

# CANADIAN GROCER

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

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NO. 3.

## ROBINSON'S Patent Barley

As a healthy, nourishing and enjoyable food for young and old, Robinson's Patent Barley is unequalled. Druggists sell it; grocers can sell much more of it—It is a food and right in their line. Those who are wise will always sell it.

Write for Particulars

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

## Canada's Leading Table Syrup

Made, as it is, from the finest selected white corn, under perfect hygienic conditions and most modern scientific methods.

### "Crown Brand" Table Syrup

is a delicious, healthy and nourishing table necessity which every grocer in Canada should sell. Most of them do now. If you do not, place your order through your jobber.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montrea



**A Pure Hard Soap**

**SURPRISE  
SOAP**

**Makes Child's Play  
of Wash Day  
(Good for all uses)**

**THE ST. CROIX SOAP MFG. CO.**

**St. Stephen, N.B.**

**Branches: Montreal, Toronto, Winnipeg, Vancouver, Newfoundland, West Indies**



# Profits from Purity

The satisfied customer assures a *permanent* customer, yet without purity satisfaction of the lasting sort is not possible—or probable. Profits from Purity, therefore, command regular trade. *Profits from the articles advertised below are business builders.*

Made pure for sixty years—as pure as pure oil and skill and experience can make it. The most sensitive complexion or most delicate lingerie is safe with “Shell” Soap. Antiseptic, sanitary, clean. Not a Pure Oil “tallow soap”—no decaying animal matter in it. Absolutely pure.

**“Shell”  
Soap**

Bramwell’s Epsom Salts show a noteworthy absence of moisture from top to bottom of package. They are absolutely free from foreign substances. They never have been and never will be classed with ordinary “salts” of commerce. They are in a class by themselves.

“Bramwell’s”

**Epsom  
Salts**

Pastacaldi’s Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected “Peels” peel—drained. Pastacaldi’s name on every box.

**PASTACALDI’S  
Leghorn  
CITRON PEEL**

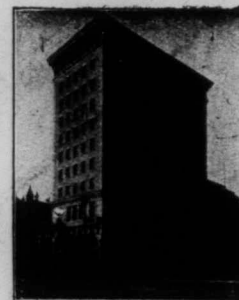
ARTHUR P. TIPPET & CO., AGENTS  
Montreal, Canada





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.

Canadian Manufacturers, Importers and Exporters  
If you want to get the best information re Irish trade, send for a sample copy of  
**THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL**  
PUBLISHED EVERY WEEK  
This paper circulates throughout Ireland, and is the recognized organ of the grocery, fruit, produce, provision and food stuff trade.  
10, Garfield Chambers, Belfast, Ireland

**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  
Representing Morris Packing Co.  
Pork and Lard—Finest Quality

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

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

Try a Condensed Ad.  
in The Grocer.

**E. H. BOWEN**  
Manufacturers' Agent and Broker  
SHERBROOKE, QUE.  
Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.

**E. T. BUSINESS.**  
Are you getting your share of trade from the rich Eastern Townships of Quebec, Mr. Manufacturer? If not, you should. To get it you need a good agent, one with a strong connection. We are the brokers you require—15 years on the ground. Write us about your line.

**S. ROBITAILLE & CO., Sherbrooke**

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

Selected Raisins,  
Currants,  
Evaporated Apples.  
Prices Right.

**W. H. Millman & Sons**  
Wholesale Grocery Brokers  
TORONTO

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

**G. C. WARREN**  
Box 1036, Regina  
IMPORTER, WHOLESALE  
BROKER, and MANUFACTURERS'  
AGENT

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

Established 1885.

**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.

**SPOT GOODS**  
Muscavado Sugar Sultana Raisins  
Two and Three Crown Shelled Almonds  
Rolled Oats Flaked Wheat Split Peas  
Pot, Pearl and Pinhead Barley  
Prices on Application  
**DOMINION BROKERAGE CO.**  
73 Front St. E - - - Toronto

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

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

— TO —  
**Brokers and Manufacturers' Agents**

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

Write for particulars to

**The Canadian Grocer**  
Montreal Toronto Winnipeg



Have you seen

# KANDY KID?

A delicious confection of peanuts and popcorn

We have it—

Packed in cartons of 24 packages to retail at 5 cents  
Cases contain 6 cartons—

'Twill sell at sight— Send us your order

## EBY-BLAIN, LIMITED

Wholesale Grocers - - - TORONTO

# Worth Digesting

MR. GROCER,

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

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

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



## THE BEST YOU CAN SELL

When you are disposing of our products you are reaping a good margin of profit, handling that which moves quickly and out of which you can get your money without an exhaustive expenditure. Goods that build up a paying trade and hold it are the only kind to handle. Such are

### **OLD HOMESTEAD BRAND Canned Fruits and Vegetables**

You can absolutely rely on their uniform high quality. Uniformity in unbeatable excellence is the claim we advance—a claim substantiated by every can bearing the Old Homestead label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods.

ORDER FROM YOUR JOBBER

**The Old Homestead  
Canning Co.**

PICTON

ONTARIO



# Old Tea is Bad Tea

and bad Tea is a mighty poor thing for your trade.

Tea kept in stock six months loses one cent per pound in value, after one year two cents, after two years it is positively unfit for sale and is just about as bad as it can be.

The absolute necessity of selling **only fresh tea** cannot be too strongly emphasized. Tea is at its best the day it is fired in the gardens, and although in sealed metal packages it keeps very much better than in bulk, still it loses flavor. We do our utmost to have "SALADA" reach the consumer in all its garden freshness and fine flavor. We ask for our mutual advantage, the co-operation of every retailer in our efforts to serve the public with **fresh** tea. Our advice is to buy not more than three months' supply at a time. Eighteen years' experience proves to us that this is vitally important.

If any retailer — anywhere — at any time, has any "SALADA" in stock that is over six months old, ship it back to us (freight collect) and we will refund the full price you paid for it. We back up our belief in the paramount importance of fresh tea by this sweeping guarantee.

The "SALADA" Tea Co.

Toronto and Montreal



# We pave your way to greater profits

Apart from the undoubted excellence of

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

you must realize how profitable it is to handle a line of goods backed by regular consumer advertising. This is what we are now doing—creating a demand for you.

Any proposition that brings trade to your store is worth investigating, isn't it? Give "E.D.S." Brand a trial. There's money in it for you.

Made by **E. D. SMITH** at his fruit farm  
WINONA - ONTARIO

Stock our newest line—UNFERMENTED GRAPE JUICE

## BOSTON BRAND BAKED BEANS

The premier line in Canadian-grown beans. Of delicious flavor and "baked to a turn."

Put up, Plain or with Tomato Sauce, in three sizes, and handled by all the leading wholesalers.

Try a case of this rapid seller when next ordering. You'll be surprised how they go.

Sample can sent you on request.

**EASTERN CANNING COMPANY**  
PORT CANADA, N.B.

CANADIAN AGENTS—C. A. Chouillou & Cie., Montreal; Green & Co., 25 Front Street East, Toronto; D. C. Hannah, London, Ont.; G. Wallace Weese, Hamilton; H. D. Marshall, 197 Sparks Street, Ottawa; H. M. McBride, 312 Ross Avenue, Winnipeg, Man.; Martin & Robertson, Vancouver, B.C.

## The King of Hand Cleaners

From the point of view of effectiveness, as well as from that of profit, there is no preparation equal to

Antiseptic  
Sanitary



Beneficial  
to the  
Skin

You can recommend **SNAP** for removing every vestige of dirt, grease, tar or paint from soiled hands, and you can sell **SNAP** steadily and readily the whole year round. Buy from your jobber.

**THE SNAP CO., Limited, MONTREAL, CAN.**



THE CANADIAN GROCER



"21 KINDS"

LOOK FOR THE RED AND WHITE LABEL

With such a Foundation a Grocer Can Perform Great Feats



- 1st. The publicity given CAMPBELL'S SOUPS is so extensive that everybody knows about them.
- 2nd. The quality brings every customer back for more.
- 3rd. The profit to you (33 1-3%),—and profit is the very foundation of your business—is big enough to make it worth your while to help our advertising with your salesmanship, to spread the good word about CAMPBELL'S SOUPS.



**Joseph Campbell Company - Camden, N.J.**

ROSE & LAFLAMME, Limited, 400 St. Paul St., Montreal, and 65 Front St. E., Toronto, Canadian Selling Agents.

"Worth Crowing About."

"A Quick Seller."

**BAIRD'S SAUCE**

SOLE PROPRIETORS  
JOHNSTON, BAIRD & CO., GLASGOW, Scotland.



By Special Royal permission

**A Right Selection**

of Sardines is of the utmost importance to every grocer, but it is never easy to know just what to handle. In canned fish

**KING OSCAR Brand SARDINES**

are always uniformly pure, sweet and well packed and prove a profitable and quick-selling line.

CANADIAN AGENTS

**J. W. BICKLE & GREENING**

(J. A. Henderson)

HAMILTON - - - ONT.



*To the Trade:*

You Should in Stocking

**CEYLON  
TEA**

Be Ever Careful to Buy  
**The Better Grades.**

---

IT IS

**The Most Profitable  
Policy in the Long Run.**

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Selling Cheap Teas at Fine Tea Prices Might Show Big  
Profits Temporarily, but It Would Eventually Kill Trade.  
And It Would Discourage Growing Fine Teas.

# How shrewd grocers are increasing their flour trade

Shrewd grocers are beginning to realize that it pays better to push a high-grade flour instead of the average kind.

Home-bakers know they cannot make as good bread with average flour as they can with PURITY flour, which consists **exclusively** of the **high-grade** constituents of the hard wheat berry. There isn't a particle of low-grade hard wheat flour, nor an atom of soft wheat flour, in

## PURITY FLOUR

That the army of home-bakers who demand PURITY flour is becoming larger and larger is evidenced by the increasing size and frequency of our orders from grocers in all sections of the Dominion.

Why tie up money in slow-selling lines when it pays better to handle PURITY? PURITY not alone makes

**“More bread and better bread”**

for the home-baker, but will bring **more trade and better trade** to your store.

Get rid of the slow sellers. Give the space to the neat, attractive bags of quick-selling PURITY flour. And to let the home-bakers know you have PURITY flour in stock—just place a few bags in your window. But before you do that you'll have to send us an order—and now is the very time to send it.



### Western Canada Flour Mills Co.

LIMITED

Toronto, Montreal, St. John, Winnipeg, Brandon



# JAPAN TEAS

We are closing out the balance of stock at different points. Samples will be submitted to Jobbers promptly on request.

**S. T. NISHIMURA & CO.**  
*Montreal and Japan*

There Are 24 Reasons Why You Should Handle  
**Cook's Friend Baking Powder**



A LEADER FOR 50 YEARS

ONE IS :—Because it is made from absolutely pure ingredients and contains no alum or other harmful acids.

That's Enough Without the other 23.

MANUFACTURED BY

**W. D. McLAREN, LIMITED**

BAKING POWDER SPECIALISTS

MONTREAL

## STORAGE IN HAMILTON

A new fireproof Storage Warehouse.

### RACK FACILITIES

Every convenience to reduce the cost of handling Merchandise

### IN BOND OR FREE

Lowest Insurance

Experienced Warehousemen

Accounts Solicited

**Storage and Transfer Co., Limited**

HAMILTON

Ont.



## White Moss Cocoanut

Is the acme of purity in cocoanut manufacture. It is known to be such from coast to coast and is consequently highly thought of by every housewife. So it pays the grocer to sell this brand.

**The Canadian Cocoanut Co.**

MONTREAL

**ARE YOU GETTING YOUR SHARE OF THE BENEFIT OF THE MONEY WE ARE SPENDING?**

Our new advertising scheme is selling H. P. faster than ever. Are you supplying your customers, or are they buying it elsewhere? A post card to our agents will bring you a trial bottle and full particulars.

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

**H. P. SAUCE**

*St. Lawrence*

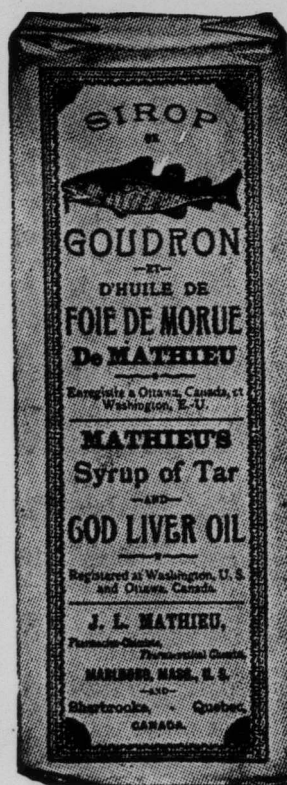
**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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



**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

commends itself to dealers. It has the double advantage of present popularity and future certainty.

Its popularity is due to the wonderful cures it has effected, as attested by thousands of testimonials.

Its future is assured because its history is one of steady and rapid growth.

Of all cough and cold cures none assure the dealer a greater certainty of immediate and future profits.

During Fall and Winter the demand will be continuous.

Keep well supplied and when ordering order also

**MATHIEU'S NERVINE POWDERS**

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

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

Distributors for Western Canada:

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

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

**GOOD COFFEE**

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

That people want it again—and again. That's what

**AURORA COFFEE**

is. The best that money can buy. It retails at 40 cents and leaves you a margin for yourself that is worth while—something to justify your buying the brand and introducing it to your customers. Don't lose this chance.

**W. H. GILLARD & CO. Wholesale Grocers Coffee Importers HAMILTON**

BRANCH HOUSE: SAULT STE. MARIE



# OLIVES!! ONCE A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

SELECTED FIRST QUALITY FRUIT ONLY.

PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

## GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG

## QUAKER SALMON

Certainly, in the end,  
you will stock, and  
make your leader, this  
most famous of all  
salmons.

WHY NOT NOW ?

**MATHEWSON'S  
SONS--Montreal**

# Redpath

is

## Canada's Standard

for

## Refined Sugar

Manufactured by

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



### Be Careful

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

### Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable.

SEE TO YOUR STOCKS

**Imperial Extract Co. - 8-10-12 Matilda St., Toronto**

1910  
**Tartan**  
**BRAND**

**Our Annual Tea Sale**

January and February Bargains

Black Tea, 14c to \$1.00 per lb.

Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

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

**Choicest of Pickles**

A better trade for nineteen hundred and ten is a good motto for every grocer.

**STERLING  
BRAND  
PICKLES**

will help in the attainment of this end. Good goods will bring good custom and this is the kind of trade that pays. You can bank on Sterling goods always—made in Canada's largest and best equipped factory.

**THE T. A. LYTLE CO., LTD.**  
Sterling Road  
**TORONTO**



**FINE OLD ENGLISH  
Pure Orange Marmalade**

SEASON 1910  
NOW READY FOR DELIVERY

100% PURE

No color or preservative used. Finest Seville Bitter Oranges and best granulated sugar only.

**WAGSTAFFE, Ltd.**  
PURE FRUIT PRESERVERS  
**HAMILTON, - ONTARIO**

**EWING'S HIGH GRADE HERBS**

It is ever your aim to please your customers—it is most profitable for you to do so. By selling EWING'S

**Sage, Savory, Thyme, Mint, Marjoram**

you please the most critical users of herbs. Do not wait until you are out before stocking up again.

**S. H. EWING & SONS**  
Montreal Toronto



From COW to CAN, the preparation of

## CANADA FIRST EVAPORATED CREAM

is one long tale of care and cleanliness. Each can is guaranteed pure and fully sterilized.

THE FINEST SUBSTITUTE FOR FRESH MILK.

ORDER FROM YOUR JOBBER.

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

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



A Reindeer Milk  
Baby.  
He Looks It.

TRURO QUALITY BRANDS

Young Canada is Being Raised on  
**Reindeer Condensed Milk**  
The Richest and Best  
**HOW IS YOUR STOCK?**  
The Truro Condensed Milk Co., Limited, Truro, N.S.

Every Grocer  
Who Handles

# White Swan

Brand  
of  
COFFEE, SPICES  
EXTRACTS,  
CEREALS or LYE

Handles  
Absolute Purity



# Cafe Francais

- ☐ A quick seller and a repeater, a line that will bring you in more profit than almost any other grocery specialty.
- ☐ It is "coffee with the after-effects taken out."
- ☐ Write us to-day for a free sample.

**Dominion Cereal Mfg. Company**

Also Makers of Imperial Self-Raising Flour

VICTORIAVILLE, QUE.

# CHAMPION'S

# MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS

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

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg  
R. Robertson & Co., 25 Alexander St., Vancouver, B.C.  
J. W. Snowden, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

## Lessens the Women's Work

You know, Mr. Grocer, if you secure the goodwill of the ladies, you get possession of a valuable asset. On wash days

## ASEPTO SOAP POWDER

"The Enemy of Dirt"

is a boon, and lightens the women's work. It is the best soap for the quick and easy washing of clothes, and will clean walls, floors, crockery, pans, etc., just as well. See that you have this quick-selling line on your shelves.

Order from your jobber

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

## Fire Protection

The Merchant Must  
Have a  
Register  
That Will  
Fit His Safe.



The interior of the Huber takes out and WILL FIT ANY SAFE. Besides—it cuts out Book-keeping; does your collecting; pleases your customers and increases your trade. Hundreds of Canadian merchants have used it for over three years.

WRITE FOR PARTICULARS.

**R. B. Belden & Co.,**  
Manufacturers

178-180 Victoria Street - - Toronto

The Successful Grocer knows that handling a full range of

# RICHARDS PURE SOAPS



means substantial soap profit for him. Follow the lead of those who have made good, and stock

## RICHARDS

QUICK NAPHTHA SOAP SNOWFLAKE SOAP CHIPS  
AMMONIA POWDER 100% PURE LYE TOILET SOAPS



# Canada's Best

## Flavor

Put up in glass, a few hours after being picked, and nothing but the finest

## Fully Ripened Fruits

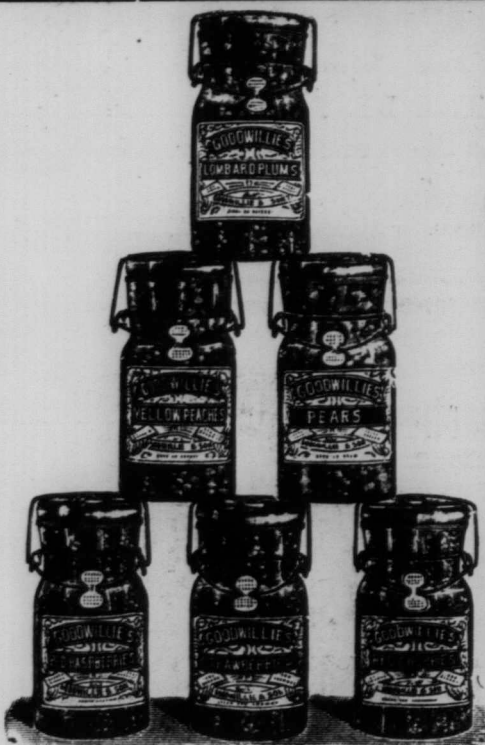
being used, they are delicious.

## Appearance

They look tempting and taste as good as they look.

## One Glance

and your customer will buy the first jar. Then you have only to fill the orders.



Agents: ROSE & LAFLAMME, Limited, Montreal-Toronto

# JOSÉ SEGALERVA

MALAGA, SPAIN

Look for that Brand when you buy

**Malaga Table Raisins**

**Malaga Loose Muscatels**

**Jordan Shelled Almonds**

**Valencia Shelled Almonds**

You will find that the goods have absolutely no superior in the matter of quality and attractiveness of packing. Your most particular customers will be easily pleased with them.

Agents

**ROSE & LAFLAMME, LIMITED**

MONTREAL AND TORONTO

Start the New Year Right

by using

# SUPERFINE LINEN RECORD

The best paper for Blank Books and Office Stationery.

*Samples sent on request.*

The **ROLLAND PAPER CO., Limited**

MONTREAL, QUE.

# GINGERBREAD

BRAND

Creates the Demand

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

**The Dominion Molasses Co., Limited**

HALIFAX

NOVA SCOTIA

## A Guarantee That Means Something

Back of every product that leaves the Heinz plant there is the experience of forty years and the reputation of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

## HEINZ 57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them fail to please, dealers have full authority to refund the purchase price.

Anything that's  is safe to sell.

**H. J. HEINZ COMPANY.**

New York      Pittsburg      Chicago      London



Made  
in  
Canada

## THE McCASKEY ACCOUNT REGISTER SYSTEM

Is acknowledged by expert Public Accountants, Auditors and up-to-date Merchants who have used them, as being the most complete, simple and accurate method of handling accounts ever invented.

### It Safeguards Your Business

It eliminates errors and disputes.  
It stops all forgetting to charge.  
It will increase your collections.  
It makes a prompt payer of the slow payer.  
It gives complete information regarding every detail of your business.  
It pleases the customers.  
It draws new trade.  
It handles accounts with only ONE WRITING.  
It's a time saver, money earner and money saver.  
Are you in business for fun or money?  
Information is free—Drop us a postal.

**DOMINION REGISTER COMPANY, Limited**

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue      TORONTO, CANADA

## An additional \$1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional \$1 worth of it in a year?

\$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means \$7,000.

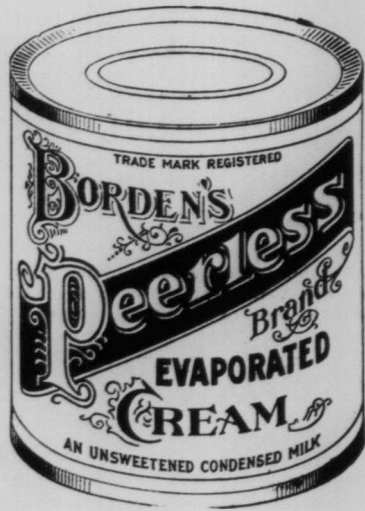
There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs \$425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.



# Borden's new 5c. package has been a big success—



UNSWEETENED

*Retails at 5c.*

**\$2 per case of 4 doz.**

**I**N planning for a big increase in business during 1910, put first on your list of good resolutions: "I will double my sales of Borden's Brands." You can always be sure of pleasing your customers if you recommend them yourself and instruct your clerks to do so as well.

## Borden's Condensed Milk Co.

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

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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

## CANADIAN PACIFIC WESTERN EXCURSIONS

### Single Fare

Plus \$2.00 for the  
Round Trip

From all stations in Ontario, Port Arthur and West, Manitoba, Saskatchewan and Alberta, to

## VANCOUVER VICTORIA and WESTMINSTER

Also to OKANAGAN VALLEY and  
KOOTENAY POINTS

Tickets on sale December 16, 17, 18, 1909; January 21, 22, 23 and 24; February 15, 16, 17, 1910; good to return within three months.

## BASKETS

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

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

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

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



## CHINESE STARCH

Money Maker  
Known Everywhere  
Repeat Seller  
Best Value

Get Prices

**OCEAN MILLS  
MONTREAL**

MONTHS YOU CAN SELL

## White Dove COCOANUT

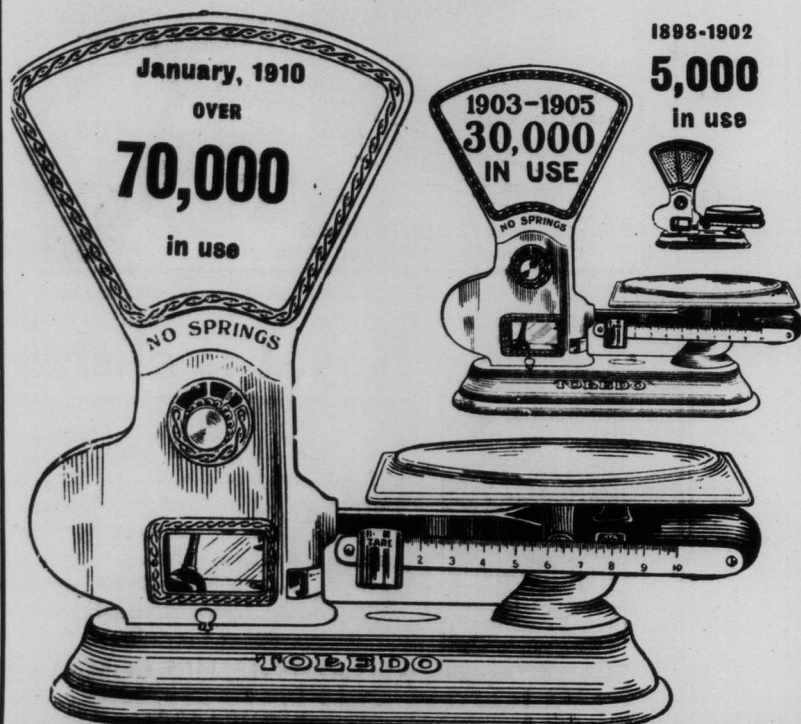
December  
January  
November  
February  
October  
March  
September  
June  
August  
May  
July  
April

AND THEN SOME

**W. P. DOWNEY**  
Maker MONTREAL



# GROWTH—AN INDEX OF MERIT



The first springless, automatic, computing scale ever made was invented and built in Toledo in 1898. That scale, though most crude as compared with the improved 1909 models of Toledo scales, marked the greatest advance in scale building and retail store weighing methods in the history of civilization.

### It Solved the Problem of Accurate Weight

It provided the merchant with the first practical, reliable device for measuring and determining the money value of his merchandise. Due to the superiority of its springless, automatic principle, the popularity of Toledo scales has grown world wide. Now England, Canada, Australia, Europe, New Zealand, South America and Mexico use these scales.

102 styles and sizes of Toledo Scales: adapted to all classes of stores. Price \$37.50 to \$165. We guarantee to furnish a better automatic computing scale for less money than you can get from any other source.

### TOLEDO COMPUTING SCALE CO.

MAKERS OF HONEST SCALES  
335 YONGE STREET, TORONTO, ONT

# A1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.



#### GENERAL AGENTS:

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

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats.

**BRAND & CO., Limited,** Purveyors to H.M. the King **London, England**





**DUST IS A GENERAL NUISANCE**

BUT IT CAN BE AVOIDED BY USING

**DUSTBANE**

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

**Dustbane Manufacturing Co.**  
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B.

Ask Your Wholesaler for These Goods



Saves time,  
Saves money,  
Saves you bags.

**McGregor's Patent Bag Holder**

Should  
be in every  
grocer's store.

**KILGOUR BROS.**  
Wellington St. West, TORONTO

**BLACK JACK**

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY  
ALL  
JOBBERs

1/2-lb. tins—3 doz. in case.

**Royal Polishes**



are filling a long-felt want. They can be used for such a variety of purposes. More and more every day this is being realized by progressive dealers, who are doing a growing business in these profitable, Canadian-made polishes.

**ROYAL POLISHES COMPANY**

MONTREAL

**Tea Lead,**

Best Incorrodible

**"Pride of the Island"**

Manufactured by

BRAND

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.  
A.B.C. Codes used 4th and 5th Editions.

**LIMEHOUSE,  
LONDON, E., ENG.**

Canadian Agents:

ALFRED B. LAMBE & SON, TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, 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.

**R. B. Wiseman & Co.**

123 Bannatyne  
Avenue East

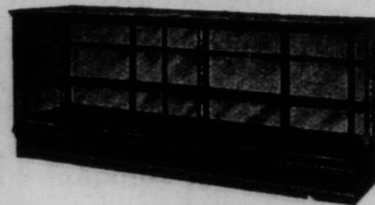
**WINNIPEG, MAN.**

**Warehousemen, Forwarding Agents and  
Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

*Wolverine* **Show Cases**



The best show case made in America for the money.

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

**W. H. ESCOTT**  
141 Bannatyne Avenue,  
Winnipeg, Selling Agent

No. 100.

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

Made by

**Michigan Show Case Co., Detroit, Mich.**

One reason why you should keep our

# Meadow Cream Sodas

In stock is because they are the lightest and crispest in the market.

Send for a sample order and see for yourself.

The W. J. Crothers Co., Ltd., - Kingston, Ontario

::: Bakers' :::

Wood Pie Plates  
Paprus Pie Plates  
Wood Butter Dishes

CAR LOTS OR SMALLS

F. O. B. Factory or Warehouse

A post card will do the rest

Address

**Walter Woods & Co.**

Hamilton and Winnipeg



THE ONE SALT

you can guarantee to be absolutely pure and free from adulteration, grit or bitterness is

**Windsor Salt**

Nearly everybody uses it in preference to any other salt.

**The Canadian Salt Co.**

Limited

Windsor - - - Ontario

It is a genuine satisfaction

to sell an article with a guarantee behind it. Are you stocking

**CONCORD NORWEGIAN SARDINES?**

The brand with a guarantee on each tin. The extra care taken in the packing of these sardines preserves their natural delicate flavor in a remarkable manner. There is an extra cover for use after the tin has once been opened.

This high-class sardine will appeal strongly to your better-class customers. Send your order to any wholesale grocer.

AGENTS:—R. S. McIndoe, Toronto.

A. H. Brittain & Co., Montreal.

W. A. Simonds, St. John, N.B.

Watson & Truesdale, Winnipeg.

Rudger & Janion, Vancouver and Victoria, B.C.



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Cases

show case  
America for  
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50 per foot  
Detroit

ESCOTT

atyne Avenue,  
Selling Agent

plate top.

, Mich.



# To Reduce the Stock Before Stock-taking

In order to considerably reduce our stock of Dried Fruits before stock taking, we offer bargain prices to the trade.

