hurt to think that they were being held responsible for the advance in soap, and the better and fairer profits accompanying it. They were sure that all retailers would eventually endorse what had been accomplished and, while they had known that on account of the advances in soap ingredients, soap would sooner or later advance or the size of the bar would be decreased, they did not feel disposed to contradict any of the allegations being made against them.

The association is still growing. On Monday night four more members were admitted. At the December meeting nominations of officers for 1911 will be held, and there will also be discussion on a motion introduced by W. C. Miller to have bi-monthly instead of monthly meetings. David Bell brought up the question of a mid-winter entertainment, and this will also be discussed at next meeting. Indications point to a banquet instead of an At Home. The winter's bowling games are also under way. T. Clark and F. Thorne were appointed captains, and they chose their respective teams on Monday night.

**Six-for-a-Quarter Principle Discussed**

**Retail Grocers Endorse Action of Soap Manufacturers in View of the Fairer Profits Received—Some Emphatic Condemnation of Dealers Who Cut Prices—Association Does Not Seriously Object to Accusation That They are Being Held Responsible for Increase in Prices and Profits on Soap.**

Toronto, Nov. 24.—Those grocers who are raising half-hearted objections to the advance in the price of soap, and to the decline of the 6 for a quarter principle, were criticized by members of the Toronto Retail Grocers' Association at their regular meeting on Monday night. The question was opened by J. S. Bond, who recalled the resolution of the association made at the October meeting, and the fact that since that time matters had turned out just as they had desired.

From what one or two of the members stated, there are some travelers and retailers trying to make capital out of the allegation that the Retail Grocers' Association was responsible for raising the price of soap. One member said that the other day a traveler for a wholesale house while in his store blamed the association. This raised the ire of another member who emphatically declared that if that traveler had told him the same thing, he would have kicked him out of the store, and informed his house that henceforth his business with it had ended. If in place of knocking the association to other retailers, the traveler had pointed out that the advance had aided them in making a better profit and a fairer profit on soap, he would have been of a great deal more service to those he called his customers.

W. C. Miller had advanced his price to 5 cents straight, and found no difficulty whatever. It didn't affect the sale of soap as far as he was concerned, and on inquiring from his customers as to which they preferred, the present bar at 5 cents straight or a smaller bar at 6 for a quarter, they had answered in favor of the former.

J. M. Cork pointed out that a large department store had cut the price to 6 bars for 27 cents, but J. S. Bond waived this aside with the remark that, "It does not matter about the department stores; we should stick to 5 for a quarter—those people change their prices almost every day, and if we tried to follow them we would be going up and down all the time."

A. White spoke of the annoyance

caused by competitors cutting prices, stating if this is done one will sooner or later have to meet them. R. Davies cited a case where a grocer was still selling at 6 for a quarter.

**Never Schooled in Cutting Prices.**

"When we have a chance to make a fair profit," said D. W. Clark, "we should accept it. It seems strange that men who call themselves merchants will always persist in giving goods away. This price-cutting business all depends on the way a man is schooled; I never learned it, and I therefore never do it." Mr. Clark raised his price on soap as soon as the advance to him was known, and he has had no difficulty whatever in selling just as much soap.

Once the public become thoroughly acquainted with the advance in price, considered W. C. Miller, no one would have any difficulty, and in order to bring this about he suggested that a resolution be forwarded to soap manufacturers, advising them to let the consumer know through the press the reasons for the advance. The trade had been pretty well informed now, and if the public knew all about it, the dealer would be more easily able to sell.

On the matter of profits Fred Thorne advised dealers to watch carefully their selling prices, and if they did this they would stand to make fairer profits this winter than they had been making.

One member told of a competitor selling canned tomatoes for 10 cents, and another even for 3 for a quarter.

Here was his version: "A customer asked me the other day what I charged for canned tomatoes; I told her 2 for a quarter. She said that B— was selling them at 10 cents a can, and that he (the competitor) had advised her to purchase a dozen, for they would be going up some of these days." Evidently he did not know the cost price now.

A similar case was cited about a biscuit sale: "A lady had been buying a tea biscuit from me at a certain price. Then she ordered a whole box, and when I sent the bill she claimed that I was charging her too much; she could buy a single pound for 16 cents from the

# The Canadian Grocer

Established 1886

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## SHORT SHIPMENTS IN DRIED FRUITS.

Figures just compiled show that shipments of Valencia raisins from Denia, Spain, this year, by the two direct boats, Bellona and Jacona, arriving in Montreal, were 92,800 boxes of 28 lbs. each, against 158,240 boxes in 1909. This means a shortage this season of 65,440 boxes.

Currants shipped from Patras by the same boats totaled 27,675 half-cases, against 47,200 in 1909.

These figures speak for themselves. Recent reports advise a decline of 3 shillings on the Denia market, but the drop does not mean much, considering the impossibility of getting fruit ordered now until January, when holiday trade is over.

## AN INDISCREET TRAVELER.

The other day a traveler, while in a retail dealer's store in Toronto, accused the Toronto Retail Grocers' Association of putting up the price of soap. The incident was ventilated at the last meeting of the association and is fully described in another column.

In the first place, this traveler should have the interests of the retail trade at heart, because he depends on it for his bread and butter. Therefore, when the way has been opened to the retailer to make a fair profit on any article, a traveler should do everything in his power to co-operate with him.

Instead of doing that, he "knocks" an association which is striving to place the grocery business on a better basis. We can only believe that he has been misrepresenting the association to members of the trade who are not in the organization, probably inciting them to

raise a cry to the consuming public that they are not to blame, but the members of the association are. If in his travels from store to store, he would say, "I am glad to know you are now getting a fairer profit on this or that, and I hope you will stick to the new price," etc., he would be assisting the men on whom he has to depend and making them better merchants and, therefore, of more value to himself.

It is to be hoped that no more of this will be heard. Anyway, no dealer who reasons the matter logically will accuse the Retail Grocers' Association of doing anything they shouldn't do if they are instrumental in securing for him a fairer profit on an article he handles.

## CHRISTMAS A MONTH HENCE.

Standing on the brink of another Christmas, retail dealers everywhere are now planning for a heavy trade. That the trade will be heavy is the only natural condition of affairs to be expected because of the universal prosperity everywhere.

Stocks of all kinds suitable for this trade have to be purchased, and herein often lies success or failure. For if mistakes are made in quantity, suitability or quality, Christmas is apt to be unfruitful and even disastrous to the dealer. This coming holiday time is, therefore, quite often a season of anxiety.

To buy the proper quantities of goods is one of the principal goals to be reached. This is more difficult to the new merchant than to the old, providing the latter is able to readily determine from his books what he has been usually purchasing.

A dealer must not be too conservative and stock no novelties at all. Particularly is this the case so far as the country merchant is concerned. At Christmas-time people are looking for things a little bit out of the ordinary. Common sense and past experiences are necessary requisites in this regard, for, while these people will be more free with their money there are limits beyond which they will not go.

Whatever the dealer intends to do, however, in the way of novelties, he should do it now. While purchasers may not actually invest in Christmas presents at this early date, many will nevertheless make up their minds by reading advertisements and observing the interior and window displays. Convince them now that you have what they want and in place of sending or going outside for presents, they will come to you.

There are only four more weeks before Christmas.

## LESSONS DEARLY BOUGHT.

Retailers cannot be too careful with fire. While the store may be insured, yet it is very seldom that the merchant gets his actual loss, not taking into consideration the loss of time and inconvenience he is put to when fire does occur.

Read this brief despatch and note carefully what damage a little bit of carelessness causes:

### GROCERY STORE ON FIRE

A lighted match thrown under the counter caused a fire last night which did \$200 damage to the grocery store of Mrs. C. Gingras, 564 Demontigny street east.

Some lessons are very dearly bought. The time will soon be here when there will be a great deal of inflammable material about the store and warehouse so that particular attention ought to be given to prevent loss by fire.

## MAPLE SYRUP ADULTERATION.

Out of 134 samples of maple syrup collected in Canada during April and May of this year, 117 were found by Chief Analyst A. McGill to meet the present standards for that article.

This inspection shows 12 per cent. adulteration which is an improvement upon the former condition of the article since 1905. In March 1905 out of 97 samples 76 or 82 per cent. were adulterated. The percentage in May of the same year found to be adulterated was 41. It is gratifying to learn of this tendency towards better and purer goods.

## INCREASE WINTER LEMON SALES.

Grocers may not all realize that lemons can be sold well in winter. The popular idea seems to be that lemons are wanted mostly for cold lemonade in summer and that therefore the heaviest business is to be looked for during that season.

The winter months, however, must not be overlooked. In fact, it has been stated by a prominent lemon dealer that he handles more lemons in winter than in summer. This fact is largely due to the seasonable requirements for lemons that are peculiar to winter. The lemon makes a splendid hot drink and does good service in this form in fighting colds. It is also largely used with oysters.

With a little effort by retailers the demand for lemons could be increased and if every household realized the different uses of lemons there would be a new era for lemon growers. Some retailers have prepared pamphlets setting forth the merits of the lemon and distributed them among consumers. Methods of this kind are required to stir up a demand to its maxim.

# The Markets—Coffee Still Advancing

Primary Market Excited and Prices Are Soaring—Speculation is Believed to be Partly Responsible in Spite of the Explanations Regarding Short Crops — Teas Are Also Firmer—Canned Salmon Shows Indication of Added Strength—Sugar a Little Firmer But Believed to be Merely Temporary.

See also Provisions, Cereals and Fruit, Vegetables and Fish Departments on Pages Following.

## ONTARIO MARKETS

### POINTERS—

Coffee—Price advancing.  
Canned Salmon—Pinks are higher.  
Sugar—A little firmer.

Toronto, Ont., Nov. 24th.

Decidedly a feature in this week's markets is coffee which for some time has been aviating with practically the whole business world for an audience and which endeavors to establish a new record every week. Short crops are generally conceded to be almost entirely responsible but speculation is not being overlooked and received part of the blame. Consumption of coffee has reached a high figure and as yet the demand continues at a high mark.

Some Canadian manufacturers state that they are shipping coffee to American cities and those in a position to offer stocks afloat can turn them into New York and receive a good profit. It is said that there are practically no spot Rios in Canada and the firmness thus occasioned is shared by Mexicans, etc. and in fact the whole coffee situation is a decidedly strong one.

In canned goods there is continued strength. With the first of December wholesalers are looking forward to an automatic raise of 2½ cents a dozen in all canned goods. The demand is keeping up well and jobbers are not anticipating any cessation of present conditions.

Sugar.—The market shows a little firmness this week, the result of a stronger feeling in raws. Jobbers state that the demand is practically nothing to speak about. There is an expressed opinion that no lower level will be reached during the rest of the year owing to the fact that prices are now so low that the profit must be pretty well pared. On the whole the situation is not much changed from a week ago, the slight gain being in itself of no great consequence.

Syrups.—Locally the demand is somewhat easier this week. Deliveries have been rather heavy of late and it now seems that the trade are supplied for the time being.

Syrups—	Per case	Maple Syrup—	
1 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 25	12 "	5 40
5 lb. tins, 1 doz.		Quarts, 24 "	5 40
in case	2 60	Pints, 24 "	3 00
10 lb. tins, 1 doz.		Molasses—	
in case	3 50	New Orleans,	
20 lb. tins, 1 doz.		medium	0 30 0 35
in case	2 45	New Orleans,	
Barrels, per lb.	0 05	bbbls.	0 23 0 32
Half barrels, lb.	0 03	Barbadoes, extra	
Quarter "	0 02	fancy	0 45
Fulls, 36 lb. ea.	1 70	Porto Rico	0 45 0 62
" 36 "	1 20	Muscovada	0 30

Dried Fruits.—The primary market in Valencia raisins is easier, but the trade is not paying much attention to this report. They state that the short crops warrant the prices that have been quoted and that no permanent weakness will be felt under the present crop supplies. Prunes are firm and show even a stronger feeling than last week. The prices now quoted for raisins will not affect the Christmas trade for they will arrive too late. Buyers, however, are stated to be few, those who tarried being still content to wait.

Prunes—			
30 to 40, in 25-lb. boxes	0 12	0 13	
40 to 50 " "	0 11	0 12	
50 to 60 " "	0 11	0 11	
60 to 70 " "	0 11	0 11	
70 to 80 " "	0 10	0 10	
80 to 90 " "	0 08	0 09	
90 to 100 " "	0 08	0 09	
Same fruit in 50-lb. boxes	½ cent less.		
Appriots—			
Standard	0 15	0 16	
Choice, 25 lb boxes	0 16	0 17	
Fancy	0 19	0 20	
Candied Peels—			
Lemon	0 09	0 11	Citron 0 15 0 17
Orange	0 10	0 12	
Figs—			
Ele res, per lb.	2 ½	0 11	0 12
1 ½ inches	0 09	0 10	0 11 0 13
2 "	0 08	0 10	0 11 0 13
2 ½ "	0 08	0 12	Umbrella boxes 0 12 0 14
Teapots, "	0 04	0 04	
Bag figs	0 04	0 06	
Dried peaches	0 09	0 10	
Dried apples	0 08	0 09	
Currants—			
Fine Filatras	0 07	0 08	Vostizzas 0 10 0 12
Patras	0 08	0 08	
Uncleaned to less			
Raisins—			
Sultana	0 10	0 12	
" fancy	0 11	0 13	
extra fancy	0 14	0 16	
Valencia selected	0 18	0 19	
Seeded, 1 lb packets, fancy	0 08	0 09	
" 16 oz. packets, choice	0 07	0 08	
" 12 oz. "	0 07	0 08	
Seeded 2 oz. packets fancy	0 05	0 08	
Dates—			
Hallowees—			Fairs 0 04
Full boxes	0 05	0 05	Package dates, 0 06 0 06
Half boxes	0 06	0 07	per lb. 0 06 0 06
			Fards choicest 0 09 0 10

Nuts.—Jobbers are steadily shipping goods, filling orders for Christmas. Prices are firm and for the present the outlook is a strong one. Further shipments may make the position a little easier but the general opinion is not in favor of that idea, believing that the primary market especially in walnuts and almonds fully warrants the present prices.

