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THE CANADIAN GROCER

A Weekly Newspaper Devoted to the Grocery, Fruit, Provision and Food Stuffs Trades of Canada.

VOL. XIX.

MONTREAL, TORONTO, WINNIPEG, DECEMBER 15, 1905.

NO 50.

Robinson's Patent Barley

*Is a Steady Seller
With the BEST TRADE*

Your store is the **finest** in the town. And, therefore, you are or should be selling

ROBINSON'S PATENT BARLEY


Liberal sampling among your customers
on receipt of list addressed to

Frank Magor & Co., - - 403 St. Paul St., Montreal
Agents for the Dominion



Raised on It.

A Syrup that is only a syrup in appearance and without body, flavor, color or life, is a positive detriment to your business and the health of your customers.

There is ONE Syrup—**"Crown"**  Brand
TABLE SYRUP

PUT UP IN TINS—

5-lb. tins—cases	3 doz.	Also in 5-lb., 1/2 5-lb.
5 " " "	1 " "	Kege and Palle.
10 " " "	2 " "	
20 " " "	4 " "	

Freight paid on 5 cases and over to all railway stations East of North Bay.

that is absolutely perfect and pure. It has body, golden color, delicious and correct syrup flavor. It is healthful and the *best* that can be made from the finest selected Corn.

Every Jobber sells it.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

43 Front St. East,
Toronto, Ont.

Montreal, Que.

106 St. James Street,
Montreal, P.Q.

Why was our Booth one of the most popular at the recent FOOD FAIR in MONTREAL?

Because our goods are THE BEST.

"K KOVAH" JELLIES

"K KOVAH" CUSTARD

"K KOVAH" BLANC MANGE

SUTCLIFFE & BINGHAM, Limited
17 St. John Street,
MONTREAL.

Coughs Have Made

Mathieu's Syrup of Tar and Cod Liver Oil famous throughout the Dominion as the best and most permanent cure for all throat and lung affections.

It is in constant and ever-increasing demand.

You can increase the number of your customers and the size of your banking account by stocking

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Mathieu's Nervine Powders are too well known as a cure for all nerve pains to need any comment. It is to your advantage to supply the demand.

J. L. Mathieu Co., Proprietors
SHERBROOKE - - - P. Q.

National Licorice Co.



Y. & S., SCUDDER and M. & R. Brands of PURE STICK LICORICE, Acme Licorice Pellets, M. & R. Wafers in bags, Licorice Lozenges, and a full line of Licorice Specialties, including the celebrated soft licorice lines sold under the Company's brands as follows: THE FLEXIBLE LICORICE, THE PLIABLE LICORICE, THE ELASTIC LICORICE.

106 John Street, BROOKLYN, N.Y.
Illustrated Catalogue on request

Molasses

You will shortly be thinking of laying in your Winter Supply.

Before doing so, write us. Our prices will interest you.

Dominion Molasses Co.,
[LIMITED]

Hallfax, - Nova Scotia

Agents

GR. MUSSON & CO.,	TORONTO
JOHN W. BICKLE & GREENING,	HAMILTON
Geo. H. GILLESPIE,	LONDON
JOSEPH GARMAN,	WINNIPEG



This Kind Of A Man

does not jump at conclusions—
he investigates! He is not “a penny wise and
pound foolish,” you can rest assured of that. He is
not misled into buying new things said to be “just as
good” as the old standard, time-tested articles of trade.

And as he buys, so he sells and builds up con-
fidence among his customers. You'll find a clean stock
in *his* store—nothing unsalable, because “*Standard
goods are best to handle.*”

COX'S Powdered Gelatine.

The new Gelatine is
new in form only. It is Sparkling Gelatine reduced to powder, and re-
tains all its old, good qualities with this addition, that it dissolves
instantly in warm water.

The “Griffin” Brand California Fruits.

There is but one grade
of quality in the “Griffin” brand, the highest. And this refers to the
growing, the picking and the packing, which is all done right at the vineyards
and orchards on the Pacific coast. You get the “Griffin” brand always at
first hands—there is no tampering with the fruit en route, no short weight.

P. Codou's Macaroni and Vermicelli.

The name P. Codou
stands for the very best quality of Macaroni, Vermicelli and fancy pastes.
It is not alone because only the very best quality of Russian Wheat is used,
but because of the long experience and consequent great skill of the makers.
They are standard goods.

Arthur P. Tippet & Co., Agents,

8 Place Royale,
Montreal.

20½ Front Street,
Toronto.

MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY.

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.

Have you got something you wish to ship in these cars?

We will reship, sell or store for you. Write us.

Wilson Commission Co., Limited
Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.

EXPORTER of Cheese, Butter and Canned Goods.

AGENT in Canada and the United States for the famous BRAHMIN TEA.

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.

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Domestic and Foreign Agencies solicited.
Highest references.

ST. JOHN'S, N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public
Commercial Chambers, Water St.

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

MONTREAL

A. J. HUGHES

Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,

1483 Notre Dame Street
MONTREAL.

Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

H. J. STEVENS

126 BOARD OF TRADE, - MONTREAL

Wholesale Brokerage

Beans, Boiling Peas, Flour, Oats

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and Warehousemen

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Tel. Main 778.