These important reductions on our regular prices are bearing on the following lines of goods which are in constant demand; it is therefore to your immediate interest to send us your orders at once.

## CURRENTS.

½ c's Primrose Cleaned, 80 lbs., and ¼ c's of 50 lbs.  
 ½ c's Filiatras Cleaned, 80 lbs. (1909).  
 ½ c's Majestic Vistizzas, cleaned, 80 lbs.  
 c's Royal Excelsior, 1 lb. packages 36s. (1909).  
 Brs. Uncleaned, loose, about 350 lbs.

## VALENCIA RAISINS.

Argumbeau, F.O.S., 28-lb. boxes.  
 Pallares, F.O.S., 28-lb. boxes.  
 Pallares, selected, 28-lb. boxes.  
 Pallares, selected, 14-lb. boxes.  
 Trenor, Blue Eagle, selected, 28-lb. boxes.  
 Trenor, Blue Eagle, F.O.S., 28-lb. boxes.  
 Llano, 4 crs., 28-lb. boxes.  
 Royal, 4 crs., 28-lb. boxes.  
 Aranda, F.O.S., 28-lb. boxes.  
 Aranda, selected, 28-lb. boxes.  
 Aranda, 4 crs., 28-lb. boxes.

## SEEDED RAISINS.

Daphne, 1 lb. 36s. (1908) boxes.  
 Peacock, choice, 1 lb. 36s. (1909) boxes.  
 G. & S., fancy, 1 lb. 36s. (1909) boxes.

## LOOSE MUSCATELS.

California, 3 crs., 50-lb. boxes.

## SULTANA RAISINS.

5 crs., cleaned, box 28 lbs. (1909) boxes.  
 Choicest, about 28 lbs. (1909) boxes.  
 Imperial, cleaned, 28-lb. (1909) boxes.  
 Finest, about 28 lbs. (1909) boxes.  
 F.B. 1 lb. packages 36s., boxes.  
 3 crs. cleaned, about 28-lb. (1909) boxes.

## MALAGA TABLE RAISINS.

Empress Clusters, 1 lb. fancy carton, 20s. boxes.  
 Empress Clusters, loose, 22-lb. boxes.  
 Empress Clusters, ¼ box 5½-lb. boxes.  
 Princess Clusters, loose, 22-lb. boxes.

## PEELS IN STOCK.

English Lemon, 7-lb. boxes.  
 English Orange, 7-lb. boxes.  
 English Citron, 7-lb. boxes.

## DATES.

Hallowee, loose, 60-lb. (1909) boxes.  
 Camel, 1 lb. packages, 30s. (1909) boxes.

## EVAPORATED FRUITS.

Apples, 50-lb. (1909) boxes.  
 Oregon Peaches, 25-lb. (1909) boxes.  
 Easter Peaches, 25-lb. (1909) boxes.  
 Pansy Pears, 25-lb. (1909) boxes.  
 G. & S. Special Apricots, 25-lb. (1908) boxes.  
 Oregon Apricots, 25-lb. (1909) boxes.  
 G. & S. Nectarine Peacock, 25-lb. (1909) boxes.

## FIGS IN STOCK.

4 crs. Eleme Figs, 10 lbs., 1¼ inches.  
 5 crs. Eleme Figs, 10 lbs., 2 inches.  
 6 crs. Eleme Figs, 10 lbs., 2¼ inches.

## PRUNES IN STOCK.

Delmonte Santa Clara 40- 50 25 lbs.  
 G. & S. Santa Clara 40- 50 25 lbs.  
 G. & S. Santa Clara 90-100 25 lbs.  
 Webbfoot 40- 50 25 lbs.  
 Webbfoot 50- 60 25 lbs.  
 Webbfoot 60- 70 25 lbs.  
 Webbfoot 70- 80 25 lbs.  
 Webbfoot 90-100 25 lbs.  
 Hunter 40- 50 25 lbs.  
 Hunter 50- 60 25 lbs.  
 Hunter 60- 70 25 lbs.  
 Hunter 70- 80 25 lbs.  
 Hunter 80- 90 25 lbs.  
 Hunter 90-100 25 lbs.

## NUTS IN STOCK.

Turkish Filberts, 100-lb. bags. Mayette, 225-lb. bales.  
 Polished Jumbo, 200-lb. bags. Mayette, 100-lb. bags.  
 Sicily Filberts, 100-lb. bags. Green blettes, 100-lb. bags.  
 Marbot, 100-lb. bags. Naples Filberts, 100-lb. bags.  
 Large Brazil, 150-lb. bags. Tarragone, 100-lb. bags.

## SHELLED WALNUTS IN STOCK.

c's No. 1, 55 lbs.

## SHELLED ALMONDS IN STOCK.

4 crs., 28-lb. boxes

## PEANUTS IN STOCK.

Bags, Francaises, green. Bags, Francaises, roasted.  
 Bags, Spanish, roasted. Bags, Coon, green.  
 Bags, "G" roasted. Bags, Sun, roasted.  
 Bags, "G" green. Bags, Sun, green.  
 Bags, Coon, roasted. Bags, Bon Ton, roasted.  
 Bags, Bon Ton, green.

For all information, quotations, etc., write, telephone or wire at our expense.

# Laporte, Martin & Co., Limited

WHOLESALE GROCERS  
 Montreal, Quebec



Adams  
 Albert &  
 Allan, B  
 Allison  
 America  
 Andrew  
 Anderso  
 Aseptol  
 Aymer  
 Baker, V  
 Balfour,  
 Benedict  
 Bickle, J  
 Blue Rit  
 Borden  
 Bowen  
 Bovril, I  
 Bowser,  
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 Brand &  
 Bristol,  
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 Champic  
 Christie,  
 Clare &  
 Clark, W  
 Clawson  
 Comput  
 Concord  
 Connors  
 Constant  
 Cowan  
 Cox, J. J  
 Crothers  
 Dignard,  
 Dominio  
 Dominio  
 Dominio



## Here Are Two Old Reliable Sellers!

YOU CANNOT DO BETTER THAN PUSH THESE TWO LINES ENERGETICALLY DURING THE COMING YEAR. THEY BOTH YIELD A GOOD PROFIT AND ARE EASILY SOLD, THEY ARE SO WELL KNOWN.

TO-DAY, Look over Your Stock of

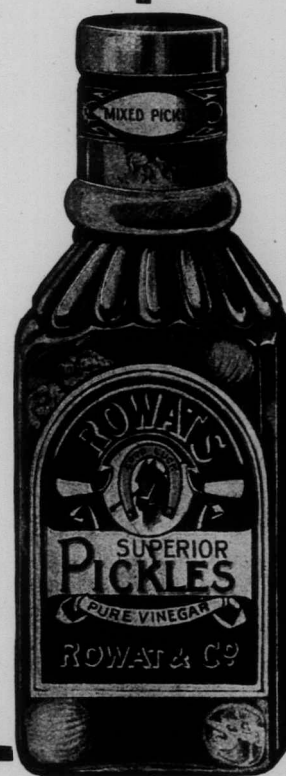
### Rowat's Pickles and Olives

and

### Paterson's Worcester Sauce

SOLE OWNERS

### ROWAT & CO. - Glasgow, Scotland



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# Where Responsibility Lies in Adulterated Foods

Chief Analyst of Inland Revenue Department of Dominion Government Says the Retailer is to Blame in Most Cases—Selling Compounds Legal if They are Sold as Such—Where Adulterated Cream of Tartar and Ginger Have Been Offered to the Public for Pure Goods.

Written by A. McGill, for The Canadian Grocer.

The "Adulteration of Food" Act makes the vendor directly responsible for the quality of the goods he sells. It is difficult to see how it could do otherwise. The purchaser, whether he is himself a dealer or a consumer, has direct relations only with the person who sells the goods to him, and he, quite naturally, looks to this person as responsible for their quality.

In cases where the vendor has been himself a purchaser, and not a manufacturer of the article he sells, it is often urged as a hardship that he should be held as guarantor, since he is, in the nature of things, compelled to take on trust the genuineness of what the actual manufacturer has supplied to him. A little consideration will make it evident that no other course is tenable. The retailer has certainly had the goods in his possession. He is the only one who can establish the fact of their source; more than that, he is the only one who can vouch for the fact that they have not been tampered with while in his charge.

The Adulteration Act recognizes the importance, to the retailer, of his dependence upon the honesty of the manufacturer, and provides for his being able to call into the case, as third party, the manufacturer himself. This he does by the production of a warranty from the manufacturer; and it is not too much to ask of any person, having intelligence enough to go into business at all, that he should be wise enough to secure himself by having such a guaranty furnished him, with all goods he buys. For the further protection of the retail dealer, the Act provides a form of guaranty, so that he cannot plead anything but his own gross ignorance or carelessness, if he fails to fully protect himself against all charges of having, with knowledge, any adulterated goods in his stock.

## When Compounds Are Legal.

It must be clearly understood—and we believe that it is generally understood—that neither cheap goods, nor mixed goods, are necessarily adulterated. Compound lard, for example, is a perfectly legal article. But the retailer should know, and we believe he generally does know, that it is compound lard, and not simple lard. If a customer asks for compound lard, or is willing to accept compound lard, the sale is entirely legal. It is the same with Cream of Tartar substitute, or Compound

Cream of Tartar; with Coffee Compounds or Substitutes, and so on. These things are not Cream of Tartar, or Coffee, and must not be sold as such. We will venture to say that in vastly the greater number of cases they were not bought as such by the retailer himself. The lard he buys at 4 or 5 cents a pound cheaper than the highest grade offered to him by the manufacturer, is almost invariably marked as Compound Lard on the container. He might suspect its quality from the mere fact of the lower



A. MCGILL,

Dominion Government Analyst, Who Points out to Retailers the Danger of Selling Adulterated Food-Things.

price he pays for it. The same thing is true for cheap goods in general.

Now we have before us some recent bulletins of the Inland Revenue Department at Ottawa. Turning to No. 184, which treats of Ground Ginger, we find the retail prices for which these samples were sold. The inspectors purchased, as a rule, three-quarters of a pound. Twenty-one samples out of 150 examined are found to be adulterated. Are these 21 samples sold at lower prices than other samples, which are genuine? Not at all. In a few cases the difference in price is note-worthy, because it assures us that the retailer bought the goods at

a lower price than he would have paid for pure goods, and he has given his customers the benefit of the lower cost to himself. But this is so far from being true all along the line, that the rule is for adulterated ginger to be sold at the same price as the genuine.

## Lays Blame to Retailer.

The advantage is evidently a financial gain to the retailer alone. The manufacturer is not to blame for this kind of thing; and if the retailer pleads that he did not know the goods to be other than genuine, he either stultifies himself, or worse.

Turning again to Bulletin 180, which deals with Cream of Tartar, forty-one samples out 180 are adulterated. Genuine Cream of Tartar appears to be sold at from 30 to 40 cents a pound. In some cases the adulterated article is sold, by retail, at distinctly lower prices, but these cases are exceptional. As a rule it is sold at 40 cents per pound.

Does any one believe that the retailer did not know that he was charging exorbitantly for what he sold?

The same tale is told by one Inland Revenue Report after another. And the inference is unavoidable. The retailer, in too many cases, is acting the highwayman, on a small scale. He is buying the cheapest, mixed or compound goods, and selling them at the price of high grade and pure goods.

Undoubtedly there may be here and there, instances of middle men, and sometimes of middle women, who are really unsophisticated enough to believe that lard is lard, and butter is butter, no matter at what price it is bought or sold; but it is open to question whether such cases have not claim on our contempt rather than upon our pity.

## A GOOD RECOMMENDATION.

The Canadian Grocer,  
Toronto.

Dear Sirs.—Please change address of Canadian Grocer to Lakeview, Ont., also change name from N. H. McConnell to George McConnell. I have moved to Buffalo and also gone out of business and for this reason I am having you send this to my father at Lakeview. I have always valued this paper very much, and hope that you may have a steady subscriber in the person of my father by sending it to him the balance of the time.

N. H. MCCONNELL,  
Buffalo, N. Y.



## Grocers' Association Against Co-operative Bill

The London Merchants Anxious to Stop Its Progress and Will Forward Resolutions to Member in House of Commons—Movement on Foot to Hold Union Picnic of Western Ontario Grocers.

London, Ont., Jan. 18.—Judging by the manner in which the Retail Grocers' Association has opened the year, there promises to be some live business done by it in 1910.

At their regular meeting last week several important matters were ad-

for the grocers and their friends from Toronto, Hamilton, Brantford, St. Thomas and Chatham, was a proposal launched at the meeting.

As a preliminary step, it was definitely decided to hold a banquet about the first of February, and to invite the presidents of the Toronto, Hamilton, Brantford, St. Thomas and Chatham associations to be present, and talk the matter over, and come to some arrangement.

"We propose to make London the first place for the holding of the picnic," says President Ed. Ryan, "and then every year, turn about, the picnic can be held at one or other of the places."

The grocers' picnic is one of the most successful held, and in the past Niagara Falls and Detroit have been the favorite places for the visit.

The association also took hold of the suggestion of Mayor Beattie in reference to accommodation at the market. They support his proposal to pull down the present market house and the fish market, and make the added recommendation that the whole market be paved.

The following resolution was passed, and will be sent on to the council:

"Resolved, that the Retail Grocers' Association are convinced that the market would be plenty large enough for years to come if the present market house and fish market were pulled down, as suggested by Mayor Beattie, in his inaugural address to the council. We strongly recommend the carrying out of the mayor's suggestion.

"We also recommend the paving of

the market, as it is a disgrace in its present condition."

### BOTH MANUFACTURER AND PURCHASER.

E. J. Walker, Jr., president of the Walker Bin Co., of the United States, has been in Canada recently for the purpose of investigating some infringements of their patent by retail grocers and manufacturers. Accompanied by W. C. McCuaig, secretary of the Walker Bin & Store Fixtures Co., Berlin, Ont., he made a trip through the eastern provinces, and states that a number of cases were discovered. All of these have been turned over to their solicitors in Montreal, who have been authorized to commence action against both the manufacturers of infringing fixtures and the grocers who bought them. Mr. Walker expressed regret that it would be necessary to enjoin the grocers, whom he felt were, in some cases, innocent of any intention of infringing his company's patents. However, his solicitors say the law is clear on this point and that it will be necessary to prosecute the purchaser as well as the manufacturer.

### SUGAR FROM INDIAN CORN.

F. L. Stewart, Murraysville, Pa., U.S.A., writing in the Journal of Commerce and Commercial Bulletin, New York, states that sugar can be produced from Indian Corn by means of certain treatments during cultivation. He says that the fine results reached in the work at the experimental plant at Murraysville, Pa., the past season, and the final tests of the machinery, prepare the way for the rapid introduction of the processes into regular use this year on the most extensive scale, wherever corn can be grown to the most advantage for these purposes.



ED. J. RYAN,

President of The London Retail Grocers' Association Which is Opposing the Co-operative Bill.

vanced for discussion including the Co-operative Bill now in the House of Commons, changes to the London market, the holding of a gigantic picnic for Western Ontario grocers and the next annual banquet.

The Co-operative Bill will find stiff opposition from the association. This bill is primarily to allow the incorporation of co-operative societies in Canada without charters, and is directly opposed to the business of the retail merchant. Being wanted by a few promoters who apparently have no other interest in it than the making of money rapidly, it is not something that the country needs, but rather something that the general trade of the country would be better without. Not having to secure a charter, a co-operative society does not have to report its business or standing to the government. A strong resolution condemning it will be prepared, and after being signed, will be forwarded to Major Beattie, who will be asked to present it and speak against the bill. Local grocers feel strongly about the matter, and contend that it will be a gross injustice to the retail trade throughout the country if the bill is allowed to pass.

### Monster Picnic Suggested.

To hold a union picnic and make London the gathering place for the summer

## Things That Shouldn't Be



Boxes Piled Promiscuously on the Counter So That the Grocer Can Scarcely See From Behind Them and Things Generally in Disorder.





First Prize Window in Class I., Dressed by Chas. Macklaier, for Fraser, Viger & Co., Montreal.

## The Prize Windows in Christmas Window Contests

Every Province in Canada Represented— British Columbia Carries off Two Prizes—Competition Brought in Many Splendid Windows and Was Most Successful Ever Held—Descriptions of the Winners.

The Canadian Grocer herewith announces the results of the most successful Christmas Window Dressing Competition which it has ever yet inaugurated. In giving the winners of the prizes it was deemed advisable by the judges to add the following three runners up in the contests in order to let the latter know how closely they came to the top. When it is considered that the competitions were open to the grocers of Canada, the vastness of the field makes it evident that the contests are more than of the ordinary importance—in fact they are of national importance.

The winners in Class 1—places over 10,000 population—and the three runners-up in their order of merit are:

FRASER, VIGER & CO., MONTREAL, QUE., dressed by Chas. Macklaier.

DIXI H. ROSS & CO., VICTORIA, B.C., dressed by Alex. McNeill.

Bruce & Sanderson, Toronto, Ont., dressed by L. H. Sanderson.

R. Higgins & Son, Toronto, Ont., dressed by R. H. Patchett.

Wm. T. Patterson, Belleville, Ont., dressed by Murray T. Patterson.

The winners in class 2—places under 10,000 population—and the three runners-up are:

KIRK BROS., BRACEBRIDGE, ONT., dressed by E. J. Kirk.

THOS. LAWSON, LTD., KELOWNA, B.C., dressed by Geo. S. McKenzie.

A. D. Ingraham, Sydney, C.B., dressed by Jas. N. Dempsey.

F. W. Hutton, St. Marys, Ont., dressed by S. C. Bartlett.

Wm. Hyndman, Smith's Falls, Ont., dressed by W. Hyndman.

The judging of the windows from the photographs was left in the hands of three window display critics, impartial and unprejudiced.

The nature of the displays were such that considerable difficulty arose in placing the winners, especially those for the second prize in each case. There were windows from all provinces of

Canada. Several photographs came from the west and it will be seen that both second prizes went there. They also came from Nova Scotia, New Brunswick, Quebec and Ontario, showing the deep interest taken in window dressing throughout the country and incidentally illustrating the national character and wide circulation of The Canadian Grocer.

The competition was never so successful. Grocers in the smaller places appreciated, as they did in other years, the fact that they did not have to compete with cities where there are usually better facilities for displaying goods. As a result photographs came in from towns all over Canada—large and small photographs and long and wide. They began to arrive at the office of The Grocer a week or ten days before Christmas, but the majority of them came the following week when the Christmas rush was over and merchants had the time to think of something else.

The judges in making their decisions divided each display into three parts:

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## THE CANADIAN GROCER

Selling Power, Attractiveness and Originality. They aimed to award the prizes to the windows showing these three in the best combinations. The windows of course had all to be dressed with Christmas goods.

### Winner in Class I.

In describing the contents of the Fraser, Viger & Co.'s window, and how it was constructed, Chas. Macklaier describes it as follows: "The window contains crystalized and glace fruits in small boxes with sprigs of holly between on the slant near the glass and with a cluster of table raisins above. Large boxes of crystalized angelica cherries, pineapple with champagne bottles are leaning on the edge of the table.

"The table is covered with a table cloth and contains a French plum pudding, 5 lbs. homemade candy canes, imported Scotch buns (old-fashioned

fruit cake), Edinburgh rock candy, English Stilton cheese, stuffed California prunes, glace melons, a bowl of carnations, beef in glass jars and Xmas crackers. At the ends of the window are several other dainties including American plum pudding, Scotch short-cake, brandied fruits and English candy.

"To the rear of the table is a bronze figure with a light attached representing "purity." The curtains are made of evergreen and strung back with wide ribbon of the same color; carnations are stuck in the evergreens and Xmas stockings are peeping out between the curtains. A holly wreath is strung up with silver hangings and ribbons on either side of the front part of the window."

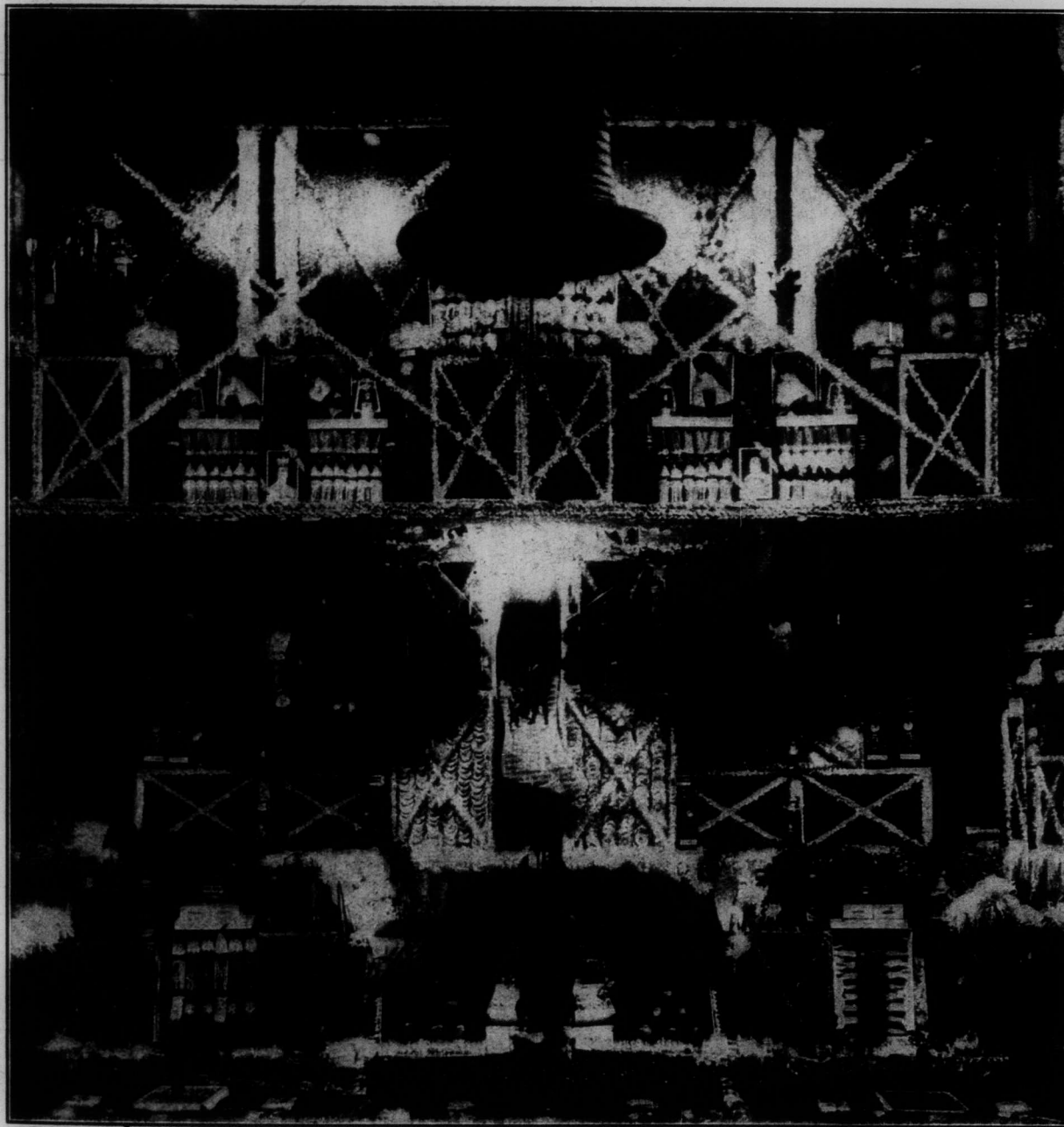
The whole window is the very picture of attractiveness and its selling power with the introduction of a few handsomely written show-cards is apparently above the average. To be effective

as a selling window it must draw those who study it into the store to buy. This window is also original.

### The Second Prize.

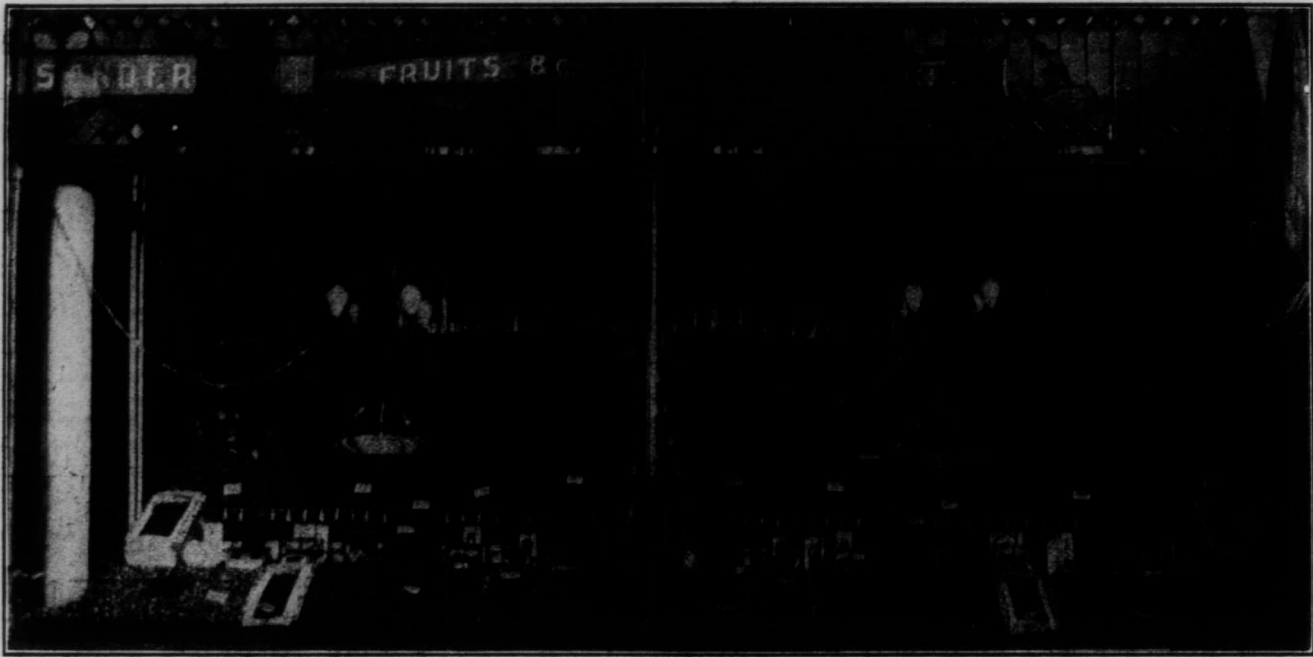
British Columbia carried off the second prize with the Christmas window of Dixie H. Ross & Co. The cut shown here scarcely does it justice as the depth is not brought out well by the photograph.

The display was arranged by Alex. McNeill, who has been with the firm several years. The floor of the window is covered with currants and sultana raisins, divided with candied peels and inlaid with boxes of crystalized fruits, cherries and fancy packages of confectionery, also bottled fruits, olives and extracts, etc., interspersed with potted flowers. The centre section of the floor is filled with cranberries and in line with that were placed rows of Smyrna figs and Arabian dates. At the back



Second Prize Window in Class I., Dress ed by Alex. McNeill, for The Dixie H. Ross Co., Victoria, B.C.





Window Dressed by L. H. Sanderson With Bruce & Sanderson, Parliament St., Toronto.

will be noticed tiers of apples, dried fruits and bottled goods, etc.; these are set in an alcove over which is built a strong shelf on which the goods are set to form the second story of the window. The alcove was lighted with

frosted electric lamps, and asparagus ferns hung from above and trailed among the goods. The woodwork at the back is trimmed with white puff bunting, relieved with green; all the woodwork throughout the window was

trimmed in this way, and the boxes and bottles were trimmed with tinsel, giving a pretty and bright effect.

The two upper stories of the window are filled with all kinds of Xmas dainties, and suggestions trimmed with



First Prize Window (in Class III), Dressed by E. J. Kirk, for Kirk Bros., Bracebridge, Ont.

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## THE CANADIAN GROCER

tinsel and grape vines hung here and there. The panes of glass at the back of the upper part of the window were all frosted so as to give a more seasonal effect to the display.

This window shows considerable work and planning on the part of the trimmer and certainly should have been a good trade getter. It might have been made

Bruce & Sanderson's display was constructed in three steps. The first step was covered with different varieties of nuts with boxes of table raisins dividing them. For a background of the next step, Christmas wines were used and the floor filled with fancy dates, figs, bon-bons and chocolates in different sized boxes. The third step was

was also used and handsome gold and silver fancy edged paper, tissue paper bells, holly and wreaths formed other pretty decorations.

Murray G. Patterson, Belleville, Ont., also dressed a fine window, particularly from an attractive standpoint. Strung from the ceiling on colored string are Almeria grapes on artificial grape vines.



Second Prize Window in Class II., Dressed by Geo. S. McKenzie, With Thos. Lauson, Ltd., Kelowna, B.C.

a little better with the addition of a few price tickets.

### The Runners Up.

The judges had considerable difficulty in choosing the third best window. It finally lay between that dressed by L. H. Sanderson, of Bruce & Sanderson, Parliament St., Toronto, and by R. H. Patchett, with R. Higgins & Son, Toronto, and upon the merits of the two being more closely discussed, the deci-

sion went to the former principally because of a better variety of Christmas goods having been shown, and to the fact there was a great deal of work accomplished in dressing it.

about four inches deep backed up by raisins, crackers, table figs and dates. About two inches above were two rows of grape fruit and oranges with honey to the rear. A small Xmas tree

The photograph was a splendid one—unlike some of the others. It was given 30 minutes exposure after 8 p.m. The color scheme was red and green and price tickets were freely used.