Almonds, Formigette	0 15	0 15
Tarrasons	0 16	0 16
shelled	0 2	0 28
Walnuts, Grenoble	0 15	0 16
Bordeaux	0 14	0 14
Marbots	0 18	0 18
shelled	0 39	0 40
Filberts	0 17	0 13
Pecans	0 18	0 20
Brazil	0 16	0 17
Peanut, roasted	0 09	0 12

Coffee.—The excitement in coffee continues this week unabated. The local houses who expressed themselves on the subject considered that speculation is not absent from the influences that are at work. "Advices tell of short crops" one

jobber said "but I can't help thinking from what I have read that the bulls are deeply interested." The influences include the following, a crop below the average now being marketed, the 1911-12 crop even smaller than the last. The Brazilian visible supply afloat and ashore for the United States is over a million and a half bags less than at the same time last year. The world's visible supply is nearly 3,000,000 bags less than same period in 1909. These and a few other conditions are responsible for the strength that is apparent and for the prices that refuse to remain stationary.

Rio, roasted	0 16	Java, roasted	0 27	0 33
Green Rio	0 14	Rio green	0 11	0 12
Santos, roasted	0 18	Mexican	0 25	0 25
Marraibo	0 20	Gautemo e.	0 18	0 18
Rogonas	0 18	Jamaica	0 20	0 20
Mocha, roasted	0 25	0 28		

Spices.—The market is not changed much from last week. The firmness is still apparent and is as far as can be judged likely to remain firm. The demand is still good.

	Bbls.	Pails or Boxes	Tins	1 lb. pkgs. ds	1 lb. tins doz
Allspice	0 14	0 15	0 17	0 75	0 80
Cinnamon	0 24	0 25	0 27	0 90	0 90
Cayenne pepper	0 23	0 24	0 26	0 90	0 90
Cloves	0 23	0 24	0 26	0 90	0 90
Cream tartar	0 25	0 26	0 28	0 90	0 90
Curry powder			0 25		
Ginger	0 20	0 22	0 24	0 80	0 90
Mace			75		2 75
Nutmegs			0 30		1 90
Pepper, black	0 14	0 16	0 17	0 75	0 90
Pepper, white	0 24	0 25	0 26	1 00	1 10
Pastry spice	0 23	0 24	0 26	0 90	0 90
Pickling spice	0 15	0 16	0 18	0 75	0 75
Turneric			0 15		
Mustard seed, per lb. in bulk					0 12
Celery seed, per lb. in bulk					0 20

Teas.—The following figures compiled by the London Board of Trade give the amounts of the importations of teas into Canada for the ten months from January 1st to October 31st, 1910, and a comparison is made with the importations during the same time a year ago.

From British East Indies, except Ceylon, 1,791,308 lbs. in 1910 and 1,814,546 lbs. in 1909 and 1,424,508 lbs. in 1908.

From Ceylon.—2,532,323 lbs. in 1910 as against 2,466,559 lbs. in 1909 and 2,520,081 lbs. in 1908.

From China.—216,819 lbs. in 1910, as against 199,751 lbs. in 1909 and 154,068 lbs. in 1908.

From Java and other countries.—258,571 lbs. in 1910 as against 156,947 in 1909 and 60,884 lbs. in 1908.

Rice and Tapioca. — The feeling in these markets is not particularly bright just at present. Demand is only normal and no one seems to be putting forth special efforts to boost rice or tapioca.

THE CANADIAN GROCER

	Per lb.
Rice, stand. B.	0 03 0 08 1/2
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal.	3 90
Rangoon	0 03 1/2 0 04 1/2
Patna	0 06 1/2 0 06 3/4
Java	0 04 1/2 0 06
Carolina	0 06 0 07
Sago	0 10 0 11
Seed tapioca	0 06 1/2 0 08
Tapioca, medium pearl	0 06 1/2 0 07

Evaporated Apples.—Firmness is still a predominating note in evaps. The news from evaporators is none too encouraging and this market can be judged at present as strong as apples themselves.

Evaporated apples..... 0 10

Beans.—The market is unchanged. There is some inclination to an easier feeling as far as demand goes but on the whole the market is up to the normal.

Prime beans, per bushel..... 1 85 1 90  
Hand-picked beans, per bushel..... 2 00 2 10

QUEBEC MARKETS

POINTERS—

Molasses.—Prisk sales.  
Valencia Raisins.—Weak but small stocks.

Grenoble Walnuts.—Cearce.  
Coffees.—Advanced prices.

Montreal Nov. 24.—There is a feeling about that while the production of sugar would warrant a decrease in price of refined, the market is reaching a foundation. Reports for instance emanate from Cuba that if prices are low for raws during May and April it is feared that the late spring cane will not be cut until next year as the grinding of it would not pay. This is an indication of the nearness of bottom prices. From the present outlook of course there is nothing to justify an advance.

Sugar—Reports state that the latest European estimate is nearly one million, eight hundred thousand tons more than the output of last year, but it is generally admitted that present prices are pretty close to cost of production.

It is not expected that the pressure of the Cuban crop which comes to hand in January will have much effect on the Canadian market, because prices in New York have not declined to the same extent as in Europe.

Starting from last September European quotations dropped from 12s to 9s, or 65 cents per hundred, while the decline in New York was only 25 cents.

Granulated, bags	4 70
20-lb. bags	4 80
Imperial	4 55
Beaver	4 55
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
Crystal Diamond Dominoes, 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	5 15
Bright coffee	4 65
No. 3 yellow	4 55
No. 2	4 45
No. 1	4 30
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—There is a good demand for syrups. The feast of St. Catherine will be celebrated by French Canada at the end of the week. An old-

time custom attached to this feast is the making of molasses candy. In consequence the demand for molasses, which has been pretty weak lately, has grown stronger, but it is not expected to hold up.

Fancy Barbadoes molasses, puncheons	0 36 0 38
" " " barrels	0 38 0 39
" " " half-barrels	0 40 0 41
Choice Barbadoes molasses, puncheons	0 31 0 33
" " " barrels	0 34 0 36
" " " half-barrels	0 36 0 38
New Orleans	0 27 0 28
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 03
" " " 1-bbls.	0 03 1/2
" " " 2-bbls.	0 03 1/2
" " " 3-bbls.	1 70
" " " 25-lb. pails	1 20
Cases, 2-lb. tins, 2 doz. per case	2 25
" " " 5-lb. " 1 doz. "	2 60
" " " 10-lb. " 1 doz. "	2 50
" " " 20-lb. " 1 doz. "	2 45

Dried Fruits.—The season is now somewhat advanced. Import orders are mostly all received, and some few repeats have already been placed.

Valencia Raisins.—Since the demand has fallen off prices have somewhat receded, but shippers reported stocks remaining on hand in small compass. They will probably be soon exhausted.

Currants.—An active demand has prevailed, reducing stocks considerably. The market has, therefore, advanced, and prices are now held firmly.

California Raisins.—Have apparently touched bottom. The low prices prevailing have cleaned up a considerable proportion of the crop.

Currants, fine filistras, per lb., not cleaned	0 06 1/2
" " " cleaned	0 07 1/2
" " Patras, per lb.	0 08
" " Vostizaa, per lb.	0 09
Dates	0 06
Figs, 4 crown	0 9
5 crown	0 10 0 11
Figs, 6 crown	0 11 0 12
9 crown	0 13 0 14
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
7-80	0 06 1/2
80-90	0 08 0 09
90-100	0 08 0 09
Raisins—	
Australian, per lb., (to arrive)	0 08 1/2 0 09
Choice seeded raisins	0 80
" fancy seeded, 1-lb. pkgs.	0 79
" loose muscatels, 3-crown, per lb.	0 07 1/2 0 08
" " " 4-crown, per lb.	0 08 0 09
Malaga table raisins, clusters, per box	2 40 5 50
Valencia, fine off stalk, per lb.	0 07 1/2
" select, per lb.	0 8
" 4-crown layers, per lb.	0 08 1/2

Prunes.—Continue to show strength, and what few small sizes are obtainable are commanding a premium.

Evaporated Fruits.—Peaches are the only variety offering to any extent, and in view of the high prices asked for apricots and pears will no doubt find a ready market.

Dates.—First tide shipments via London should be now afloat, and considerable sales are being made at something under New York quotations.

Spices.—The high prices are still maintained, and local dealers see no prospect of a decline. The demand for spices is becoming strong, and it is not unreasonable to expect slightly higher prices in the near future.

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

Nuts.—The markets are firm in all lines. Walnuts are arriving in good condition, and are being taken up rapidly at

the high prices prevailing. Grenobles are now exhausted at the price of growth, and other varieties are in limited supply.

Filberts have recovered the recent slight drop, and almonds of all kinds are steady.

The prices of new shell walnuts show an advance of nearly 100 per cent. over last year's quotations; in fact all future arrivals will sell at a high level.

Tarragona almonds remain firm, and there is no change in Pecans.

Brazils show an advance of one cent per pound.

In shell—	
Brazils	0 13 1/2 0 14 1/2
Filberts, Sicily, per lb.	0 11 0 13
" Barcelona, per lb.	0 10 1/2 0 10 1/2
Tarragona Almonds, per lb.	0 15 0 16
Walnuts, Grenobles, per lb.	0 15 0 16
" Marbots, per lb.	0 15 0 16
" Cornes, per lb.	0 11 1/2
Shelled—	
Almonds, 4-crown selected, per lb.	0 35 0 37
" 3-crown " "	0 32 1/2 0 35
" 2-crown " "	0 31
(in bags), standard, per lb.	0 27 1/2 0 28
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb.	0 21 0 23
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 38 0 40
Broken	0 30 0 32

Tea.—Japan teas remain unchanged. The demand is steady for this time of the year, as in previous years the market generally was restive. Prices are well maintained at former levels.

The cheap grades of Ceylon greens are nearly exhausted, while the better grades are in strong demand.

Choicest	0 40 0 50
Choice	0 35 0 37
Japan—Fine	0 30 0 35
Medium	0 25 0 28
Good common	0 21 0 23
Common	0 19 0 21
Ceylon—Broken Orange Pekoe	0 21 0 22
Pekoes	0 20 0 22
Pekoe Souchongs	0 20 0 22
India—Pekoe Souchongs	0 19 0 22
Ceylon greens—Young Hysons	0 20 0 25
Hysons	0 20 0 22
Gunpowders	0 19 0 22
China greens—Pinguay gunpowder, low grade	0 14 0 18
" " " pea leaf	0 20 0 30
" " " pinhead	0 30 0 50

Coffee.—Coffee still shows an upward tendency. A heavy increase in primary market has taken place in Rios and Santos, while an increase ranging from five to seven cents is also shown on Maracaibos. Local prices are affected or will be soon. An active business is being done in all directions. A crop of 10 1/2 millions is expected for the next Santos output. This means that Brazil will have control for at least two years longer, as production is evidently below the requirements of consumers, and prices must advance until consumption is actually affected.

Mocha	0 23 0 30	Santos	0 18 0 21
Rio, No. 7	0 15 0 18	Maracaibo	0 20 0 25
Mexican	0 22 0 31		

Rice and Tapioca.—The demand for rice is somewhat stronger, while tapioca remains steady, and prices are well supported.

Rice, grade B, bags, 250 pounds	3 00
" " " 100 "	3 40
" " " 50 "	3 00
" " " pockets 25 pounds	3 10
" " " " 12 1/2 pounds	3 20
" " " grade c.c., 250 pounds	2 90
" " " 100 "	2 90
" " " 50 "	2 90
" " " pockets, 25 pounds	3 00
" " " " 12 1/2 pounds	3 10
Tapioca, medium pearl	0 06 1/2 0 0

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1909 crop select Valencias reprocessed and in first class condition.

Price 6c.

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Bags - 100 lbs. -  $3\frac{3}{4}$

Demerara Crystals  $4\frac{1}{4}$

Sacks 224 lbs.

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Choice quality

Boxes each 25 lbs.  $8\frac{3}{4}$

“ “ 50 “  $8\frac{1}{2}$

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The great twenty-five cent retailer—Quality is superb and the price is popular

1 lb. lead packages 20

$\frac{1}{2}$  “ “ “ 21

Delivered when the freight does not exceed fifty cents per hundred.

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and glance through it, I find  
that the best people, the suc-  
cessful firms, are represented  
in such a way as to reflect  
their importance in the trade."

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**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 140 Water Street, Vancouver.

Do you want live representation?  
We are in touch with the trade.  
**Andrews & Nunn**  
Manufacturers' Agents and  
Wholesale Commission Merchants  
Codes—A B C 5th Edition, Western Union  
615 Dominion Trust Building  
VANCOUVER, B.C.  
Correspondence Solicited Highest References

The  
**Condensed Ads.**  
on page 64  
will interest you

The Condensed Ads. in this  
Paper will bring good results

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

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

Are you interested in any of the  
lines that are advertised?  
A Post Card will bring you price  
list and full information.  
Don't forget to mention this  
paper.

**CEYLINDO TEA**  
SATISFIES the most exacting tastes because IT IS  
THE "BEST TEA" AT POPULAR PRICES.  
This choice whole leaf Indo-Ceylon Tea, free from  
dust, is specially blended and packed in our Bonded  
Warehouses, London, England, and is second to none.  
Of guaranteed uniform quality, rich and fragrant as  
used in Europe, it is an excellent advertisement of  
good value for any store to sell, and it will keep old  
customers and obtain new ones.  
We want permanent and future business, and if you  
try this Tea, you and your customers will be satisfied,  
as they will tell you THERE IS NO BETTER.  
**W. D. MIDMER & CO., "Canada," LIMITED**  
New Glasgow, N.S., and London, Eng.