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COMMISSION MERCHANT

warehouseman, Shipper and Steamship Agent

Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.

TORONTO.

Grocery Brokers and Agents.

Established 1865

C. E. KYLE

WHOLESALE GROCERY BROKER
and MANUFACTURERS' AGENT

27 FRONT ST. E., - TORONTO

Highest references. Commissions solicited.

W. G. Patrick & Co.

Manufacturers' Agents
and

Importers.

29 Melinda St., TORONTO

A. F. MacLAREN IMPERIAL CHEESE CO.

Limited

AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale
Grocery Brokers.

Correspondence solicited. Address all communications to our head office.

26 Front St. East, Toronto

SHAMROCK SALMON

is the finest

FRASER RIVER SOCKEYE SALMON

Packed on the Coast

We are Sole Agents for Ontario.

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



Nicholson's Mince Meat

will keep any length of time, you should buy it regularly. Your customers like it.

Don't forget to mention:

N. & B. JELLY POWDER N. & B. ICING POWDER
N. & B. PUDDING N. & B. VERIQUICK TAPIOCA
BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St.,

TORONTO, ONT.

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located.

Dingle & Stewart

Winnipeg, Man., Calgary, Alb.
COMMISSION BROKERS.

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers' Agent
Member Western Wholesale Brokers' Association

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Correspondence
Canned Goods Agency Solicited

Stuart Watson

Manufacturers' Agent and Wholesale
Commission Broker.

WINNIPEG, MAN.

Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this
GREAT WEST COUNTRY
WE CAN handle your account to our
MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years

GEORGE ADAM & CO.

Wholesale Brokers and Commission Merchants
WINNIPEG, MANITOBA

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Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale
Commission Agent

Correspondence Solicited

Vancouver, B.C. P.O. Box 912

Reference—Bank of Hamilton

POTATOES

Let me quote a price on a car of my celebrated
Selected Delaware Potatoes
delivered at your station.

R. W. HANNAH

308 Board of Trade Building, - TORONTO

Made in Canada

These words are the key to the success that every true Canadian heartily desires for this fair Canada of ours!

Why should we buy goods of any description that are made in a foreign country? The making of foreign goods does not give employment to our artisans. It does not retain money in this country.

Why use Foreign Salt? We have CANADIAN SALT that is superior to any foreign salt that is made.

Why not help build up Canada by using

Canadian Salt

and thereby employ Canadian labor, Canadian works, and Canadian capital?

Demand of your wholesale grocer Canadian Salt, and if he does not keep it write to us for prices and samples.

ADDRESS

THE DOMINION SALT AGENCY
LONDON, ONT.

Telephone No.
1971

Offices: 2nd FLOOR MERCHANTS BANK BUILDING.
Entrance on Queen's Avenue.

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

Agencies on Commission for Britain.—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. **R. C. HALL & CO.** MONUMENT HOUSE, MONUMENT SQUARE LONDON, E. C.

JOHN LETHEM & SONS, LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiterers; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, ABERDEEN, - SCOTLAND. Consignments invited of all kinds of Dominion new season's produce. Apples, Canned Goods, Provisions, Flour, Bran, &c. Personal attention and prompt returns guaranteed. Cables, "Halcyon." Codes, A. B. C., 5th ed., Scattergoods.

A. C. DOUGHTY & CO. Head Office, 20 Eastcheap, LONDON. PROVISION IMPORTERS. Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A. B. C. 4th and 5th editions, A1, Western Union. Highest References.

WHITELEY, MUIR & CO., 15 Victoria St., Liverpool, England
We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER.
We sell cost, freight and insurance. Western Union Code.
LONDON, LIVERPOOL, GLASGOW.

This space \$30 per year.

DAVID SCOTT & CO. Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.

GRIFFIN & CULVERWELL, Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDCLIFFE ST., BRISTOL, ENG.

Cable Address "RAPP, LIVERPOOL"
HERMAN RAPP & CO. Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments.

Telegraphic Address, "Fondants, London."
A. E. SOWERBUTTS & CO. PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill & Sons, 66, West Smithfield

GEORGE LITTLE LIMITED, Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.

E. BIERMANN & CO., FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.

ALEXANDER CRICHTON, 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E. C. T. A., "Acriton, Liverpool." Code, A. B. C., 4th Ed.

HAMBURG. Kaiser Wilhelmstrasse 74-78. **Neubeck & Schipmann,** Commission Agents and Merchants.

This space \$15 per year

Salter & Stokes 20 King St. W. Smithfield, London, Eng
226-7 Central Market, E. C.,
IMPORTERS OF CANADIAN
CHEESE, BUTTER, EGGS AND POULTRY.
Reference, London City and Midland Bank, West Smithfield We buy outright

HAMILTON WICKES & CO., Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made on Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.

GEO. R. NEEKER & CO. 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND. European representatives and distributors, Earl Fruit Co., California, U. S. A. SPECIALTIES, FRESH, DRIED AND CANNED FRUITS T. A., Emulate. Codes, A. B. C. and Lieber's.