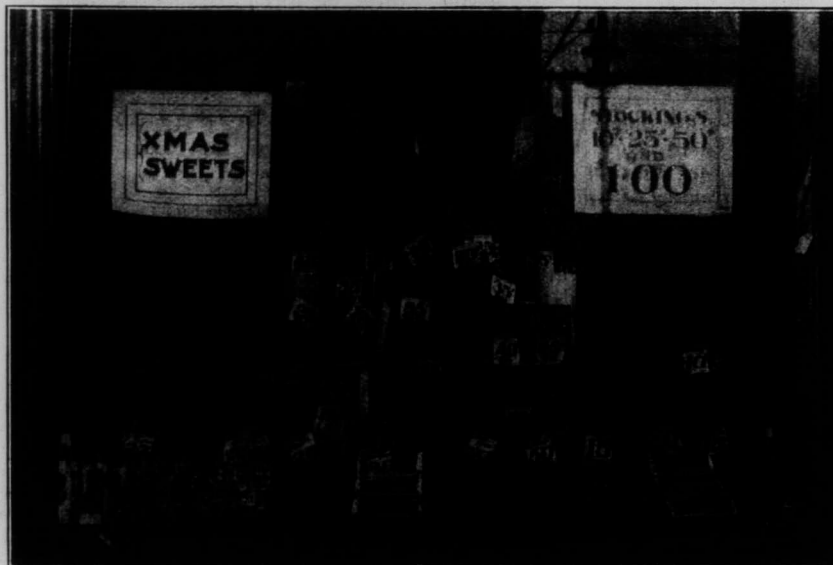
For originality Walter Fitzgerald, with White & Gillespie, Peterboro, Ont., had one of the best windows. It was composed of candy illustrating a mountain with a tunnel through it, and with a river and lake, foot-bridge and road below. It was apparently a good candy selling window too.

J. W. Island, 262 Dundas St., Toronto, sent another good window for the competition. It was trimmed by C. J. Bamford. The outline was made of slats about an inch in width. The outline of a number of stars and a crescent moon were formed of the same material, the interior of the former being composed of different kinds of peel and of the moon by currants. The whole was imbedded in raisins and nuts making a pretty effect. Stockings full of candy hung over the window and evergreens above that again.

A Hamilton window dressed by Chas. E. Dore for John O. Carpenter was attractive, neatly arranged and evidently a good seller. The details, however, could not be easily seen as the photograph was taken at too great a distance away. It showed, nevertheless, a splendid store front.

Another neatly dressed window was that of Harry Ranahan, London, Ont. It contained several pyramids, including glass jars of preserved fruits, olives and olive oils, French peas, etc. A distinctive feature about Mr. Ranahan's window is the large number of high-class goods he showed in it. The nut display was presented in a half dozen cut glass jars at the front of the window, the whole display bringing out strongly the idea of cleanliness.

Space does not permit going into the merits of the various other displays,



Window Dressed by Jas. N. Dempsey, With A. D. Ingraham, Sydney, C.B.

re, Ont.

about four inches deep backed up by raisins, crackers, table figs and dates. About two inches above were two rows of grape fruit and oranges with honey to the rear. A small Xmas tree



but it is only fair to give honorable mention to those which deserve it. These are the displays of C. F. Walbridge, Belleville, Ont., Chris. J. Delany, manager of McHendry's store, Brockville, Ont., and Share & Campbell, Halifax, N.S.

**Competition in Class II.**

As will be readily seen from the cut of the window of Kirk Bros., Bracebridge, Ont., it compares favorably with the best in the larger cities.

The main feature of the window is the "teeter-tawter" which was in actual motion driven by electric motor, and reduced to a natural speed, this is kept going day and night, requiring no attention whatever with the exception of occasional oiling.

The mechanism was entirely concealed and looked as if it were actually driven by the riders. It will be noticed by the reader that the board is rocking over a pyramid of oranges, and to convey this idea the oranges were built up so as to touch the board. All cards and tickets appearing in this window were written by E. J. Kirk, who arranged the display and represents 9 months' practice in card writing, showing that many merchants or clerks may learn writing by spending a few minutes each day.

The second prize in this contest was won by Geo. S. McKenzie, with Thos. Lanson & Co., Kelowna, B.C.

The front portion of the window is separated by packages of currants into a number of sections which are filled with different kinds of nuts, behind which is a row of package raisins. On these are placed six glass fruit stands containing peels, oranges, lemon, citron, and shelled almonds, walnuts and California bleached sultanas. This front part is on a level or on the bottom of the window. From there to the rear, there is a slight incline. The next row at the left contains bulk currants above which is a box of raisins, next to the right are boxes of figs and dates. Behind them are spread out Valencia raisins. Here and there are boxes of crystalized fruits.

Behind this again on a level are mince meat in pails, puddings, oranges, Malaga grapes, etc. Behind each picture and stack of mince meat are package raisins and currants, which made the windows appetizing from the rear. Directly above and at the back of the window are four rows of Christmas stockings. "This window," says Mr. McKenzie, "was the best selling window I ever put in."

**A Window From the Far East.**

A runner up in this class was Jas. N. Dempsey, with A. D. Ingraham, Sydney, Cape Breton. In the foreground are different kinds of bulk confectionery in trays, arranged obliquely, above which are fancy boxes of chocolates.

The pyramid is constructed of Christmas crackers or properly speaking, co-saques, of bright colors, which tend to attract the eye as well as making a pretty display. Hung across the back are Christmas stockings of different sizes. On either side are arranged pails of confectionery, behind which are palms.

The price tickets are the main feature of the window, which proved according

to Mr. Dempsey, to be a good salesman.

The window dressed by S. C. Bartlett, with F. W. Hutton, St. Mary's, Ont., showed careful attention to attractiveness and originality. With it, like a good many others, the photograph did not do it justice.

Other windows deserving honorable mention are those of Wm. Hyndman, Smith's Falls, Ont.; A. E. French & Co.,

North Bay, Ont., and D. Simpson & Co., Pickering, Ont. The latter was dressed by Allan H. Clark, and would have given a much better account of itself had the photograph been better.

The competition was undoubtedly a successful one. The Canadian Grocer desires to be helpful to every merchant in Canada, who is interested in window display and it certainly will be if the accompanying windows are carefully studied.

**Retailers Behind the Times in Matters of Credits**

**So Maintains Simcoe Grocer, Who Points Out Lesson From Wholesalers Who Have Shortened the Terms—In Many Respects Grocery Trade is in Healthier Condition Than a Few Years Ago—Better Business Men and Work of Trade Journals Responsible.**

By a Simcoe Retail Grocer.

With the advent of a new year, I wish to say a few things to my fellow grocers in Canada. In the first place I wish to utter words of praise for your most excellent trade journal. A trade journal is as necessary to the up-to-date grocer, as a medicine chest is to a medical man.

There is not a grocer in Canada but can make several times more than the subscription price by reading and giving thought to what he reads. When I started in business several years ago, everything in the grocery trade was upside down, everybody trying to see who could sell the cheapest. In many cases the consumer got trash. To-day the grocery trade is in a fairly healthy condition, thanks largely to your trade journal and more brains behind the counter. To-day the public are better served, have better stores at which to trade, and are receiving better goods. In fact there has been quite an improvement in the last fifteen years.

There is always room for more improvement. Would it not be better for the retail grocers instead of growling about the shortening of wholesale credit to take a leaf out of the wholesalers' book and do likewise—shorten retail credits. It must be apparent to every retail man that the wholesalers' loss is much reduced by the shortening of credits.

If this is true of the wholesale trade why would it not be true of the retail trade? If every grocer would make an honest confession he would say, he had lost more customers by allowing them unlimited credit than by sharp collections. Is it not rank injustice to us that we often allow our customers to run our credit business instead of running it ourselves, allowing them to have goods and pay when they get ready?

This is the way many retail credit businesses are run to-day. Conditions are such that this is no longer necessary. Have we any right, and are we doing ourselves justice when we allow Mr.

Jones to owe us money for a year because he has bought a house and lot or this and that? Is it not something like buying it for him?

If the retail terms of credit were placed on a business basis and made as systematic as the rest of our business the losses from bad debts would be minimized.

If a customer gets paid by the week for his work see that we get our pay in full for our account at that time or quit doing business with him. If we grocers buy anything from a farmer, he wants his money—not in two months or a year, but spot cash—and the same if we have any work done for us. If we buy from the wholesalers, they want their money according to their terms of credit, and justly so. Then why should we give three months', six months' or a year's credit? It is nonsense and we are to blame.

**ADVANCES IN COFFEE.**

In reviewing the market changes in Brazil coffees the New York correspondent of the Tea and Coffee Journal, says that a year ago Rio No. 7 was quoted on exchange at 6½ cents, and before the year closed the quotation advanced to 8½ cents, showing an increase of 2½ cents. The advance in the Santos market was not so marked, the quotation being 8½ cents last year and 9½ cents this year, a variation of ⅙ of a cent. The difference in the advance of Rio and Santos is attributed to the fact that low-grade Rios have become somewhat scarce and are needed for certain brands of low-grade coffees. This is due in part to the operation of the pure food law in shutting out all coffees grading below an 8, and also to the fact that Rio coffee is not so much in favor as heretofore. The Santos crop fell short of early estimates, and is of smaller bean than usual. This crop has been hurriedly marketed, so that instead of shipments being made during the twelve months the limit of 9,500,000 was reached in less than five. The smallness of the bean is due in part to haste in gathering the crop.

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## Concerning the Retail Salesman and His Work

The Serving of Apprenticeship by Clerks—D. W. Clarke's Communication to the Canadian Grocer Referred to—The Serving of Time Behind the Counter Considered Advisable.

By L. C. Mortimer.

There was a communication in a recent issue of The Canadian Grocer from D. W. Clarke regarding the apprenticeship of clerks, which must prove interesting to readers of the paper, and which should be thought over carefully. It seems to me that the best way to raise the standard of any calling is to raise the standard of the manhood in the calling. In fact, it is the only way, for there is no vocation in life worth anything without the personality. This is true in either of the realms of business or professional life.

A few years ago there passed away in Chicago a great man, who ever since has been known as the "Merchant Prince." The influence of that one man in raising the standard of the retail business can never be fully estimated. There is no more noble business endeavor in the world's commercial arena than that of the retail merchant, simply because of the opportunities that that business affords, as was demonstrated by the life of Marshal Field.

But how is the standard of the retail business or any one section of that business to be raised? Have all ideals been exhausted? and are there no more fields to be won? The trade is surely too great for that, and its greatness consists in the fact that there are opportunities undeveloped and resources undiscovered. It is obvious, however, that the presence of an expert in any business is essential to insure the most effective development of that business. The grocer, for instance, must spend years of patient toil to acquaint himself with every phase of his business. He must pass through the experiences of other men—his predecessors in the business, before he himself can contribute anything to the trade out of his own experience. It would seem then that it would not be for the best interests of the grocery business as a whole, that a grocer should have control of a grocery business before he is thoroughly competent to do so. If he has not passed through the training necessary to equip himself with that efficiency by which the trade is standardized, is he not weakening in some sense the standard of the business in which he participates?

This is a great question. Should a clerk serve his apprenticeship thoroughly before he is dignified with the name of a retail grocer? The clerks, who, by the way, are in the majority as to numbers, naturally say "no," but it is interesting to note that the merchant, once he gets there, invariably says emphatically "yes."

The merchant may or may not have served a rigid apprenticeship himself,

but he sees the absurdity of paying a clerk top wages, who cannot weigh a pound of sugar properly, or who cannot open the door politely for a customer. If by such a practice, the merchant concludes that his own business is demoralized, he is justified in believing that the trade, as a whole, cannot be built up so long as such principles are in vogue.

Charles W. Waring, manager of Robinson & Co.'s grocery department, Winnipeg, who served a thorough apprenticeship in England, said recently that it was a difficult thing to get good clerks, and the reason for it lies in the lack of an apprentice system. "I have had clerks," he said, "that it was a pleasure to watch, waiting on a customer; they were trained, they were clean, saving of goods, polite, always secured an extra order if possible, and in every way contributed directly to the development of my business. At the same time I have had clerks to whom I paid almost as much, who daily drove away business. They were all good fellows, but the poor clerks lacked that discipline which comes with apprenticeship."

Just what apprenticeship means always depends upon the connection in which it is used. Apprenticeship as a mechanic means one thing, and as a grocery clerk another. In any case it means the saving of time to master every phase of the special line of work where efficiency is a first requisite. Whether it is a prime requisite in the grocery business is the question before us. That it is necessary for competent clerkship seems to be evident. It might be further argued that for the security of the public health and comfort, the inexperienced man or woman should not be allowed control of a grocery business, and that the wholesale and manufacturing industries of our country should not be jeopardized by allowing those absolutely void of business training or inherent business ability to become responsible for a grocery business.

### EGG RECEIPTS AT MONTREAL.

Many provision dealers have the idea that the receipts of eggs at Montreal during the year, 1909, were smaller than during 1908. But this is not so, as the following table indicates:

	Jan. 1st to Jan. 1st—	
	Receipts.	Shipments.
	Cases.	Cases.
1907 .....	213,922	28,175
1908 .....	236,961	10,377
1909 .....	252,579	398

The Board of Trade returns in Montreal give total receipts from May 1st to Jan. 1st, and these led to the popular belief that the receipts were greater in 1908 than in 1909.

### ANOTHER MERCHANT PROTESTS.

Time to Take Action Against Co-Operative Bill Now In the House of Commons.

Editor Canadian Grocer.—I was much pleased to see the letter in The Grocer a couple of weeks ago from "Time-to-Act," regarding the Co-operative Bill now before the House of Commons, and I think we Canadian merchants should at once get together as far as possible to prevent it going through.

Can anyone tell me why we elect members of parliament, primarily to look after our interests, and then have to spend time and money every year to protect ourselves against the injury they would do us if they were allowed to have their own way? For several years an attempt was made by a crowd to secure special privileges to promote these co-operative stores, which would have been granted by our trusted representatives, had it not been for the determined fight on the part of the retail merchants of the Dominion. If this legislation were asked for by any class of people, other than the promoters, there might be some excuse, at least, to investigate the matter, but when members of parliament support a bill so directly in opposition to the retail trade, with no advantages to any one, except the schemers of a syndicate, then it is time for the merchants and the people in general to wake up and find out what it is that influences the men who are entrusted with our affairs in Parliament.

Will the merchants for one moment allow a rich syndicate to have more influence with their own members than the people whom they represent? Will the merchants continue to vote party or will they decide to elect men whom they can trust?

Imagine a member of parliament recommending the retail merchants to retain, at a large fee, in addition to his parliamentary allowance, a lawyer member to look after their interests. Think of it again. You elect your member, and then hire a lawyer to watch him. This looks ridiculous, but it is no more ridiculous than to spend time and money to keep your own member from voting away your own interests.

A DISGUSTED VOTER.

Regina, Sask., Jan. 18, 1910.

### OFFICERS FOR 1910.

The Montreal Produce Merchants' Association held its annual meeting last week, when the officers elected for the ensuing year were:

President—J. A. Vaillancourt.  
 Vice-president—John A. Gunn.  
 Treasurer—Richard Gray.  
 Executive Committee.—Ed. Denning, A. McCullough, P. W. McLagan, John H. Scott.  
 Arbitration Committee—A. A. Ayer, R. M. Ballantyne, A. J. Hodgson, Arthur Jones, W. H. Olive.

J. A. Vaillancourt was unanimously chosen as the association's nominee for election to the council of the Board of Trade.

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**The Canadian Grocer**

Established 1886  
 THE MACLEAN PUBLISHING CO., LIMITED  
 JOHN BAYNE MACLEAN PRESIDENT

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

Cable Address: Macpubco, Toronto. Atabek, London, Eng

OFFICES	
CANADA—	
MONTREAL	Rooms 701-702, Eastern Town- ship Bank Building Telephone Main 1256 J. J. Gallagher
TORONTO	10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER	H. Hodgson, 11 Hartney Chambers
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UNITED STATES—	
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SWITZERLAND—	
ZURICH	Louis Wolf Orrell Fusell & Co. \$2.00 Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

**ORDERS FROM WEST INDIES.**

The first bunch of new subscriptions from our special West India solicitor, D. Williams, came to hand on the 18th inst. There were 25 in the lot, and they all came from Hamilton, Bermudas, and were the result of three days' work. Not so bad in view of the fact that the MacLean publications have already a good circulation in Bermudas.

Mr. Williams says that the MacLean Trade Newspapers and Magazines are held in high esteem and he intimates that he did not find it a difficult task to take subscriptions from those who are not already on our list. Mr. Williams' letter was dated January 14th, he having arrived at Hamilton on the 11th. This is the first stage on his three or four months' journey. He has certainly struck a good average, and he is not through with the Bermudas yet.

"They are," he writes, "a wonderfully friendly people, while the climate is magnificent. It is pleasant to see at this time of the year vegetation green and flowers in bloom everywhere. The first crop of early potatoes is about off."

**DON'T ECONOMIZE ON WRITING PAPER.**

Now and again manufacturers and jobbers receive complaints from merchants that their communications are unanswered, or at least are not answered promptly, and that goods ordered are delayed in shipment. Opprobrium is then heaped on the jobbers' and manu-

facturers' heads for allowing such a condition to exist.

But the jobber and manufacturer resent this aspersion, and state that there is something to be said on their side, holding that the blame for delay should really be charged against the merchants themselves. They say that in every case they do their best to hurry out the goods, but the retailers' habit of writing an order, making a complaint, enclosing a remittance, and asking a query about goods—all on one sheet of letter paper—is the little thing that blocks the cogs in the wheel of business and causes mistakes.

In all large mercantile establishments where the daily mail is heavy it devolves on some one person to open and sort the mail. Remittances and money enclosures are sent to the cashier, orders to the order department, complaints to the manager, and inquiries to the sales department. Now if these four subjects were written on four separate sheets of paper, say the jobbers, they would all receive immediate attention and all at the same time, enabling a reply to be sent promptly. But instead the letter goes the rounds: to the cashier, order department, manager, and sales department, with a good chance of it being held up anywhere en route. There is a consequent delay in replying to the letter and in sending the goods—all because of a desire to save a little writing paper. This is false economy, and business men should be above it. Paper is cheap and delays are costly.

**BEAN PRICES FIRM.**

Judging from the production of beans in Canada last year, one would probably have thought that beans now would have been cheaper than at this time last year. But such is not the case and it is not likely they will decrease to any appreciable extent if they decrease in price at all.

The estimated bean production in Kent and Elgin counties, Western Ontario, in 1908 was 856,800 bushels, this being about 20 per cent. in excess of the preceding year.

They were, however, of a better quality. The consumption of beans throughout Canada has increased considerably during recent years, large quantities being necessary to supply mining, construction and lumber camps. These facts taken into consideration have much to do with keeping up the prices. Also there are a lot of beans in the hands of well-to-do Kent and Elgin farmers who do not have to sell until prices suit them and this, with a brisk demand from Quebec, Eastern Ontario,

Northern Ontario and from the Canadian North-west, will tend to keep them firm.

At present there seems no reason to expect lower prices, and if a change does occur it will likely be to a higher market.

**TOO MANY CUSTOMERS.**

Retail merchants throughout Canada experienced a good Christmas trade. If anything it was above the average. Probably none of them, however, found customers too numerous to accommodate. According to a well-known Canadian business man, who has just returned from a three months trip in Central Europe, there was at least one day in Berlin, Germany, on which there were too many customers for the comfort of the retailers.

It is the custom in Berlin, and has been from time immemorial, to allow the retailers to keep their stores open on two Sundays preceding Christmas Day. On December 12th, the first of these days, the crowd of shoppers on certain streets became so great that business was brought to a stand-still. The current of trade was actually choked. Not only were the stores packed, but the streets from curb to curb were in a similar condition. The Canadian business man, who was a witness of the scene, says that about 4 o'clock in the afternoon the police were called out and the stores emptied of the crowds. He said that the shoppers appeared to be imbued with the idea that unless they hurried they would have no chance of buying Christmas goods. It was simply a panic and the only remedy was to close the stores.

The same gentleman is authority for the statement that Christmas shopping was good throughout Central Europe. One day he picked up, in Cologne, a newspaper urging people to do their shopping early in order to prevent a crush. This reminded him of the custom which has come into vogue in Canada during the last few years.

They were experiencing, he said, good shopping weather in Central Europe, and in Bohemia there was four feet of snow.

**COMPARISON OF SUGAR PRICES.**

It is interesting to note the changes that have occurred during the year in the refined sugar market. Willett & Gray's recapitulation gives some interesting figures showing the ups and downs in the market, the highest and lowest prices and comparisons with other years.

Granulated, the standard of refined, opened the year at 4.50c per pound net cash, declined to 4.30c. in February, advancing from 4.45c. to 4.80c. in March; advance continued to 4.90c. in April;



declined in May to 4.70c., and in June to 4.60c. and recovered to 4.75c. and then with slight reactions advanced to 5.00c in September, closing the month at 4.85c.; October, 4.85c to 4.90c.; November, 4.90c. to 5.00c.; December, 5.00 to 4.80c. at the closing of the year.

The highest price was 5c. per pound in September; the lowest being 4.30c. per pound net cash in February.

The average price of granulated sugar in 1909 was 4.765c. per pound, against 4.957c. in 1908; 4.649c. in 1907; 4.515c. in 1906; 5.256c. in 1905; 4.772c. in 1904; 4.638c. in 1903; 4.455c. in 1902; 5.05c. in 1901 and 5.32c. in 1900, all net cash.

The average difference between raw and refined in 1909 was .758c. per pound, against .884c in 1908; .893c. in 1907; .829c. in 1906; .977c. in 1905.

The average price of granulated for the past ten years is 4.838c. per pound. The average difference between raw and refined for the past ten years is .873c. per pound, or .115c. per pound more than in 1909.

The highest price of granulated sugar since July, 1897, was 6.00c. per pound in March, 1905, and the lowest, 4.21c per pound in November, 1902.

These figures show that during the last 10 years the highest prices were in 1900, the average price per lb. being 5.32 cents.

#### MERCHANTS MUST KEEP BOOKS.

What is probably the first conviction in Canada under Section 417 of the Criminal Code which requires every merchant to keep a set of books, was recorded at Toronto last week when Judge Denton imposed a fine of \$50 on a merchant tailor who admitted that his debts exceeded \$1,000 and yet he had no proper system of keeping records of his transactions. The tailor had misrepresented his business position to a jobbing house and although no goods had been secured as a result of the false statements, the judge imposed a fine on the charge that no record of his business transactions had been kept.

The section of the criminal code dealing with this matter reads as follows:

"Everyone is guilty of an indictable offence, and liable to a fine of eight hundred dollars and to one year's imprisonment who being a trader and indebted to an amount exceeding one thousand dollars, is unable to pay his creditors in full, and has not, for five years next before such inability, kept such books of account as, according to the usual course of any trade or business in which he may have been engaged, are necessary to exhibit

or explain his transactions, unless he be able to account for his losses to the satisfaction of the court or judge, and to show that the absence of such books was not intended to defraud his creditors."

The decision is an important one affecting every business man, tending to compel every retailer to conduct his business along modern lines. The law cannot compel men to be honest but it can at least provide machinery requiring a certain degree of that quality.

#### MERCHANTS SHOULD DEAL AT HOME.

There are some newspapers throughout the country bold enough to advocate that the citizens patronize their home towns by buying from their home merchants. Others are not, for some reason or other, and if the merchants only tried they could have the newspapers vigorously support them in their attempts to keep trade at home.

But some merchants do not practice what they preach. A grocer often, rather than buy his boots from the boot and shoe dealer across the street, will send to the mail-order house for them.

In this connection the Bracebridge Gazette is to be commended for its stand. It says that no town can be permanently prosperous in which the citizens and tradesmen, dependent on each other, do not patronize each other. The merchant wants a harness, for instance, and although his neighbor is a good harness maker, and trades with him, he imagines he can save fifty cents by sending to another city or state for his harness. The harness maker, in turn, sends away for his groceries, boots, shoes and clothing. The shoemaker sends away for his coat, and the tailor sends away for his boots, and so it goes.

As a result the farmers coming in to trade, see all the tradesmen sending to other places for goods, because, they say they can save money by doing so, and to the conclusion that they, too, can do better elsewhere; and then everybody is growling about hard times and no business. No wonder. The business men themselves turn the tide of trade elsewhere, for if they can supply themselves to better advantage by depriving their neighbor of their trade, others learn to try the same experiment. It is a dangerous one to inaugurate. Ten dollars is lost where one is saved, because the entire business of the place is dwarfed and hampered thereby.

The fact is, but little is ever made in going away to trade, and oftener, counting all expenses, there is a loss. Show us a town in which the people make it a

rule not to send away for anything they can get at home, and we will show you a town in which the business is lively, and everybody buys, and trade is centreing from abroad. Prices are low and the tradesmen patronize each other, having no suspicions that confidence will be abused.

Let it once be understood that the business men of any town are in the habit of sending abroad for purchases, and the business will languish. Having no confidence in each other, how can they expect others to have confidence in them? No, that's not the way to build up a town. Patronize each other and keep all your business at home.

#### FIRE INSURANCE SUGGESTIONS.

It is good business judgment for a merchant to keep his property insured to the amount of eighty per cent. of its value and it is wise to make careful and true statements of all true conditions; ownership, chattels, lease ground, etc. Taking in a partner or transferring insurance should be at once reported to the company for approval, as well as keeping the company advised as to additional insurance taken.

Report all hazards the property may be exposed to, even after the policy is written.

When a fire occurs report it in writing at once and then look after and protect the property saved from further loss and damage. Many insured persons have suffered loss by neglecting to comply with the requirements of the policy immediately after a fire. Separate the damaged from the undamaged property. Make a careful inventory of both, stating the cost and damage claimed under each article, extended alterations made necessary to the store, prolonged vacancy, sale and storage of hazardous goods, etc. Be sure to get a standard fire insurance policy form when insuring your property. Then utilize your leisure time to inform yourself of the conditions of your policy.

By all means have a fireproof safe. Take an inventory of your stock each year. Keep daily sales account, also book all your purchases. Keep account of expenses and moneys withdrawn from the business. When you do this, you will have no difficulty to establish your loss and to get the same promptly and satisfactorily settled. Outside of the assistance to adjust your fire loss, a full accounting of your business kept in your books will pay you largely and will put you in a position to keep tab on your financial situation and help you make a larger success of your business.



# Practical Methods Used in Retail Grocery Stores

**Carrier Pigeons Bring Back Grocery Orders—Brantford Grocer Opens New Store With Big Reception—A Confectionery Department Opened by a Peterboro Merchant—An Advertisement on the Letter Head — Trying out a "Dunning" Wagon.**

## Pigeons Carry the Orders.

Pittsburg, Pa., Jan. 18.—Harry Harm, a Columbia, Pa., U.S.A., grocer, used to take a half-day to gather his orders from the surrounding country, a half-day to fill them, and a half day to deliver; but now, thanks to a fine lot of pigeons which he carries in a crate on his wagon route, the work is done in one day. After he secures a few orders he takes the thin duplicate order slips, makes them up into a roll, and attaches it to a pigeon's leg. As soon as it returns to its loft the clerks relieve it of the orders. As a result, when Mr. Harm returns to his store the clerks have the goods all ready for delivery.

## Reception Idea Spreading.

Brantford, Jan. 18.—One of the really good features, both from the standpoint of advertising and securing the good will of customers, which has been introduced in this city recently is the formal reception idea. Alf. Patterson, when he opened his enlarged and remodelled grocery in William Street, decided to make an experiment along this line. He advertised that on the opening afternoon and evening his premises would be open for inspection, and customers and visitors were cordially invited to pay him a call. A large number availed themselves of the opportunity. When they arrived they found an orchestra, discoursing sweet music, attentive assistants busy serving refreshments, and the entire store presenting a most delightful and attractive appearance. The affair for days was one of the principal topics of discussion among the people of the locality.

The scheme seems to be an excellent one, provided a dealer has new premises or a brand new stock to display. The cost, too, is trifling, as compared with the lasting benefits which are possible from following such a course. The public admires the spirit and enterprise which are necessarily behind such plans. And besides it likes novelty. There is a variety of lines along which the reception idea could be carried out. It would not be necessary, for example, to serve refreshments nor would it be required of every grocer that he engage an orchestra. Other features could be adopted with possibly equal success if properly worked out. The great object is to advertise the store and get it before the public in such a way as to make a favorable impression.

## Special Department for Confectionery.

Peterboro, Jan. 19.—In looking over their business of the past year, White & Gillespie have found most satisfactory results from the handling of confectionery, and as a result have set apart a section of their store to meet the increased trade in that respect. They began this department with an odd order or two of chocolate buds, chocolates, etc., while fancy confections

found favor with the public, and as the demand increased the supply was necessarily proportionate. The section devoted to candy is not large, but it is compact and adequate. A show case has been set apart entirely for confectionery, and the shelves behind it bear only candy. The sweet goods are therefore practically apart from the general groceries, the display is a pleasing one and but few customers fail to fall victims.

## A Letter-head Advertisement.

Sherbrooke, Que., Jan. 18.—May & Houlahan, grocers of Sherbrooke, make good use of the space at the top of their letter head without spoiling its appearance. To the upper left hand corner where there is plenty of room, they give in a vertical list under the heading "Our Specialties," four high-class brands of goods including pickles, sauces, etc., biscuits, canned goods and coffee. This little ad. undoubtedly creates a favorable impression on the prospective purchaser who may happen to receive a letter from this firm, and will tend to hold regular customers who want only first-class goods.