The kind that will give satisfaction  
FROM BEST  
FIRE CLAY  
CROCKS,  
CHURNS  
FLOWER POTS,  
FIRE BRICK, Etc.  
WRITE US FOR PRICES  
**Belleville Pottery**  
COMPANY  
BELLEVILLE, ONT. C. A. Hart, Prop.



## Worth While Recommending

A lady just starting a grocery in Toronto got in an order of Red Rose Tea and with it a sample for herself of the 40c. black grade. A few days later she wrote as follows:—

“Having used the sample of your tea, must say that without exception it makes the most delicious cup of tea that I have tasted since I came to Canada, four years ago.

“Shall be pleased to recommend it to my customers.”

# RED ROSE TEA

“Is good tea”

T. H. Estabrooks

TORONTO

ST. JOHN

WINNIPEG



Mr. Grocer—write us to-day  
for a free 25c. package of

## WONDER-SHINE

We want you to test it—prove its worth before you offer it to your customers.

Use this sample package—try it on your silverware and note the brilliant effect.

**WONDER-SHINE** cleans silver, gold and plated ware without rubbing.

Removes tarnish instantly.

It gives a beautiful, lasting lustre—makes the silver just like new.

And so easy—simply dip the articles in

**WONDER-SHINE**, rinse and dry—that's all.

It saves toil and time for the housewife.

You make permanent customers.

And a 50% profit.

Send at once for your free package, full information and our new "Selling Plan."

We are spending \$10,000 in advertising **WONDER-SHINE.**

Be ready for the first customer—ask the first traveller.

**Household Convenience Co., Ltd., Toronto, Ontario**

A17

## THE CANADIAN GROCER

### IMPORTING POTATOES.

#### New Brunswick Dealers Find Their Export Demand Heavy.

St. John, N.B., Nov. 24.—The potato situation in New Brunswick is rather interesting just now. The crop this year was short, much below last year, while the demand seems to be as great if not greater than at this time last season.

Already about half the New Brunswick crop has been shipped to points in the west, from Sherbrooke, Que., to Calgary, and in order to fill orders for the Cuban market, which has developed so rapidly in the past few years, the New Brunswick shippers are importing potatoes from Aroostook county, Maine, and shipping them to Cuba in bond.

According to one of the largest shippers in St. John there have been shipped, or are in transit or stored in warehouses, about 40,000 barrels raised in the state of Maine. The duty on potatoes in Cuba is 11 cents less than is charged for entry into Canada. At the present time there are in the cold storage warehouse at St. John, about 30,000 barrels, awaiting shipment to the Havana market.

In addition to the Maine stock, there are about 35,000 or 40,000 barrels of New Brunswick potatoes in storage, shipped or in transit to St. John for the Cuban trade. The present price of the New Brunswick potatoes is \$1.25 per barrel, while the price in Maine is 95 cents per barrel.

The demand from the west this year has been greater than ever before, the dealers say, and this has made it neces-

sary to import the U. S. product in order to supply the demands of the trade with Cuba. The western buyers are paying \$1.25, f.o.b. at point of shipment.

The city council of St. John recognizing the importance of this growing trade, have arranged to make one of their large warehouses on the western side of the harbor, frostproof, so as to afford ample storage accommodation for the shippers. The work is now being done and the shippers say that it will be of great value to them. Last year, owing to insufficient warehouse room, they had to store a lot of stock in cars, entailing much trouble and expense in keeping the potatoes from freezing.

### INFORMATION FOR BUYERS.

#### Supplied to the Trade by Sellers.

It will be of interest to the produce trade throughout Canada to learn that Howard B. Clemes, a director and secretary-treasurer of Flavelles, Limited, Lindsay, also a director of Flavelle-Silverwood, Limited, London, is severing his connection with these companies to assume the management of the produce department and Toronto branch of Gunns Limited. Mr. Clemes will devote his energies principally to the development of Gunns Limited's extensive egg, poultry and cheese business, for which he is peculiarly qualified by his experience of over twenty years in the Canadian produce business. Gunns Limited, are congratulating themselves on securing Mr. Clemes' services, and his appointment is a further step in the aggressive, up-to-date busi-

ness policy which characterizes this company's operations.

The wholesale trade have just been advised that "White Swan" Yeast Cakes will make their appearance about January 1st. They will be manufactured by the most successful dry yeast maker in Canada, with an active experience of nearly a quarter of a century, from a distinctive formula which has been in use for the best part of a century and by the most modern and up-to-date machinery in existence for the purpose. An attractive advertising campaign is being arranged covering hundreds of publications so that the consuming public will be quickly made acquainted with the article.

Stanley Douglas, of the Soo branch of Gunns Limited, spent the week end in Toronto. He says that Easi-First lard is still an easy first in that district and will continue to be so.

### SIDE LINES WANTED

WANTED—Side lines for grocery trade for New Brunswick and part of Nova Scotia. Address B.J.X., CANADIAN GROCER, Toronto. (49p)

### MOP STICKS MOP STICKS Made in Canada

One of not the most complete, line of Mop Sticks made in any factory on the continent. Combination Brush—Cast—Spring—Screw—Stamped Steel—Wire Automatic Spring Grip—Self Wringing—Crank Wringing—Janitor's—Hotel—Long Handled Dusting—in various styles, lengths and sizes. Cotton Mop Heads in size to suit. Priced to sell at popular prices from 10c to 75c. Practically all the leading jobbers carry "THE TARBOX BRAND."

Manufactured by  
**TARBOX BROS.** - - - Toronto  
(Established quarter of a century under the same personal management.)



## BOVRIL is a Standard Line

You sell a certain quantity regularly, but you may easily sell more.

The 4-oz. 8-oz. and 16-oz. sizes are more economical in use than the smaller sizes. The 16-oz. especially so.

If you mention this to your customer you will frequently sell the larger size, to your own advantage and to the advantage of your customer.

A postal card will bring you, PREPAID, a parcel of attractive advertising matter if addressed to

**Bovril Limited, 27 St. Peter St., Montreal**



# Will you work with us in the Hustling, Booming West?

May we handle your goods for you on a reasonable commission basis? There's a large and urgent demand for all descriptions of manufactured articles, and the man that gets in on the "ground floor" is going to have the biggest "Say"! We have an intimate knowledge of the commercial conditions and requirements, and will render you thorough and conscientious service. Our large track warehouses at all the important business centres offer you facilities unequalled by any other firm.

Write us fully, advising what you have to sell. Our wide experience is at your service.

WRITE US TO-DAY.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG REGINA CALGARY SASKATOON EDMONTON FORT WILLIAM

Storage for all classes of merchandise.

Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William

### 100% PURE!

Here's a recommendation that must carry enormous weight with every housewife on the look-out for "food purity!" And after exhaustive tests

## "E.D.S." Brand Jams, Jellies and Catsup

have been found to be Absolutely Pure, which is much above the standard the Government requires of "genuine" preserves.

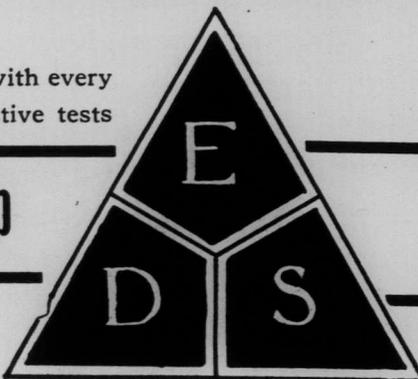
Not one of the samples of some leading jam manufacturers, who advertise a great deal, was free from dyes, preservatives, and excess of water, but "E.D.S." Goods were absolutely pure in every instance.

Write for Government Bulletin 194, and find out for yourself just how pure "E.D.S." Brand is! Then you'll feel more satisfied to recommend and feature this well-known line.

Made only by

**E. D. Smith** at his own Fruit Farms,  
**Winona, Ont.**

Agents:---N. A. HILL, TORONTO; W. H. DUNN, MONTREAL; MASON & HICKEY, WINNIPEG;  
R. B. COLWELL, HALIFAX, N.S.; J. GIBBS, HAMILTON.



**POULTRY PRIZE**

**\$100.00**

**IN GOLD**

For the Best Exhibit of  
TURKEYS, CHICKENS, DUCKS and  
GEESE

Judge—Professor Fred. C. Elford, of  
MacDonald Agricultural College.

*Write for Particulars and Entry Blanks.*

**Gunn, Langlois & Co., Limited**

**Montreal, - Que.**

Canada's Leading Produce and Poultry House

**HAMS**

The "lower price for meats"  
is nowhere so marked as in  
the price for Hams, either  
smoked, pickled or cooked.  
They are the cheapest goods  
on the market to-day. Write,  
phone or wire us for prices.

**F.W. Fearman Co.**

LIMITED

**Hamilton**



**ARE YOU  
STOCKED**

with these four well-advertised, "Made  
in Canada" Brands, which constitute

**THE TRURO LINE**

If not, place your order NOW. Otherwise, you're  
not in a position to take advantage of the demand  
we are creating through our advertising. Get the  
goods on your shelves and let us help you sell them.



TRURO-CONDENSED  
MILK-CO LIMITED  
FACTORIES  
TRURO-N.S.  
HUNTINGDON,P.Q.

ARE YOU A BUYER OF

HAMS

BACON

LONG CLEAR

ROLLS

SHORT CUT

MESS PORK

LARD

Pork Sausage

Bologna Sausage

or anything in the pork line? If so, ask  
us for quotations. Goods as good as  
the best and at lowest possible prices.

**The WM. RYAN, Limited**

Packing House  
FERGUS

70 Front St. East, TORONTO



**It's Lonely!**

*"All Alone in the World"*

# "Chocolate Bordo"

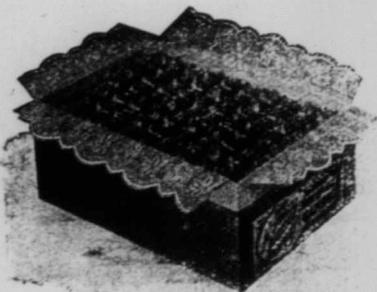
Some of our good friends write us once in a while for quotations on our "Bordo" range. Now it isn't a range. It isn't even twins, as we have already stated. It is one particular chocolate, having one style and one flavor.

In the whole world it is unique.

It's often imitated, but you, as a good buyer, can always get the real article by writing to

**The Montreal Biscuit Company**  
in MONTREAL

## Stands by Itself



An  
all-the-year-round  
Success!

## Huntley & Palmers Breakfast Biscuits

A real biscuit novelty.  
Welcomed wherever introduced.

Light, crisp, unsweetened and digestive—a highly appreciated substitute for toast or rusk—excellent with butter, cheese or preserve.

H. & P. 'Breakfast Biscuits' will not only win you new customers, but *retain them.*

Huntley & Palmers, Ltd.  
Reading  
Eng.

are not yet satisfied that they know the conditions.

Chickens, dressed..... 0 12 0 13	Geese, dressed.. 0 10 0 11
Chickens, live... 0 10 0 11	Geese, live..... 0 08 0 10
Ducks, dressed.. 0 14 0 15	H ns, dressed.. 0 10 0 11
Ducks, live. .... 0 10 0 12	Hens, live..... 0 09
	Turkeys, dressed 0 16 0 20

Honey. — Trade is running along smoothly, and without features. The demand for honey continues good. Prices show no change.

Clover honey, extracted, 50 lb. cans..... 0 10 1/2 0 11
" " " " 10 lb pails..... 0 11 1/2 0 12
" " " " 5 lb. pails..... 0 12
" " comb, per dozen..... 2 00 2 50
Buckwheat honey, lb..... 0 07 1/2

### WINNIPEG.

Butter.—Supplies are coming in large quantities from the east, and the demand keeps up well. Creamery (all storage) is jobbing at 30 to 34 cents to-day, while dairy is going out at 26 and 28 cents.

Eggs. —The local production is not heavy, and supplies are coming from the

east and north in abundance. Storage stocks are 30 cents, and fresh laid 35 cents just now.

Cheese.—The cheese trade has greatly revived this week, and both Manitoba and Ontario stocks are going out well.

Manitoba large, lb. ... 0 12 1/2	Ontario twins, lb. ... 0 13 1/2
" twins, lb. ... 0 13	" large, lb. .... 0 13 1/2

W. E. Sutton, manager of Parsons, Brown & Co., Colborne St., Toronto, was married on Wednesday Nov. 23, to Miss Rutherford.

"Ezry you ought to git a good job in a firearms factory," growled the country storekeeper as the chief loafer reached into the barrel for another choice apple.

"What doin'?" lazily asked the pest, between bites.

"Riflin' barrels!" snapped the long-suffering storekeeper.

# MAGIC BAKING POWDER



Contains No Alum

Special trade discount allowed to both Jobbers  
and Retailers when these goods are purchased in proper quantities.

## E. W. GILLETT CO. LTD.

WINNIPEG

TORONTO, ONT.

MONTREAL

### THERE IS NO PROFIT IN KEEPING BOOKS

Handling accounts is the worrisome part of every business, it is mental drudgery. The easiest, simplest, safest, cheapest, and yet most efficient way to handle accounts of goods, money, labor, **anything**, is by the use of

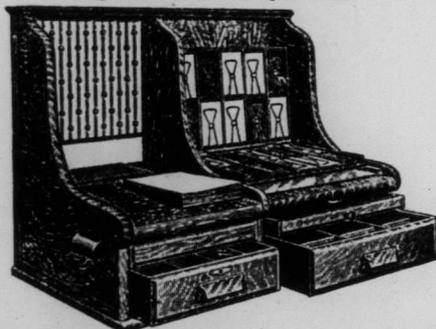
#### THE McCASKEY GRAVITY ACCOUNT REGISTER SYSTEM

(First and Still the Best)

which with **One Writing** handles every detail of business from the time goods are bought until the money for them is in the bank.