THOS. BOYD & CO., 28 KING ST., - LIVERPOOL, are open to receive all kinds of CANADIAN PRODUCE. Highest references. Wide connections. A. B. C., 4th and 5th ed., Western Union and Lieber's Codes. T. A. "Boyd."

J. H. GAITSKELL & CO. PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spars, Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

Have you ordered your season's supply of
CANNED FRUITS?

If you haven't, don't you think you should ?

You know that all fruits are scarce this season.

The bumper crops in the West, together with the immense railway and other building operations, mean prosperity.

Consumers this season will not be content to eat dried fruit. They will want the best, i.e., **Canned Fruit**, packed by

THE
CANADIAN CANNERS, LIMITED

It is just a question if the supply will equal the demand, therefore,

BUY NOW

Remember. The Canadian Canners' heavy syrup fruits are preserved with pure cane granulated sugar, in extra heavy syrup.

No imperfect or inferior fruit is allowed to be used.

The Canadian Canners' fruits are equal to the best home-made fruits.

INSIST upon getting the following brands:

"Canada First" (Aylmer)

"Lynn Valley" (Simcoe)

"Auto" (Canadian Cannery)

"Log Cabin" (Trenton)

"Lion" (Boulter)

"Grand River" (Lalor)

"Horseshoe" (Bowlby)

"Maple Leaf" (Delhi)

"Little Chief" (Picton)

"Kent" (Chatham)

"Thistle" (Brighton)

Etc.

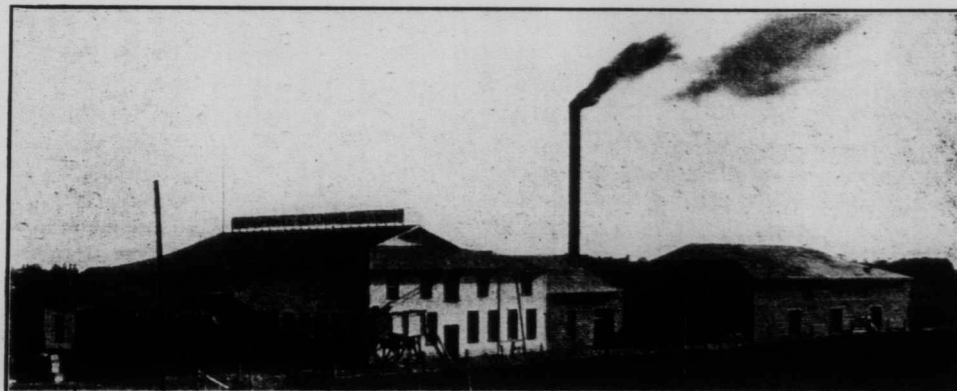
Every can guaranteed.

LOOK OUT FOR 1906

So popular have
proved

Canada's Pride

Corn and Tomatoes



this year that we will pack double the quantity in 1906. We are now arranging to put in the additional machinery which will enable us to turn out a full line of canned goods, including **Berries, Peas, Beans** and other fruits and vegetables. Have you made a trial of Canada's Pride? If not, write your jobber or us direct.

The Napanee Canning Co., Limited, - Napanee, Ont.

W. A. CARSON, MANAGER.

The Only Spice of Life for Horses, Cattle and Poultry

is Myers'



It is not a Stock Food, but a condiment to be used with food, and contains no corn, middlings, etc. Why pay ten cents per pound for what costs only one cent? If you desire bulk for your money take 100 pounds of middlings, or such like, and mix with 100 pounds Myers' Spice, you will then get a much superior article than most advertised Stock Foods, and it will cost you only \$5.50 per 100 pounds. A saving of \$4.50 on 100 pounds is an item not to be lost sight of. Is not this true economy?

The trade is respectfully invited to write the

Myers Royal Spice Co., - Niagara Falls, Ont.

for quotations, as we do only with the trade and do not supply the consumer.

The



nly way

to increase your **Tea Trade** is by selling your customers teas that are known to be absolutely **Pure, Clean, Fragrant, Healthful** and **Invigorating.**

All these qualities are possessed by

Japan Teas

—and they **Pay You**

Your Coffee Trade Will Grow

IF YOU HANDLE

**PATERSON'S
CAMP COFFEE
ESSENCE**

ROSE & LAFLAMME, Agents,
MONTREAL.



**ONE
GLANCE**

AT
THESE
BOTTLES
OF
DELICIOUS
FRUITS

Always

MAKES
YOUR
CUSTOMERS

**"Try
Them"**

AND
THEY
DON'T
STOP
THERE
EITHER



ROSE & LAFLAMME,
MONTREAL.

YOUR BEST CUSTOMERS

who use **Baby's Own Soap** will readily buy the "**Albert's**" **Oatmeal Skin Soap, Rose-bath, Burton's All-Healing Tar Soap** or any other "**Albert**" Soap.

They give a good, liberal profit.

"Albert" Soaps cover every household and toilet use. Be sure you have a complete range of these fine goods.

ALBERT SOAPS, LIMITED

Manufacturers

MONTREAL

Fill up

with

**Mince
Meat**

for Xmas

The advice is all right. Your customers want the Mince Meat.