## To Try a "Dun Wagon."

Stockton, Cal., U.S.A., Jan. 17.—The merchants of Stockton, California, have arrived at the point where they believe that delinquent customers should be handled without gloves. A plan which has been tried before, but which it is said is new in the western country, is being given consideration by the dealers in the above town and it is altogether likely that in the near future, what will be known as a "dun wagon" will be a familiar sight on the city's streets.

Distinguishing marks of a conspicuous nature, indicating the purpose for which the wagon is used, will make it an unwelcome visitor and it is figured that its existence will have a great moral effect upon those debtors possessed of any self-respect.

It will be interesting to know with what success this innovation meets in the western city.

## Departure From the Calendar.

Brantford, Jan. 18.—It may be rather late in the season to discuss Christmas gifts of grocers to their customers, but the "over-doing" of the calendar idea during the past month in many centres naturally suggests that there may be some remedial measures which may be worthy of consideration as a working basis for the next Yuletide season.

"Why is it that ninety-nine per cent. of the grocers of the country imagine that calendars are the one thing that their customers want for a Christmas remembrance?" remarked a retailer the other day. "Probably few of them can answer. The calendar craze has grown to be a habit and is followed from year to year as a matter of course.

That is the only explanation. The consequence is that nearly every household has more calendars from the grocer, butcher, baker and a half dozen other functionaries than she knows how to handle.

"I would advise grocers to get away from the beaten path and be original. Let the other fellow give the calendars. You get something better, it matters not what; anything will be welcomed for a change. Originality is just as important in a grocery business when it comes to handing out Christmas presents as it is in faking up stories of imaginary dashes to the north pole. What is better than calendars? That depends somewhat on the contemplated outlay and the field. Every grocer should remember his customers if he can, but he should study their needs, and so far as possible give them something original, attractive, useful and novel. Gifts of this nature need not be expensive so long as they make a hit."

## Economic Store Lighting.

Peterboro, Jan. 19.—The problem of economically lighting his store concerns every practical grocer, particularly during the winter season and in this respect the experience of one member of the trade may be of interest. He had been using the ordinary 16 c.p. and 32 c.p. lamps on all floors of his establishment, but was not entirely suited. The new Tungsten lamp appealed to him from an economic standpoint, and also because of its bright light. He had thought of installing a number of arc lamps, but after a little consideration decided upon the Tungsten. That was about six weeks ago, and up to the present he is highly pleased with the change. He finds that his store is uniformly lighted throughout, that the quality and brightness of the new light is not inferior to the arc lamp, and it is just half as cheap as the latter.

## Some Duties of a Proprietor.

Charlottetown, P.E.I., January 18.—There is one merchant here who is particularly anxious that he stand in well with the customers who deal with him. He wants to do this not only on his own account but because he wishes to deal fairly with his salesmen.

"If the head of a concern," he says, "is not liked by the public, it seems to cast a damper over the salesman's chances and handicaps him to a large degree. If the salesman has good personal qualities he can secure and hold considerable business through his own individuality, but there is always a large majority who will not deal with a concern that does not have a good reputation, which can only be obtained by having good character in all departments."



**Attention to Assortment.**

Hamilton, Ont., Jan. 18.—Assortment is something that every merchant should give particular attention, as it often serves to prevent business being transacted with the mail-order houses.

A Hamilton merchant in expressing his views on this question says:

"In buying goods, pay particular attention to the assortment. You cannot carry as large a stock as some stores, but care in buying the assortment obviates the difficulty greatly. A well selected stock is of more worth to you than double the stock illy assorted.

"Many grocers lack judgment and fail to follow even the slightest premonitory symptoms of good judgment. No rule can be laid down for buying. No two dealers can base their buying upon the same principles because different conditions rule different stores; yet, it is simple enough, it seems to me, for a retail grocer to exercise wisdom in buying assortments of goods. He has an absolutely safe and positive rule to go by, namely, his own experience. Every dealer knows what kind or line or brand of goods goes the best in his town or section, and he is safe in basing his judgment in buying upon the average demand of his customers.

"No dealer, however, can follow a perfectly straight line throughout the year in purchasing goods. If, for instance, during the Christmas season he does not augment his stock of raisins by some of the finest cluster raisins the chances are that his old customers will cross the street to the other store where better and more seasonable judgment has been used. I do not mean to say that a grocer should always buy the same goods; on the other hand, he should with nice discrimination try new brands and new kinds, new varieties, calling the attention of his customers to the same, and if they are liked put in a moderate stock. If these go it is easy to buy more goods, but many grocers make the mistake of laying in a heavy stock at once, before they are sure as to the extent of the demand, hence, they often 'get stuck,' as the saying is. Public taste is very fickle, and the grocer should be careful to move cautiously until he is sure whether the demand is to be lasting or only temporary."

**WHY QUALITY WAS POOR.**

**More About the Proposal to Ship Currants on Consignment.**

Editor Canadian Grocer.—We have received the following letter from a Patras, Greece, exporter of currants, which applies to a recent article in your paper regarding the quality of some of the goods from the European markets: "I beg to acknowledge receipt of your favor of the 8th, with the enclosed cutting from The Canadian Grocer, for which I am much obliged.

"If Canadian dealers get poor quality of currants from Greece they have only themselves to blame and certainly not the shippers, especially the respectable ones. They always make it a point to snap at the cheapest offers, no matter wherefrom they proceed, and it stands to reason that under the circumstances they certainly can never expect to get

good serviceable fruit suitable for their requirements. Evidently your buyers are not so very articular about quality, and if such poor stuff as the sample you sent us passes muster, we naturally come to the conclusion that it is just the quality that suits them, and for this very reason, we ourselves suggested that we ought to follow the example of some of our neighbors in order to take a share of the Montreal business, seeing that by offering what we consider as good quality and genuine Fine Filiatra, we cannot make any headway.

"I may further add that it seems to me rather extraordinary that your buyers are pleased with the supplies they get from New York, considering that the fruit shipped to that market is, as a rule, the cheapest in the market in this side, and certainly inferior to the Fine Filiatra we have been offering so far to the Canadian markets without success. Your buyers surely ought to know that good quality cannot be obtained at the cheapest price. Let them apply to the proper quarter and pay the right price and then, and only then they will have a right to complain if they do not get what they contracted for.

"As to the expectation of the author of the article in question that currants in future will have to be shipped on consignment, he may rest assured that there is not a ghost of a chance of it ever being realized, as shippers on this side know well enough and to their cost, that in nine cases out of ten the returns of such consignments are invariably the very reverse of satisfactory and even ruinous some times."

**"SUBSCRIBER."**

Montreal, Jan. 18, 1910.

**ESTABROOKS' COFFEE.**

**Proprietor of Red Rose Tea Adds New Department to His Business.**

T. H. Estabrooks, of St. John, Toronto and Winnipeg, proprietor of Red Rose Tea is extending his business to coffee, and is now putting on the market in the Maritime Provinces, a coffee to be known as "Estabrooks' Red Rose Coffee." The new coffee is to be crushed, not ground. This is said to be the latest and most approved method of preparing the fragrant bean for the pot. The whole bean is

passed between serriated steel rollers. This reduces it to grains of uniform size and the portion of the outer skin that remains in the eye of the bean after roasting is drawn off by air suction, leaving the coffee free of all skin or chaff.

Mr. Estabrooks is packing only one grade, to retail at 40c, intended to meet the requirements of particular people. It is put up only in sealed tins. Preparations for this undertaking have been under way for a year, and an up-to-date plant for the roasting, crushing and packing of the coffee has been installed.

**CALENDARS FOR 1910.**

The Essex Canning and Preserving Co., Essex, Ont., have issued an elaborate calendar—one of the most costly that has found its way to the office of The Canadian Grocer this year. The illustration is a representation of an original painting by Wm. Thorne, A.N.A., entitled "Elizabeth," the picture alone being over twenty inches in length. Attached to the calendar is a small booklet referring to Wm. Thorne, with an educative talk on painting.

**TRADE NOTES.**

The Weir Company, general merchants, Kingsville, Ont., has assigned to Richard Tew.

A. G. Snowdon, of Snowdon & Ebbitt, Montreal, has left for a business trip to Europe.

The Calgary branch of the United Commercial Travelers, held the first "At Home" of the season recently.

The Toronto Retail Grocers' Association intend holding their 30th annual at-home on Wednesday evening, Jan. 26th. The event will be held in the Temple Building. J. C. Beaumont, 29 Bathurst St., Toronto, is the secretary of the association.

Fire broke out last Thursday night in the store of E. C. Clark, Orangeville, Ont., and caused some loss to the stock. The business had just been purchased by A. J. Smith, Toronto, who was to take possession on Monday last.

Lorenzo Bourbonnier, grocer, 466 Delorimier Ave., Montreal, has been arrested, charged with infringement of a milk trade mark. The complainant was the Guaranteed Pure Milk Co., who allege that accused was using their bottles and filling them himself.

**MOLASSES IMPORTATIONS.**

The importations of molasses into Halifax for the year just closed from Porto Rico and the British West Indies were as follows:—

	Puncheons	Tierces	Barrels.	Packages.
Antigua .....	1,366	133	79	1,578
Barbados .....	12,921	1,181	1,947	16,049
St. Kitts .....	1,152	29	1,371	2,552
Trinidad .....	2,230	1,114		3,344
Demerara .....	150			150
St. Vincent .....	378			378
St. Lucia .....	52	6	477	535
	18,249	3,463	3,874	24,586
From Porto Rica .....		2,134		2,134



# SIMCOE

## Strawberry Preserves

JARS				per dozen—f.o.b. Simcoe
3-4's Pure Strawberry	-	-	-	\$1.35
1's Pure Strawberry	-	-	-	1.70

Cases contain 2 dozen each.

Gross weights, 3-4's, 38 lbs.; 1's, 48 lbs.

Simcoe Strawberry Preserves are guaranteed  
to be absolutely pure, made from FRESH  
Strawberries in season and the finest

Simcoe Strawberry Preserves are guaranteed  
to be absolutely pure, made from FRESH  
Strawberries in season and the finest  
quality granulated sugar

**Nothing but Strawberries and Sugar**

Encourage Home Industry by buying  
**HOME-MADE** goods instead of  
**IMPORTED**

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**CANADIAN CANNERS**  
**LIMITED**

**Hamilton - - - - - Canada**



# The Markets — Rise in Sugar Prices Materializes

Market Up 10 Cents Per Cwt. With Prices Still Firm—Tea Market Strong—  
Future Rice May Be Lower.

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

## QUEBEC MARKETS

### POINTERS—

Sugar—10c higher.  
Coffees—Firm.  
Almonds and Filberts— $\frac{1}{2}$  to 1 cent higher.  
Future Rice—20c lower.  
Montreal, Jan. 20, 1910.

Markets, taken generally, are firm or higher. This goes to prove the prophecy made in a recent issue, that 1910 would be a banner year for the grocery trade. Most of the standard lines are increasing in demand, some of them even at increased prices. Sugar is up 10c, a rise which took place last Friday, just too late for last week's issue. Crops are reported good from most countries, particularly the cane crops in the West Indies, and teas in Japan and Ceylon. It seems as if with the general feeling of prosperity pervading Canada, and plentiful supplies of food-stuffs coming in, everyone should do well this year from the importer and manufacturer to the retailer. Owing to the poor quality of last year's crop of walnuts, sales have fallen off considerably. Otherwise conditions seem to be satisfactory.

**SUGAR**—Sugar went up 10c last week, just too late for our issue of Jan. 14. This rise has been expected for some time past, owing to the condition of the raw market. Prices on raw sugars have been soaring for some time with only temporary lulls. Sales continue good at the increase and give stability to present prices.

Granulated, bags	4 89
" 20-lb. bags	4 90
" Imperial	4 55
" Beaver	4 55
Paris lump, boxes, 100 lbs.	5 60
" " 50 lbs.	5 71
" " 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
" 100 lb. boxes	5 60
" 50 lb. "	5 70
" 25 lb. "	5 90
" 5 lb. cartons, each	0 37 $\frac{1}{2}$
Extra ground, bbls.	5 25
" 50-lb. boxes	5 45
" 25-lb. boxes	5 65
Powdered, bbls.	5 25
" 50-lb. boxes	4 80
Phoenix	4 75
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 " bags	4 40
Bbls. granulated and yellow may be had at 5c. above bag prices.	

**SYRUPS AND MOLASSES.**—Considering the time of year the demand for both lines is good. Several shipments of small lots of molasses have been received lately, and have been quickly absorbed. The situation appears to be satisfactory to local men.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " barrels	0 43	0 45
" " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45 $\frac{1}{2}$
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
" 1-bbls.	0 03	0 03
" 2-bbls.	0 03	0 03
" 3 $\frac{1}{2}$ -lb. pails	1 80	1 80
" 25-lb. pails	1 30	1 30

Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz. "	2 85
" 10-lb. " $\frac{1}{2}$ doz. "	2 75
" 20-lb. " $\frac{1}{4}$ doz. "	2 70

**TEA**—Teas are in good demand at present, particularly Japans and Ceylons. Prices are firm, with a higher tendency. Reports from Japan seem to indicate a large crop this year unless something untoward happens meanwhile.

Choicest	0 40	0 51
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchong	0 20	0 22
India—Pekoe Souchong	0 19	0 02
Ceylon greens—Young Hyson	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

**COFFEE**—Coffees are firm, and dealers expect higher prices in the near future. Stocks are fairly large, but the expectation of exceeding the export limit has caused the bullish feeling.

Mocha	0 18 $\frac{1}{2}$	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

**SPICES**—Ginger is scarce and higher in the primary market. Other lines show firmness and sales continue exceptionally good for this time of year.

Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 30	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 80
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 22
Cream of tartar	0 23	0 32	" white	0 22	0 29

**DRIED FRUITS**—There is none too large a supply of dried fruits on the market, particularly raisins. Both Californias and Valencias are firm and in good demand. Currants show the greatest weakness, stocks in this line being about the largest.

Currants, fine filiatras, per lb., not cleaned	0 05 $\frac{1}{2}$
" " cleaned	0 06 $\frac{1}{2}$
" Patras, per lb.	0 07 $\frac{1}{2}$
" Vostizzas, per lb.	0 08

Raisins—		
Australian, per lb., (to arrive)	0 08 $\frac{1}{2}$	0 09
Old seeded raisins	0 06	0 06
California, choice seeded, 1-lb. pkgs.	0 07	0 07
" fancy seeded, 1-lb. pkgs.	0 09	0 09
" loose muscatels, 3-crown, per lb.	0 07 $\frac{1}{2}$	0 08
" " 4-crown, per lb.	0 08 $\frac{1}{2}$	0 09
" sultana, per lb.	0 07 $\frac{1}{2}$	0 10
Valencia, fine off stalk, per lb.	0 05	0 05
" select, per lb.	0 06 $\frac{1}{2}$	0 06 $\frac{1}{2}$
" 4-crown layers, per lb.	0 06 $\frac{1}{2}$	0 06 $\frac{1}{2}$

**NUTS**—All lines of almonds are up owing to a somewhat short supply of first class goods. Walnuts at present seem to be somewhat of a drug on the market, owing to the poor quality of this year's crop. Prices are lower for most lines. Sales are fair on the average and other lines are firm.

In shell—		
Filberts, Sicily, per lb.	0 13	
" Barcelona, per lb.	0 10 $\frac{1}{2}$	
Tarragon Almonds, per lb.	0 12	0 13
Walnuts, Grenobles, per lb.	0 12 $\frac{1}{2}$	0 14
" Marbots, per lb.	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
" Cornes, per lb.	0 11	0 11
Shelled—		
Almonds, 4-crown selected, per lb.	0 32 $\frac{1}{2}$	0 35
" 3-crown "	0 31 $\frac{1}{2}$	0 33
" 2-crown "	0 30	0 30
" (in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17

Peanuts—		
Spanish, No. 1	0 11	0 12
Virginia, No. 1	0 12	0 14
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75

Walnuts—		
Bordeaux halves	0 25	0 27
Broken	0 22	0 25

**EVAPORATED APPLES.**—The apple situation is much the same as last week, demand being only fair and prices steady.

Evaporated apples, prime	0 09
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**RICE AND TAPIOCA**—Grades B and CC Rangoon rice are 20c lower for future delivery, March 1st. Prices are slightly weaker in the primary markets but show no changes in prices to the retailer. Demand is falling off somewhat.

Rice, grade B, bags, 250 pounds	2 95	
" " " 100 "	2 95	
" " " 50 "	2 95	
" " pockets 25 pounds	3 06	
" " " 12 $\frac{1}{2}$ pounds	3 15	
" grade C.C., 250 pounds	2 85	
" " 100 "	2 85	
" " 50 "	2 85	
" " pockets, 25 pounds	2 95	
" " " 12 $\frac{1}{2}$ pounds	3 05	
Tapioca, medium pearl	0 04 $\frac{1}{2}$	0 04 $\frac{1}{2}$

**BEANS AND PEAS**—There is only a fair demand for beans and peas. Dealers are somewhat dissatisfied with conditions, and one or two have dropped them for the time being. Prices are the same as last week.

Ontario prime pea beans, bushel	2 10
Peas, boiling, bag	2 50

## CANNED GOODS

**MONTREAL**—Demand for canned vegetables is good and steadily increasing. Fruits have fallen off somewhat, but there is still a constant drawing on supplies. Fish and meats are quiet, with firm prices, however. Pork and beans are having a brisk sale and it is daily assuming larger proportions.

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

**TORONTO**—Canned goods of all kinds are firm and even without any merger prices were likely to have remained firm with a strong tendency to go higher before a new crop is available. In several



lines the stocks are uncommonly light, and none of them are any too heavy.

Beans.....	0 80	0 85	Red pitted cher-		
Corn.....	0 80	0 85	ries, 2s.....	1 75	
Peas.....	1 05	1 42	Gallon apples..	2 40	2 45
Pumpkins.....	0 75	0 82	Bartlett pears..		
Tomatoes, 3s.....	0 80	0 85	Heavy syrups, 2s	1 65	
Strawberries, 2s	1 40	1 50	Light " 2s.....	1 15	
Raspberries, 2s	1 60	1 67	Heavy " 3s.....	2 40	
Peaches, 2s.....	1 65	1 67	Light " 3s.....	1 70	
3s.....	2 65		Lombard plums,		
Lawtonberries..	1 65		2s.....	0 80	0 85

Clover Leaf and Horseshoe brands salmon:

1-lb. talls per dozen.....	1 90
1-lb. flats per dozen.....	1 25
1-lb. flats per dozen.....	2 12

Other salmon prices are:

Humpbacks, per dozen.....	0 95	1 00
Cohoos, per dozen.....	1 45	1 50
Red Spring, per dozen.....	1 55	1 65
Red Sockeye, per dozen.....	1 65	1 70
Lobsters, halves, per dozen.....	1 85	2 20
Lobsters, quarters, per dozen.....		1 40

ONTARIO MARKETS

POINTERS—

Sugar—Advance of 10 cents.

Tea—Market still firm.

Beans—Good demand.

Toronto, January 20, 1910.

While the wholesale trade is passing through the usual dullness during this month, they are also finding reason to complain about the collections which are not up to expectations, especially in Toronto. This is said to be owing to the Santa Claus craze where people are induced to spend their money for things which they need for the necessaries of life.

The most important market change is a rise in the price of sugar of 10 cents. This, as The Grocer stated during recent issues, was not unexpected.

SUGAR—Just before we went to press last week the sugar market was in such a condition that it was clearly seen that an advance was about to take place, but all we could do was to call attention to that fact. What was expected has happened and sugar is now 10c per 100 lbs. high. With the strong feeling existing in the leading markets it is likely to remain up, if not go higher.

St. Lawrence "Crystal Diamonds," barrels.....	5 60
" " " " barrels.....	5 70
" " " " 100 lb. boxes.....	5 80
" " " " 50 lb. boxes.....	5 90
" " " " 25 lb. boxes.....	6 10
" " " " cases, 20-5 boxes.....	6 65
" " " " Dominos, cases, 20-5 boxes.....	7 65
Paris lumps, in 100-lb. boxes.....	5 90
" " " " in 50-lb. ".....	5 80
" " " " in 25-lb. ".....	6 10
Red Seal.....	0 55
St. Lawrence granulated, barrels.....	4 85
Beaver granulated, bags only.....	4 65
Redpath extra granulated.....	4 95
Imperial granulated.....	4 65
Acadia granulated (bags and barrels).....	4 85
Wallaceburg.....	4 85
St. Lawrence golden, bbls.....	4 55
Bright coffee.....	4 85
No. 3 yellow.....	4 70
No. 2 ".....	4 61
No. 1 ".....	4 50
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUP AND MOLASSES—There is nothing but the ordinary trade to report with no change in the values.

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

TEA—The tone of the tea market has been firm for some time, and there is

nothing in sight that is likely to change this condition. As the lower grades of tea are affected more by the higher prices than the better grades, it should have the effect of using better qualities. If the public could be induced to do this, it would be of advantage to themselves as well as to the grocer.

COFFEE—The coffee trade has its regular demand without anything occurring to make it exciting or even interesting.

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

SPICES—Orders for these goods are light and prices are resting, and will for some time.

Peppers, black.....	0 15	0 18	Cloves, whole.....	0 25	0 35
" white.....	0 22	0 25	Cream of tartar.....	0 22	0 25
" whole.....			Allspice.....	0 14	0 16
black.....	0 16		" whole.....	0 14	0 16
Peppers, whole.....			Mace, ground.....	0 75	0 80
white.....	0 23		Mixed pickling		
Ginger.....	0 18	0 25	spices, whole.....	0 15	0 16
Cinnamon.....	0 5	0 40	Cassia, whole.....	0 20	0 25
Nutmeg.....	0 20	0 30	Celery seed.....	0 24	

DRIED FRUITS—Sales in these goods are light. The retail grocers must have enough left to keep them going without buying fresh stock. Prices are firm but that is all that can be said about it.

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

NUTS—Little attention is paid to nuts. They had their season at Christmas, and the demand will be light for some time although prices are firm.

Almonds, Formigetta.....	0 11
" shelled.....	0 12
" Tarragona.....	0 32
Walnuts, Grenoble.....	0 13
" Bordeaux.....	0 11
" Marbota.....	0 12
" shelled.....	0 29
Filberts.....	0 12
Pecans.....	0 16
Brazils.....	0 15
Peanuts, roasted.....	0 08

RICE AND TAPIOCA—These goods are a staple article and have a regular trade, but they seldom vary much and the difference in values is owing to quality. Prices for future goods are expected to be easier.

Rice, stand. B.....	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b.,	0 03
Montreal.....	2 85
Rangoon.....	0 03
Patna.....	0 04
Java.....	0 06
Carolina.....	0 10
Sago.....	0 05
Seed tapioca.....	0 05
Tapioca, medium pearl.....	0 04

EVAPORATED APPLES—The demand for these goods is light which may be caused to some extent by the moderate price of green apples.

Evaporated apples.....	0 07	0 08
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BEANS—The bean market is firm due to the farmers holding back and also to a steady demand from western Canada as well as from eastern provinces.

Beans, per bushel.....	2 00	2 10
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MANITOBA MARKETS

Corrected by Wire.

Advances—Sugar, rice, citron peel, tapioca, fresh vegetables.

Stronger—Syrup, Cal. raisins, beans.

Weaker—Evaporated apples, cornmeal.

New Goods—Smyrna raisins, citron peel, Middlesex strawberries.

Winnipeg, January 20, 1910.

Reports are coming in from all points in the west to the effect that stocks are comparatively low. Although the average dealer is not sending in extreme orders to replace his stock yet he is ordering often as the goods are needed. In the more distant and remote sections, however, this cannot be carried out so well and merchants are calling for as much goods as they require for some time to come. Travelers report the merchants active in studying the market situations from week to week from every available source, and this is an evidence of more careful buying, but not necessarily smaller buying. As an evidence of the prosperous condition as a whole, many cash payments have been received recently, and when orders are increasing with the collections there is certainly no fear for the future.

The markets are interesting this week, several important advances and declines having taken place. The demand everywhere on the continent, and also the export demand, for the same class of goods at the same time is brisk just now and this keeps the markets in those particular lines strong.

SUGAR—The market is up 10 cents this week. The Canadian market held out bravely, and not until New York advanced the product twice did Montreal follow. The recent investigation in New York has given an opening for new and larger capital to control the product. Just what the future of the market will be is difficult to discern, but it is always more or less strong when quotations are as low as those of last week. The market may yet continue strong.

Montreal and B.C. granulated, in bbls.....	5 30
" " " " in sacks.....	5 35
" yellow, in bbls.....	4 90
" " " " in sacks.....	4 85
Icing sugar, in bbls.....	5 65
" " " " in boxes.....	5 85
" " " " in small quantities.....	5 90
Powdered sugar, in bbls.....	5 45
" " " " in boxes.....	5 65
" " " " in small quantities.....	6 30
Lump, hard, in bbls.....	6 15
" " " " in bbls.....	6 25
" " " " in 100-lb. cases.....	6 25



THE CANADIAN GROCER

SYRUP AND MOLASSES—As reported last week quotations are too low to last and the tendency is upward this week. The export trade is heavy and last season's stock is becoming low. We may be forced to quote higher prices within a few days.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 25
" " 5-lb. tins, per 1 " "	2 75
" " 10-lb. tins, per 1 " "	2 55
" " 20-lb. tins, per 1 " "	2 60
" " 1/2 barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03 1/2
Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" " 5 " " " " " "	2 75
" " 10 " " " " " "	2 55
" " 20 " " " " " "	2 60
" " 1/2 barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 03 1/2
Barbadoes molasses in 1/2-bbls., per gal.	0 50
" gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin.	1 95
Challenger, 6 10-lb. tins, per case	2 15

NUTS—The trade is quiet in nuts and although there is not lower prices quoted, almonds may be reduced shortly. Many merchants think the price is high, yet wholesalers, who perhaps know the crop condition better, claim that lower prices can scarcely be expected. They will reduce prices if it is at all possible however.

Shelled Walnuts, in boxes, per lb.	0 27
" " small lots, per lb.	0 28
" " Almonds, in boxes, per lb.	0 35
" " small lots, per lb.	0 36
Peanuts, Virginia, per lb.	0 13

HONEY—The trade has recently revived in this line and present prices cannot hold out long as stocks are not heavy anywhere. The honey trade in the 1909 pack has surpassed all previous records. There is a good future for this product.

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

ROLLED OATS—One wholesaler reports "all cereals are firm with the possible exception of rolled oats." It is remarkable that present prices should be maintained so long. Any minute they may go up, it is stated.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 85
" " 40 " " " "	0 90
" " 20 " " " "	0 42
" " 80 " " " "	0 15

CORNMEAL—The trade is not as heavy as it will be later on when it generally resumes its usual briskness. The advance of last week is held quite firm and no one need look for lower prices for a time. The demand is heavy and buyers are holding comparatively limited stocks.

Cornmeal, per sack	2 05
" " per 1/2 sack	1 05
" " per bale (10, 10's)	2 30

RICE—Up at last. It is only natural that prices should get stiffer, as the dealers claim this commodity is too good a staple to remain so low. This week it is firm at \$3.75 per 100 lbs., an advance of 25 cents. Buyers may now get busy and force prices still higher.

TAPIOCA AND SAGO—Tapioca has advanced about 3/4 of a cent this week and the demand is brisk. This is expected as the season advances. Sago has a good market and prices may be still higher.

Pearl tapioca, per lb.	0 04 1/2 0 06
Sago, per lb.	0 04 1/2 0 04 1/2

BARLEY—Everything is quiet in this market. Prices may be weaker as quoted

below but the 2.40 figure is considered the minimum.

Pot barley, per bag, 100 lbs.	2 40
Pearl barley, per bag, 100 lbs.	3 50

BEANS—The demand is heavy everywhere and although the crop was good prices can scarcely be lower. United States buyers have bought and are buying everything in sight. Exporters are also active

3-lb. picker, per bushel	2 90
Hand picked, per bushel	2 30

FOREIGN DRIED FRUITS—The California raisin market has been growing stronger for some time. There is little doubt that present prices will go up soon. It would be safe in quoting fancy seeded at 9 cents to-day. Citron peel is firm at 13 1/2 cents and 18 cents for the candied. Stocks are low in 30-40 prunes.

Smyrna Sultana raisins, uncleaned, per lb.	0 08
" " cleaned, per lb.	0 09 1/2
Valencia raisins, Rowley's, f.o.s. per case, 28's.	1 85
" " selects " 28's.	1 95
" " layers " 28's.	2 05
California raisins, choice seeded in 1/2-lb. packages	0 07
" " fancy seeded, in 1/2-lb. packages	0 07 1/2
" " choice seeded in 1-lb. packages	0 08
" " fancy seeded in 1-lb. packages	0 08 1/2
Raisins, 3 crown muscatels, per lb.	0 06 1/2
Prunes, 90-100 per lb.	0 04 1/2
" " 80-90 " "	0 05
" " 70-80 " "	0 05 1/2
" " 60-70 " "	0 06
" " 50-60 " "	0 06 1/2
" " 40-50 " "	0 08
" " 30-40 " "	0 08 1/2
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06
" " dry, cleaned, Filiatras, per lb.	0 06 1/2
" " wet, cleaned, per lb.	0 07 1/2
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08
Pears, per lb.	0 08
Peaches, standard, per lb.	0 09 1/2
" " choice " "	0 15 1/2
Apricots, standard, per lb.	0 15 1/2
" " choice, per lb.	0 16
Plums, black pitted, per lb.	0 11 1/2
Nectarines, per lb.	0 09 1/2
Dates, new, per lb.	0 6 1/2 0 07 1/2
Figs, per lb.	0 04 1/2 0 05 1/2
Peel, per lb.	0 09 0 13 1/2

EVAPORATED APPLES—On account of slow demand prices have eased off somewhat. They are worth according to quality from 8 1/2 to 9 1/2 cents in 50 lb. boxes.