Over Sixty Thousand in use. Ask any user or write

Agencies in all Principal Cities.



DOMINION REGISTER COMPANY

New Location,

90-98 Ontario Street, Toronto

Manufacturers of the famous Surety Non-Smut Duplicating and  
Triplcating Sales Books, and Single Carbon Pads in all varieties.

### Are You Supplied?

Dealers everywhere will soon be  
receiving many calls for

### Clark's Concentrated Soups

(Chateau Brand)

We are starting to advertise these excellent soups in newspapers and street-cars. The retail price is only 10 cents a tin as against 12 1-2 cents for other brands, and the dealer makes a good profit.

Jobbers not supplied should  
write at once.

**Wm. Clark - Montreal**  
Manufacturer



**Stick Licorice**

AND

**Pepsin Chewing Gum**

(NOTE THE BRAND)

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

and a full range of  
**LICORICE SPECIALTIES**

for Grocers, Confectioners  
and Druggists.

WRITE FOR PRICE LISTS AND ILLUSTRATED CATALOGUE

**NATIONAL LICORICE COMPANY**  
MONTREAL, CANADA

# BISCUITS

from the Old Country

Notice to Grocers and Stores in Canada

## McVITIE & PRICE

are now sending regular supplies of their biscuits to Manitoba, Alberta, Saskatchewan and British Columbia.

When you sell **McVITIE & PRICE'S Biscuits** you are supplying your clients with first-class goods, noted for their excellent quality and absolute purity.

All goods packed in hermetically sealed tins.

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

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 Street East, Toronto.  
W. E. Ashley, Winnipeg.  
Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

## Another Reduction in the Price of Flour

Change Came Earlier Than Was Expected, but was Due Largely to Competition Among the Big Mills—Wheat Market has not Changed Appreciably—One Result of the Decline Should be an Added Impetus to Flour Business — Cereals Firm and in Good Demand—Flour Industry in Canada is Growing and the Cutting of Prices Evidences Reverse to Trust Methods.

Flour declined 20 and 30 cents a barrel this week, due, to a large extent, it is understood, to keen competition among manufacturers. Those authorities who looked for higher and lower prices, respectively, giving their reasons for their views, were really both wrong. They did not take competition into consideration, and it might be remarked in passing that the Canadian flour industry is growing. If one casually looks over the list of big mills, whose daily output extends from 1000 bbls. to 6,000 or more, he will admit that there is a great quantity of flour produced every day in the week. The manner in which this competitive condition has operated to reduce prices has been illustrated at various times and still another instance was recorded early this week.

Competition was probably not the only influence at work, according to millers, but it certainly played a rather active part. It has been said of late that bakers had not bought as heavily as usual nor entered into contract with the mills for supplies, because they were not satisfied with the price, and looked for lower quotations. Trade has not been as brisk as it might be and export business could be much improved. It is hoped that this last reduction will increase the demand and brighten the flour business in general. It is likely that at the new price the enquiries from importers will be better and thus the cut is expected to at least serve one good to the trade.

Millers have stated that with wheat at its present price they were not making a fair profit, but with another reduction the position would seemingly be worse from their standpoint. The wheat market has not changed appreciably during the week. It has been up and down over a rather limited range, and, if anything, has been slightly stronger. The general conditions at present should indicate a firmer feeling. Hence, the slump comes as a slight surprise to the general outsiders.

In rolled oats there is a feeling of satisfaction arising from the heavy business that is to be expected at this season. As far as is known, the mills are running about to their limit, with the demand remaining firm and at a good figure. The position in oats is considered strong, and while some millers state that prices may go up before long, such a move is not looked for just now.

The Canadian visible supply of wheat decreased 840 000 bushels last week, as against a decrease of 881,000 bushels a year ago.

### MONTREAL.

Flour—The feature of the local flour market was the weaker feeling which developed in spring wheat grades, as prices declined 20c per barrel. The tone of the market for winter wheat flour was also easier, but no change took place. Country orders are not very numerous, but there is a fair inquiry for spring wheat grades from European sources.

Winter wheat patents, bbl.	4 85	5 10
Straight rollers, bb	4 40	4 60
Manitoba 1st spring wheat patents, bbl.	5 60	
" straight patents bbl.	5 10	
" strong bakers.	4 90	
" second	4 40	

Rolled Oats—Buyers are well supplied for the present, so that there was not much business transacted during the week. The market remains steady.

Fine oatmeal, bags	2 25
Standard oatmeal, bags	2 25
Granulated	2 25
Bolled cornmeal, 100-bags	1 70
Bolled oats, bags, 90 lb.	2 00
" barrels	4 45

### TORONTO.

Flour—There was not much change in the flour situation during the past week. The present reduction in prices is expected to stir trade into activity. The decline is mostly held to be due to competition.

Manitoba Wheat.	
1st Patent, in car lots	5 40 5 50
2nd Patent, in car lots	4 90 5 00
Strong bakers, in car lots	4 70 4 87
Feed flour, in car lots	3 00 3 20

Winter Wheat.	
Straight roller	4 25 4 70
Patents	4 80 5 00
Blended	4 80 5 10

Cereals—Rolled oats are quoted firmly and are bringing a good demand. Mills are working steadily. The present is the season when demand for rolled oats and rolled wheat reaches a maximum and continues at that figure throughout the winter. Trade is not disappointing, according to general statements.

Rolled oats, small lots, 90 lb. sacks	2 05
" 25 bags to car lots	1 95
Rolled wheat, small lots, 100 lb. bris.	2 85
" 25 bris. to car lots	2 75
Standard and granulated oatmeal, 98 lb. sacks	2 25

### THE MERCHANT'S BACKBONE

MacLean Pub. Co.,  
Toronto.

Dear Sirs.—Enclosed you will find \$2.00, my renewal subscription to The Canadian Grocer.

I find it would be as difficult to run a grocery business without sugar as to cut out The Canadian Grocer. It is certainly the backbone of the merchant.

F. McDOUGALL.

Ingersoll, Ont., Nov. 2, 1910.



There's a difference in the taste of a "Perfection" Cracker which distinguishes it from every other Soda Biscuit.

The difference begins by the better mixing of the choicest materials, and by the better baking of the biscuit in modern sanitary ovens.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness and excludes all dust and dirt.

Replenish your stocks to-day.

The  
**MOONEY BISCUIT  
& CANDY CO., LTD.**

Stratford and Winnipeg

## MAPLEINE

(Maple Flavor)



This is a strictly high-grade maple flavor, made of absolutely pure materials, and possesses the genuine rich flavor of the maple.

One ounce of Mapleine makes a gallon of delicious syrup. For manufacturing purposes it is positively unexcelled.

Send for Free Sample

**Frederick E. Robson  
& Co.**

26 Front St. E., Toronto

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

## Special Delivery Rule Was Enforced

**Grocers' Association in Barrie Stuck to Their Guns and No Difficulty is Now Experienced—Late Saturday Night Deliveries Belong to the Past—Co-operative Fruit Buying During the Summer—Purchased by The Car Load, and Brought in by Freight.**

Barrie, Ont., Nov. 24.—The Barrie Retail Grocers' Association which was formed here last spring are congratulating themselves on the successful workings of the association. Recently they announced in the papers of the town their thanks to the public in general for their support of one of their rules made and successfully carried out this summer in connection with the delivery system—a system which was thought at one time could not be carried out.

The rule applied to the hours which goods are to be delivered, as follows: Goods ordered before ten a.m. are delivered before twelve; goods ordered between ten and twelve a.m. are delivered before four p.m.; goods ordered between twelve a.m. and four p.m. are delivered before six p.m.; goods ordered between four and six p.m. are delivered before ten a.m. next morning; an extra delivery on Saturdays as follows: goods ordered between four and six p.m., are delivered before nine p.m.; goods ordered after 6 p.m. Saturday delivered Monday a.m. before ten. On days before holidays the delivery rule applies the same as on Saturdays.

All stores were closed at seven p.m. week nights and ten p.m. Saturday nights. All the merchants closed their stores Wednesday afternoons during June July and August, with a couple of exceptions and one of these was a fruit dealer. This same fruit man did previous to this time quite a large wholesale business with the local merchants, but the association on his refusal to join with them and close on Wednesday afternoons, cut him off and refused to buy further from him.

### Bought Fruit in Quantity.

They held a meeting and formed a plan on which a trial was to be made and if it proved successful was to be carried out all season, viz., one merchant was to go down to the Toronto fruit market, taking with him orders for all the others and load a car every Wednesday p.m. The merchants purchasing were to be at the freight siding early next morning and unload their goods.

The fruit always arrived in good shape and just as good as express, so it is claimed. The plan proved to be workable and so was carried out successfully until a short time ago. Every other week a different business man did the buying.

The association also was the means of bringing together merchants who at one time had been at loggerheads and now are good friends and work together.

Probably the most difficult thing to overcome in the delivery system was the refusal to deliver any goods after six p.m. on Saturday nights as in the old way it was nothing to see a loaded grocery waggon start out on a route at half past nine p.m. It was overcome though by hard work on the part of the men at the head of the association,

and also by advertising and when the first Saturday night came and people who used to have their goods sent up were seen trudging home with their parcels under their arms everyone knew that the grocers meant what they advertised and from that time out few thought of asking the merchants to break their delivery time table.

### TRADE NOTES.

A. F. Turcotte, Quebec, was in Montreal on Saturday.

May & Devine have opened a grocery store at 37 York St., Ottawa.

A Dominion charter has been issued incorporating J. S. Lovell, W. Bain, R. Gowans, H. Chambers, R. M. Coates, and W. G. Flood, all of Toronto, to carry on the business of flour millers and dealers in and manufacturers of cereals and cereal products, etc. The company is known as "The Imperial Flour Company, Limited, with capital stock of \$2,000,000 divided into 20,000 shares of \$100 each, and the head office is in Toronto, Ont.



## 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.

**NO CHEMICALS** are used in the manufacture of

## EPPS'S COCOA

*Epps's flavour is the natural flavour of fine cocoa, and is cocoa as it should be.*

*Epps's*

**'MILENIA MILK CHOCOLATE'**

Melts in the mouth with a delightful smoothness and a lingering delicacy of flavour.

**MADE WITH FULL-CREAM MILK.**

Special Agents: C. E. COLSON & SON, Montreal

Nova Scotia: H. B. ADAMS, Halifax.

Manitoba: BUCHANAN & GORDON, Winnipeg

# How Profitably Comfortable it Would Be



**A** Y, and promising, too, if every single customer you *pleased*—not merely satisfied—should start another customer coming your way.

Making a kind of endless chain of profits, Brother Grocer.

So that just by pleasing one little woman now and then, you would be securing the best advertising agent free gratis for nothing.

Now, there is this about poor flour—the stuff you can get almost at your own terms—

The scar left behind on the housewife's pride may never be effaced.

It may mean *not* only the loss of a customer, but of her *influence*, as well.

Think of that, Brother Grocer.

And this influence may be a greater loss, a more *irreparable* loss, than the trade of the party offended.

Because you will never see these *possible* buyers, and you can't explain to people you have never met.

Good-bye to these dreams of rapid turnovers, steady profits; dissolved into thin air, the vision of pleased, grateful faces across the counter, the new faces anxious to spread the glad news of success and satisfaction.

Let's make our dreams come true, Brother Grocer.

And so next Sunday morning reading your Grocer, just stop long enough to jot down on your order blank the word FIVE ROSES.

*Lake of the Woods Milling Co., Limited, Montreal*

# FIVE ROSES FLOUR

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Winnipeg

# The Hardiness of Scotia's Sons

can be traced directly to their unvarying diet of pure oatmeal, and the Canadian name for oatmeal in its purest and most nutritious form is

## TILLSON'S OATS

Dealers will find this well-known Cereal to be a steady and profitable seller, because it always pleases the palate and never fails to satisfy. Our extensive Bill Board and Consumer advertising is creating an unprecedented demand for TILLSON'S PAN-DRIED OATS.

Put up in two Sizes	
Premium Family Package	Pan-Dried Package
Retailing at 25c.	Retailing at 10c.

**Canadian Cereal & Milling Co., Ltd.**

HEAD OFFICE, Lumsden Building, TORONTO



MAKING MORE MONEY!

THE GROCER who is handling a full line of  
**"White Lily" Brand Biscuits**



is on the road to greater profit in his business.

HAVELOCK LUNCH BISCUITS have proved a popular favorite to retail at 15c a pound. They are made of the purest ingredients only, and are mixed and baked in a modern, sanitary factory.

'Sogginess' is unknown with 'WHITE LILY' BRAND BISCUITS. They reach you in as crisp and fresh condition as they leave our ovens.

We also recommend WHITE LILY Cream Sodas — Marshmallow Jam Jams and People's Fancy Mixed.

Write for prices

**J. A. Marven, Limited**  
 MONCTON, N.B.

Becoming the Housekeeper's Choice

## LYNCH'S Quality Biscuits

prove the Grocer's easy seller and profit-maker and sell at favorable prices. We make a specialty of staple lines.

Here are some of our leaders, which always reach you crisp and fresh;

Creamalt Sodas	Seed Sugar
Family Pilot	Fig Bars
Graham Wafers	Crimp Sugar
Ginger Snaps	Lemon Creams

**LYNCH'S LTD.**

Sydney, N. S.

Manufacturers of Biscuits, Confectionery & Bread

and at  
 Stellarton                      Halifax  
 Fred. A. Milligan, Manager      Frank A. Gillis, Manager

# CHRISTIE

## A plain business talk to our partners, the Grocers of Canada, about stable profits

Have you ever figured out the source of *the only profit worth while* in the grocery business? Take your pencil and do it right now.

Transient business does *not* amount to much.