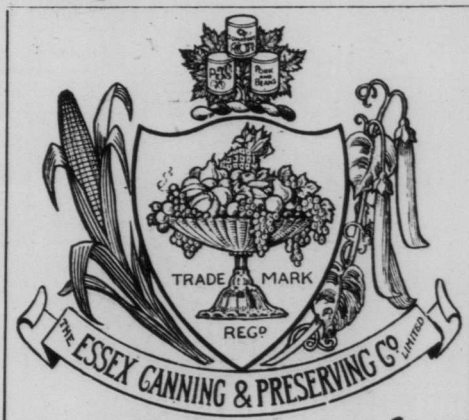
It's a splendid trade we're doing this season in Mince Meats. Quality counts, and no one wants to make Mince Meats at home after having bought ours.

—In small and
—large packages

The T. A. LYTLE CO., Limited

TORONTO, Can.

"The Brand



of Quality"

We can now offer the trade the following :

APPLE JELLY IN CUPS AND JARS

A Limited Quantity of "Gallon Apples."

APPLE BUTTER IN JARS AND PAILS

Prepared Pumpkin, "Threes," the Pure Thing

and Tomato Catsup in Tins and Bottles

all of which are bound to give satisfaction to the consumer, as the quality is extra good, and prices right.

If your dealer cannot supply you with any of the above, write direct to

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO, CANADA

Autumn Leaf Brand Canned Goods

WE have at present unsold a few thousand cases of canned CORN, PEAS, TOMATOES, BALDWIN APPLES, RED RASPBERRIES, etc., and owing to the lack of storage we wish to move some of the stock. We have everything up to date for the manufacture of canned goods. No expense has been spared to produce the best goods possible. Now, at the low prices no one can help making money on canned goods. It is easy to guess who will make the money. It is a long time before next pack. Now, Mr. Grocer, specify AUTUMN LEAF BRAND CORN and TOMATOES, and if your jobber does not carry them write us or order direct. We guarantee to suit you as to QUALITY and Price. We are out to sell now. Do not let this lot of AUTUMN LEAF CANNED GOODS GO BY—IT MEANS SOMETHING TO YOU. We are out for the Trade and have got some and are going to have more.

THE FRANKFORD CANNING AND PACKING CO.,

Independent Packers

FRANKFORD, ONT.

LIMITED
A. H. ALLEN,
Manager



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

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
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

THE PEOPLE OF
JAMAICA
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the
KINGSTON "GLENER"
might bring inquiries. Better write for rates to
I. C. STEWART, Halifax.

'Tis
Sixty Years
Ago

COX'S GELATINE

celebrates in 1905 the 60th anniversary of its introduction to the Canadian public.

FIRST in 1845 in strength and purity, and first still after all these years.

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

QUEEN BRAND

canned goods represent the choicest fruits and vegetables from the Bay of Quinte District.

That careful selection, plus skilful processing, makes Queen Brand "Queen of them all."

Sifted June Peas, Corn, Sweet Wrinkle Peas, Etc.

it doesn't matter what variety of canned goods your customers are asking for, we can supply them.

When your assortment is stamped "Queen Brand" your sales are sure.

Belleville Canning Co., Belleville, Ont.

It Pays You
WHY?
IT is the highest quality
is a popular price
is 40 per cent. profit

Holbrook's
WORCESTERSHIRE
Sauce

is the Premier of the
Acknowledged
Sauce
World



250. Per Bottle

250. Per Bottle.

Sample and prices from
H. GILBERT NOBBS, 28 Front St. East, Toronto

*Setting the tap-root deep,
and making the spreading
roots firm, is the way to
insure long life to the tree.*

CEYLON Tea Talks

No. 3

Remember—The wise man has no hard and fast ideas, but will share the ideas of others and make them his own.

The dietetic value of Ceylon Tea as a beverage is attributable to the well-balanced proportions of its constituent parts.

First in importance is the presence of the "Essential Oil." It is this oil which exhilarates, and increases the activity of the brain, and overcomes the weariness and lassitude arising from hard manual and mental strain.

The perfect proportion of "Essential Oil" makes Ceylon Tea (Green and Black) extremely palatable and refreshing and is one of the chief factors which determines its high value, and has led to its present position of favor.

(To be continued)

CEYLON TEA (Both Green and Black) **the World's Premier Tea**

BRUSHES

SPRING, 1906

Trade Bulletin

Owing to our having been fortunate in making some very large and favorable contracts on Bristles and other raw material, we have been able to reduce our prices on many lines of "Boeckh's" and "Bryan's" Paint Brushes handled by the General Trade, and by the introduction of new machinery it has been possible to also make reductions on many lines of Household Brushes, and we are now revising our prices and preparing our 1906 illustrated catalogue, which will be ready for distribution about Dec. 1st. We therefore wish to impress upon you the importance of first seeing our samples and getting our prices before ordering for your Spring requirements, as we feel confident that you will find our values much better than those of any other manufacturer.

Our representative will call on you in due course with a complete line of samples, when you can see exactly what we have to offer. We trust you will be in readiness to order by the time he calls, and would specially mention that it is decidedly advantageous to place orders for Spring requirements as early as possible, as by doing this the Brushes are sure to be delivered before the rush season begins, you protect yourself against any advance in prices which may be necessitated through the possible and probable advance in bristles, etc., when the large Spring demand is on, and also you get the benefit of being able to display your goods well in advance, without any extra cost to you, as we always give a liberal dating on stock orders for Spring trade.