COFFEE—Markets are advancing, especially on the lower grades. There is a temporary shortage in green and roasted Rios but several cars are reported in transit. Prices to-day are 10 to 10 1/2c.

FRESH FRUITS & VEGETABLES—Supplies are getting short and prices are consequently getting higher on vegetables. Bananas are up 1 cent per lb. Cranberries have a splendid market.

Carrots, per lb.	0 02
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb.	0 02
Native cress, per bushel	0 60
Native onions, per doz.	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl.	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg	5 00
Bananas, per lb.	0 06
Cranberries, per bbl.	9 00 10 00

MEATS—There are no lower prices in sight.

Veal, beef and pork, 1-lb. tins	Per dozen
" " 1/2-lb. tins	2 25
Mutton, boiled, 1-lb.	1 30
" " 2-lb.	2 10
" " roast, 1-lb.	3 45
" " 2-lb.	2 10
" " 3-lb.	3 45

Ox tongue, 1 1/2-lb.	7 60
" " 2-lb.	8 60
Pigs feet, 1-lb. boneless	1 60
" " 2-lb.	2 75
Sausage, Cambridge, 1-lb.	2 30
" " 2-lb.	4 25
" " Geneva, 1-lb.	2 30
" " 2-lb.	4 25
Tongue, lunch, 1-lb.	3 10
" " potted, 1-lb.	0 55
" " 1/2-lb.	1 05
Turkey, boneless, 1-lb.	2 50
Loaf beef, 1-lb. tins	2 25
" " 1/2-lb. tins	1 30
Loaf chicken, 1-lb. tins	3 00
" " 1/2-lb. tins	1 75
Loaf cottage, 1-lb. tins	2 25
" " 1/2-lb. tins	1 30
Loaf ham, 1-lb. tins	2 25
" " 1/2-lb. tins	1 30

BUTTER—The market's steady for the better grades.

Creamery	0 30
Second grade	0 28
No. 1 Dairy	0 30
No. 2 Dairy	0 24

EGGS—The demand is heavy and prices are firmer. Ontario storage fresh, to-day 30 cents, other supplies, 28 cents.

CHARLOTTETOWN MARKETS.

Corrected by Wire.

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

NEW BRUNSWICK MARKETS.

Corrected by Wire.

St. John, N.B., Jan. 20.

Quite a number of changes were listed in the local markets last week. Ontario and Manitoba flour advanced 10 cents a barrel, sugar was marked up a like amount, per cwt., rolled oats advanced 20 cents, and cornmeal 20 cents a barrel and 10 cents a bag. Codfish is also higher, medium sized fish selling at \$4.00 and smoked herring likewise. Latest quotations now are:

Sugar—		Molasses, fcy.	
Standard gran.	4 95 5 05	Barbados, gl	0 34 0 35
Austrian	4 85 4 95	Butter, dairy,	
Yellow	4 45 4 55	lb.	0 25 0 28
Flour, Manitoba	6 55 6 65	Butter, cream-	
" Ontario	5 55 6 15	ery, lb.	0 26 0 29
Cornmeal, bags	1 57 1 60	Eggs, doz.	0 28 0 40
Rolled oats, bbls	5 35 5 40	Eggs, new laid	0 35 0 40
Buckwheat,		Potatoes, bbl.	1 20 1 40
west grey, bag	2 90 3 00	Canned goods—	
Val. raisins, lb.	0 05 1/2 0 06 1/2	Peas, doz.	1 10 1 50
Cal. raisins, seed-		Corn, doz.	0 85 0 90
ed	0 07 1/2 0 08 1/2	Tomatoes, dz	0 95 1 00
Currants, lb.	0 07 0 07 1/2	Raspberries,	
Prunes, lb.	0 05 1/2 0 06	dozen	1 85 1 90
Rice, lb.	0 03 1/2 0 03 1/2	Strawberries,	
Beans, hand		dozen	1 55 1 60
picked, bus	2 10 2 15	Salmon, case—	
Beans, yellow		Red spring	6 50 6 75
eye, bus	3 40 3 50	Cohoes	6 00 6 25
Cheese, lb.	0 13 0 13 1/2	Peaches, 2's,	
Lard, compound		dozen	1 70 1 80
lb.	0 14 0 14 1/2	Peaches, 3's,	
Lard, pure, lb.	0 17 1/2 0 18	dozen	2 70 2 80
Pork, domestic		Baked beans,	
meat	28 50 29 00	dozen	1 15 1 25
Pork, Ameri-		Fish—	
can clear	28 00 28 50	Cod, dry	2 75 4 25
Pork, clear		Herring, salt,	
backs	28 50 31 50	half bbls.	2 30 2 60
Beef, Ameri-		Herring,	
an plate	17 00 18 00	smoked, box	0 11 0 12
Beef, Canadi-			
an plate	16 75 17 00		



**NEW BRUNSWICK MARKETS.**

Corrected by Wire.

Halifax, Jan. 20, 1910

There is little produce moving now the weather being against the handling of perishable stock. Some small shipments of apples were made during a moderate spell this week. The demand for potatoes continues good and as the stocks held by the dealers are small, the prices will in all probability advance considerably before the spring sets in. There is a general scarcity of eggs and the price continues high and firm. A large quantity of Jamaica oranges are being handled here this season. The stock is of good quality and the price reasonable.

The market for pickled fish, particularly mackerel is looking up considerably. The statistical position is good and the distributing demand better than usual. Oporto to-day has a stock of 18,000 qtls. against about 32,000 qtls. at this time last year, and with very little on the way.

The stocks of bank codfish in the hands of fishermen have been nearly cleaned up, the last sales being at \$5.20 ex vessel. Holders of the balance are said to be expecting \$5.50, but this extreme price is not likely to be realized.

Sugars—			
B.C. granulated	5 74	Dry salt bacon,	0 16
Raymond	5 64	smoked	0 16
Peels—		Eggs, fresh, case	9 50
Lemon	0 12	30 dozen	
Orange	0 13	Butter—	
Citron	0 20	Alberta cream-	0 30
Dried fruits—		ery bricks	
Apricots, choice	0 16	Alta. creamery	0 29
stand-		solids	0 26
ard	0 15	Alta. dairy	0 25
Peaches, choice	0 10	Alta. tubs	0 25
stand-		Cheese—	
ard	0 09	Ontario, large	0 15
Pears, choice	0 12	"	0 15
Pitted plums	0 12	"	0 17
Prunes, 40-50	0 08	Beans—	
" 50-60	0 07	Ontario, hand-	2 40
" 60-70	0 07	picked, bushel	
" 70-80	0 06	California limas,	0 06
" 80-90	0 06	per lb.	
" 90-100	0 05	Canned fish—	
Evap. apples, 50's	0 11	B.C. salmon,	7 50
Produce—		sockeye, 48-1's	
Sugar cured ham	0 18	B.C. cohoes,	6 25
10-12 average		48-1's	4 00
Sugar cured ham	0 16	B.C. pinks, 48-1's	4 25
picnic	0 21	Sardines, domes-	4 00
B. bacon bellies	0 20	tic, 100-4	17 00
" back	0 20	Lobster, 48-1's	18 50
Dry salt bacon	0 15	" 96-2's	18 50
		Fin. haddie, 48-1	5 65

**ALBERTA MARKETS.**

Corrected by Wire.

Creamery prints	0 28	0 30	Beef, American	16 50	17 50
per lb.			plate per bbl.		
Creamery solids	0 27	0 28	Beef, Canadian	16 00	
per lb.			per bbl.		
Dairy, tubs, lb.	0 23	0 24	Hams smoked	0 16	0 16
Fresh eggs, doz.	0 32		Pork, fresh	0 09	0 10
Case eggs	0 28		Codfish, quintal	5 50	
Sugars—			Herring, pickled		
Extra Standard,	4 95		per bbl.	5 00	
granulated			Apples, per bbl.	1 50	3 00
United Empire	4 85		Potatoes, P. E.		
Austrian, bags,	4 85		Island, bag	1 15	
granulated			Onions, Spanish		
Bright yellow	4 70		per lb.	0 02	0 02
No. 1 yellow	4 60		Onions, Ameri-		
Flour h. wheat	6 40	6 50	can, per lb.	0 02	
per bbl.			Onions, Canad-		
Flour, Ontario	5 75	5 85	ian, per bag	1 50	
blends, bbl.			Molasses, fancy		
Corrmeal, bag,	1 57	1 62	Barbados, bbl.	0 38	
Oats	0 54	0 55	Molasses, fancy		
Pork, American	30 00		Barbados, pun	50 35	
per bbl.			Beans, bushel	2 20	
Pork, clear bbl	32 00		Rolled Oats, bbl.	5 20	7 0

**BRITISH COLUMBIA MARKETS.**

Corrected by Wire.

Vancouver, B.C., Jan. 20.—With the high price for hogs, comes the expected increase in the price of pork products. The best bacon is now jobbed at 29c, being an increase from 27½c. Pure lard,

which was 18c is now 18½c and 19c, and compound has advanced half a cent to 17½c.

Eastern eggs are being cleared out at 32c and 33c, because of an anticipated increase to 35c at the first of next month. Locals may be quoted at 55c wholesale, retailing at 65c, but they are few. A large shipment of eggs arrived from Victoria this week, and sold as first-class, and are about as near the good article that one can get. In the winter in Vancouver, many householders have private arrangements with hen fanciers, who distribute their eggs themselves. Often in such instances, five cents more per dozen is charged, but there is the advantage of being absolutely sure that the eggs are at least less than a week old, which is something to be considered.

The navel oranges now on the market are of better quality than the variety available at Christmas. They sell for \$3 a crate. Oscar Brown, of Oscar Brown & Co., is in California looking after the selection of fruit shipments, where the weather played serious havoc with the crop. He writes that at least 25 per cent. of the orange crop has been ruined, and in some districts the groves look as if they had been fire swept, so cut are they by frost and storm.

At the market at New Westminster a week ago, offerings were made of Chilliwack potatoes at \$9 a ton. The cheapest potatoes in Vancouver are \$16 and \$18 a ton, and these for the kind that are not supposed to be of particularly good quality. The reason for the cheap price was that it was found that after the little frost the price did not go up, as far as the producer was concerned, and some of them offered at bargain rates. The price went up in Vancouver all right, and once up is rarely dropped.

Sugar, standard	5 60	Butter, local	0 40
granulated	0 05	creamery	0 22
Val. raisins, lb.	0 07	Butter, Western	0 22
Cal.	0 07	Eggs, Eastern	0 33
Prunes	0 05	Eggs, local	0 55
Currants	0 06	Cheese, per lb.	0 14
Dried apricots	0 11	Bacon, premier	0 29
Flour, Standard,	6 90	Lard, pure	0 18
bb.	2 60	Lard, compound	0 17
lb.	2 60	Potatoes—	
Beans, per lb.	0 03	Ashcroft, ton	25 00
Rice, per ton	68 00	Local, ton	20 00
Tapioca, per lb.	0 03	Canned Goods—	
Evaporated		Pas.	1 30
apples	0 08	Tomatoes	1 27
Butter, Eastern	0 25	Corn	1 10
dairy in tubs	0 25	Apples	3 42
Butter, Eastern	0 30	Strawberries	2 15
dairy, choice		Raspberries	1 65

**GROCERS AT HOME IN MONTREAL.**

Progressive Euchre and Ball Pass Away a Few Pleasant Hours.

Montreal, Jan. 18.—Last Thursday evening, January 13th, a representative of The Grocer spent a very enjoyable evening as a guest of the local Retail Grocers' Association. The occasion was their annual ball and euchre, given at the auditorium, Bleury and Berthelet Sts., Montreal.

About nine o'clock the 350 guests sat down at the card tables. Everything was managed in a manner that betokened experience in the proper handling of such affairs. Eight rounds of cards were played, the prizes being both plentiful (some twenty in number) and costly. A silver sugar bowl was the ladies' first prize and so even was the play that six ladies had to draw for it.

After the euchre a light repast was served downstairs. Everyone seemed to be enjoying him or herself immensely

and an atmosphere of good fellowship was everywhere. Upstairs again after the distribution of the prizes was the crowning feature of the evening—the dance. A fine orchestra of five pieces and a perfect floor gave impetus to everyone's feet and it was not long before all who could, and some who couldn't, were helping to crowd the dancing space. About 5.30 the programme ended and everyone pronounced it a highly successful and enjoyable affair. Certainly the committees in charge are to be congratulated on the entire management of the affair, which proceeded from start to finish without a hitch to spoil the evening.

It all goes to show that successful grocers can be a success at anything they turn their hands to.

**THE EIGHT HOUR DAY BILL.**

The Canadian Manufacturers' Association are objecting to the Eight Hour Day Bill brought forward by Mr. Verville in the House of Commons, Ottawa. Some of the reasons why objections are taken by the association are as follows:

It would prohibit every employer and every employee who works more than eight hours per day from sharing in Government business.

It would be utterly impracticable for any establishment to work one portion of its staff eight hours a day on Government orders and the rest of its staff ten hours a day on orders for private parties and private corporations.

As a natural consequence competition for Government orders would be less keen; prices would go up, and all work would have to be paid for by the Government at a higher figure.

It would place a discount on ambition. The inherent right of the individual to raise himself above the level of his fellows by extra work or effort would be denied him.

Once we have fully recovered from the present industrial depression there will again be a shortage of help. A reduction in the hours of labor would mean that this shortage would be tremendously accentuated.

**INFORMATION FOR BUYERS.**

Supplied to the Trade by Sellers.

Laporte, Martin & Co. Ltd., wholesale grocers and liquor dealers, are announcing a bargain reduction in all their standard lines of dried fruits, and advise prompt orders to shrewd buyers. This bargain sale is due to the necessity of reducing holdings before stock taking. An examination of their list and prices would be wise.

The Hamilton Stamp & Stencil Works have opened an office and warehouses at the corner of Leader Lane and Colborne Street, Toronto, where they have stock to supply their Toronto customers. There Bradley Stencil machines may be seen, for which they are the agents for Canada. All Toronto orders attended to by the Toronto agent, P. B. Barnard.



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

**BRITISH COLUMBIA**

**W. A. JAMESON  
 COFFEE CO.**

Importers and Roasters of High Grade  
 Coffees.

Manufacturers and Proprietors of  
 "Feather-Light" Brand Baking Powder  
 We also carry a full line of TEAS,  
 SPICES, etc.

Mail orders promptly attended to.  
 Cor. Langley and Broughton Sts.  
 VICTORIA, B.C.

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

*Correspondence Solicited.*

**VICTORIA  
 FRUIT GROWERS' ASSOCIATION**

The largest packers and shippers of first-  
 class Fruits of all kinds in British Columbia.

OFFICE AND WAREHOUSES  
 COR. WHARF AND YATES STS. - VICTORIA  
 Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents  
 Correspondence Solicited.

**F. R. McINTOSH & CO.**  
 Vancouver, B.C.

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

R. ROBERTSON J. Y. GRIFFIN  
**R. Robertson & Co.**  
 25 Alexander St.  
 VANCOUVER, B.C.

Wholesale Brokers  
 GROCERIES, PRODUCE, FRUITS, GRAINS  
 Importers and Exporters

Reference—Bank of Montreal.  
 Write us for information about B.C. trade.  
 Cable Address—"Robin," Vancouver.  
 Codes: A B C, 5th Edition; Revised Economy; Modern  
 Economy; Utility and Dowling's.

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

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

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

**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.

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 Un'on

140 Water St., Vancouver, B.C.

Correspondence  
 Solicited

Highest  
 References

Nature has solved the  
 problem of distribution.  
 It uses a multitude of  
 agents to effect the distri-  
 bution of its products.

Nature does not expect  
 every seed to fall upon fal-  
 low ground and to take  
 root. But, it achieves a  
 profitable percentage upon  
 its distribution. This is all  
 that an advertiser has to  
 do to reap a profitable  
 harvest on his outlay.

**WANTED**

One **Wholesale Grocer**

in each city of the Dominion to handle

**ST. VINCENT ARROWROOT**

WRITE FOR PARTICULARS, PRICES, ETC.

**WEST INDIA CO., Limited** 305 St. Nicholas Buildings, MONTREAL

# Quality The Master-Builder

Looking over the grocery trade of this country it is a fact that the men who are making most money, the men who stand out as leaders in the business, the men who are building up a permanent business, one with a good-will worth something, are the men who are pushing quality goods. The few exceptions simply prove the rule.

It is the same in the package tea business. When Red Rose Tea first came on this market our competitors good naturedly said we **might** last a year. That is ten years ago and the growth of the Red Rose Tea business has been the feature of the tea trade during this decade. In those ten years many package teas have come and gone, but the **steady increase** in sales of Red Rose Tea from year to year has been enormous.

Why? Because of the quality of the tea. The enormous increase in the sales has been possible only because most of the people who have tried the tea have appreciated its quality and have continued to use it, and the retail merchants generally, convinced of its quality, have backed Red Rose strongly.

Quality has built the Red Rose Tea business. It will help build your business, and that is why **it will pay you to recommend**

# Red Rose Tea

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

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

**DO YOU WANT** to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 181 for yearly rates



## Retail Advertising in Reading Matter Space

A Critic Considers Such Publicity to be Inferior to Displays as a General Rule—Advertisements Showing Antagonistic Feelings Between Two Retailers.

By J. N. Armstrong.

It is sometimes hard for the average small-town grocer to know just what is good advertising and what is not. The following items appeared in two consecutive issues of the *Picton, Ont., Gazette*, and refer in no complimentary manner to each other:—

Albert Powers' methods of buying and the large amount of goods he disposes of each week is a guarantee that his stock is the freshest and best assorted. He does not tamper with old retail stocks nor say that you must hand out your cash before you can get the goods. Good people pay for what they get. When the market price on any article drops he lowers his prices. Some take advantage of a drop in the market and say they are selling cheaper than opposition. The price of flour and many other articles is lower at present. It only takes columns and time to enumerate. Although the newspaper is full of advertisements with prices, they are no lower than his. He has the good goods that can be sold right.

Some dainty things to eat: Christy's fancy cakes, nice, soft, creamy cheese pure white honey, olives, all kinds of best bottled goods, etc.

Good things to drink: Beautiful flavored green and black tea, special blend 40c coffee, and cocoas

The best brands of cooked and smoked meats. Redpath's sugar always in stock. The best goods in rolled oats, flaked wheat and all kinds of package cereals. Grapes, oranges, lemons and other fruits. The best vegetables, choice celery, etc.

His store is full of everything in the grocery line and he is pleased to fill your orders.

The advertisement of A. Powers' competitor read as follows:

Many years ago we saw the great buying advantage the syndicate Stores had over their competitors, also the advantages of cash over credit retailing, and have always had these advantages back of our business, though some of our competitors falsely contributed our low prices to other reasons.

Now, one of our competitors pays our business the highest compliment by adopting our cash system.

Another competitor gives our business a big puff (in Tuesday's *Gazette*) by explaining and admitting the superior quality of groceries bought direct from the manufacturer, compared with groceries bought from a middle man or wholesale house, where they may have been allowed to accumulate, get old and perhaps unfit to eat before getting to the consumer.

The larger quantities a grocer buys the cheaper he can get it, also he can get more of his goods direct from the manufacturers.

Some buy a large quantity to get the quantity price, part of which gets very stale before the last of it is sold.

We, with our large retail business in Napanee, Gananoque, Wellington and Picton, which employes 38 sales clerks (as many or more than all other grocery stores in Picton) buy a much larger percentage of groceries fresh, direct from the manufacturers, and sell it out more rapidly than any of our competitors.

It is not necessary to puff our business, but the fact for those

wishing comparisons, we have bought over twenty-one car loads (2,107 barrels) of sugar in the past year.

Our import order for raisins and currants given at one time was over ten tons, and 128 boxes of peels.

We sell as much groceries on an average every month as we carry in stock.

This keeps our groceries the freshest in town, gives us the best buying capacity, the biggest outlet for goods, and enables us to sell the best, freshest, groceries in town at the lowest prices.

We meet all our competitors' prices, and have our own special prices besides. THE FAIR.

In the first place, reading matter ads. for the retail grocer is not a satisfactory method of placing his business before the public. People are only too willing to read of a special sale of some line of groceries, if placed where it should be, in the form of a good, regular ad. To depart from this—the accepted method—there must be something entirely out of the ordinary, something which will interest the public as reading matter, pure and simple. In the examples here shown there is nothing of special interest, unless the private bickerings of two retailers in a small town constitute material for more than ordinary attention.

Suppose the same space had been used—and it could undoubtedly have been secured for less money—to put before the reading public in a simple, straightforward display ad. what special bargains they had for the careful housekeeper, it would seem that the results would have been better.

### CANNERS' MERGER COMPLETED.

The Canadian Grocer is able to make an authoritative statement this week regarding the amalgamation of canners. Last week it was stated in this paper that the merger was likely to go through and that it would probably be consummated in a week or ten days.

This is the case. The Grocer has been informed on the best of authority that the merger is completed.

The interests handling it have secured control of the Canadian Canners, Limited, as well as the independent concerns, and the merger completed will comprise about 56 factories, including those now in the Canadian Canners consolidation. At the time of going to press, there were only three independents, who were not closed up.

The details of the amalgamation have been concluded and all the canning factories going into it have agreed upon the basis.

A committee meeting was held in Toronto yesterday and is being completed to-day to consider the organization work.

In next week's issue. The Grocer will go more fully into the amalgamation, explaining the reasons why it was advanced and the details of the organization.

Garnet P. Grant, with some Montreal associates, was instrumental in putting it through.

It might be mentioned here that this is the first authoritative statement given out by any publication, as to the completion of the amalgamation.



# Has the Cost of Living Increased in Recent Years ?

Present and Past Prices of Grocery Articles Compared—Great Reductions in Sugar, Salt and Tea While Farm Products Advance—Some of the Causes Analyzed—An Invoice 45 Years of Age Gives Some Interesting Information.

At the present time one hears on every side something about the increased cost of living in Canada during the past five, ten, twenty and forty years. While this is admittedly true with some articles, particularly farm products, yet too many get the opinion that it is practically true with everything that is purchased in the grocery store.

From the grocers themselves one hears continuously about the wrongs, disadvantages and hardships constantly besetting the trade and more especially about small profits. There is scarcely one in the business who is not prepared to point out that the grocery trade is not what it used to be and that the chances for making money are less favorable.

In view of these assertions The Canadian Grocer has taken a look in the past to compare prices, conditions and environments with what we have at the present time.

There are some Canadian grocers who have been in business for half a century or more and from one of these The Grocer was able to secure an old invoice dated January 4th, 1865—forty-five years ago. The invoice represents the purchase of a bill of goods from a wholesale grocer on that date and there is also given opposite the wholesale price to the retailer to-day of the same goods.

	1865	1910
Olive oil, pint, per doz...	\$4 50	\$4 25
4lb. jar mustard, 21c per lb.	84	75
Sperm candles, per lb....	32½	16
Matches, per gross .....	17	46½
Tinned lobsters, per doz..	2 00	2 10
Mustard, per lb. ....	21	12
Corn starch per lb. ....	8½	6½
Cream of tartar, per lb..	25	25
Carraway, per lb. ....	12½	12½
Whole pepper, per lb....	12½	18
Ground cloves, per lb....	25	25
Ground ginger, per lb....	27	20
Mixed peel, per lb.....	28	14
Starch, per lb. ....	7	6½
Salt, per lb. ....	4	½
Sulphur, per lb. ....	8	2
Allspice, ground, per lb. .	12½	18
Sago, per lb. ....	8½	5
Allspice, whole, per lb....	10	18
Cassia, per lb. ....	37½	25
Raisins, Val., per lb....	8½	5½
White sugar, cwt. ....	13.25	4 85
Broken loaf, cwt. ....	13 75	5 70
Orange Pekoe tea, per lb..	70	28
Green tea, per lb. ....	70	18-25
Gunpowder tea, per lb....	80	22-25
Black tea, per lb. ....	65	14-40
Currants, per lb. ....	6½	6-6½
Yellow sugar, per lb. ....	9½	4 40
Brown sugar, per lb. ....	8½	4 40
Sal soda, per lb. ....	2½	¾
Carb. soda, per lb. ....	4	2

Wrapping paper, per lb..	10	3½
Wrapping paper straw, per lb. ....	4¾	3
Soap, per lb. ....	3	4
Tobacco, per lb. ....	26	75
Barley, per lb. ....	3½	2½
Rice, per lb. ....	3¾	3¾
Oatmeal, per 100 lbs. ....	2 60	2 25
Split peas, per lb. ....	1½	2¾
Fresh eggs, per doz. ....	16	50
Ham, per lb. ....	7	14½
Syrup, per gal. ....	52	30
Butter, per lb. ....	17	26
Cheese, per lb. ....	8	13
Cheese No. 2, per lb. ....	6	12½

Total ... ..\$41.43½ \$26.42 3-10

## Why Changes Occurred.

The above figures show that in the matter of imported goods which grocers handle, prices have seldom increased. In many cases they are the same and in a many more they have declined.

The totals are interesting as the bill of goods is a representative one. In 1865 it was bought for a little more than \$44. To-day the same bill could be purchased for \$26.

In analyzing the invoice more closely it will be seen that probably the greatest decrease affecting the trade has been in sugar. This has, no doubt, benefited the consumer more so that the dealer, as sugar, now-a-days is one of the articles upon which little profit is made and yet it is one of the chief articles sold in a grocery store. The decrease in price is due in a great measure to the greater production. Salt shows a greater per centage of decrease because during the past few years salt has been produced in Canada in large quantities where formerly it had to be imported.

Tea has also declined since then for the reason that in those days the world's market was supplied principally from China and Japan and had scarcely heard of India, Ceylon and other countries which produce so much now.

The cause of the increase in the price of eggs, ham, butter and cheese is well known. The increase in consumption of these farm products in Canada has been wonderful and Canada has such a splendid market for them in the Old Country that they were bound to advance. In short, the great demand and the comparative shortage of supplies explains this situation. Of course, these last mentioned articles figure more conspicuously on the table of the consumer than most of the others.

In future issues, The Canadian Grocer intends going further into this question dealing with prices existing in more re-

cent years and comparing them with the present.

## DESCRIPTION OF NEW WAREHOUSE.

John Garvey & Sons, wholesale grocers, London, Ont., are now settled in their fine new warehouse at 199 to 207 King St. The new warehouse has a frontage of 80 feet on King St. and runs back 198 feet, five storeys in height. The building is of brick and stone and is of mill construction and practically fire proof. The front is faced with grey Credit Valley Stone and Red Impervious brick. This is the first time this brick has been used in London. It is manufactured in Cleveland, Ohio, out of iron ore and is absolutely fire proof. The building has light on all sides. The window frames are made of steel, with woven wire glass except the front which have oak frames and plate glass. The building is equipped with two electric elevators, the stairway and elevators being enclosed, in fact the building is constructed so that each flat is entirely separate from the other in case of fire. Stand pipes and hose are provided on each flat at a distance of fifty feet apart. On each flat are lavatories for the employees. The basement is eleven feet high and the floor is of cement. On the west side is the steam boiler which heats the building. In the rear of this flat the Customs and Inland Revenue Bonds are situated. The main floor is used for the shipping department and has a large platform scale and four doors for receiving and shipping goods. The floors on all the flats are constructed of three inches of Georgia pine, and an inch of hard maple. The front part of the second flat is used as a packing room. In the rear of this flat, the current cleaner, coffee mill and roaster and the tea packers are installed. The offices are on the main floor in front and are all finished in quarter cut oak. On the right is the senior's office, John Garvey, and next to this is the office of the manager, John P. Garvey. Behind these are the general offices and also an office for the traveling salesmen. On the left is the sample room equipped with cabinets, drawers, glass showcases and other conveniences for displaying goods. Here also is a table for drawing tea, with city water, sink and a gas stove. Next is a cloak room and behind this is a double vault with an entrance, on the main floor, and in the basement.

The business of John Garvey & Sons was started by the late Sir Frank Smith in 1854. John Garvey succeeded in 1886. Mr. Garvey has now associated with him, his three sons, John P., Clement, and Leigh.



**CANADIAN BUSINESS CHANGES.**

**Grocer Businesses Bought and Sold, Assignments Made and Losses by Fire.**

**Ontario.**

J. R. Croft, grocer, Toronto, advertises his business for sale.

Lucien Levis, of Levis Bros., Mat-tawa, Ont., died recently.

Assets of Jas. Herbert, grocer and butcher, Ottawa, have been sold.

G. A. Toyn, general merchant, Falls View, Ont., has sold to Rothwell & Hall.

J. Don Cockburn, general merchant, Sturgeon Falls, Ont., was burnt out recently.

E. C. Clarke & Co., general merchants, Orangeville, Ont., have sold to A. J. Smith.

C. S. Ewing, grocer and crockery merchant, Goderich, Ont., has sold to H. R. Long.

B. H. Turner, general merchant, Little Current, Ont., sustained loss by fire recently.

Assets of the estate of the Fort Frances Trading Co., Fort Frances, Ont., have been sold.