Your few score or few hundred dependable customers—*mainly your particular buyers*—make up your *paying* trade.

They are *precisely* the customers who make your good will a *valuable asset*.

These customers *insist* on the best groceries—inferior goods will not satisfy them.

If they want biscuits they *demand*

## CHRISTIE BISCUITS

because it's a matter of common knowledge that Christie Biscuits are "*The Purest of all Pure Foods.*"

Now, isn't it as plain as day that the manufacturer of high-grade groceries is your best friend? His reputation works for you day after day—keeps on working for you even on Sundays and holidays.

HIGH STANDARD GOODS ARE THE ONLY SOURCE OF STABLE PROFITS IN THE GROCERY BUSINESS.

The superiority of Christie Biscuits *is* conceded—has never been seriously questioned.

You know that, your customers know it—more of them will know it. Whether your best customer wants soda biscuits, sweet or fancy biscuits, she invariably asks for *Christie's*.

The name is a guarantee of biscuit purity and perfection. And the fact remains that

"*Christie Biscuits sell more than Biscuits.*"

CHRISTIE, BROWN & CO., LIMITED

# BISCUITS

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& Bread

Manager

## Potatoes and Cranberries are Higher

Potatoes are Apparently Being Held Back by the Farmer, Who is Dissatisfied With the Price That has been Ruling—Jobbers Now Quoting at Advanced Figures—Cranberries are Firmer and an Advance of \$1 a Barrel is Likely to be General in a Few Days—Oranges and Lemons are Easier and are Coming in More Plentifully.

A slightly easier feeling in lemons, this week. The first arrivals of California oranges are to hand and in good condition for early fruits, while supplies of new Messina lemons have also come in. The fruits are of superior quality, and in good condition. The price of cranberries should be higher, seeing that the quotations for apples are so stiff. A rise is expected immediately the cooler weather sets in. Florida pineapples show a decrease of 50c.

Apples, bbl. ....	5 00 6 00	Holly, case ....	4 00
Bananas crated, bunch .....	2 00 2 25	Wreaths, bale. ....	1 65
Cranberries, bbl. ....	7 00 8 00	Oranges—	
Coconuts, bags. ....	4 25	California, late	
Wild grapes, lb. ....	0 03 0 05	Valencias.....	4 00 5 00
Limes, per box .....	1 25	Pineapples—	
Call. Malagas.....	2 00	Florida, case.....	4 50
Lemons.....	4 25 5 00	Plums, crate.....	2 00 2 25
		Pears, bbl.....	7 00 10 00

Potatoes are higher for the simple reason that jobbers cannot secure sufficient stocks. They are not a unit on the reason for this state of affairs, some claiming that the potatoes are not in the country, others that the farmers are holding back supplies in order to force the price higher. The latest crop bulletin for Ontario gives the potato yield this year at 21,927,804 bushels, from 168,454 acres, or 130 bus. per acre. Last year it was 24,645,283 bus., or 145 bus. per acre. The annual average is 116. That shows the present crop less than last year in Ontario, but above the average. There have been reports from different parts of the country referring to rot, but up to the present the crop has been considered not far below the average. The Dominion Government report says prices may reach a famine point before spring. This report points to a crop in all Canada this year of rather more than one-quarter less than last year. In the United States the crop is also short, the condition on Oct. 1st being 72 points, against nearly 78 points a year ago. Not only is the Canadian crop short, but a good deal of rot is reported, which will tend to a still further reduction in supplies.

Cranberries are quoted higher at points of shipment, and it is likely that the general prices will be raised before long. Business on the whole is keeping up well. New lemons and oranges are in good condition and likewise in good demand. "Never were our oranges sweeter," says one despatch. "We will put out the best fruit the east has seen for the holiday markets, and supplies, even though the crop is larger this season, will be short of the demand."

### MONTREAL.

Green Fruits—Apples still rule high, with a strong demand for them. Spies and Fameuse are scarce and bringing big prices. The general fruit trade lately has been good, and business is brisk

Vegetables—Local dealers expected a decided slump in U. S. as a result of the New York strike, but, on the contrary, there was quite a scarcity in the market and from \$5 to \$9 more were realized. The prices which have ruled are decidedly abnormal. They still rule high. Florida peppers generally arrive in carriers of six baskets, the latter being sold separately. As there has been a poor demand for the latter of late, larger bushel baskets are now going more freely. Parsnips have gone up considerably, while Spanish onions, parsley and garlic are all selling well at an advance. There are practically no Montreal potatoes on the market; Green Mountains being well taken, at an advance of 5c.

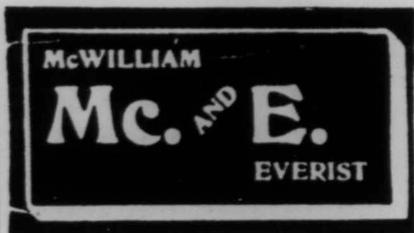
Beans, American basket .....	8 00 12 00	Boston.....	1 50
Beets, bag.....	0 75 0 90	Onions—	
Carrots, bag.....	0 75 0 90	Spanish, cases..	2 75 3 00
Cabbage, doz.....	0 40 0 70	Potatoes, bag ..	0 90 1 05
Cabbage, bbl. ....	1 00 1 50	Sweet potatoes,	
Celery, doz.....	1 75 0 90	" basket ....	1 75
Cauliflowers, Montreal.....	1 00 2 50	" bbl.....	4 00
Cucumbers, doz. ....	1 50 2 50	Parsley, dozen ..	0 25 0 30
Garlic, 2 bunches .....	0 25	Parsnips, new, bag	1 00 1 25
Green Peppers, small basket ....	0 75	Radishes, dozen bunches.....	0 25 0 20
Green Peppers, large bas et. ....	2 50	Spinach, bbl.....	3 00 3 50
Leeks, doz.....	1 50	Tomatoes, crate	4 00
Lettuce—		Tomatoes, hot-house, lb.....	0 25
Montreal, doz.....	0 50 1 60	Turnips, new, bag.....	0 75 0 90

### TORONTO.

Green Fruits—Business continues to assume fairly large proportions and local dealers are handling a good supply of all fruits now in demand. Apples are firm, with prices for choice stock ruling all the way up to \$6. California varieties are being brought in and sell at about \$2 a box. They are splendid in appearance and have claimed quite a demand. At the recent apple show one of the fruitmen showing spies would not accept an order at less than \$6 a barrel. That was his price, and if you did not like it, why, there were others that did. The limited supply is holding the market with decided firmness. Cranberries are announced at an advance of \$1 a

We are offering this week the Fancy Box and Barrel Apples that were shown at the Exhibition held in Toronto. Stock is extra fancy.

CALIFORNIA, NAVEL, FLORIDA, MEXICAN AND JAMAICA ORANGES; LEMONS, ALMERIA GRAPES, CRANBERRIES, NUTS, DATES, ETC.



25-27 CHURCH ST. TORONTO are Largest Receivers

**St. Nicholas Home Guard**

PACKER: FRANC. FRACUZZI

**Nothing Better**

AGENT: J. J. McCABE, Toronto

**Puck**

barrel. The price had not been raised here early this week, but it was expected to be quoted at the new figures at any time. The high price of apples is given as one of the reasons for this advance, the increase being in sympathy with general conditions. Oranges are coming in freely and are a little lower in price. Navels, Floridas and Mexicans are all being offered. The quality is said to be uniformly good and with the new lemons they are giving satisfaction. Lemons are arriving a little more freely and are easier. The demand keeps good. Canadian grapes are nearing the end of their tether. It will not be long until the imported varieties will have to be depended upon.

Apples, bbl. ....	3 50	5 50	Almeria, bbl. ....	4 50	6 00
Apples, Canadian, basket. ....	0 25	0 35	Grape Fruit—		
Apples, allfor-			Florida per case	4 00	4 25
nia, box .....	2 00		Jamaica, case. ....	3 50	
Bananas .....	1 50	2 00	Lemons—		
Citrus doz. ....	0 60	0 75	Messina .....	3 50	4 10
Cocanuts, sack	4 00	4 50	Limes box. ....	1 25	
Cranberries, bbl	8 00	8 50	Oranges—		
Cranberries, Nova Scotia bbl. ....	7 00		Florida .....	3 25	3 55
Cranberries, case ...	3 00		Navels .....	3 25	3 50
Grapes, case .....	2 25		Mexicans .....	2 40	2 70
Canadian, basket. ....	0 25	0 30	Pomegranates, doz. ...	0 75	
Malaga, bbl. ....	5 00	6 00	Pears, Canadian basket. ....	0 40	0 75
			Pineapples, crate	4 10	4 50
			Quince, basket	0 35	0 50

Vegetables—The changes in the vegetable market are not as numerous as in fruits. Potatoes and onions are quoted slightly higher, and some of the dealers are asking as high as 90c for potatoes. One of them stated that he had been through the country lately and could hardly buy any supplies. He stated that he secured a rather small stock, but that was the limit of his success. In his opinion, the potatoes seem to be in the country, but the farmers have likely become discontented with the price they have been receiving, and are holding back for a higher price. This dealer said that he was not sure of the exact situation, but that was the way it appeared to him. He added that the total supply may not be as heavy as expected. At any rate, potatoes are showing an advanced price, and while 85c is the general price, there are some asking 90c.

Canadian beet, bag .....	0 60	0 75	Onions—		
Beans, wax per hamper. ....	2 00	2 25	Spanish, large. ....	2 50	2 75
Cabbage, case—			Yellow, per bag	1 25	1 35
Canadian .....	0 75	1 50	Persimmon, case. ....	2 25	
Cabbage, per 10 .....	3 50		Potatoes, Ontario, bag. ....	0 85	0 90
Carrots, Canadian, bag. ....	0 50		Sweet, hamper. ....	1 25	1 50
Cauliflower, doz. ....	0 75		Parsley, per doz bunches. ....	0 25	0 30
Celery, dozen ...	0 30	0 40	Parasnips, bag ...	0 60	
Lettuce, Canadian, head. ....	0	0 30	Red pepper. ....	0 50	0 75
Boston head lettuce, doz. ....	1 50		New turnips, p r 11-qt. basket. ....	0 50	

## ALMERIA GRAPES

With Apples scarce, Grapes will have a heavy sale. 2,500 barrels Choicest Sweet Almeria Grapes have arrived. Prices range from \$5.00 to \$6.00 per barrel. We bought them before the advance, and are giving our customers the benefit.

## WHITE & CO., Limited

TORONTO and HAMILTON

Famous for their Royal Crest Brand Navel Oranges

## SEASONABLE GOODS

Fancy Almeria Grapes

Ripe Bananas

Oranges and Lemons

Cranberries

Nuts, Figs, etc.

NEW CROP DATES DUE EARLY NEXT WEEK.

Send us your orders.

## HUGH WALKER & SON

(Established 1860)

GUELPH, ONTARIO

## FLORIDA CITRUS EXCHANGE

### Oranges

### Grapefruit

Florida Oranges and Grapefruit under our mark are fully matured and ready to eat. Your customers will buy and come back for more. This is the quality of fruit that pays you to handle. There is some immature fruit on the market which perhaps you can buy cheaper—but ours will make you more money. See that you get our mark.

W. B. STRINGER

District Manager, TORONTO



# Fish - Oysters



## Scarcity Adds Strength to Fish Market

In Some Lines Higher Prices are Being Quoted—Others are Decidedly Firm—Oysters are Not Plentiful and Demand is Hardly Being Met in Some Places—Smoked and Dried Fish are Moving out Well—Market Satisfactory, But Would be Improved With Supplies Coming in More Freely.

Scarcity in some lines of fish is responsible for recent advances. Codfish and haddock are quoted higher and smoked fish stocks are almost low enough to make an advance a likelihood. From all reports, it seems a fact that the season has been unusually light and hardships among the fishermen are likely to be experienced.

Supplies of fish are quickly bought up evidencing a good general demand. Fresh fish might be more plentiful for the supply does not seem to be equal to the demand. Dried and smoked fish are also moving out rapidly. Oysters are scarce and in good demand.

### NEWFOUNDLAND.

St. John's, Nov. 23.—Several price changes have occurred in fish markets here since last report. All codfish have gone up, the advance being generally 30 cents per quintal. Lobsters have advanced \$1 per case and cod-oil is up again. The market shows considerable strength.

Codfish, large merchantable, per qtl.	6 50
" small	5 50
" large Madeira	6 50
" small	5 50
" large and medium West India	3 50
" small per qtl	3 00
" Labrador	4 40
Haddock	3 00
Herring, No. 1, large and medium, barrel	2 20
" small	2 00
Ling	8 50
Lobsters, No. 1 flats, case 48 1-lb. tins	18 00
Salmon, No. 1, large, tierce	18 00
" No. 2, large	16 00
" No. 3, large	14 00
" No. 1, small	16 00
" No. 2, small	14 00
" No. 3, small	12 00
" tinned, case	5 50
Cod Oil, hardwood casks, tun	88 00
" softwood	80 05
Cod Liver Oil gallon	0 75
Refined Oil, gal.	0 85

### NEW BRUNSWICK.

St. John, Nov. 24.—The continued scarcity of fish of all kinds has resulted in an advance in the prices of several lines. Cod and haddock are now quoted at 3 to 3½ cents a pound. There are a few frozen mackerel and halibut, as well as an occasional small chicken halibut, taken in the trawls. There is the usual variety of smoked fish, but stocks are low and prices high. Salt cod are higher now than they have ever been according to the local dealers. The price advanced last week to \$5 for large or medium and \$3.75 to \$4 for small fish. Up to this last year salt cod was sold retail at 5 cents a pound.

With the failure of the Grand Manan fisheries, the island faces conditions

that have not existed in a decade, and schooner men arriving here from the fishing grounds say the situation is serious with winter close at hand and much hardship will be experienced. Many of the fishing vessels will be forced to lay up this winter. Sardines are very scarce now and sales have been made lately as high as \$15 to \$35 per hoghead.