Trusting that we may be favored with your orders, we remain,

Yours truly,

Factories:
TORONTO
LONDON
NEWMARKET

UNITED FACTORIES, Limited
Head Office, TORONTO.

Branches:
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WINNIPEG

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Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



They Cost Less Than Nothing

Literally, ALLISON COUPON BOOKS cost less than nothing. By using them a mistake is impossible, thus saving many times what we charge for them. Hence, by absolutely saving a great deal more than you pay for them, they not only cost less than nothing, but you receive a great, big premium with every book you buy.

IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. **NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING.** There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

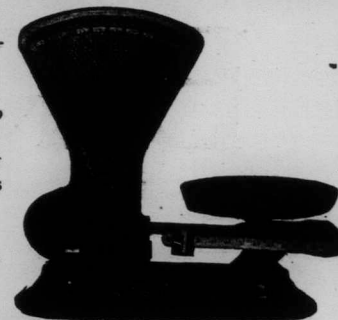
For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

Automatic but Springless.
The "Toledo" is a money saver because it positively stops the giving of overweight.
A time saver because it is Automatic.
A labor saver because there are no weights to lift, no poises to slide, or prices to set.
A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
It is honest both to the merchant and customer.
The Toledo system costs you nothing because it is paid for with the money you are now losing.
For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, \$1,500,000.

Offices throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying, and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

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THOS. C. IRVING, Gen. Man. Western Canada Toronto.

THE AUER GAS LAMP

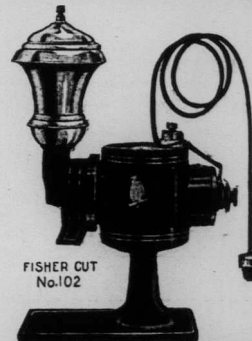


Delightful to read by.
Gives the light of 100
Candles and Costs less
than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. **SATISFACTION GUARANTEED.** Catalog on Request.
AUER LIGHT CO., MONTREAL



ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

Fitted with 1/4 H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes 1/2-lb. of Coffee a minute.

Write us for Prices.

THE A. D. FISHER CO., LIMITED, - TORONTO

"WALKER BINS"

The Ideal Grocery Store Fixture

The Walker Pivoted Bin and Store Fixture Co.

BERLIN, Ontario



The season is approaching when the demand for warm and cheering drinks is steady and regular.

"MOKARA" is a home drink for everybody. It is the best and cheapest substitute for Tea or Coffee on the market.

Shows the grocer a handsome profit. Write for particulars and sample.

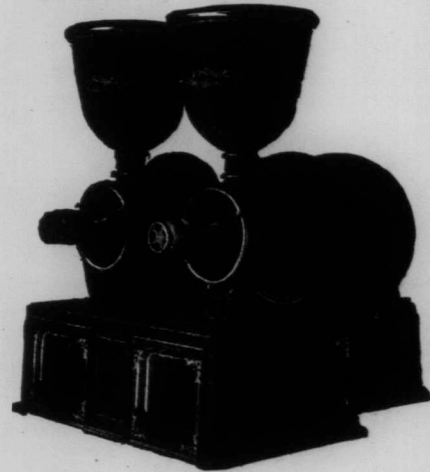
Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders
Pulverizing and Granulating



Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders
Wear Longest

No. 65

Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.

GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

COLES MANUFACTURING CO.,

Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS: Todhunter, Mitchell & Co., Toronto. Dearborn & Co., St. John, N.B. Forbes Bros., Montreal. Gorman, Eckert & Co., London, Ont.

This Receipt Valuable to Cash Buyers

A 0.25

Claim our 5 per cent. discount on above amount in cash, or apply it on future purchases at any time at our store

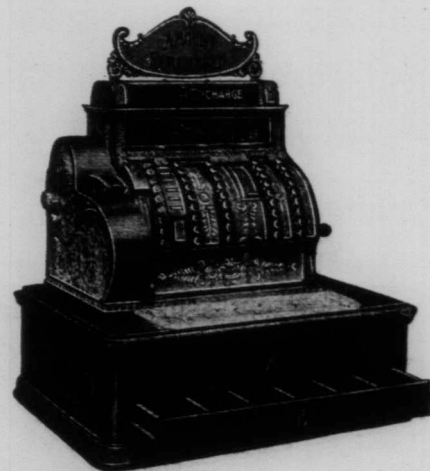
Main and First Streets

Above wording is permissible under new trading stamp law.

The new law

which went into effect November 1 does not prevent the use of our *discount checks*. Our method of increasing *cash sales* has coupled with it an accurate system for handling transactions between customers and clerks.

Let us tell you how you can use our *discount checks*. Drop us a line and our representative will call and explain our system.



National Cash Register Company

129 King St., West

Toronto Ontario

PARADISE AND HAYCASTLE CURRANTS

Greece's finest productions. Grown in a specially favored district. Imitations and the "just as good" kind are legion.

You don't need an imitation when you can get the genuine. Your customers are pleased, your trade and profits increased, by handling Paradise and Haycastle Currants.