The Campbell Milling Co., West Toronto, sustained a small loss during the week by fire. It was covered by insurance.

**Quebec.**

A. P. Chapleau, grocer, Montreal, has assigned.

Robert Stewart, general merchant, Inverness, Que., is dead.

The Dominion Starch Co., Chateau Richer, Que., have registered.

G. D. Brassard, general merchant, Murray Bay, Que., has assigned.

Demand of assignment has been made on D. E. Viau, grocer, Montreal.

Demand of assignment has been made on Louis Slapack, grocer, Montreal.

A demand of assignment has been made on A. Laporte, grocer, Longueuil, Que.

A meeting of creditors of D. E. Viau, grocer and liquor merchant, has been called.

Godbout & Cie., Chicoutimi, Que., general merchants, sustained loss by fire recently.

**Maritime Provinces.**

A. McKinnon, general merchant, Coleman, P.E.I., has assigned.

Slyde B. Freeman, general merchant, Greenfield, N.S., is out of business.

**Western Canada.**

H. O. Smith, general merchant, Marquette, Man., has assigned.

Mrs. W. Draper, grocer, Vancouver, B.C., has sold to G. Buysse.

Suchring & Foote, general merchants, Craik, Sask., have dissolved.

Little & Long, general merchants, Sitalufa, Sask., has sold out.

F. J. Schroeder, grocer, Victoria, B. C., is succeeded by Jas. Free.

Forbes & Co., grocers, Winnipeg, have been succeeded by Readman Bros.

A meeting of creditors of H. O. Smith, Marquette, Man., has been held.

The Minitonas Trading Co.'s general store at Minitonas, Man., was burned out.

E. A. Woods, general merchant, Valley River, Man., has sold to W. Mc-Millan.

G. A. McKenzie & Co., general merchants, Morse, Sask., have been succeeded by Hartricks, Ltd.

Stock of the general store of the estate of H. Aberman, Watson, Sask., has been sold to S. Millman.

W. H. English, grocer, Carberry, Man., sustained loss by fire recently. It was covered by insurance.

The Fernie Industrial Provident Co-operative Society's general store, Fernie, B.C., was partially burned recently.

The grocery business of I. M. Roach, Chilliwack, B.C., has been taken back by D. B. Hall under power of a chattel mortgage.

**DO YOU WANT SOME IDEAS?**

The MacLean Publishing Co., Toronto, Ont.

Dear Sirs,—Find enclosed cash for \$2 for The Canadian Grocer as per slip en-slip enclosed.

Am very much pleased with your paper, we certainly get a lot of good ideas from it.

G. K. GREENLAW.

St. Andrews, N.B., Jan. 12, 1910.

**A full-sized package of  
Holland Rusk (The Dainty Dutch Delicacy)  
free to every grocer—**

To enable the grocery trade of the Dominion to prove to their own satisfaction our claims regarding the unique qualities of Holland Rusk, the Dainty Dutch Delicacy, we will forward on receipt of any grocer's name and address, a full-sized package of Holland Rusk.

Although Holland Rusk is a comparatively new article on the Canadian market, it has jumped right into popularity, and the sales are daily forging ahead.

A general campaign of advertising is now being arranged. Some experts have told us our copy is about the strongest and most attractive they have ever seen. Every grocer should be prepared for the demand which it will create.

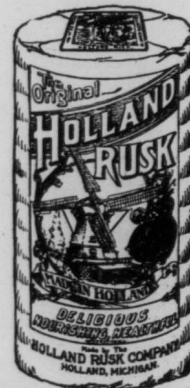
First of all, we want every grocer—and every grocer's wife—to taste Holland Rusk. We know you will find it unique and delicious—different from anything you ever tasted before.

Write a post-card—now when you think of it—and a full-sized package, together with prices, will be forwarded immediately.

WRITE TO **McGregor Specialty Co., Toronto** CANADIAN IMPORTERS

HOLLAND RUSK CO., Holland, Mich.

SOLE MAKERS OF HOLLAND RUSK IN AMERICA



**700 stores in Toronto alone are handling—and pushing—Holland Rusk. Toronto people are delighted with**

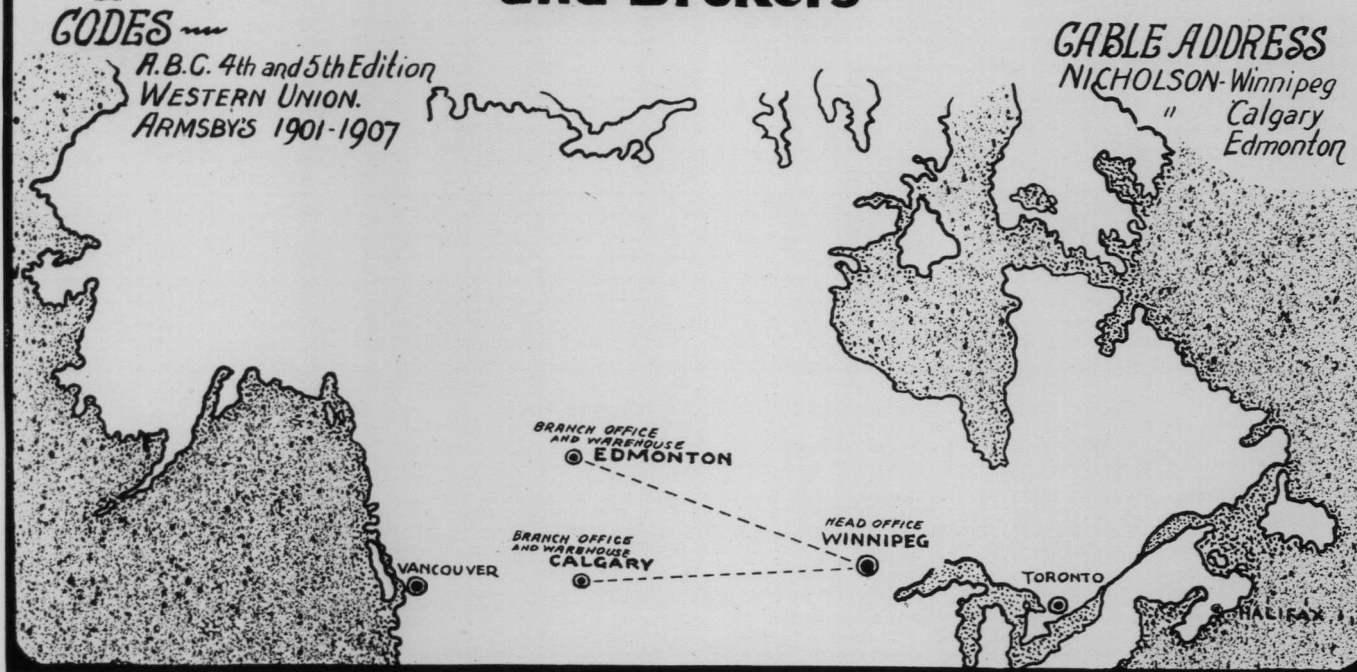
**“The Dainty Dutch Delicacy.”**

**E. NICHOLSON**

**D. H. BAIN**

# NICHOLSON & BAIN

## Wholesale Commission Merchants and Brokers



### Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS  
 TONKA BEANS  
 GUM TRAGACANTH  
 GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

### EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more.

TRY THEM. That's all we want.

We are sure of your future orders once you have had the

### EMPRESS BRAND

WRITE US FOR PRICES

**Empress Manufacturing Co.**

Limited

VANCOUVER, B.C.



**GUNN'S  
"EASIFIRST"**



**LARD COMPOUND**

Will enable YOU to win first place for  
**QUALITY GOODS**

Figure your saving compared with pure lard and  
**ORDER TO-DAY**

**GUNNS** Pork and Beef Packers  
**LIMITED** WEST TORONTO

**NOTHING  
BETTER  
IN 1909**

**Fearman's English**

**Breakfast**

**Bacon**

**NOTHING  
BETTER  
IN 1910**



**THE  
PUREST  
AND  
BEST**

**MR. DEALER**

Have you stocked the new 5c. tin  
**St. Charles Brand ?**

Some of your customers will want it  
and any jobber can supply you. It's  
a convenient package and only  
**\$2.00** per case.

Manufactured by



**St. Charles  
Condensing Co.**  
INCERSOLL, ONTARIO  
CANADA



MILD CURED

**Breakfast Bacon  
Skinned Backs  
and Hams**

Finest Quality. Made from Selected Hogs.  
Made under Government Inspection.

**The WM. RYAN CO.**

LIMITED

PACKING HOUSE:

**FERGUS, - - ONT.**

HEAD OFFICE:

**70 and 72 Front St. East, TORONTO**

## Canadian Bacon Quoted Lower on English Market

**Further Troubles for the Packer—Price of Hogs up in Montreal, But Down in Toronto—Large Receipts of Butter and Prices Will Likely be Lower—Cheese Advances Due to Export Demand.**

The bacon market in England is dull and lower. Canadian bacon is quoted at 65s. This would not more than pay for the hog at the present high prices. As a rule England regulates our prices here, but the packers in their stampede after the porkers seem to disregard the English market, and the farmers are throwing up their hats and pounding their knees at the fun and the big 'wads' they are getting out of the race. The consuming public in the meantime is trying to find a substitute for bacon and lard, and whether they succeed or not, the effort to some extent will lessen consumption.

There is so little Canadian butter in England that it receives scarcely a quotation. With the large make of both dairy and creamery and considerable in cold storage, the reasonable conclusion is that butter will be lower. In forming this conclusion we must, however, take into consideration the high price of lard, which will make room for a large quantity of the lower grades of butter for cooking and baking.

Cheese is decidedly firmer, and there is a more hopeful outlook for our products, a large quantity of which is still in the hands of the dealers.

The egg market is quiet, but firm. The stock of storage eggs together with the fresh stock coming in, is supposed to meet all requirements and demonstrates the fact that the trade is looking carefully after the interests of the people.

### MONTREAL.

**PROVISIONS**—Provisions are still on the upgrade, as far as prices are concerned. Live and dressed hogs are 25c higher here. Hams and bacons are up from ½ to 1 cent, and clear fat backs are \$1 higher. This condition, combined with the fact that there is always a lull after the holidays, has caused a decrease in demand, but the market has a healthy tone and dealers prophesy even higher prices in the near future.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 16½
Cases, tins, each 10 lbs., per lb.	0 16½
" " " 5 " " "	0 16½
" " " 3 " " "	0 17
Falls, wood, 20 lbs. net, per lb.	0 17
Falls, tin, 20 lbs. gross, per lb.	0 16½
Tubs, 50 lbs. net, per lb.	0 16½
Tierces, 375 lbs., per lb.	0 16½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12½
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12½
" " " 5 " " "	0 12½
" " " 3 " " "	0 12½
Falls, wood, 20 lbs. net, per lb.	0 12½
Falls, tin, 20 lbs. gross, per lb.	0 11½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 375 lbs., per lb.	0 12
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbl. 30-35 pieces	28 50
Clear fat backs	33 00

Heavy flank pork, bbl.	28 00
Plate beef, 100 lb bbls.	7 75
" " 200 "	15 00
" " 300 "	22 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 14½
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 15½
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 15
Large sizes, 18 to 25 lbs., per lb.	0 16
Medium sizes, 13 to 18 lbs., per lb.	0 16½
Extra small sizes, 10 to 13 lbs., per lb.	0 16½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17½
" " small, 9 to 12 lbs., per lb.	0 18
Breakfast bacon, English, boneless, per lb.	0 18
Windsor bacon, skinned, backs, per lb.	0 18½
Spiced roll bacon, boneless, short, per lb.	0 15
Hogs, live, per cwt.	9 50
dressed, per cwt.	13 50

**BUTTER**—Receipts of fresh made are limited and stocks of fancy fall-made are reducing fast. The creamery market looks sound. Dairy rolls are coming forward quite freely, and as a result prices are down a cent.

Receipts for the week are 2,066 packages, as against 1,767 packages same week last year. For the season they are 392,958 packages, as against 413,700 packages same season last year.

Fall creamery solids	0 26½	0 27
Fresh creamery solids	0 25	0 25
Fresh creamery prints	0 20	0 21
Dairy, tubs, lb.	0 20	0 21
Fresh dairy rolls	0 21	0 22

**CHEESE**—Quebec and western cheese are ½ cent higher. There are some dealers who prophesy 65s. cheese in England before the new make comes in. Conditions there seem to warrant such a conclusion, as stocks are small compared with previous seasons, high prices are being asked for other lines of food and industrial conditions are greatly improved. At present cheese is selling in England for 58-58s. 6d. C.I.F. and displays great firmness at these prices.

Receipts for the week are 982 boxes, as against 576 same week last year. For the season they are 1,967,452 boxes, as against 1,956,526 boxes same season last year.

Quebec, large	0 11½	0 11½
Western, large	0 11½	0 12½
" " twins	0 12½	0 13
" " small, 20 lbs.	0 12	0 12½
Old cheese, large	0 15	0 16

**EGGS**—Stocks are reported low and there seems likely to be a pinch here before two weeks are out. Newlaid are scarce. Taken altogether there seems to be nothing for it but continued high prices for some time to come. The market remains steady at present high prices.

New laid	0 40	0 50
Selects, dozen	0 32	0 32
No. 1, dozen	0 28	0 28
No. 2, dozen nominal	0 26	0 26

**POULTRY**—Although the sale for poultry is fairly good, there is so little fresh stock arriving that storage stocks are being used to some extent. Prices are now somewhat lower than at Christmas and New Year's, as is only natural, tak-

ing into consideration the slackening in demand.

Chickens, per lb.	0 15	0 16
Hens, per lb.	0 10	0 11
Young ducks, per lb.	0 15	0 16
Turkeys, per lb.	0 19	0 20
Geese, per lb.	0 11	0 12

**HONEY**—Honey is quiet with a fair sale. Comb honey seems to hold its demand the best, and prices of all lines are firm.

White clover comb honey (nominal prices)	0 14	0 15
Buckwheat, extracted	0 08	0 09
Clover, strained, bulk, 30 lb. tins.	0 11	0 11½

### TORONTO.

**PROVISIONS**—There is little change in the hog situation this week, although dressed hogs delivered in the city are bought for about 50c a hundred less. Buyers in the country, however, continue to buy at last week's prices, which are from \$8.40 to \$8.50 live weight, f.o. b. Some claim that cured meats cannot go higher without materially interfering with the consumption. In looking over some old invoices of about 1870, we find that bacon used to sell as low as 6½c a lb. and ham at 9c, and yet there is far more used per capita now than was used then, outside of the farmers, who cured it for themselves. This is owing to the scientific process of curing by our up-to-date packers, who produce a much superior quality of goods.

Long clear bacon, per lb.	0 14	0 14½
Smoked breakfast bacon, per lb.	0 13	0 13½
Roll bacon, per lb.	0 14	0 14½
Light hams, per lb.	0 15	0 15
Medium hams, per lb.	0 14	0 15
Large hams, per lb.	0 14	0 14½
Shoulder hams, per lb.	0 13	0 13½
Backs, plain, per lb.	0 18	0 18½
" " pea meal	0 18½	0 19
Heavy mess pork, per bbl.	27 00	27 50
Short cut, per bbl.	28 00	29 00
Lard, tierces, per lb.	0 16	0 16½
" " tubs	0 16	0 16½
" " falls	0 16½	0 16½
" " compounds, per lb.	0 12	0 12½
Live hogs, at country points	8 25	8 25
Dressed hogs	12 00	12 00

**BUTTER**—The receipts of fresh butter are on the increase, and the market shows weakness. Some of the creameries are hunting for buyers. The prices, however, are still maintained, but if a change takes place it will be downward. There is also the usual undesirable percentage of poor butter, which will come in, but which nobody makes. This usually accumulates, and has to be sold at a loss.

	Per lb.	
Fresh creamery print	0 28	0 29
Stored creamery solids	0 26	0 26½
Farmers' separator butter	0 24	0 25
Dairy prints, choice	0 21	0 23
Tub butter	0 21	0 22
Baking butter	0 19	0 20

**CHEESE**—The improved export demand has slightly affected the local market, and some dealers are asking ½ of a cent more for their cheese to local dealers.

Cheese, new, large	0 12½	0 12½
" " twins	0 12½	0 13

**EGGS**—The sky-high prices for new laid eggs cannot so easily be obtained by farmers, as they are coming in more freely. Storage eggs hold firmly here to their old prices, and will not likely be



affected by the fresh comers for some time.

Cold storage eggs.....	0 27	0 28
Select eggs.....	0 28	0 29
Strictly new laid.....	0 30	0 35

**POULTRY** — Poultry is scarce and prices keep high. Geese and ducks are practically off the market, and are out of season.

Spring chicken, dressed.....	0 16	0 18
Hens, per lb. dressed.....	0 11	0 12
Turkeys, per lb., large.....	0 19	0 20

**HONEY**—There is nothing new in the honey market. The demand is regular, and the supply available will all be required.

Honey, extracted, 60 lb. cans.....	0 10½	0 11
" " 10 lb. pails.....	0 11	0 12
" " 5 lb. pails.....	0 12	0 12½
" comb, per dozen.....	2 50	2 75

**NOT SO DEAR AS REPORTED.**

E. S. Kirkpatrick, Canadian Trade Commissioner at Havana, Cuba, reports having received an inquiry from Canada asking the price of eggs there, and enclosing a clipping from a Canadian newspaper which said: "Eggs are now \$2 a dozen in Havana, and even at that price you may get more than you bargain for." The commissioner points out that this is erroneous. The last published statistics show that for the fiscal year ending June, 1908, Cuba imported 5,019,138 dozens of eggs valued at \$939,000, an average price of something over 18 cents. The retail price of fresh eggs throughout the year ranges from 55 to 60 cents, and they are practically all imported. The native hens are small, and the Cubans know nothing of modern methods of poultry raising. A few Canadians and Yankees, who at the present time are raising poultry in a scientific manner, are enthusiastic over the prospects.

**BUTTER DISHES**

Tear out this ad. and mail it to your dealer for prices of Canadian-made loval dishes. Use them to increase your sales of Butter, Honey, Jam, Jelly, Lard, Meat and Pickles.

**GRAHAM BROS. & CO.**  
KINMOUNT, ONT.

They use the best of thoroughbred stock, and in such cases readily sell their eggs for setting purposes only at from \$2 to \$3 a dozen.

Boarding Mistress—"Is there anything wrong with that egg, Mr. Fourper? I see you are according it a very critical examination."

Mr. Fourper—"Oh, not anything wrong with the egg, Mrs. Skimpen. I was just looking for the wishbone, that's all."

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**

**HOLLAND HERRINGS**  
In 10 lb. Kegs  
—GET—  
**GARLAND BRAND**  
They are the best  
Packed by  
Palvast and Van der Vliss, Holland  
WRITE  
**W. H. ESCOTT**  
BROKER, - WINNIPEG  
Direct Importer, for a Car



**FOR QUALITY**  
This Mark Stands For Quality.

To the Wholesale Trade:  
**George Kemp, Limited**  
LONDON, ENGLAND  
Manufacturers and Exporters of  
**BISCUITS**

**BISCUIT MAKERS TO HIS MAJESTY'S GOVERNMENT**  
A fine line of good sellers for the Canadian trade. Special sample boxes of the following, now ready for distribution:

**Metropolitan (Mixed)**  
**Arrowroot Wafers**  
**Currant Wafers**  
**Cocoonut Fingers**  
**Rainbow, Etc., Etc.**

DAINTY LINES SUBSTANTIAL LINES  
FANCYS AND MIXED

EXPORT AGENTS:  
**H. Collings & Co.,**  
16 Philpot Lane, - London, E.C.  
ENGLAND



Is the bread NOW in your home inviting? Do you like it? If not, you can have it so by using

**Anchor Brand Flour**

MANFD. BY  
Leitch Brothers Flour Mills, Oak Lake, Man.

**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.

TO RETAIN THE BEST CLASS OF CUSTOMERS

**WHITE SWAN COFFEE**

IS AN ESSENTIAL  
THINK IT OVER



## Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.



# Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

You can offer your customer



## Clark's =Ox= Tongue

knowing that it will give the greatest satisfaction.

CLARK'S MEATS have a reputation for excellence. No dealer's stock is complete without them, and they are advertised so extensively that a ready sale is assured.

**Wm. Clark Montreal**

Manufacturer of high-grade  
—Food Specialties—



## BOVRIL

IS NOT INJURED  
BY ZERO WEATHER

Bovril has often been carried to the polar regions by explorers, and excess supplies have always been in prime condition when brought home.

### Don't Hesitate

to order fresh supplies for your customers' needs. The frost will do no harm.

**BOVRIL LTD.**  
27 St. Peter Street, Montreal



## Disposal of Produce by the Country Merchant

How One of Them Finds a Market for Butter and Eggs and Attracts Extra Trade From the Farmers by Accepting all They Offer—Has Educated the Farmers' Wives to Put up Butter in Uniform Style.

By Walter Kidd.

The other day I was talking to a brother country merchant, and upon my enquiring "how is business?" he said: "Oh! this time of year our trade is not so good as it is in the summer-time. We refuse nearly all butter, as we always lose on it and now the farmers take it to market and get their goods there."

What a pity! what a loss! A man's trade falling off when it should be the best; and yet I have no doubt there are many in the same predicament; and others who take the butter wish they did not have to do so as they find it somewhat of a "white elephant" on their hands.

After the factory closes in the autumn, and again in the spring before it starts, farmers make a great deal of butter which must be disposed of, and the merchant who can pay a good price for all that comes along and can "trade it out," certainly has something over the competitor who cannot do so.

To any merchant situated within easy reach of a railway service, where trains are passing through into the larger centres such as Montreal or Toronto, there is a way open. Get acquainted with the brakeman, baggagemen, express messengers, etc., on the trains. Tell them you have good butter at such a price, and fresh eggs at so and so. Put the price down at the start suffi-

ciently low to get them interested; they will buy. These men are employed by the railways who depend on the Canadian people, and hence upon us merchants to a certain extent, for their profits. Therefore, I think we have a perfect right to do business with them so long as we do not ask them to carry produce to others in the distant cities free of charge. They are, of course, not supposed to buy for speculative purposes.

Soon if your article is good, you can get your price and the whole question is solved. You will have daily orders coming in and instead of frowning when a customer comes to the door with butter you can wear your most pleasant smile.

Although I have been in business here only a little over a year, I already have customers in different places who require weekly or monthly large supplies of butter and eggs. This with the local demand enables me to accept all the butter that comes my way. Of course eggs are more easily disposed of, but often a cent or two extra on a dozen can be made in this way, which always counts. Last autumn, besides the eggs I packed myself, I had to buy a number of cases of cold storage eggs, paying 24c and getting 28c, making a profit of 4c a dozen.

### Educates the Farmers' Wives.

Again one can educate their country customers to do up their butter in the most attractive style and in such shape that it will ship readily and command the top price.

At first the butter came along in 1 lb. rolls, 1 lb. bricks, 1 lb. round prints, ½ lb. squares, ½ lb. round prints, rolls of any weight, and crocks, with and without butter paper. We told our customers early in the season that we would dock them in price unless the butter was put up in 1 lb. bricks in butter paper. A stock of butter moulds was kept on hand and sold to those who did not have them. This has caused the butter to come in good shape for shipping and it was surprising how readily the customers fell in line.

Almost every day now, farmers drive in, whose trade really belongs to other stores, bringing large supplies of butter and also eggs, and they are quite ready to trade it all out. Instead of trade going behind on account of the butter problem, it is going ahead.

All this requires energy and push, but in these days most merchants are well satisfied as long as the reward is forthcoming.



# DESICCATED COCONUT and COCONUT FAT

FINEST QUALITY MANUFACTURED

J. H. VAVASSEUR & CO., Ltd., <sup>CEYLON HOUSE,</sup> 15-16 AMERICA SQ., London, Eng.

Factories—Ceylon

Telegrams—Citronella, London

## Those Animal Biscuits

You would be astonished did you but know what a big demand there is for them. They come in the form of horses, cows, pigs, and are sold freely at a popular price to all classes. You surely should have SOME stock.

A FREE SAMPLE FOR THE ASKING

THE CANADIAN BISCUIT COMPANY, LIMITED  
LA PERADE, QUE.

## The causes which lie behind Christie reputation.

For over half a century our whole efforts have been concentrated in the making of better biscuits.

We have paid no attention to any side issue—all the ability we possess and every hour of our experience has been utilized for the purpose of bettering Christie biscuits.

Every ounce of raw materials is selected and tested—the flour used is a blend of the best flours milled—butter, eggs, sugar and lard must all be high-grade table quality.

Our factory is the biggest, brightest and cleanest in all Canada. Our employees are all healthy and happy and imbued heart and soul with Christie ideals.

Christie ideals—that's the real source of Christie reputation. It's this constant effort to better the product of yesterday—this striving after excellence that has made the name *Christie* a household word all over the Dominion.

Are you making the most of Christie reputation?

Remember, "*Christie biscuits do sell more than biscuits.*"

**CHRISTIE, BROWN & CO., Ltd.**

## Get the Habit

of indenting regularly for

**"White Lily" Brand**

**Cream Sodas, Havelock Lunch, Cottage Mixed & People's Fancy**

Each line is of excellent quality, and a distinct feature of these goods is the crisp, fresh condition in which they reach the retailer. No "soggy" biscuits in

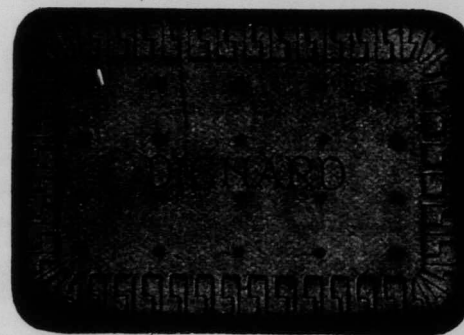
**"White Lily" Brand**

Sold in bulk, tins and boxes. Write to-day for prices.

**J. A. MARVEN, Ltd.**

Moncton, - - N.B.

PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER



Our  
**VILLAGE**  
**Biscuit**  
retails  
3 lbs. for  
25c.

**DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL**

## Never had a can of milk returned to us yet

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

Write for prices

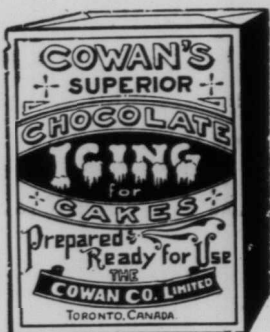
**John Malcolm & Son,**  
ST. GEORGE, - ONT.



Haven't you dozens of customers, now making their own cake icings, whom you could easily induce to try

# Cowan's

## Cake Icings



Once they find out how easy these icings are to use, and how thoroughly satisfactory you will get plenty of repeat orders from them.

### The Cowan Co., Ltd.

Toronto, Canada

Canadian made Licorice  
**Yes BRAND**  
All Druggists.



Manufactured by  
**NATIONAL LICORICE CO.**  
Montreal.

Grocers,  
Confectioners  
and  
Druggists

should not fail to handle a full range of our

## Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

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

Write for price lists and illustrated catalogue

Send  
To-day

### AGENTS

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

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 Licorice LOZENGES

Should be in your confectionery department.

### G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

# Mott's

"Diamond" and "Elite"

brands of

# Chocolate

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

EVERY JOBBER SELLS THEM

## John P. Mott & Co.

Halifax, N.S.

### SELLING AGENTS:

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

Cere

There flour an for hon tinues o they ha The pric ic lower Winnipeg thing th flour de: future p Oatme advancir demand at this

FLOU cording if any f quotatio continue general

Winter whe Straight roll Extra, bbl... Royal House Glenora, bbl. Manitoba sp at Five Roses, t Harvest Quee

OATM higher a creased Local sa there set weakenin

Fine oatmeal Standard oat Granulated Gold dust cor Bolted corn Rolled oats,

FLOU restless this the ed. The spond to market. sold, wh wheat.

1st Patent... 2nd Patent... Strong baker

Straight roll Patents.... Blended....

CERE strong t last wee made a good and

Rolled wheat oats Rolled wheat oats in Oatmeal, sta

GROC

in add merchant manufact were anr to have



## Cereal Markets Advance and Flour is on the Verge

Chicago and Winnipeg Wheat Markets, However, Show Declines—Demand for Both Flour and Cereals is Good.

There is a good export demand for flour and at better prices than are paid for home consumption. If this continues our prices must advance. In fact they have already done so in Montreal. The prices of wheat are, however, about 1c lower in Chicago, and 2c lower in Winnipeg than last week. The only thing that even the most experienced flour dealers can do in regard to the future price is to make a guess.

Oatmeal and other cereals have been advancing somewhat, owing to a better demand which is always to be expected at this season of the year.

### MONTREAL.

**FLOUR**—Flours are 10c higher. According to most millers there will be if any further change, a still higher quotation in the near future. Trade continues fairly brisk locally and the general market tone is good.

Winter wheat patents, bbl.	5 45
Straight rollers, bb	5 20
Extra, bbl.	4 80
Royal Household, bbl.	5 80
Glenora, bbl.	5 30
Manitoba spring wheat patents, bbl.	5 80
"    strong bakers, bbl.	5 30
Five Roses, bbl.	5 80
Harvest Queen, bbl.	5 30

**OATMEAL**—All lines of oatmeal are higher and strong at the advance. Increased shipping demand is the cause. Local sales have also been good and there seems no immediate chance of a weakening.