A resident in St. Pierre, Miquelon, who was in the city last week reported that the fisheries there had been so bad this year that many of the inhabitants were leaving the island and going to the United States and Canada. The conditions there are more serious than in many years.

### QUEBEC.

Montreal, Nov. 24.—With the approach of Advent and the closing of navigation there is a strong demand for all grades of fresh, salted and frozen fish, while large quantities of pickled and salted are moving. At the same time orders for frozen fish are coming in freely. Heavy consignments are in transit from the coast. Prices are about the same as last year, except good qualities of salmon which are advancing.

The trade in smoked and prepared fish is normal.

Haddock and cod are a little more plentiful and prices are slightly lower. Some fresh halibut is arriving by express—the price, 10c. being low for this season of the year.

P perch	0 10	Sea bass	0 15
Steak cod	0 05	Smelts	0 12
Market cod	0 04½	Haddock	0 05
Sturgeon	0 10	Halibut	0 10
Sea trout	0 12	Bullheads	0 09

Codfish	0 04	Flounders	0 09	0 10
Dore, winter caught	0 09	Pike	0 07½	0 08
per lb.	0 03½	Salmon, B.C. red	10	0 13
Haddock	0 04½	Gaspesalmon		
Halibut, per lb.	0 09	per lb.	0 20	
Herring, per 100	1 70	Smelts, 10 lb. box	0 10	0 14
Market cod	0 04	Whitefish, large,		
Steak cod	0 05	lb.	0 09	0 10
Mackerel	0 12	Whitefish, small		0 07

Green cod, No. 1,		Lake trout, half bbl.	6 00
hbl.	7 50	Salmon, B.C., red, bbl	14 00
Labrador herring, bbl	5 50	" pink, bbl	12 00
" " bbl	3 00	" Labrador, bbl	16 50
Labrador sea trout,		" " bbls	8 50
hbls	10 00	" " trols.	
Labrador sea trout,		300 lb.	22 00
half bbls.	6 00	Salt sals, per lb.	0 07½
No. 1 mackerel, pall.	3 00	Salt sardines, 20 lb. pla	1 00
" bbls.	9 50	Scotch herring	6 50
No. 1 pollock, l	5 00	" " keg	1 00
Scotia herrings, bbl	5 00	Holland herring, bbl	5 50
		" " keg	0 75

SMOKED	
Bloaters, large, per box, 60s.	1 25
Haddies	0 07
Boneless haddies	0 09
Herring, new smoked, per box	0 15
Kippered herring, per box, small	1 25
Kippered herring, per box, large	1 40

SHELL FISH	
Shell oysters, bbl, choice	10 00
XXX Shell Oysters	10 10
Lobsters, live, per lb.	0 30
Oysters, choice, bulk, Imp. gal.	1 40
" Selects, Imp. gal.	1 60
" bulk, selects	1 60

PREPARED FISH	
Boneless cod, in blocks or packages, per lb.	5½, 6½ and 7½
Pure mixed boneless fish, blocks and packages, lb	0 05
Shredded cod, per pkg.	0 15
Skinless cod, 100 lb. case	5 75
Dried cod, medium, 100 lb. drum	7 00
Dried cod, large, bundles	6 00
Dried cod, medium, bundles	6 10
Dried haddock, medium, bundle	5 80

### ONTARIO.

Toronto, Nov. 24.—Locally, trade is centralized on haddock, whitefish, frozen halibut and trout. The demand is good and supplies are fair. The demand for dried and smoked fish is increasing and a good trade is reported. On the whole the market shows improvement and December is looked upon to supply even better business. Oysters are rather scarce according to the general news. The demand is good and that makes the scarcity all the more apparent.

FRESH CAUGHT FISH	
White fish	0 12
Herring	0 06
Yellow pickerel	0 11
Steak cod	0 04
Perch	0 07
Haddock	0 06

FROZEN LAKE FISH	
Gold eyes	0 06
Halibut	0 09
Pike	0 07
Salmon trout	0 12
White fish, pan frozen	0 10

OCEAN FISH (FROZEN)	
Herring, per 100	2 00

SMOKED, BONELESS AND PICKLED FISH	
Acadia, tablets, box	2 10
Acadia 1-lb. bxs percrate	3 60
Acadia, 2-lb. boxes, per crate	2 80
Acadia 3-lb. bxs percrate	5 40
Shredded cod	2 25
Bloaters, box	1 25
Boneless Digbys, box	1 00
Codfish, Bluenose	1 40
Cod steak, per lb.	0 07
Cod, Imperial, per lb.	0 05
Fillets, per lb.	0 12
Herring (Labs.)	
half-barrels	3 25
Haddie, Finnan	0 08½
Kippers, box	1 70
Oysters, extra selects, gal.	2 25
Oysters, select, gal.	1 85
Oysters, standard, gal	1 65
Quail on toast, per lb.	0 06
Smelts, No. 1	0 12
Smelts, extra	0 16

### BRITISH COLUMBIA.

Vancouver, Nov. 24.—There is little doing in the fish market this week. There were no boats in last week, and up to date none have yet arrived. It was reported the other day that there was a probability of a fish famine, but this is hardly probable. While fish are harder to get, nothing of that kind is anticipated. "Every once in a while such a rumor starts," remarked the manager of a large fishing company, "but that does not say that the famine will take place."

### NOVA SCOTIA.

Halifax, Nov. 24.—There is a general scarcity of fresh fish in all the markets, and the cause is assigned principally to the stormy weather on the fishing grounds. Few fish are being taken on the in-shore ground, and those that are being caught on the banks are salted. The scarcity of fresh fish is not confined to the local market alone, but there is also a shortage at all the U. S. fish centres. Few haddock are arriving and as a result the supply is running short. One dealer in this city had 38,000 lbs. of smoked haddies in his storehouse, and this week orders came in so fast that the whole lot was cleaned up. The majority of this lot was sent to the upper Canadian market. Fresh herring

**OCEAN BRAND FISH**

Your customers will appreciate fish such as our equipment and improved methods of handling enable us to prepare. Selected fish put up by the most modern and sanitary plant we have been able to install are sure trade bringers.

**SOME OF OUR LINES**

- OCEAN BRAND {  
 Kippers  
 Bloaters  
 Finnan Haddies  
 Boutilier's Smoked Fillets  
 Canada Strip Boneless Cod  
 Special Fat July Salt Herring

IF YOUR WHOLESALE CANNOT SUPPLY YOU, WRITE US DIRECT

**Halifax Cold Storage Co., Limited**  
 45 WILLIAM ST. - Selling Agents - MONTREAL

Clean, firm, full-flavored Oysters, packed where matured in sealed packages that are properly refrigerated before and during shipment. Every oyster over four years old.



**"Coast-Sealed" Oysters**

Sheer quality wins trade for "Coast-Sealed" Oysters.



This "Coast-Sealed" Vacuum Insulated Display Cabinet keeps oysters fresh and saves seven-eighths of your ice bill. Price, \$17.00 net, f.o.b. Toronto.

No conditional sales or jug-handled agreements. Our winning selling policy is:

**Unbeatable Quality and Full Weight at a Fair Price.**

WRITE US FOR PARTICULARS AND QUOTATIONS.

**Connecticut Oyster Company**  
 88 Colborne Street, - Toronto

are coming in more plentifully, but there is only a limited demand. They sell more readily when salted. There is very little doing in smelts. All the cargoes of dry cod are quickly bought up. The demand is good and there is keen competition. The general opinion among the trade is that prices will go higher, and that all the stocks on hand will be cleared up before the spring. At all centres outside of Lunenburg, the catch of cod is below the average. There is practically nothing doing in the mackerel trade.

Green cod have been purchased at Lunenburg and shipped to Boston. Large shore cod are now quoted at \$7 to \$7.25, and medium hard shore at \$6.50 to \$6.75. Large Bank at \$6. Mackerel No. 1 are quoted at \$20, No. 2's at \$18, and large 3's, \$12.50. The best herring are quoted at \$4.50. Haddock range from \$3.75 to \$4.25 per quintal.

**SEPARATE STORAGE.**

**For Bananas and Citrus Fruit is Advocated as Result of Experiments.**

Washington, D.C., Nov. 24.—Experiments on the gases given off by bananas and oranges respectively have been carried on at the laboratory. It was shown that oranges gave off a good deal of carbonic acid gas when stored in a closed place, as in a ship's hold, but on the other hand carbonic acid gas has proven to be a wonderful preservative of bananas. It was shown, however, by direct trial, that emanations from oranges stored in a chamber were found to have the effect of bringing about the premature ripening of bananas, if these gases were passed through a chamber laden with this fruit.

The practical lesson indicated by these experiments is that separate storage is desirable for citrus fruits and bananas, especially when they are being transported long distances by sea. Open-sided boxes for the escape of the orange gases and an effective cooling of the fruit in the cold chamber also appears to be a crucial matter which some orange shippers consistently ignore, with the result that their fruit arrives in bad condition and financial losses occur.

**TO PRODUCE BETTER POULTRY.**

**Farmers are Offered Prizes for the Best Birds by Montreal Firm.**

Montreal, Nov. 24.—With a view to encouraging farmers to raise a better standard of poultry, Gunn, Langlois & Co. are offering cash prizes to those who produce the best. The total amount that will be distributed in prizes will be \$100 in gold, divided into three classes—turkeys, chickens, geese or ducks. In the former case the prizes will amount to \$25, \$15 and \$10, and in the cases of the other two, \$15 and \$10.

The chief conditions governing the competition are:

Competitors may enter in either class, but shipments must consist of the fol-

lowing numbers in each class, namely: 12 turkeys, 24 chickens, 12 ducks or 12 geese.

Poultry must be killed by bleeding in the mouth, must be undrawn, dry-picked and clean of feathers.

Poultry must be packed in cases containing 12 birds each, style of packing and general appearance will count in deciding awards.

Birds must not be frozen.

Competitors must be farmers only. Two or more may co-operate and ship under their joint names.

With a view of extending and assisting us in the educational work, competitors must agree to furnish particulars asked for on attached forms, and undertake to do all in their power to further the poultry interests by making an honest effort to increase the production in their section of the country during the coming year.

Professor Fred C. Elford, of Macdonald College, has agreed to act as judge, and his decision shall be final. Results will be announced December 24th.

**CANNED TOMATO INFORMATION.**

**Opening Prices in 1905 and 1906—Advances in Spring of Latter Year.**

Editor Canadian Grocer,—Can you tell us what the opening prices on canned tomatoes were in 1905? There was a big advance in the spring of 1906. What was this advance, and when did it occur? What was the opening price in 1906?

C. B.

Picton, Ont.

Editorial Note.—The opening prices on tomatoes in 1905 for 3's were 92½ and 95 cents per dozen. These prices were given out about the middle of September. For gallons the prices were \$3 and \$3.02½. In February, 1906, prices began to advance. On Feb. 16 they were 95 cents and \$1 per dozen for 3's; on March 9 they were \$1.05 and \$1.10; on March 30 they were \$1.20 and \$1.25, and on April 4 the prices were \$1.25 and \$1.30, at which prices they remained until the new pack for 1906 was quoted. Opening prices for 1906 on 3's were \$1.15 and \$1.17½, and for gallons, \$3.50 to \$3.52½. These prices were named towards the end of September of that year.

**EXTENDING ASSOCIATION WORK.**

**British Columbia Grocers Touring the Province Telling Aims of Organization.**

Vancouver, B.C., Nov. 24.—The first steps taken to enlist the interior merchants in the interests of the Retail

Merchants' Association of British Columbia proved successful. The committee that was appointed at the meeting in Victoria, when organization was completed, consisting of F. W. Welsh, Vancouver, president; R. D. Dinning, Vancouver, secretary; and Wm. Clark, president of the Vancouver local association, went to Kamloops and Revelstoke, and did not find one objector. It was their intention to have gone down to Rossland and Nelson, but found the train service inconvenient, and will leave for there in about a week.

After the Kootenay towns are visited, and the benefits of association laid before the members there, the committee will go to Vancouver Island, and interview the merchants in Ladysmith, Nanaimo, Cumberland, Victoria and the smaller places. It will be remembered the scope of the B. C. Retail Grocers' Exchange was enlarged so as to make it provincial, including merchants of all kinds. The name was changed so as to suggest this.

**Dried Apples**  
Shipments Solicited  
Settlements Prompt  
**W. A. GIBB COMPANY**  
HAMILTON  
JAMES SOMERVILLE Manager

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

**Lemon Bros.**  
Owen Sound, Ont., and Sault Ste. Marie  
Wholesale FRUIT, FISH and PRODUCE  
Commission Merchants, and  
Dealers in HIDES, WOOL and PAW FURS

Leard's Lobsters, Canned Chicken,  
Chicken Soup and Quahaugs.  
Write for prices.  
**W. A. LEARD**  
SUMMERSIDE, P.E.I.

Cable Address: "TRESTER."

ESTABLISHED 1866

A. B. C. Code, 4th Ed.

**HAMBURG, M. TRESTER GERMANY**

Old established Commission Agent for the sale of Evaporated Apples, Millfeed, Bran Tallow, Hides, Cereals, Butter, Cheese and all other Canadian Export Products.  
Correspondence with offers F.O.B. solicited.



The wise Grocer handles this well-known brand **exclusively** because he knows the guarantee of quality and flavor back of every fish he sells will effectually protect his interests.

To every genuine BEACON BRAND HADDIE is attached a tag (see cut produced below) to protect both dealer and customer against fraud and substitution.

The fish are all finest selected, caught in the Bay of Fundy, and cured under perfect sanitary conditions by Scotch Experts. Feature "Beacon" Brand! It will pay you.

THE  
F. T. JAMES  
CO., Ltd.