SOLE AND ONLY AGENTS FOR CANADA

W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.

The Season of Cheer

The holidays are upon us, and myriads of men, women and children will greet each other with joyful expressions and hopes for happiness.

Sentiment may be a thing far above the domain of trade or thoughts of worldly gain, yet the fact remains that the happiest conditions of mind are promoted by "the good things of life."

Therefore, good dinners are as much a part of the holiday as good wishes. And what adds greater cheer to the repast, and is more beneficial, than the fine revivifying Cup of Coffee?

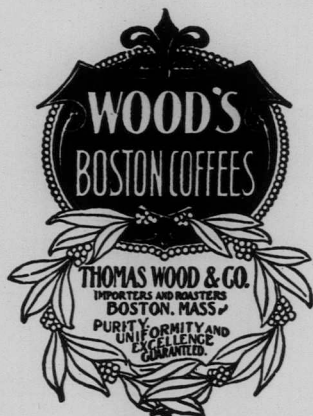
The Grocer who carries among his other "good things" a line of

WOOD'S COFFEES

caps the climax with the best of all.

CANADIAN FACTORY AND SALESROOM

No. 428 ST. PAUL ST., - - MONTREAL.



A QUARTETTE OF MERIT

Reindeer Condensed Milk
Reindeer Condensed Cocoa
Reindeer Condensed Coffee
Jersey Sterilized Cream

These goods are ideal in composition, preparation and finish.

They represent the best product of 20th century skill and method, purity and quality.

A cup of excellent Coffee or Cocoa is prepared by simply adding boiling water.

TRURO CONDENSED MILK CO., Limited, - TRURO, N.S.

Christmas Trade

Our stock is complete with all lines for Christmas Trade. Send us your sorting-up orders by Mail, Telephone or Telegraph at our expense.

Lowest Prices and Prompt Shipment

Warren Bros. & Co.

Wholesale Grocers
Toronto

OUR AUSTRALIAN LETTER

FROM OUR OWN CORRESPONDENT

CANADA recently made overtures to Australia on the subject of preferential trade between the two countries. Federal Ministers are now studying in what way it would be profitable to develop increased trade with Canada.

From the Victorian Chamber of Manufactures our Prime Minister (Mr. Deakin) has received a resolution asking his ministry to "seriously and immediately consider" the proposal to establish trade relations with Canada, "which," the resolution adds, "this chamber hopefully trusts may be eventuated." Mr. Deakin has not yet received the report of the Customs Department upon the proposal of Canada, but he is considering certain data which is in his own department. The whole matter has yet to go before the cabinet.

The despatch received from your Dominion Government regarding this momentous matter reads as follows:

"On a report dated 30th June, 1905, from the Minister of Finance, submitting that, under the provisions of the customs tariff, 1897, and amendments thereto, the benefits of the preferential tariff were by orders in council of June 28, 1897, and July 14, 1898, extended by Canada to the colony of New South Wales.

"The Minister states that upon the union of the Australian colonies, New South Wales ceased to have a separate tariff, and came under the operation of a tariff adopted for the Commonwealth generally. In consequence of such change the orders in council above referred to were rescinded on January 23, 1903.

"The Minister of Finance deems it desirable that the Government of the Commonwealth of Australia should be invited to consider the advisability of entering into preferential tariff arrangements between Australia and Canada. The terms which Canada is able to offer at present are set forth in the present Canadian Customs Tariff.

"The Minister observes, that, in accordance with announcement made some months ago, it is the intention of the Canadian Government to cause an inquiry to be made at an early date, into the operation of the Canadian tariff, with a view to making some revision at the next session of Parliament.

"The Minister further observes that while some tariff changes may be brought about, it is not the present intention of the Canadian Government to depart from the principle of British preferential trade already established.

"That the revised tariff may, therefore, be expected to include the prefer-

ence to the products of the United Kingdom, and to those of such British colonies as may be prepared to make favorable trade arrangements with Canada.

"The committee, concurring in the report of the Minister of Finance, advise that His Excellency be moved to inquire whether the Government of the Commonwealth of Australia would be willing to enter into negotiations with the Government of Canada, with a view to establishing preferential trade relations between the two countries; and, if so, whether the Australian Government would be prepared to offer state tariff concessions by conferences between delegates representing the Australian and the Canadian Governments."

Our Federal Minister for Customs has decided to enforce the law respecting the invoice value of goods exported to the Commonwealth. According to the Minister's own statements, under the system previously in force, it was estimated that we were losing about £30,000 or £40,000 per year in connection with charges made between the port of manufacture and the port of shipment of Canadian and American goods. The decision to go back to the f.o.b. value was based on that. The Minister remarked that, so far as Canadian goods shipped via New York were concerned, he had decided to allow the f.o.b. value to be stated as if the port of shipment were the Canadian border, but, as a result of certain information which has recently come to hand, he was now seriously considering whether this concession would not have to be also withdrawn.

Figures supplied recently by our Comptroller-General of Customs are interesting in the light of the above decision of our Federal Ministry to add inland transportation charges to Canadian invoices when assessing and the Australian invoices when assessing value for duty. There are fixed rates of duty on 47 per cent. of the imports from Canada, and ad valorem duties on 43 per cent., while 10 per cent. of the imports are admitted free. As transportation charges are added only to the goods on which there are ad valorem duties, this official points out that about 57 per cent. of the imports are not affected by the new f.o.b. regulation.