Fine oatmeal, bags	2 62½
Standard oatmeal, bags	2 62½
Granulated "	2 62½
Golddust cornmeal, 98-lb. bags	2 10
Bolled cornmeal, 100-bags	1 85
Rolled oats, bags	2 40
barrels	5 05

### TORONTO.

**FLOUR**—The wheat market has been restless this week, but in spite of all this the local flour market is not affected. The local flour market will not respond to every movement in the wheat market. Flour as a rule exists when sold, which is not always the case in wheat.

Manitoba Wheat.	
1st Patent	5 50 5 60
2nd Patent	5 00 5 10
Strong bakers	4 90 5 00

Winter Wheat.	
Straight roller	5 20 5 40
Patents	5 40 5 50
Blended	5 40 5 50

**CEREALS**—In sympathy with the strong tendency of the grain market last week, several lines of cereals have made a small advance. The demand is good and business is brisk.

Rolled wheat, car load	2 95
"    oats	2 15
Rolled wheat in barrels, 100 lbs	3 05
"    oats in bags, per bag 90 lbs	2 30
Oatmeal, standard and granulated, in bags 98 lbs	2 55

### GROCCERS IN MUNICIPAL LIFE.

In addition to the grocers, general merchants and those connected with the manufacture of grocery articles, who were announced in the last two issues to have been elected to fill municipal

positions, the following extra have come to hand:

W. L. Innes, of the Simcoe Canning Factory, Simcoe, Ont., was elected a councillor; in Preston, Ont., E. B. Reist, a grocer, is one of the 1910 aldermen and in Prescott, Ont., Jas. H. Bradley, grocer, is one of the new councillors. In Picton two grocers, Fred Newman and Ernest F. Case were elected to the council, and two general merchants, Louis Gignac and Robert Gendron, Penetanguishene, Ont., are among the 1910 councillors there.

Practically all the Wiarion, Ont., council for 1910 is composed of business men. The general merchants elected were Jas. Symon, T. C. Allan and R. E. Trout.

### EARLY CLOSING IN HUNTSVILLE.

Bracebridge Merchant Offers Words of Praise for its Progressiveness.

Editor Canadian Grocer,—The early closing by-law in Huntsville, Ont., is working out satisfactorily. True, a great many kickers at first strongly advocated the turning down of the by-law for the reason that Huntsville, being one of the many summer resorts among the highlands of Ontario, tourists making it their purchasing centre would be handicapped even if the stores closed at seven o'clock excepting Saturdays.

But this idea is gradually dying out and we find that in passing the by-law, the newly elected council for 1910 will find almost every ratepayer in favor of it. Citizens of Huntsville should by all means support this by-law. It will show other places that a progressive town can advance towards the status of a city by adopting progressive measures—and this is one of them. In slow, dead towns we find merchants open late every night waiting for the dollar that never comes. In up-to-date towns, we find the stores closed at six or not later than seven o'clock and everyone looking prosperous.

The early closing will do Huntsville no harm, and every grocer should, I think, work to secure it.

H. T. D.

Bracebridge, Ont., Jan. 18, 1910.

The United States government is said to be proceeding on the theory that selling agreements exist now or have existed among some of the large sugar refineries there whereby they could control prices contrary to the Sherman Anti-Trust law. This does not mean that the government has relaxed its efforts in regard to the weighing frauds, but that alongside of this is going on an investigation to learn whether or not competition has been suppressed by an actual or nominal agreement between some of the largest refiners.

## Fortify Your Position

as a Grocer, by only handling lines that have made good.

In the line of crackers, you can't go wrong if you are handling

## Mooney's Perfection Cream Crackers

The kind that always reach you in the same crisp and fresh condition as they leave our ovens.

A little extra care in the selection of the materials, and a little extra skill in mixing and baking have made the "Mooney" the best flavoured cracker and the most profitable to handle.



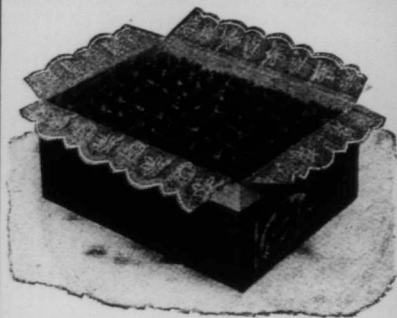
## Cox's Gelatine



When asked for GELATINE supply COX'S and you cannot go wrong. It is PURE and will do its work WITHOUT FAIL.

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





WHEN THEY SAY IT IS "GOOD BUSINESS" TO STOCK A CERTAIN LINE, YOU UNDERSTAND THAT REFERENCE IS MADE TO A PROFITABLE SELLER—AN ARTICLE OF QUALITY, POPULAR WITH THE CONSUMER AND A REPEATER.

Isn't That Right?

Well, when we say that it is "Good Business" to feature our

## "CHOCOLATE BORDO"

You know that we are telling you in two words that your best interests will be served by selling the most saleable chocolate on the market—the confection with the 24-year reputation for originality and quality.

**The Montreal Biscuit Company**  
Manufacturing Confectioners

**MONTREAL**

FREE—To all who inquire we will mail a neat 1910 Pocket Calendar.

# TRUMILK

A full-creamed Milk in soluble powder form.

# MILKSTOCK

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

**Canadian Milk Products, Limited**

Head Office: TORONTO.

Plant: BROWNSVILLE, ONT.

## Strength in Every Cupful

A Delicious Food and a Drink in One. A Cup of

# Epps's Cocoa at Breakfast

Warms and Sustains You for Hours. As a Supper Beverage it is perfect.

Special Agents, G. E. Colson & Son, Montreal

Nova Scotia, E. B. Adams, Halifax.

Manitoba, Buchanan & Gordon, Winnipeg

CIE FRANCAISE des PATES ALIMENTAIRES  
**Macaroni, Vermicelli, etc.**  
Strictly French Manufacture Guaranteed  
Manufactured at  
82 Beaudry Street MONTREAL

# SALT

Car Lots of Fine, Medium or Coarse,  
in Barrels, Sacks or Bulk.  
TORONTO SALT WORKS, 126 Adelaide St. E., Toronto  
G. J. CLIFF, Manager.

## FEATHERS WANTED

Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance.

WRITE TO

**P. POULIN & CO.**  
39 Bonsecours Market, - Montreal  
WE SELL FEATHERS TOO

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

## MAPLE SYRUP

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

*Small's*

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

## ABSORBINE

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

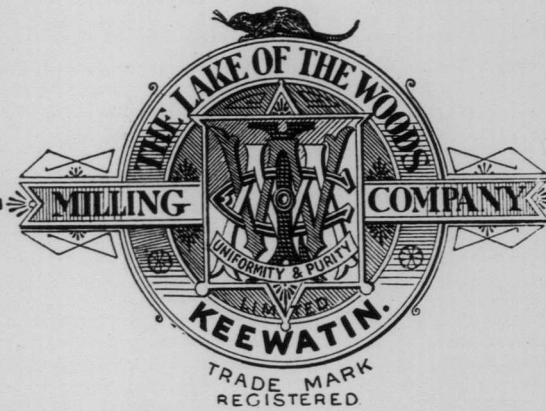
Mr. Merchant,

Are you handling

## Royal Purple Stock and Poultry Specifics

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

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



## What the Grocer Said to Mrs. Brown

One day, Brother Grocer, last November Mrs. Brown while out on a shopping tour found herself out in the cold, facing a 10 by 20 blizzard of sleet and rain. Did she run into Jones' store? She did. Was Jones glad to see her? Tickled sick. And they had quite a confab. Maybe, Brother Grocer, you'd like to hear what Jones said.

\* \* \* \*

Well, the FIVE ROSES Advertising Department has in preparation a little 16-page booklet in the form of a monologue, or grocer's selling talk. Just the right size to enclose in an envelope, you know. Tells what Jones said to Mrs. B. You see, Brother Grocer, it rained so hard outdoors Mrs. Brown *couldn't* get away—so she listened

\* \* \* \*

Printed in *three* colours with a cover in *four*—we did ourselves proud this time. Cover represents the inside of Jones' store, with picture almost big as life of Brother Jones gushing to interested Mrs. B. Inside the booklet there's a dinkey little bunch of illustrations in colours to explain just what Jones is chirping about. That artist certainly deserves a bigger salary.

\* \* \* \*

To finish up this wonderful booklet of ours we've added a series of FIVE ROSES flour recipes and household hints in order to prolong its life a little longer than usual. You know, Brother Grocer, the soft spot the women have for *good* recipes. Well, these are the *genuine* article. Your customers will all sit up and beg for them—you watch. Then on the back cover there's a neat little panel (blank) to put in *your* name and address, *so that the booklet is really YOURS*. Don't believe we have mentioned ourselves more than *twice all told*.

## About Getting Flour wise— a Booklet

What, Brother Grocer, you'd like to see this little offspring of ours? Just write *at once*—the edition is really *limited*. If you like it, tell us how many you'd like to have and we will do our best to let you have them IMMEDIATELY we get them from the printer. Costs you nothing, you know. DO IT NOW, while you think of it—*first come first served*. Ask for booklet "G".

LAKE OF THE WOODS MILLING COMPANY, Limited  
MONTREAL



## Business Matters to Receive Greater Attention

**Toronto Retail Grocers' Association to Consider Matters Affecting the Trade and Causing Drawbacks—Officers for 1910 Elected—Arrangements for At Home and Presentation to Retiring President.**

Staff Correspondence.

Toronto, Jan. 19.—Some opinions expressed at the regular monthly meeting of the Toronto Retail Grocers' Association held on Monday night indicate that the members intend to pay a great deal more attention to the ills and drawbraks affecting the trade than they have done in the past. In fact the keynote of the expressions of opinions after the officers were elected and installed, showed that all were keen on making the association of a greater financial benefit to its members, and to the trade in general.

Apart from this there were many interesting features to the meeting. The nomination of officers was concluded; officers were elected and installed; the



D. McLEAN,

The New President of the Toronto Retail Grocers' Association.

final arrangements for the At-Home on Wednesday, January 26th, in the Temple Building, were made, and a presentation was made to the retiring president.

The officers for 1910 decided upon are as follows:

President—D. McLean.  
Vice-President—W. C. Miller.  
Treasurer—Bailey Snow (re-elected).  
Secy.—J. C. Beaumont (re-elected).

Executive Committee—J. S. Bond, David Bell, R. W. Davies and C. F. Thorne.

In assuming the reins as president for 1910, D. McLean in his inaugural address, expressed the desire that the as-

sociation would do more this year from a business standpoint. There were too many petty jealousies in the trade which should be eliminated so that retailers could work together. "It seems strange," he said, "that every year there should be a new co-operative bill crop up and if we only all get together this would not be occurring."

W. C. Miller, the vice-president, stated that he would do all he could in 1910 to further the interests of the association, and hoped it would enjoy a year of prosperity.

"I'm not a speech-maker," remarked Bailey Snow on being called on for a speech. "No, you're a candy-maker," interposed one of the members before Mr. Snow could conclude. Other officers and members pledged themselves to assist as far as they could with the advancement of the association.

F. W. Johnston advocated leaving a little snow on the sidewalks in order to protect pedestrians and D. W. Clark submitted that the present system of electing men to look after Toronto's municipal affairs was at fault, claiming that the city's business should be looked after by a paid commission. Mr. Clark also maintained that the association should consider questions of more benefit to its members and the trade in general. He cited the London and Hamilton Retail Grocers' Associations as being more up-to-date in this respect.

J. S. Bond believed, too, that more time should be spent in business. "We are not friendly enough with our neighboring grocers," he said. "As a rule they are not so narrow-minded and jealous as we often think, and if we

could all meet more often we could accomplish a great deal more instead of cutting each other's throats by cutting prices. We would do well to unite with other associations to fight this Co-operative Bill now before the House of Commons."

This opinion was concurred in by David Bell, who maintained that union

**Tell Your Customers That :**

**SHAMROCK  
BIG PLUG  
SMOKING TOBACCO**

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

**McDOUGALL**

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

**CLAY PIPES**

The GRAY, YOUNG & SPARLING CO., Limited

**SALT  
MANUFACTURERS**

Granted the highest awards in competition with other makes.

**WINGHAM ESTABLISHED 1871**

BEAUMONT

**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**



with other associations would generate a great strength that would be felt. C. F. Thorne referred to the low license of the pedlars in Toronto, contending that the association should go after the council at once and have it increased.

Before the close of the meeting Thos. Clarke, the retiring president, was presented by J. S. Bond, on behalf of the association, with a quarter-cut oak rocking chair which he acknowledged briefly.

The association has a substantial balance to its credit in the bank, the finances being in a healthy condition.

**PRICE MAINTENANCE.**

That moral suasion is better than sworn statements seem to be the idea of the Johnson Educator Cracker Company, of Boston, Mass., which concern

some months ago cut off the supply of a large New York jobber on charges of cutting prices. The manufacturing concern now holds that it is wiser to put the handlers of its product on their honor than to require sworn statements that the price will be maintained. The company still insists that it will sell only to those who maintain the selling policies as outlined, but figure that a friendly conference is due before final action is taken.

Damage to the extent of \$12,000 was caused by fire in the general store of Bjorndson and Brickson, Wyanard, Sask.

Advices from Patras, Greece, indicate that in all parts of the Greek olive district there will be a good yield of olives this season, and that olive prices may be lower.

**TOBACCO GROWING IN B. C.**

Vancouver, B.C., Jan. 19.—The British Columbia Tobacco Company, Ltd., has been organized with a capital of \$100,000, with the particular object of acquiring from John Hector Inkster, land owned by him in the Okanagan district, with the personal property now in the possession of Lewis Holman and used by him in the business of raising, curing and manufacturing tobacco. Generally, the company will engage in the tobacco business, and its incorporation forecasts the development of the tobacco industry in the district about Kelson and Vernon. The next season will see a large increase in the crop. Behind the company are some Vancouver people, Mr. Holman, who has been experimenting in tobacco culture in the Okanagan for some years, being also connected with it.

**7-20-4**

You can remember this easily. Remember, also, that it is the name of one of the best cigars on the market, and is a very profitable line for you to handle.

Hammer home "7-20-4" and **Quality**. There's nothing like this combination for boosting trade. Write us.

*The* **SHERBROOKE CIGAR CO., Sherbrooke, Que.**

**Are You Keeping Your Tobacco Stock  
Up-to-Date ?**

IF NOT, WHY NOT ?

**"Tuckett's Special"**

the new 10c. plug is the latest

**Order from Your Wholesaler**

Manufactured from **Imported Leaf Exclusively**

**The Geo. E. Tuckett & Son Co., Limited**  
HAMILTON, CANADA.



## Approach of Lent Stimulates the Fish Trade

The Season Begins Feb. 9th—Prices Generally Firm — Market in Fruits and Vegetables in Somewhat Sluggish Condition Since the Holidays—Plenty of Apples on the Market.

# Marmalade Oranges

Boxes and Chests have arrived; they are good color, prices right. Do not forget California Celery in your next order. Are today in receipt of car extra fancy late Howes (cranberries). Lots of Oranges, Lemons, Nuts, Figs, Dates, etc., etc.

McWILLIAM

# Mc. AND E.

EVERIST

25-27 CHURCH ST. - TORONTO

### MONTREAL.

**GREEN FRUITS**—Limes are scarce and the few appearing have brought higher prices, \$1.50 per box being paid for some. Good pines are also higher. Strawberries are beginning to come in more plentifully, and are down to 70c. Tangerines are also somewhat weaker. Other lines remain steady with only a fair demand.

Apples—	Grapes, Almeria,
Baldwins, bbl. .... 4 00	per keg ..... 5 50
Greenings, bbl. .... 4 00	Kumquats, qt. .... 0 25
Russets ..... 4 50	Lemons—
Kings, No. 1 ..... 5 00	Verdillia, box. .... 3 25
Spies, per bbl. .... 5 00	Maoris, box. .... 3 25
Fameuse, bbl. .... 4 00	California navos 3 00
Mackintosh reds. .... 5 00	Limes, per box. .... 1 50
No. 2. .... 4 50	Oranges—
Tallman Sweets. .... 2 50	Late Valencias. .... 5 20
Wealthys, 1, bbl. .... 4 50	Floridas ..... 4 50
2, bbl. .... 4 00	California navos 3 00
Bananas crated,	Porto Ricos. .... 2 50
bunch ..... 1 75 2 75	Mexicans ..... 2 40
Cranberries, bbl. 9 00 9 50	Jamaica, crate. .... 4 70
Cocoanuts, bags. .... 4 25	Pineapples—
Grape fruit—	Floridas, box. .... 4 00
Florida ..... 4 50	Strawberries—
Jamaica ..... 3 50 4 00	Florida, qt. .... 0 70
	Tangerines, strap. .... 5 75

**VEGETABLES** — Chateauguay rhubarb is now on the market, selling for \$1.25 per doz. Florida tomatoes at \$5.50 per crate and Cubans at \$4, are also appearing. Cabbage is dear, selling from 25c to 50c higher per bbl. Demand for all lines is dull.

Beets, bag. .... 0 50 0 60	Onions—
Carrots, bag. .... 0 50 0 60	Spanish, ½ cases .... 1 65
Cabbage, bbl. .... 1 00 1 25	crates ..... 0 90 1 00
Celery—	50 lbs. .... 0 90 1 00
Canadian, doz. .... 0 75 0 90	Potatoes—
California, crate. .... 5 50	Montreal, bag. .... 0 65 0 75
Cauliflowers, doz. 1 50 4 50	Sweet, per bbl. .... 2 50 3 50
Cucumbers—	basket. .... 2 00
Boston, doz. .... 1 75 2 00	Parsley, dozen. .... 0 40 0 90
Garlic, per lb. .... 0 17½	Parsnips, bag. .... 0 90 1 00
Green Peppers,	Rhubarb, doz. .... 1 25
basket. .... 0 75	Spinach, bbl. .... 4 00
Lettuce—	Tomatoes—
Curly, box. .... 1 60	Floridas, crate. .... 5 50
Boston ..... 0 75 1 00	Cubans, crate. .... 4 00
Onions—	Hot-house, lb. .... 0 35
Red, per bag ..... 1 00	Turnips, bag. .... 0 40 0 75
Spanish, cases	Quebec,
150 lbs. .... 2 75	per ton. .... 7 50 9 00

**FISH** — The frozen fish market is strong, and prices are bullish. Haddock is active and herrings are following the movement. Rumors are circulating that the fishing in Newfoundland is a comparative failure. Halibut and salmon are selling at stiff prices. Prepared and smoked fish are quiet at steady prices. Salt and pickled are starting to move in all directions to fill lenten demand, and a big turnover is expected for some weeks to come. Green cod prices are advancing.

<b>FRESH</b>	
Market cod, lb. .... 0 05	Haddock, lb. .... 0 06
Steak cod, per lb. .... 0 06	
<b>FROZEN</b>	
Dore, winter caught,	Pike, round ..... 0 05½
per lb. .... 0 08	Steak cod, per lb. .... 0 05
Flounders ..... 0 06	Salmon, B.C., red, lb. 0 10
Haddock ..... 0 04½	Salmon, Gaspe. .... 0 18
Halibut, per lb. 0 09 0 10	Salmon, Qualla, lb. .... 0 08
Herring, per 100. .... 1 75	Smelts, 10 lb. boxes. 0 12
Lake trout. .... 0 08½	Tom cods, per bbl. .... 2 50
Mackerel ..... 0 10	Whitefish, large, lb. 0 10
Market cod. .... 0 04	Whitefish, small, lb. 0 06
Pike, headless and dressed. .... 0 06½	

### SALTED AND PICKLED

Green cod, No. 1 med-	No. 1 mackerel, brls. 19 00
ium, per brl. .... 7 00	Salmon, B.C., ¼ bbls. 8 00
Green cod, small, brl. 5 50	"    "    bbls., red 15 50
Green cod, large, brl. 7 50	"    "    pink. .... 14 00
Labrador herring, bbl 5 25	"    "    Labrador, bbl 18 00
"    "    ¼ bbl 3 00	"    "    "    ¼ bbls. 9 50
Labrador sea trout,	"    "    "    trcs. .... 26 00
bbls. .... 12 00	300 lb. .... 26 00
Labrador sea trout,	Salt eels, per lb. .... 0 08
half bbls. .... 6 50	Salt sardines, 20 lb. pl 1 00
No. 1 mackerel, pail. 2 25	Sardines, Quebec, bbl 5 60
"    "    ¼ bbls. 10 00	

### SMOKED

Bloaters, large, per box. .... 1 10
Haddies, 15 lb. bxs., per lb. .... 0 07
Herring, new smoked, per box. .... 0 13
Herring, boneless, per lb. .... 0 10
Kipperd herring, per box. .... 1 20
Kipperd herring, imported. .... 1 25
Smoked salmon, sugar cured, per lb. .... 0 25

### SHELL FISH

Lobsters, live, per lb. .... 0 18
Lobsters, cooked. .... 0 20
Oysters, choice, bulk, Imp. gal. .... 1 40
"    "    "    Sealshipt, standards, Imp. gal. .... 1 75
"    "    "    select ..... 2 00
"    "    "    shell, per bbl ..... 7 00 10 00

### PREPARED FISH

Boneless cod, in blocks, all grades, at 5½, 6, 8, 9 & 10c. per lb.
Dry cod in bundles, per bundle. .... 5 50
Skinless cod, 100 lb. case. .... 5 50
Shredded cod, per box. .... 1 80

### TORONTO.

**GREEN FRUITS**—The fruit market is quiet and uninteresting. The ever occurring dullness after the holidays is still ruling the market. Apples are in abundance, and at reasonable prices. Oranges are plentiful, but the demand is light. It is easier to buy than to sell.

Apples—	Lemons—
Snows ..... 3 50 4 00	Messina ..... 2 50 3 00
Spies ..... 3 00 3 50	Oranges—
Greenings ..... 2 25 2 50	California navels 2 75 3 00
Bananas ..... 2 00 2 25	Floridas ..... 2 50 2 75
Cranberries, bbl 8 00 8 50	Mexican ..... 2 00 2 25
Grapes, Almeria	Pears, Canadian
per keg ..... 6 00 6 50	basket. .... 0 75 1 00
Grape Fruit. .... 3 25 3 50	Pineapples, case 3 75 4 00

**VEGETABLES** — Lots of Canadian cabbage is on the market, which is selling at \$1.25 a barrel. The stocks of imported vegetables are light, but sufficient to meet the demand. The appearance of the market is sluggish and inactive.

Beets, bag. .... 0 70	Spanish ..... 2 50 2 75
Cabbage, Cana-	Green, per doz. .... 0 15 0 20
dian, dozen. .... 0 35 0 40	Spanish, ½ cases. .... 1 50
Cabbage, Can.,	Parsnips, bag. .... 0 85 0 90
per barrel. .... 1 25	Potatoes—
Carrots, bag. .... 0 65 0 75	Canadian, bag. .... 0 60 0 65
Celery, Cana-	Bermuda, new,
dian, dozen. .... 0 30 0 35	per barrel. .... 9 00
Celery, Cal., per	"    "    "    barrel. .... 3 50
case. .... 5 00 5 50	Sweet, hamper. .... 1 25 1 50
Cucumbers, doz. .... 2 00	"    "    "    barrel. .... 3 50
Lettuce, hamper. .... 2 50	Radishes, doz. .... 0 35 0 40
Onions—	Spinach, hamper. .... 1 10
Canadian, bag. .... 1 00 1 25	Tomatoes, hot
Valencias, new,	house, lb. .... 0 25
crate. .... 2 75 3 00	Turnips, bag. .... 0 40

**FISH** — There is nothing to grumble about in the fish trade, as was remarked by one of the dealers, yet he admitted that some lines are scarce and that the fish business will be quiet and slow until Lent, which will start in a few weeks (Feb. 9). Frozen trout are nearly sold out, owing to the short supply

1909

In years to come, as in years past, ST. NICHOLAS and HOME GUARD Lemons will be the

## Bright Spot

in the business of every fruit dealer who handles them—why not you? Start the new year right.

**J. J. McCABE, Toronto**  
AGENT

1910

at the time they go into cold storage. Haddie is also scarce.

LAKE FISH (FROZEN)	
Goldeyes.....	0 05½
Herring, Lake Erie.....	0 06
" Lake Superior.....	0 05½
" Lake Ontario.....	0 04
Pickrel, blue.....	0 05½
Pickrel yellow.....	0 09
Pike.....	0 06
Perch.....	0 06
Trout.....	0 10
Whitefish.....	0 10
OCEAN FISH (FROZEN)	
Cod steak.....	0 07
Halibut.....	0 10
Haddock.....	0 06½
Herring, per 100.....	3 00
Mackerel, each.....	0 20
Salmon, pink, per lb.....	0 09
" red.....	0 10
" sea dressed.....	0 13
Smelts, per lb.....	0 12
Shrimps, per gal.....	1 15
SMOKED, BONELESS AND PICKLED FISH.	
Acadia, per crate.....	2 40
tablets, box.....	1 60
Bloaters, per basket.....	1 00
Codfish, shredded, box.....	1 80
" Bluenose.....	1 40
Cod steak, per lb.....	0 07
Cod, Imperial, per lb.....	0 05
Ciscoes, per basket.....	1 00
Haddie, Finnan.....	0 08
Herrings, Labrador, half barrels.....	2 90
Herrings, Digby, bundle.....	0 60
Herrings, Imported.....	1 10
Loch Fyne, per kit.....	1 10
Kippers, per box.....	1 25
Quail on toast, per lb.....	0 05½
Trout, pickled, 100 lb. barrels.....	6 00
SHELL FISH.	
Oysters, standards, per gal.....	1 65
Oysters, selects, per gal.....	1 85
Oysters, extra selects.....	2 00

**A FOURTH BRANCH OPENED.**

The opening of a branch at Regina, Sask., by Nicholson & Bain, wholesale commission merchants and brokers is another evidence of the growth of business in Western Canada and of the importance of Regina as a distributing centre. This is the fourth branch this firm has opened, the others being at Winnipeg, Calgary and Edmonton. The west is growing rapidly these times and Nicholson & Bain are among the firms who are observing the trend of business there and acting accordingly. The establishment of a branch in Regina will enable them to keep better in touch with the trade in that city and district, and also permits them to give a better service than heretofore.

**TRADE NOTES.**

W. Barr, Hamilton, Ont., has patented an account register, the patent having been issued.

J. H. Todd & Sons, Victoria, B.C., have sold their wholesale grocery department to R. P. Rithet & Co., S. Leiser & Co., and Wilson Bros., which absorb into their own stocks the supplies of the seller.

A. B. Damude has purchased the business of A. Damude & Co., Fonthill, Ont. A. B. Damude was formerly manager for the general store in Ridgetown, Ont., of F. C. Williams, who will do the buying for him as well as for his own store in Ridgeville. They are believers in the co-operative buying plan, as a money saver.

# BACK AGAIN AT THE OLD STAND

**T**HIRTY-six days ago burned out. Since that time we have rebuilt the interior of our warehouse and made many improvements, so that we are now in a better position than ever to handle the business.

We thank our many customers for overlooking any shortcomings caused by our being handicapped during rebuilding.

## WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

Phone Main 6565

Toronto and Hamilton

# BUY THE BEST

We commence 1910 by offering

## Golden Orange Brand

(Thompson's Improved)

The very best Orange grown.

Packed by

Arlington Heights Fruit Company,  
Riverside, California.

## HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO



# Why is a Lemon?

Buster says the good Lemons grow because they want to be packed by him. I guess he's right, for all good things are soon known and his pack of Lemons is well known. Mention in your order Buster Brown Brand. Sicily's Extra Fancy Lemons.

**TIGE**

FRATELLI FOLLINA, LTD., Packers

W. B. STRINGER, Canadian Agent



**STORMS MAKE FISH SCARCE.**

**But at Present Prices Fish is a Cheap Food—The Value of Catch for Season of 1908-09.**

In referring to the nature of the fish market in Eastern Canada at present, A. H. Brittain, Montreal, states that the severe storms which have prevailed along the Atlantic Coast have affected fishing operations to such an extent that the boats have been unable to get out to the fishing grounds, making supplies of staple lines, such as fresh haddock, cod, etc., extremely scarce. Not only have the fishermen been unable to attend to their business, but a great many of the boats and fishing gear have been destroyed, resulting in severe loss to the fishermen. The demand for Atlantic Sea Fish is increasing every year, the public realizing what an excellent article of diet this food is.

Even with the scarcity and somewhat higher prices this food is considerably cheaper than other foods and it is only a matter of time when the consumption will be greatly increased with the improved methods, larger fishing vessels and capital invested in the fishing industry.

The total catch of fish in our waters by Canadian fishermen for the year 1908-09 is valued at over \$25,000,000, the Maritime Provinces contributing over \$14,000,000 of this value. The lobster industry during this period was valued at \$4,200,000, the cod industry \$3,361,000, and the haddock, herring and mackerel industry, \$5,523,000.

**THE PACIFIC SALMON PACK.**

**Statistics Giving Comparisons With Other Years—The 1909 Shortage.**

By B. E. Walker, President Bank of Commerce.

The salmon pack for the year was 920,000 cases, much larger, as usual, in the quadrennial year on the Fraser, than for 1906, 1907 and 1908, but quite unsatisfactory as compared with the pack of 1,167,000 cases in the quadrennial year 1905, or of 1,200,000 cases in 1904. The shortage was more than accounted for by the loss in the sockeye pack on the Fraser River, which was only 450,000 cases, against 837,000 in 1905. On the Puget Sound the sockeye catch was 962,000 cases, against 1,100,000 in 1905. Doubtless there were less fish actually running than usual, although there were other causes for the smaller pack, taking Fraser River and the Sound together. The fish came so late that at the end of the close season, on the 27th August, there had not been half the usual catch on the Fraser, and many fishermen stopped work at this time, so that the late run was partly lost. Again, on the Canadian side, the close season in each week was increased to 42 hours, and rigidly enforced with other restrictions, while on the United States side, whatever may be the federal regulations nominally, there were really no restrictions.