CHURCH STREET,  
TORONTO

Write us for BEACON BRAND  
HADDIE SHOW CARDS

EXACT SIZE OF TAG

**CUSTOM  
CATCHERS**

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



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

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

**BRUNSWICK BRAND**

is synonymous for quality.

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

**CONNORS BROS., Limited, Black's Harbour, N.B.**

AGENTS---Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macaulay & Co., Calgary, Alta; J. Harley Brown, London, Ont.; Johnston & Yockney, Edmonton Alta.

## Wanted---Men with Ambition

Every ambitious salesman is anxious to secure a training which will make him more valuable to his employer.

It means more salary to him and that's a very important item.

The MacLean Publishing Company, Limited, want to get in touch with an ambitious, enthusiastic salesman or clerk in every centre—to act as local representative during his spare time.

They want men with determination, earnest, ambitious and enthusiastic workers. Men who are eager to become 100-point salesmen.

In return, the Company will give such men an excellent training in salesmanship—a training which will be of inestimable value to them later.

During the course of training, live men can earn one dollar for every hour of their spare time.

Competent men will be promoted to the salaried circulation staff of the Company.

The MacLean circulation staff is the largest circulation organization in Canada. It is composed of the highest-priced circulation men in this country—men who got their first training while acting as local representatives.

If you are ambitious and progressive, write us to-day.

### The MacLean Publishing Company, Limited

143-149 University Avenue,

TORONTO, ONT.

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

## Quaker Brand Salmon

Your trade needs a consistently high-class of canned goods. You cannot afford to allow inferior grades to go to your customers.

One trial and yourself and your patrons will both insist on QUAKER BRAND.

### Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



The  
"Sealshiptor"

# The best policy of OYSTER INSURANCE

is to see that you  
get your oysters in a  
**SEALSHIPTOR**  
the only way genuine  
*Sealshipt Oysters*  
are shipped



Sealshipt  
Paper Pail

## How Sealshipt Oysters are Transported in Sealshiptors from Bed to Dealer

**SEALSHIPT OYSTERS** are shucked and packed directly at the beds. The solid meats are packed in **SEALSHIPT** containers, which are air-tight and germ proof, and cannot be opened during transit. The **SEALSHIPTOR** itself is properly insulated and practically air-tight. It will keep oysters in perfect condition. Genuine **SEALSHIPT OYSTERS** are not packed for shipment in any other way—be sure you get yours in a **SEALSHIPTOR**, because then you know they have the real "tang" of the sea, the natural flavor that will delight your customers.

### How You Should Tell Them

Since you know you are handling genuine **SEALSHIPT OYSTERS**, advertise the fact to your customers by using **SEALSHIPT PAPER PAILS**. We are making these pails a feature of our magazine advertising, and people look for them, as well as the **SEALSHIPTICASE**, to identify genuine **SEALSHIPT OYSTERS**. These pails are the only ones cut to exact measure, they are made of high-grade waterproof paper, and have wire handles for convenience in carrying. We supply them at small cost to you, including the printing of your advertisement on the top flap.

### Our Local Advertising Helps

**SEALSHIPT OYSTER AGENTS** make money because we help them. We give you attractive blue and white muslin signs, a blue and white steel sign for your store front, a transparent sign for your door, and arrange with you for the installation of a **SEALSHIPTICASE**, the blue and white porcelain fixture for the storage and display of **SEALSHIPT OYSTERS**. People are instantly reminded of our magazine advertising by these means and know you are selling the genuine **SEALSHIPT OYSTERS** they have read about. They will leave a store that sells no oysters, or only ordinary oysters, and go to the store where genuine **SEALSHIPT OYSTERS** are sold. Be the one to secure this trade; it means increased oyster business at a profit that can't be less than 25 per cent. Write for our catalogue and full particulars.



# SEALSHIPT OYSTER SYSTEM

Dept. 18

## SOUTH NORWALK, CONNECTICUT



## THE CANADIAN GROCER

### WEEKLY TRADE CHANGES.

#### Recent Business Happenings in the Grocery Trade Throughout the Dominion.

**Ontario**—Jos. Stothers, grocer, etc., Blyth, Ont., sold to Neil A. Taylor.

W. S. McCrea, grocer, etc., Merrickville, Ont., assigned.

J. A. Dansereau, grocer, Montreal, assigned.

J. E. Lamy & Co., grocers, Montreal, registered.

Louis Robidoux, grocer, Cornwall, Ont., deceased.

Jas. Lewis & Son, of Dutton, Ont., have assigned.

H. Desmerais & Frere, grocers, Montreal, registered.

G. A. Rivett, grocer, Hamilton, Ont., sold to J. J. Cleary.

J. C. Wilson, grocer, Ottawa, Ont., succeeded by J. C. Ray.

Mrs. R. Stewart, grocer, Ottawa, succeeded by Wm. Pearson.

J. T. Ross, grocer, Buckingham, Que., assigned to Jos. Grant.

Corkeil & Frere, grocers, etc., Montreal, Que., have registered.

F. E. Elliott, grocer, Burlington, Ont., stock sold to LeGard & Ellison.

S. J. Wildfong, general merchant, Amherley, Ont., sold to Fred Ross.

Smith & Ball, general merchants, Picton, Ont., retiring from business.

A. S. Gledhill, general merchant, Belmont, Ont., sold to John Bloomfield.

Smith & Hughes, general merchants, Treadwell, Ont., offer to compromise.

The Robt. Timmins Co., general merchants, Waskada, Man., discontinuing.

Kirkup & Wilkie, grocers, Fort William, Ont., have sold to Bentham & Avery.

Oscar Dippel, grocer, Palmerston, Ont., has disposed of his business to Brooks & Seitter.

R. A. Bickerton, general merchant, of Ramsaville, Ont., succeeded by C. L. Ramsay.

Stillwell Bros., grocers, Ingersoll, Ont., dissolved partnership. Nicholas Stillwell continuing.

Drover & McClure, grocers and butchers, Toronto, Ont., succeeded by Davenport Provision Co.

**Quebec**—Henri E. Bouliane general merchant, Les Grandes Berjeronnes, Que., assigned.

The assets of J. E. Lavore, general merchant, Riviere Blene, Que., are to be sold Nov. 18th.

Charbonneau & Taillefer, grocers, Montreal, have dissolved.

Antoine Guertin, grocer, Tetreaultville, Que., has assigned.

Gagnon, Garant, Ltee, Wholesale grocers, Quebec, Que., have registered.

Jos. Sirors, general merchant, St. Charles de Caplin, assigned.

Maxime Beaupre, general merchant, St. Paschal, Que., has assigned.

J. A. Rousseau, general merchant, Plessisville, Que., offers to compromise.

W. A. Kenny, general merchant, North Wakefield, Que., has sold to T. Mitchell.

Bowin & Grenier, grocery specialties, Quebec, Que., have purchased the stock of Leclerc & Letellier.

**Maritime Provinces**—W. R. Rhodes, grocer, Granville Ferry, N.S., has assigned.

E. A. Strang, grocer, Chatham, N. B., deceased.

E. Paturel, Ltd., lobster packers, Shediac, N.B., applying for charter.

Estate of John Graham, grocers, Woodstock, N.B., succeeded by Woolverton & Gibson.

**Western Canada**—A. Hyde, general merchant, Brookdale, Man., has assigned.

R. E. Sadler has opened a general store at Elgin, Man.

H. E. Blount has opened a general store at Griffin, Sask.

W. J. Bradd has opened a grocery store at Saskatoon, Sask.

J. McKinstry has opened a grocery store at Dauphin, Man.

P. A. Woods & Co., grocers, Winnipeg have been succeeded by E. Powell.

A. Brummell, general merchant, Kinley Sask., has sold to Chas Fowler.

J. R. Shaw, general merchant, Kermos, B.C., sold to Lauve & McGurdy.

G. H. B. Franklin, grocer, Grandview, Man., has admitted W. A. Morrow into partnership.

The Codville Co., Ltd., wholesale grocers, Winnipeg, have opened a branch at Moose Jaw.

Becker & Macdonald, general merchants, S.dley, Sask., have been succeeded by J. S. Macdonald.

E. B. Nixon, grocer, Winnipeg, has sold to R. H. Graham, late manager of the Hudson's Bay Company's grocery department in that city.

A. W. Dalton, general merchant, Wellwood, Man., is taking H. Coldwell into partnership, the firm being known as Dalton and Co.

It is stated that J. B. Wilson, of the Symington Co., Ltd., Brandon, Man., has bought the Central Grocery. This makes a chain of four stores owned by Mr. Wilson and the Symington Co.

Tell Your Customers  
That

**SHAMROCK**  
BIG PLUG  
SMOKING TOBACCO

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

### CLAY PIPES

The best in the world are made by

**McDOUGALLS**

Insist upon this make

D. McDOUGALL & CO., LTD., GLASGOW,  
SCOTLAND

### SPRAGUE

**CANNING MACHINERY CO.,**

CHICAGO, ILL., U.S.A.

**Black Watch**

The Big Black Plug  
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



# ROYAL BAKING POWDER



**Absolutely Pure**  
*The only baking powder  
made with Royal Grape  
Cream of Tartar*  
**No Alum, No Lime Phosphate**

ALL grocers should  
carry a Full Stock of  
Royal Baking Powder.

It always gives the  
greatest satisfaction  
to customers, and in  
the end yields the  
larger profit to the  
grocer.

**THERE IS NO SUBSTITUTE**

## Tuckett's Orinoco Tobacco

NO BETTER  
JUST  
A LITTLE MILDER  
THAN

### Tuckett's Myrtle Cut Tobacco

WHICH HAS THE LARGEST SALE IN CANADA.

## TUCKETT LIMITED

HAMILTON,

Ont.



**Classified Advertising**

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

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

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

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

**BUSINESS CHANCES.**

**FOR SALE** in the town of Amherstburg, Ont., an old established corner grocery store. Good business. Reason for selling. Address: Box 243, Amherstburg, Ont. (49p)

**LIVE GROCERY BUSINESS FOR SALE**, \$1,400, in growing part of Hamilton, Ont. Good reasons for selling. Box 368, CANADIAN GROCER, Toronto. (47)

**FOR SALE**—In the City of Windsor, Ont., large corner grocery store. Good business. Reason for selling. Will sell proper or rent. Address: Box 357, CANADIAN GROCER, Toronto. (48p)

**COMMISSION LINES WANTED.**

**WANTED** by a responsible, energetic firm about to open an agency business in Calgary, lines on commission, or will buy outright if necessary. Address: Room 37, Herald Block, Calgary, Alberta. (1p)

**MISCELLANEOUS.**

**ADDING TYPEWRITERS** write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

**ACCURATE COST KEEPING IS EASY** if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Limited. Office and factory, 29 Alice Street, Toronto.

**COPELAND-CHATTERSON SYSTEMS**—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (1f)

**COUNTER CHECK BOOKS**—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

**FOR FILING PAPERS, LETTERS** and vouchers, fastening bulky envelopes or backing statements the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**COUNTER CHECK BOOKS**—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut duplicating and triplicating Counter Check Books, and single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

**DOUBLE** your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (1f)

**MISCELLANEOUS.**

**EGY BUSINESS SYSTEMS** are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. EGY Register Co., Dayton, Ohio; 123 Bay St., Toronto; 248 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

**ERRORS AVOIDED, LABOR SAVED**—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (1f)

**FIRE INSURANCE. INSURE IN THE HARTFORD.** Agencies everywhere in Canada. (1f)

**GET THE BUSINESS—INCREASE YOUR SALES.** Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (1f)

**IF YOU** have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

**KAY'S FURNITURE CATALOGUE** No. 306 contains 160 pieces of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. Write for a copy—it's free. John Kay Company, Limited, 36 King St. West, Toronto.

**MODERN FIREPROOF CONSTRUCTION.** Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

**OUR NEW MODEL** is the handiest for the grocer, operated instantly, never gets out of order. Send for complete sample and best prices. The Ontario Office Specialties Co., Toronto.

**SCOTCH PLAID STATIONERY** is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (1f)

**THE "Kalamazoo" Loose Leaf Binder** is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (1f)

**THE METAL REQUIRED** in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (1f)

**WITH** an eye to stock-taking but two months away, we offer some especially attractive bargains in rebuilt Typewriters. All makes are represented and all are shown in our finely illustrated catalogue, a copy of which will be mailed on request. THE MONARCH TYPEWRITER CO., Limited, No. 98 King Street West, Toronto.

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

**YOU DON'T** buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

**MISCELLANEOUS.**

**WHEN** buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (1f)

**PERIODICAL DEPT.**

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

**TECHNICAL BOOKS.**

**SALES PLANS**—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

**CANADIAN MACHINERY AND MANUFACTURING NEWS**, \$1 per year. Every manufacturer using power should receive this publication regularly, and also see that it is placed in the hands of his engineer or superintendent. Every issue is full of practical articles, well calculated to suggest economies in the operation of a plant. Condensed advertisements for "Machinery Wanted" inserted free for subscribers to the GROCER. "Machinery for Sale" advertisements one cent per word each insertion. Sample copy on request. CANADIAN MACHINERY, 143-149 University Ave., Toronto.

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

**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 Co.**

Technical Book Department

143-149 University Avenue, Toronto



**A GROCER'S CO-OPERATION**



RISING SUN Stove Polish in Cakes gives a lustre which far outlasts all others under the heat of the stove, and that is why it has so many friends that call for it over the grocery counters the world around. We believe that the real live grocer wants to push the goods that please his customers, and that is why we have the hearty co-operation of thousands upon thousands of grocers everywhere. It pays you to push it.

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



**BLACK  
KNIGHT  
STOVE  
POLISH**

will earn for you that most desirable of all business assets—the good-will of the ladies. It comes quickly and goes slowly, and will not stain the hands. Be sure you are handling this profitable line.