The Minister for Customs stated yesterday that he had received a communication from a Government official in Canada giving details of the practice of exporters there. The writer says the rule is for exporters to prepare two in-

voices—one for the customs and one for the purchaser, the object being to increase their export trade and to capture the markets of the world. He thinks something should be done to put a stop to this practice, and expressed his willingness to take the position of Australian representative in Canada. Our Minister does not intend to make any appointment.

No official protest has been received as yet by our Federal Ministry from your Government respecting this important decision of the Customs Department. A cable message recently published here stated that at Ottawa it is feared that the principal Canadian houses may export to Australia via New York instead of via Vancouver, and thus, by withdrawal of freight from the Canadian-Australian mail service, cause this Pacific line to be discontinued. Our central customs authorities admit that this is not at all improbable. Section 143 of our Customs Act provides that "goods exported to Australia from any country, but passing through another country, shall be valued for duty as if they were imported directly from such first mentioned country." Goods sent to Australia via New York would therefore, only have to bear freightage from Montreal to the border of the United States, while, if sent via Vancouver, they would be loaded up with twice the amount of freight, owing to the longer haul. Transportation charges are only added to ad valorem goods, but two-thirds of the imports from Canada come under this head. The probable fate of our Vancouver mail service will be decided directly. Parliament will be asked to ratify the contract which will expire in June next, and many members will endeavor to persuade Ministers to withdraw the Federal subsidy of £26,626 per annum when this agreement expires.

Regarding the matter of our mutual mail service, negotiations for a new service from Australia to Vancouver are still proceeding between our postmaster-general and the Union Steamship Co. It was stated recently that our Federal Ministry wished to cease paying a subsidy for this service, and to revert to the poundage system, but the postmaster-general says that there is no foundation for this rumor. Canada, Queensland and New Zealand are all interested in the Vancouver line, and it is understood that your Government has raised objections to changes of route which have been proposed by the Queensland and New Zealand Governments.

THE TARIFF COMMISSION IN THE WEST

POINTS OF INTEREST TO THE GROCER.

AFTER a postponement of two or three months the Tariff Commission held their sessions in Winnipeg on December 4 and 5. Considerable interest was manifested in the meetings. Ample opportunity was given for the presentation of the views of the various interests affected by the tariff and a respectful hearing was given all who appeared before the Commission. Business men remarked the keen insight of Hon. Mr. Fielding, whose searching questions showed his wide acquaintance with all the subjects under discussion. 6

Milk Chocolate Protest.

At the opening meeting in the Board of Trade rooms the first petition was presented by A. L. Moran, on behalf of a number of importers and dealers in milk chocolate. The petition protested against the application for an increase in the duty on that commodity. The reasons given were that milk chocolate is a food rather than a confection, and does not therefore come into direct competition with the confectionery trade; that the consumption is not large enough for milk chocolate to be manufactured except by one or two large firms, thus establishing a monopoly; that the milk chocolate manufactured in Canada is of inferior quality and meets with little demand, although it is cheaper than the imported. The petition was signed by A. L. Moran, Telier Bros., Pratt's Wholesale, Macnab & Roberts, Dingle & Stewart, Joseph Watson, W. R. Milton, Martin Bole & Wynne Co., and Campbell Bros. & Wilson.

Canadian Cannery Limited.

The balance of Monday's session was occupied with delegates from the grain growers' associations who made strong pleas for a general reduction of duties.

On Tuesday morning Isaac Pitblado, a leading Winnipeg lawyer, appeared on behalf of an unnamed Winnipeg wholesaler to protest against the tariff on canned fruits and vegetables. He claimed that the duty made possible a combine in canned fruits and vegetables and presented a sweeping indictment against the Canadian Cannery, Limited. This corporation, he said, was really a combine comprising from 14 to 17 factories, the largest in Canada. It was so strong that, so far as the west was concerned, it practically eliminated competition in canned goods. He had in his possession a copy of the agreement made by the Canadian Cannery, Limited, with their customers, showing that they treat, not with individual wholesale grocers, but with the Wholesale Grocers' Guilds. The agreement in question was with the Winnipeg Wholesale Grocers' Guild.

After reciting the fact that similar agreements had been made with the wholesale grocers of Ontario, Quebec, Nova Scotia, and Prince Edward Island, the agreement continued that the products of canneries controlled by the corporation would be supplied to members of the guild whose names were printed on the agreement only on condi-

tion that they would sell to retailers at a price to be determined by the Canadian Cannery, Limited. As all the western wholesalers in Kenora, Winnipeg, Lethbridge and Calgary were on the list the western retailers had no alternative but to buy from them at the prices fixed by the "combine."

According to the agreement the wholesaler is allowed a discount of 5 per cent. on fruit and 10 per cent. on vegetables but a private and confidential note informs him that an additional 5 per cent. will be paid him on his making a statutory declaration that he has sold at the proper prices and has purchased no canned goods from any other concern. Mr. Pitblado argued that while the extra 5 per cent. purported to be a bonus, as a matter of fact it represented the whole profit to be made by the wholesaler and it was therefore impossible to handle the goods of the "combine" without buying from them exclusively.