The weather also favored the Sound, causing the fish to remain there longer than usual, and thus enabling 25 to 30 per cent. of the Puget Sound catch, a much larger percentage than ever before, to be taken by purse seiners using power boats. Our own regulations seem to be both adequate and efficiently enforced,

but unless the United States joins us both in making and in enforcing regulations looking to the preservation of salmon fishing in these waters, disastrous results, for which there will be no excuse whatever, must follow.

In salmon fishing in other Canadian waters, the catch was somewhat less than in 1908, and this is also true of halibut fishing, so far as Canadian vessels are concerned. Herring fishing is growing satisfactorily, and promises to be an important feature if properly cared for. Poaching by United States vessels still continues, although the Dominion Government has done something towards the protection of our waters. If foreign vessels are allowed to take immense catches of halibut in our waters, it is only a question of time when there fishing areas will be seriously depleted. We get precisely the same statement as to the facts, whether from Prince Rupert or from Vancouver, and there can be no doubt that we must act with greater vigor and employ a larger number of government cruisers. Elsewhere we give figures showing the enormous money value of the salmon catch of the Pacific Coast waters.

All that we lost in the salmon catch of the Fraser River, Oregon gained in Puget Sound, and the year was the largest on record except 1901. On the Columbia the catch was smaller than in 1908, and in the Alaska rivers it was also slightly less. But prices have been excellent, and although this is the quadrennial year in which part of the canned stock has usually to be carried over, this year's stocks are practically all sold. In order to emphasize the desirability of conserving our own fisheries, it may be well to give the quantities caught this year:

	Cases.
Alaska .....	2,332,806
Columbia and minor rivers .....	391,800
Puget Sound .....	1,561,574
British Columbia .....	967,920
<b>Total .....</b>	<b>5,254,100</b>

The value of the total pack is nearly \$20,000,000.

**TRADE NOTES.**

Cowen & Hall have purchased the grocery business of James Clinkskill, Saskatoon, Sask. They are specializing in groceries and provisions.

Frank Menzie will leave on Saturday, Jan. 22, for the British West Indies on a business trip for the F. F. Dalley Co. Mrs. Menzie will accompany him.

**APPLE  
GROWERS  
SHIPPERS**

Do you want a reliable address for making consignments of fresh apples? Please note:

**G. C. Koopman  
AMSTERDAM  
ROTTERDAM**

**REFERENCES:**

*The California Fruit Cannery Association, San Francisco, Cal.*

*The W. A. Gibb Company, Hamilton, Ont.*

and further where you like to inquire.

After new year our domestic stock will be cleaned up.

SEASON 1908-9

**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

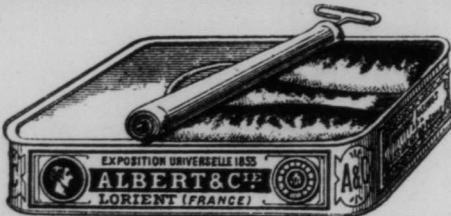
**Ingersoll - Ontario**

Would you like our Weekly Circular

Ask for

**"ALBERT & CIE"**

**French Sardines**



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

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

# To the Fruit Trade:

There is probably no business in the world where the margins are so small and where the risks are so great as in the grocery and fruit trade. Fruit will deteriorate, weather conditions may affect it materially and you know from first to last it is a hazardous line of business.

Every dealer knows that an adequate supply without overcrowding is the best for his trade. Every dealer knows that is when he makes the most money. Reasonable prices and a fair supply always give the jobber and retailer a good market. When the market is overloaded with any product, especially if it is perishable, prices are unsteady, the trade nervous, and there is no margin of profit for any one.

It was with the object of bettering distribution that nearly 5,000 growers of oranges and lemons in California decided to open distributing points in leading cities. They also had in mind the greater advantage in shipping entire fruit trains, thus securing faster time and more sure delivery to eastern points. Results have been such that the jobbing and retail trade have now a fair supply of oranges and lemons at all points at all times, thus enabling them to make a good margin of profit a certainty, which was impossible before the co-operation of the California fruit farmer.

These California farmers call themselves the California Fruit Growers' Exchange, and have distributing points in Toronto, Montreal, Winnipeg and Calgary to look after Canadian business. Every grower who is a member has an active part in the disposition of his fruit and a lively interest in the jobber and retailer on whom he depends for distribution.

You, as a jobber or retailer, must be ever mindful of your own interest. The California Fruit Growers Exchange, with perishable products to be disposed of to you, must first of all study your best interest, because you must be successful before we can hope to be.

We are advertising in a hundred Canadian papers to induce more people to eat more oranges. We are trying to bring customers into your stores for a fruit product in which there is a good margin, and the buyers of oranges or lemons will certainly need something else; therefore, if we influence them to go to your store for oranges or lemons it must materially assist your general trade.

We are always ready to co-operate with the jobber and retailer in improving our facilities to give them better fruit, thereby giving them a more satisfactory margin.

## CALIFORNIA FRUIT GROWERS EXCHANGE

— DISTRIBUTING POINTS: —

TORONTO    WINNIPEG    MONTREAL    CALGARY



Sardines  
in Oil



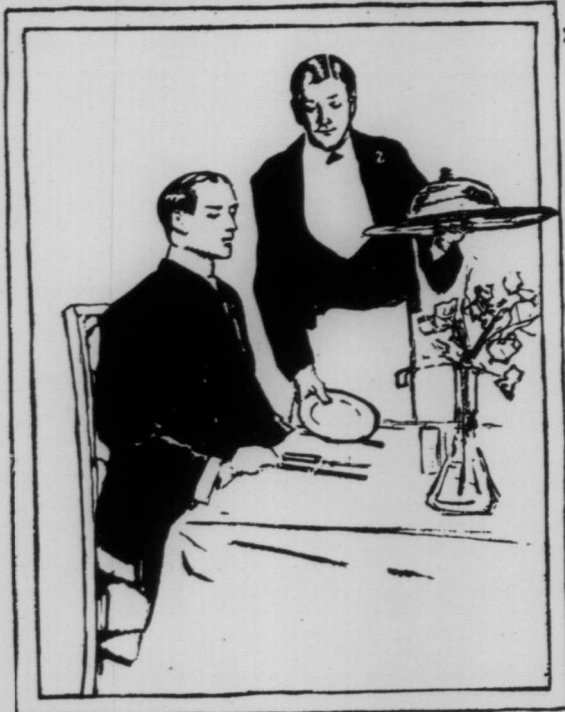
Brunswick  
Brand

ARE YOU BUILDING UP YOUR CANNED FISH TRADE?  
YOU CAN DO IT BY THE BRUNSWICK BRAND.

- THEY HAVE A FLAVOR DISTINCTLY THEIR OWN
- THEY ARE UNSURPASSED IN QUALITY
- THEY ARE PACKED IN SANITARY CANS.
- THEY COME IN THE REGULATION—100— $\frac{1}{4}$  CASES.
- THEY WILL ASSIST IN BUILDING UP YOUR TRADE.
- THEY ARE PACKED BY SKILLED HELP AND MODERN METHODS
- THEY YIELD THE DEALER A LIBERAL PROFIT
- THEY ARE WELL KNOWN AND GIVE SATISFACTION

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

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



Do you appreciate the satisfaction you derive from eating **choice** fish?

Your customers probably do. There is a difference in fish as marked as in any other line of goods.

From our wide and varied experience we have learned the **best** methods of conserving the flavor in **frozen, salt** and **smoked** fish, and are selling you our valuable experience at **lowest possible** prices.

Do you realize this, Friend Retailer?

The F. T. JAMES CO., Limited

Church and Colborne Sts.

TORONTO

IF Y  
OVE  
SHI

FR

Cod  
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Pike  
Mac

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3

Lent

THE CANADIAN GROCER

# FISH

## For Lent—Which Will Soon Begin

IF YOU ARE THE PROGRESSIVE GROCER WE TAKE YOU TO BE YOU WILL BE INTERESTED IN GLANCING OVER THIS LIST OF SEASONABLE LINES, WITH A VIEW TO ORDERING IMMEDIATELY FOR PROMPT SHIPMENT.

### FRESH

Cod  
Haddock  
Pike  
Pickerel  
Mackerel

### FROZEN

Halibut  
Salmon  
Smelts  
Whitefish  
Herrings

### SMOKED

Haddies  
Filletts  
Smelts  
Kippers  
Red Herring

### PREPARED

Boneless Cod  
Skinless Cod  
Boneless Fish  
Green Cod

### PICKLED

Labrador Herring  
Labrador Salmon  
B. C. Salmon  
Sea Trout  
Mackerel

## FROZEN SEA HERRINGS

and all other kinds in season

BULK OYSTERS BY THE GALLON

Get our new price list, by writing to P.O. Box 639. Use one of our 4 Long Distance Telephones. Whatever else you do, be sure to immediately get into touch with

CANADA'S LARGEST FISH AND OYSTER WAREHOUSE

# LEONARD BROS.

Montreal,

St. John, N.B.,

Grand River,

Gaspe.

## FREEMAN & COBB CO.

INCORPORATED

Wholesale Commission Dealers and  
Distributors of

Fresh, Frozen  
and Smoked

# FISH

ALL VARIETIES OF THE SEASON

Wachusett Brand Finnan Haddie

3 T Wharf - BOSTON

Lent begins February 9th. - Send for our quotations.

## YOU, Mr. Retailer

are not in business for your health.

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

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

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

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

The answer is: become a SEALSHIPT AGENT.

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

The Sealshipt Oyster System,

SOUTH NORWALK, Inc.  
Connecticut.





# How to Figure Profit on the Stock Turnover

The Importance of a Right Percentage Basis—Error in Figuring Gain on Cost Instead of Selling Price—Net Profit to the Dealer—Examples Which Prove the Process—A Table Descriptive of Proportions.

By Howard R. Wellington.

A merchant is obliged to do business under a very heavy expense, say 25 per cent., and decides that for the present he cannot add more than 25 per cent. to the net cost of his goods. He is under the impression he will come out all right and can increase his margin from time to time. He is under the impression that he will neither make nor lose on this basis, but will break even. He does not stay in business very long, and the reason why will be found in the following illustration: Supposing the cost of his goods to be \$100, he will add 25 per cent. for profit, making his selling price \$125. But his expenses are 25 per cent., and

The accompanying table may be of value to merchants. The top row of figures represents the cost of doing business, while at the right side is percentage to be added for profits. The horizontal columns show profit percentage on selling price as figured from top and side figures. Take the first example. Say that the cost of doing business is 10 per cent., and that 25 per cent. is added for profit. Selling price \$125, less 10 per cent., or \$112.50, for cost of doing business, gives \$112.50 net proceeds. The selling price divide decimally into the net profit gives percentage of profit, which in this case is 10 per cent.

5 per cent. added to cost is 4½ per cent. profit on selling price; 10 per cent. added to cost is 9 per cent profit on selling price; 20 per cent. added to cost is 16 2-3 per cent. profit on selling price; 33 1-3 per cent. added to cost is 25 per cent. profit on selling price.

Any criticisms of the plans suggested will be welcomed.

## THE GROCER HELPED HIM OUT.

A little boy hustled into a grocery store one day with a memorandum in his hand.

"Hello, Mr. Smith," he said. "I want thirteen pounds of coffee at thirty-two cents."

"Very good," said the grocer, and he noted down the sale, and put his clerk to packing the coffee. "Anything else, Charlie?"

"Yes. Twenty-seven pounds of sugar at nine cents."

"The loaf, eh? And what else?"

"Seven and a half pounds of bacon at twenty cents."

"That's the Arrow brand. Go on."

— Cost of doing business —

ADD FOR PROFIT.	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%	21%	22%	23%	24%	25%
25%	10	9	8	7	6	5	4	3	2	1	00	1	2	3	4	5
33½%	15	14	13	12	11	10	9	8	7	6	5	4	3	2	1	00
40%	16½	17½	18½	19½	20½	21½	22½	23½	24½	25½	26½	27½	28½	29½	30½	31½
50%	23½	22½	21½	20½	19½	18½	17½	16½	15½	14½	13½	12½	11½	10½	9½	8½
60%	27½	26½	25½	24½	23½	22½	21½	20½	19½	18½	17½	16½	15½	14½	13½	12½
75%	32½	31½	30½	29½	28½	27½	26½	25½	24½	23½	22½	21½	20½	19½	18½	17½
100%	40	39	38	37	36	35	34	33	32	31	30	29	28	27	26	25

A Table That Will be Found of Service in Figuring Cost of Doing Business and Profits. The Top Line of Figures Represents Percentage to be Added for Expense in Selling, While the Vertical Column on the Left is the Amount to be Added for Profit. The Horizontal Columns Represent the Net Profit Resulting From Practical Application of These Figures. For Further Explanation see Article.

as these must always be figured upon selling price, he realizes that from the \$125 must be taken \$31.25 (or 25 per cent.). The net proceeds of sale are, therefore, \$93.75, a loss of \$6.25, or 5 per cent. of his sale price.

Again, supposing his cost of doing business is only 10 per cent., and that he advances cost of goods 25 per cent. for profit. It will work out this way: Cost, \$100; add 25 per cent. for profit, gives \$125 selling price; less 10 per cent. of selling price for expenses, \$112.50 net proceeds; \$12.50. net profit, or 10 per cent of selling price.

Another example, to make the process of calculation still clearer: Cost of doing business, 10 per cent.; advance on cost for profit, 50 per cent; selling price, \$150; \$15, or 10 per cent. for expenses; net proceeds, \$135, less cost, \$100, makes profit \$35. Selling price divided decimally into profit gives 23½ percentage profit.

Goods advanced 25 per cent., and selling at an expense of 25 per cent., show a loss of 5 per cent.

If an article costs \$100, and is sold for \$150, the cost of doing business being 25 per cent., the result is not a profit of 25 per cent., but 8½ per cent.

The process is this: Subtract cost from selling price the difference, of course, being profit. Divide the latter decimally by the selling price and the result will be the true profit. In other words, ascertain what proportion of sale was or would be profit—never try to arrive at percentage of profit by adding to cost a percentage of that cost equal to the amount of profit desired, or, by adding 50 cents to a dollar, assuming that the profit will be 50 per cent. The profit must be reckoned on the selling price.

To effect a given profit on the sales, the percentage to be added to cost is as follows:—

"Five pounds of tea at ninety cents; eleven and a half quarts of molasses at eight cents a pint; two eight-pound hams at twenty-one and a quarter cents and five dozen jars of pickled walnuts at twenty-four cents a jar."

The clerk hustled about, and the grocer made out the bill.

"It's a big order," he said. "Did your mother tell you to pay for it, or is it to be charged?"

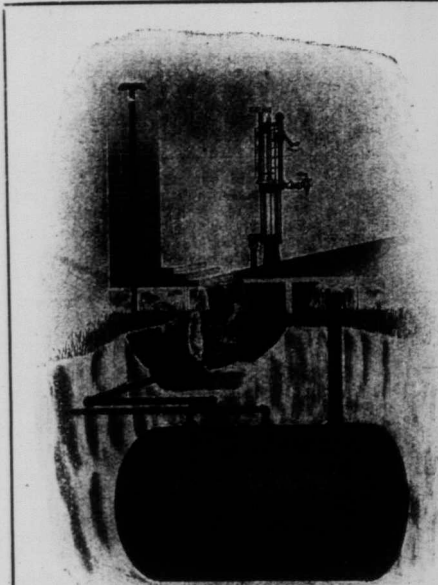
"My mother," said the boy, as he pocketed the neat, accurate bill, "has nothing to do with this business. It is my arithmetic lesson, and I had to get it done somehow."

A physician, prescribing quinine for a German patient, gave it to him in capsules. In a few days the man returned and handing the doctor the empty capsules, said: "Here are your little bottles, Doctor. I took all the medicine."



If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.  
Berlin, - - - Ontario



**WILL IT PAY?**

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

**ECONOMY.**

A device is economical if

- It adds cleanliness.
- It is a convenience.
- It makes labor lighter.
- It makes labor more efficient.
- It reduces the labor item.
- It saves time.
- It adds safety.
- It adds neatness.
- It helps the appearance.

**IT SAVES MONEY.**

Considered from these standpoints the

**Self-Measuring Oil System is the greatest economy.**

**BOWSER**

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

WRITE FOR BULLETIN 5.

**S. F. Bowser & Co., Ltd., Toronto, Ontario**

**WARNING !**

Your profits are in danger, Mr. Grocer, unless your credit customers pay up. And you can't jump on them "rough shod," because that will drive them away entirely. The safe way is to use.

**Allison COUPON BOOKS**

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

**HOW THEY WORK**



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

For Sale by the Jobbing Trade Everywhere.  
Manufactured by  
**ALLISON COUPON CO., Indianapolis, Ind**

**Opening New Accounts**

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

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

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



**Classified Advertising**

**Yearly Contract Rates.**

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

**AGENCIES WANTED.**

**A** WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p) 4

**ADDING MACHINE.**

**E**LLIOTT-FISHER Standard Writing-Adding Machines makes toll easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and 129 Bay St., Toronto.

**BUSINESS OPPORTUNITY.**

**G**ROCERY BUSINESS FOR SALE IN TOWN of Berlin. Splendid location. Stock and fixtures \$2,000. Annual business \$12,000. Good reasons for selling. Box 331, CANADIAN GROCER, Toronto. (6)

**COUNTER CHECK BOOKS.**

**O**UR 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.

**SITUATIONS VACANT.**

**G**REAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest \$300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L.C.M. Co., 506 Union Trust Building, Detroit, Mich.

**SITUATIONS WANTED.**

**A**CCOUNTANT desires change, age 20, qualified to take charge of store or office. Correspondence solicited. West of Port Arthur. Box 328, CANADIAN GROCER, Toronto.

**G**ENTLEMAN, long experience in tea trade, London, England, particularly in blending and as sales man, open for engagement in Canada. Thoroughly conversant with Western conditions; now resident in Alberta. Letters, "Blends," THE CANADIAN GROCER, Montreal. (3p)

**S**ITUATION WANTED—Competent male grocery stenographer (employed) wants position offering better opportunity for advancement. A worker. "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (6p)

**MISCELLANEOUS.**

**A**BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy. The National Cash Register Co., 285 Yonge St., Toronto.

**A**NY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

**B**USINESS MEN, Professional men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**C**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.

**MISCELLANEOUS.**

**D**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)

**D**OES ANYONE OWE YOU MONEY? Let us collect it. No collection—no pay. National Collecting Co., 619 Hastings Street, Vancouver, B.C. (2p)

**D**OES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

**E**ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

**E**RRORS 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., Toronto. (1f)

**F**IREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

**G**ET THE 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

**G**ET 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)

**I**NSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (1f)

**J**UST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (1f)

**K**AY'S furniture catalogue No. 36 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery with cash prices. It brings you into close touch with the immense stocks and splendid manufacturing facilities of John Kay Company, Ltd., 36 King St. West, Toronto. Write for a copy to-day. It's free. (1f)

**M**ODERN 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.

**S**AVE 70% OF YOUR LIGHT BILL by using the "JUST" Tungsten Lamp. Fits any socket. Burns any angle. All candlepowers from sixteen up. Prices as low as 50 cents. Better write us TO-DAY. Sterling Electric Supply Co., Ltd., 369 Yonge St., Toronto, Ont.

**S**AVE 50% OF THE COST OF HANDLING merchandise by installing a Bath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (1f)

**S**AMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

**T**HE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Company, 285 Yonge St., Toronto.

**T**HE "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)

**T**HE 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)

**U**SE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (1f)

**W**ANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (1f)

**W**AREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

**W**HEN 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)

**Y**OU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (1f)

**Y**OU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (1f)

**\$75** buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quins, one key, one oil can and one set of registers. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

**REPRESENTATIVE WANTED.**

**P**ROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (1f)

**EXPORT TRADE DEPARTMENT.**

Messrs. Gordon, McDonald & Co., 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donable." Codes—"A B C," 5th edition, Riverside and Adams.

Diamond 3-1 lb. tin, 3 4  
1 lb. tin, 3 4  
1 lb. tin, 4  
IMPE  
Cases.  
4 doz. ....  
3 doz. ....  
1 doz. ....  
3 doz. ....  
1 doz. ....  
1 doz. ....



CANA  
Aylmer  
Strawberry..  
Raspberry..  
Black currant  
Red currant.  
Raspberry &  
currant.  
Raspberry and  
gooseber  
Damson plus  
stoneless  
Greengage pl  
stoneless  
Gooseberry..  
P  
6s  
Strawberry..  
Black currant  
Raspberry..  
Other variety  
Freight all  
WHITE SWA  
White Swan  
1-lb. tins, 3  
1-lb. " "  
1-lb. " "



Cook's  
Cartoons—  
No. 1, 1-lb., 4  
No. 1, 1-lb., 2  
No. 2, 5-oz., 6  
No. 2, 5-oz., 3  
No. 3, 2-oz.,  
No. 10, 12-oz.,  
No. 10, 12-oz.,



White Swan  
White Swan  
White Swan  
Keen's Oxfol  
In 10-box 1  
Gillett's Man





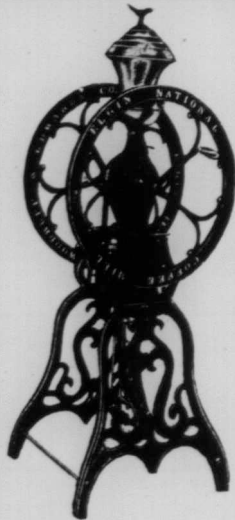


## A GROCER'S CO-OPERATION



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.**



An exclusive special feature of  
THE  
**Elgin National Coffee Mills**

is the adjuster by means of which the mill can be regulated, when running, to grind coarsely or finely. Every ELGIN NATIONAL has steel grinders, and is a very attractive piece of furniture (apart from its profitableness) in any store.

A high-grade mill at a  
**LOW COST**

Ask any of the following Jobbers for our Catalogue:

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

MANUFACTURED BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

## NEW BRANCH

When you come to Toronto our Toronto Branch is at the corner Colborne and Leader Lane. The King Edward Hotel is in the same block with us, which is quite an advantage to the K.E.H.

Call and see us.

We will show you

**Bradley Stencil Machines**

**BRASS STENCILS, RUBBER STAMPS**

and a great many other things in the Stamp Line.

TORONTO BRANCH

**Hamilton Stamp and Stencil Works, Ltd.**

Orders addressed to Toronto Branch will receive prompt attention. Phone, Main 5841.

# DOME LEAD

There is no better stove polish to be had in the world than

## James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

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

C  
"AFR  
C  
"NAI  
"NAU  
C

high

CANADI

GF  
95 B  
TH

30-lb. wood pails  
Pure assorted ja  
dozen in cas

Je



Assorte



Assorted Case,  
Assorted Case,  
Lemon (Str  
Orange (Str  
Raspberry (Str  
Strawberry (Str  
Chocolate (Str  
Cherry (Str  
Peach (Str  
Weight, 8 lbs. 14

The GENUIN



Price—  
Less than 5 cent  
Five cases or m

# CURRANTS

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

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

CANADIAN REPRESENTATIVES:

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

**GREEK CURRANT CO.**  
 95 Broad Street - NEW YORK  
 THE LARGEST CURRANT HOUSE IN GREECE

# Washing Day

loses half its terrors when

## WONDERFUL SOAP

helps to lighten the housewife's work,  
 and she will have this soap and no  
 other when once she has used it.

It is an honest soap, such as you like  
 to handle, and it performs all we say.

It whitens clothes and saves time and  
 labor.

Recommend "WONDERFUL." It  
 will pay you well.

Let us send you quotations.

**THE GUELPH SOAP COMPANY**

GUELPH

ONTARIO

30-lb. wood pails..... Per lb. 0 062  
 Pure assorted jam, 1-lb. glass jars, two  
 dozen in case..... 1 75

### Jelly Powders

IMPERIAL DESSERT JELLY



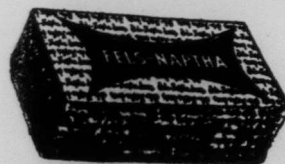
Assorted flavors—gross 10.75.



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

### Soap

The GENUINE. Packed 100 Bars to case.



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



WHITE SWAN SPICE  
 AND CEREALS, LTD.  
 White Swan, 15  
 flavors, 1 doz. in  
 handsome counter  
 carton, per doz., 90c.



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

### Lard

H. K. FAIRBANK CO. BOAR'S HEAD  
 LARD COMPOUND.

Tierces.... \$0 13  
 4-bbls. .... 0 13  
 Tubs, 60 lbs. 0 13  
 20-lb. Pails. 2 70  
 20-lb. tins.. 2 60  
 Cases 3-lb.. 0 14  
 " 5-lb.. 0 13  
 " 10-lb.. 0 13



F.O.B. Montreal.



GUNNS  
 "EASI-FIRST"  
 LARD  
 COMPOUND.

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

### Licorice

NATIONAL LICORICE CO.

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

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

### Lye (Concentrated)

GILLET'S PERFUMED Per case  
 1 case of 4 dozen..... \$3 60  
 3 cases of 4 dozen..... 3 50  
 5 cases or more..... 3 40

### Marmalade.

T. UFTON & CO.

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

### SHIRRIFF BRAND

"Imperial Scotch"—  
 1-lb. glass, doz. .... 1 55  
 2-lb. " " " 2 80  
 4-lb. tins, " " 4 85  
 7-lb. " " " 7 35  
 "Sbredde"—  
 1-lb. glass, doz. .... 1 90  
 2-lb. " " " 3 10  
 7-lb. tins, " " 8 35



### SPRATT'S PRICE LIST

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

### Mince Meat

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



ST. CHARLES CON  
 DENSING CO

### PRICES:

St. Charles Cream,  
 family size, per case  
 ..... \$3.50  
 Baby size, per  
 case..... 2.00  
 Ditto, hotel, 3.70  
 Silver Cow Milk 4.55  
 Purity Milk.... 4.25  
 Good Luck.... 4.00

### Mustard

COLMAN'S OR KEEN'S

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

### IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen..... 0 45 dozen  
 Medium, cases 2 dozen..... 0 90 "  
 Large, cases 1 dozen..... 1 35 "

### Olive Oil

LAPORTE, MARTIN & CIE., LTD.

Minerva Brand—  
 1-lb. glass, qts. 12's ..... \$ 5 75  
 " pte. 24's ..... 6 50  
 " 1/2-pt. 24's ..... 4 25

### Sauces

PATERSON'S WORCESTER SAUCE  
 1/2-pint bottles, 3 and 6 dozen cases, doz. 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

### Soda

COW BRAND

Case of 1-lb. contain-  
 ing 60 packages, per  
 box, \$3.00  
 Case of 1/2-lb. con-  
 taining 120 pkgs. per  
 box, \$3.00  
 Case of 1-lb. and 1/2-lb.  
 containing 30 1-lb.  
 and 60 1/2-lb. pkgs. per  
 box \$3.00



Case of 50 pkgs. containing 96 pkgs. per  
 box, \$3.00

### MAGIC BRAND

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







Tell your Doggy Customers that you Stock  
**Spratt's** MEAT "FIBRINE" **Dog Cakes**

Your Jobber can supply. **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch . 13 St. Therese Street, St. Gabriel's, Montreal.

**Sanitary Cans**

For Hand Filled Goods

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

**Sanitary Enamel Lined Cans.**

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

**Sanitary Can Company, Ltd.**

Niagara Falls, Ontario

**Brunner Mond & Co.'s**

**WASHING SODA**

Drums, 336 lbs.	Barrels, 336 lbs.
" 224 "	Bags, 224 "
" 112 "	" 112 "
" 100 "	" 100 "

**Concentrated Sal Soda**

Casks, 560 lbs.

**Winn & Holland**

Montreal

SOLE AGENTS FOR CANADA

**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**

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

ter Coffee

er case

homes.

line.

icate colouring.

zes.

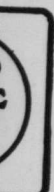
TED

Montreal

40c.....	0 30
50c.....	0 35
60c.....	0 42
80c.....	55



water..... } 90 cents  
 reasing Powder } per doz.  
 lication.



THOMAS  
 WOOD & Co.  
 LTD

Montreal and  
 Boston

wholesale	retail
er lb. . . . . 0 40	0 60
1 . . . . . 0 35	0 50
s . . . . . 0 30	0 40
ns. All grades—either	ed.

CREAM TARTAR	Per doz
doz. in case.....	0 90
doz. in case.....	1 80
Per case	
kgs. } assorted.....	7 20
kgs. }	
ew covers, 4 doz. in	Per doz
ew covers, 3 doz. in	1 95
	3 75
Per lb	
doz. in case.....	0 25
	0 25
	0 25
	0 25
	0 25

tabacco.	
COMPANY OF CANADA,	
EMPIRE BRANCH.	
tch, 6s.....	44
s.....	45
.....	46
d 12s.....	44
.....	46
.....	46
.....	44
.....	46
.....	42
rock, 6s., plug or bar.	45
.....	46
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.....	50
West Pouches, 8s.....	59

y Remedies.	
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east. pigs.....	1 10
, 1 doz. in case.....	1 10
nearest office.	



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