**F. F. DALLEY CO., Ltd.**  
Hamilton, Can. Buffalo, N.Y.

**MOLASSINE DOG and PUPPY CAKES**

are entirely different from all others and are quick sellers. If you are stocking Dog Foods, write for particulars and free samples; I will interest you.

SOLE IMPORTER:

**ANDREW WATSON**  
91 YOVILLE SQUARE, MONTREAL

—BUY—

**Star Brand**

Cotton Clothes Lines

—AND—

Cotton Twine

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

**HOTEL DIRECTORY**

**HALIFAX HOTEL**

HALIFAX, N. S.

**THE GRAND UNION**

The most popular hotel in

OTTAWA, ONTARIO.

JAMES K. PAISLEY, Prop.

**ACCOUNTANTS**

**Jenkins & Hardy**

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto 52 Canada Life Building, Montreal

**Tea Lead,**

*Best Incorrodible*

**"Pride of the Island"**

Manufactured by

BRAND

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.

LIMEHOUSE,

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

LONDON, E., ENG.

Canadian Agents

ALFRED E. LAMBE & SON, TORONTO.  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL



TRADE MARK BRAND



REGISTERED

# WOOD'S HOLLANDER COFFEE

Fragrant, Pungent, The Choicest of the  
Delicious! Choicé.

Imported and Roasted by

THOMAS WOOD CO., LIMITED  
No. 428 St. Paul St. Montreal

**Soap and Washing Powders**

A. F. TIPPET & CO., AGENTS  
Maypole soap, colors, per gross..... \$10 20  
Maypole soap, black, per gross..... 15 30  
Oriole soap, per gross..... 10 20  
Florida soap, per gross..... 12 90  
Straw hat polish, per gross..... 18 30



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



For sale by all grocers.



Or Quick Naptha Soap (100 lb. case) in 15-cent lots (each retail at 10-cent Soap Co., Ltd., Woodstock, Ont.)

**Starch**

EDWARDSBURG STARCH CO., LIMITED  
Laundry Starches— Per lb  
No. 1 white or blue, 4-lb. carton... \$0 06½  
No. 1 white or blue, 3-lb. carton... 0 06½  
Canada laundry..... 0 05  
Silver gloss, 6-lb. draw-lid boxes... 0 07½  
Silver gloss, 6-lb. tin canisters... 0 07½  
Edwardsburg silver gloss, 1-lb. pkg. 0 07  
Keas silver gloss, large crystal... 0 06½  
Benson's satin, 1-lb. cartons... 0 07  
No. 1 white, bbls. and kegs... 0 05½  
Canada white gloss, 1-lb. pkgs... 0 05½  
Benson's enamel, per box... 1 50 to 3 00  
Culinary Starch—  
Benson & Co's. Prepared Corn... 0 07  
Canada Pure Corn... 0 05  
Rice Starch—  
Edwardsburg No. 1 white, 1-lb. car. 0 10  
BRANTFORD STARCH WORKS, LIMITED  
Ontario and Quebec.  
Laundry Starches—  
Canada Laundry, boxes of 40 lb... 0 05  
Acme Gloss Starch—  
1-lb. cartons, boxes of 40 lb... 0 15½  
Finest Quality White Laundry—  
3-lb. canisters, cases of 48 lb... 0 06½  
Barrels, 200 lb... 0 15½  
Kegs, 100 lb... 0 15½  
Lily White Gloss—  
1-lb. fancy cartons, cases 30 lb... 0 07  
6-lb. toy drums, 8 in case... 0 08  
6-lb. toy drums, with drumsticks... 0 07  
8 in case... 0 07½  
Kegs, ex. crystals, 100 lb... 0 16½  
Brantford Gloss—  
1 lb. fancy boxes, cases 36 lb... 0 07  
Canadian Electric Starch—  
Boxes of 40 fancy pkgs., per case 3 00  
Canned Haddies, "Thistle" Brand  
A. F. TIPPET & CO., AGENTS  
Cases 4 doz. each, flat, per case..... \$5 00  
Cases 4 doz. each, oval, per case..... \$ 90

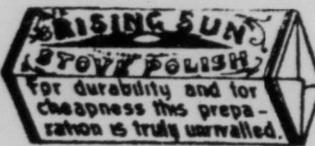
For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.

**Milk.**

CANADA FIRST BRAND  
The Aylmer Condensed Milk Co., Ltd.



Per case  
Canada First Evap. Cream family size 3 50  
Canada First Evap. Cream medium size 4 80  
Canada First Evaporated Cream, hotel size 3 70  
Canada First Evaporated Cream, baby size 2 00  
Canada First Condensed Milk 4 55  
Beaver Condensed Milk 4 40  
Rosebud Condensed Milk 4 25  
Stove Polish Per gross  
Rising Sun, No. 1 cakes, ¼ & ½ grs. boxes \$8 50  
Rising Sun, No. 3 cakes, gross boxes 4 50  
No. 5 Sun Paste, ¼ gross boxes 5 40  
No. 10 Sun Paste, ¼ gross boxes 9 00



JAMES DOME BLACK LEAD  
6a size, gross, \$2.40. 2a size, gross, \$2.50

**Syrup**

EDWARDSBURG STARCH CO., LTD.  
"Crown" Brand Perfection Syrup  
Barrels, 700 lbs. 0 03½ per lb.  
Half-barrels, 350 lbs. 0 03½  
½-barrels, 175 lbs. 0 03½  
Pails, 25 lbs. 1 20 each  
38½ lbs. 1 70  
Lily White Corn Syrup.  
Plain tins, with label— Per case  
2 lb tins, 2 doz. in case 2 50  
5 " 1 " " " 2 85  
10 " 1 " " " 2 75  
20 " 1 " " " 2 70  
(5, 10 and 20 lb. tins have wire handles)  
Beaver Brand Maple Syrup. Case  
2 lb. tins, 2 doz. in case \$3 60  
5 " 1 " " " 4 00  
10 " 1 " " " 3 95  
20 " 1 " " " 3 90  
(5, 10 and 20 lb. tins have wire handles)



TEA  
"SALADA" TEA CO.  
Wholesale Retail  
Brown Label, 1's and 1/2's..... \$0 25 \$0 30  
Green Label, 1's and 1/2's..... 0 27 0 35  
Blue Label, 1's, 1/2's and 1/4's..... 0 30 0 40  
Red Label, 1's and 1/2's..... 0 36 0 50  
Gold Label, 1's..... 0 44 0 60  
Red-Gold Label, 1/2's..... 0 55 0 80



Blue Label, 1/2's..... 0 21 0 28  
Orange Label, 1's and 1/2's..... 0 23 0 40  
Blue Label, 1's..... 0 20 0 25

Brown Label, 1's and 1/2's..... 0 23 0 40  
Brown Label, 1/2's..... 0 40  
Green Label, 1's and 1/2's..... 0 35 0 50  
Red Label, 1/2's..... 0 40 0 60

LAFORTE, MARTIN & OIE, LTD.  
Japan Teas—  
Victoria, hf-c, 90 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..... 1 19



BLUE RIBBON TEA CO., MONTREAL  
Wholesale Retail  
Yellow Label, 1's..... 0 20 0 25  
Green Label, 1's and 1/2's..... 0 21 0 25  
Blue Label, 1's and 1/2's..... 0 24 0 30  
Red Label, 1's, 1/2's and 1/4's..... 0 25 0 35  
White Label, 1's, 1/2's and 1/4's..... 0 30 0 40  
Gold Label, 1's and 1/2's..... 0 35 0 50  
Purple Label, 1's and 1/2's..... 0 45 0 60  
Embossed, 1's and 1/2's..... 0 07 1 00



Wholesale Retail  
Pink Label, 1's and 1/2's..... 30c. 40c.  
Gold Label, 1's and 1/2's..... 35c. 50c.  
Lavender Label, 1's and 1/2's..... 45c. 60c.  
Green Label, 1's and 1/2's..... 50c. 75c.  
Canisters  
Gold Tins, 5's..... 35c. 1.75 50c. 1.50  
Gold Tins, 3's..... 35c. 1.05 50c. 1.50  
Gold Tins, 1's..... 35c. 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.



MELAGAMA TEA MINTO BRO., 45 Front St. East  
Wholesale Retail  
Black, green, mixed, 1/2's..... 0 0 1 00  
" " " " 0 55 0 80  
" " " " 1 lb. & 1/2. 0 44 0 60  
" " " " 1 lb. & 1/2. 0 40 0 60  
" " " " 1 lb. & 1/2. 0 38 0 50  
" " " " 1 lb. & 1/2. 0 35 0 50  
" " " " 1 lb. & 1/2. 0 30 0 40  
" " " " 1 lb. & 1/2. 0 25 0 30  
" " " " 1 lb. & 1/2. 0 24 0 30



Ceylon Tea, in 1 and 1/2-lb. lead packages—black or mixed.  
Black Label, 1-lb., retail at 25c..... \$0 20  
Black Label, 1/2-lb., retail at 25c..... 0 21  
Blue Label, retail at 30c..... 0 24  
Green Label, retail at 40c..... 0 30  
Red Label, retail at 50c..... 0 35  
Brown Label, retail at 60c..... 0 45  
Gold Label, retail at 80c..... 0 55



Pure Gold Jelly Powder..... 90 cents  
Pure Gold Salad Dressing Powder } per doz.  
Discounts on application.



in 1/2-lb. tins. All grades—either black, green or mixed.

THOMAS WOOD & CO., LTD.  
Montreal and Boston.

Wood's Prim rose, per pound wholesale 40c., retail 60c.; Golden Rod, 35c. and 50c.; Fleur-de-Lis, 30c. and 40c. Packed and 40c.

**Gum.**



**Cream Tartar.**

GILLET'S CREAM TARTAR Per doz  
1/2-lb. paper pkgs., 4 doz. in case..... \$9 30  
1/2-lb. paper pkgs., 4 doz. in case..... 1 80  
4 doz. 1/2-lb. paper pkgs. } assorted..... \$7 20  
2 doz. 1/2-lb. paper pkgs. }  
Per doz  
1/2-lb. cans with screw covers, 4 doz. in case..... \$2 00  
1-lb. cans with screw covers, 3 doz. in case..... 3 75  
Per lb  
5 lb. sq. canisters, 1 doz. in case..... 0 30  
10 lb. wooden boxes..... 0 27½  
25-lb. wooden pails..... 0 27½  
100-lb. kegs..... 0 25½  
300-lb. barrels..... 0 25

**Tobacco.**

IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.  
Chewing—Black Watch, 6s..... 44  
Black Watch, 12s..... 45  
Bobs, 6s and 12s..... 46  
Bully, 6s..... 44  
Currency, 6s and 12s..... 46  
Stag, 6 2-6s..... 45  
Old Fox, 12s..... 44  
Pay Roll Bars, 7s..... 56  
Pay Roll, 7s..... 56  
War Horse, 6s..... 43  
Plug Smoking—Shamrock, 6s., plug or bar. 45  
Rosebud Bars, 6s..... 45  
Empire, 6s and 12s..... 44  
Ivy, 7s..... 56  
Scarlight, 7s..... 56  
Out Smoking—Great West Pouches, 6s..... 56

**Yeast**

Royal Yeast, 3 doz. 5 cent pkgs..... \$1 15  
Gillett's Cream Yeast, 3 doz. in case. 1 15

# LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

## ESPECIAL EMPHASIS

should be laid on the fact that

# SNAP

does its work *honestly!*

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

**SNAP SELLS ALL THE TIME!**

**TRY IT!**

**SNAP  
CO.  
LIMITED**



Montreal,  
Que.

## A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

# Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

## BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and

therefore GOES FURTHEST of any Washing Soda sold.

## WINN & HOLLAND, LIMITED

SOLD AGENTS

MONTREAL

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
HALIFAX

## Oakey's

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

### 'WELLINGTON' KNIFE POLISH

**JOHN OAKEY & SONS, Limited**

Manufacturers of

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

Wellington Mills, London, England

## Queen City Water

### White Oil

GIVEN PERFECT LIGHT

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

FOR SALE EVERYWHERE

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st of the  
ce.

LIMITED  
Montreal



90 cents  
Powder) per doz.

THOMAS WOOD  
& CO., LTD.

Montreal and  
Boston.

Wood's Primrose, per pound  
wholesale 40c; retail 50c; Golden  
Rod, 35c; and 50c; Fleur-de-Lis, 30c;  
and 40c. Packed either black, green



ART.

TARTAR Per doz  
\$1.90  
1.80  
Per case  
\$7.20  
Per doz  
4 doz. in \$2.00  
3 doz. in 3.75  
Per lb  
0.30  
0.27  
0.25  
0.25

NY OF CANADA,  
BRANCH.

44  
45  
46  
46  
46  
46  
54  
56  
43  
plug or bar 46  
46  
44  
44  
56  
66

\$1.15  
case 1.15  
office.

YOUR WINTER  
STOCK OF  
**SALT**

of all kinds!  
Is it secured?  
If not, write

**Verret, Stewart & Co.**  
Limited  
Montreal

THERE IS MORE

**WETHEY'S**  
**Condensed Mince Meat**

(IN CARTONS)

per capita, used in St. Catharines,  
where the goods are manufac-  
tured, than any other point in  
Canada.

***The Reason is plain***

Our locally well-known sanitary  
methods, together with the equally  
well-known quality of our ingre-  
dients, cannot help but invite the  
patronage of the good people of  
St. Catharines.

***What About Your Trade?***

3 doz. to a case. All jobbers.

**J. H. Wethey, Limited**  
ST. CATHARINES, - ONTARIO

**“We now have every merchant but one,  
and he says he’s getting too old to bother  
much about increasing his business.”**

The above comment was attached to  
the report of one of our subscription men  
after he had visited a good-sized town the  
other day.

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Halifax to Vancouver almost every good  
merchant is a regular reader of The

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medium, not only because of the *Quantity*  
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ments.