This state of affairs was made possible by the high tariff against American canned goods, 1½ cents per lb. on vegetables and 2½ cents per lb. on fruits. On a dozen cans of apricots, sold in the United States for 95 cents, the Canadian duty amounted to 67½ cents. On peaches worth \$1.30 in the United States the Canadian duty was 60½ cents; on plums worth 90 cents the duty was 67½ cents, and on corn worth 50 cents the duty was 27 cents. Mr. Pitblado closed with a strong plea for a reduction of duties.

Manufacturers' Views.

On Tuesday afternoon the members of the Manitoba branch of the Canadian Manufacturers' Association were given a hearing. The deputation consisted of L. C. MacIntyre, T. R. Deacon, E. F. Hutchings, G. F. Stephens and E. L. Drewry. Their representations were for the most part general in their nature.

L. C. MacIntyre addressed the Commissioners as follows:

"As vice-president of the Canadian Manufacturers' Association for Manitoba I take pleasure in introducing a few of the manufacturers of Winnipeg. While some of those present may have special cases to lay before the Commission, our main purpose in coming here to-day is to express our belief in a reasonable increase in the general protective tariff, as a means of building up varied industries in Canada, affording employment for all classes of our citizens and creating a home market for our farmers, while at the same time giving a preference to goods of British manufacture.

"There is a mistaken notion in the east that the west must always be a purely agricultural community. We believe that the natural resources of the west are such that it may have interests as varied as those in the east. It will take time to establish them, but the higher the tariff against the United States is made, the more quickly will industries of all kinds be established in the west.

"We believe that the people of the Canadian west should do their own man-

ufacturing so far as possible, but when we cannot get what we want right here at home, we think that our fellow Canadians in eastern Canada, who are helping us in building up and developing the west, should get a preference over all outsiders. If we cannot get what we want either in the Canadian west or in eastern Canada, we should then seek what we want in Britain, in preference to foreign countries.

"We do not pretend to advise the Commission how high the tariff should be, but it should be high enough to cause many of the great manufacturing companies of the United States, who are now selling large quantities of goods in Canada, to establish branch factories in this country. If the Government will do this much, we think the cities and towns of the Canadian west will be able to convince American capitalists that a good many of the branch factories should be located west of Lake Superior.

"The building up of factories throughout the northwest will make mixed farming profitable. Continually growing nothing but wheat will in a few years exhaust the soil. However, bad years for wheat may come, even before the soil is exhausted. The farmer who is able to sell meat, milk, butter, eggs and vegetables in local markets will not be ruined by a failure of the wheat crop.

"Mr. Andrew Graham, who addressed this Commission yesterday, arguing against protection, said that mixed farming was most profitable and that exclusive wheat growing cannot be profitably continued very long. Mixed farming is an impossibility except in a country having home markets. It is a well known fact that mixed farming is most profitable in those districts which are close to manufacturing towns.

"With reference to the price of agricultural implements, I have seen it stated very positively that although the cost of transporting agricultural implements from Toronto to England is less than from Toronto to Winnipeg, the price of agricultural implements is considerably higher in free trade England than in Manitoba. There is no duty on agricultural implements in England. I have not myself verified this statement, but no doubt the Commission could without difficulty ascertain whether it is true or false. If it is true it completely knocks out the argument that protection always enhances prices.

"No doubt we will always continue to buy a good deal outside of our own province and it will pay us better to buy from the eastern provinces or from England, than from foreign countries, because our surplus crops must go eastward over Canadian railways. and if the railways bring back manufactured goods they can afford to carry grain cheaper than if the cars came back empty. Moreover, our farm products are almost entirely shut out of the United States by their high tariff, whereas we can send our products freely to the eastern provinces of Canada. We would not think

it advisable for the Government to take any steps to reduce the tariff.

"The era of prosperity that we have enjoyed for the last number of years must show them conclusively that their tariff policy has been to the best interests of the country, and I am pleased to say that the farmers of the great western country are sharing in this prosperity. I know farmers in Manitoba that show a net profit of seven thousand dollars for their year's labor, and also farmers that bought farms and paid for them with proceeds of one year's crop. It is not all sunshine for the manufacturer. There is keen competition in all lines, and it is only by careful management that a profit is made."

Other manufacturers made similar representations and were questioned minutely as to particular points by Mr. Fielding.

Herring Duty.

Jos. Carman brought up the matter of importation of herrings from Holland. There is, he said, a duty on the packages, although there is no duty on the herrings. These packages are practically worthless and no Canadian industry is benefited by the duty.

A PROMINENT INDUSTRY.

AN industry that bulks largely in the industrial activity of Niagara Falls is the Myers Royal Spice Co. The head of this concern, Mr. Thomas Myers, is a gentleman whose name has been familiar to stock raisers both in Britain and the American continent for the last half century.

He was born in Otley, England, and at an early age become interested in the study of live stock, but more especially of horses, cattle and poultry. This interest was not merely that of a "fancier," but took a very practical shape, for before long he became known to stock raisers in England as the inventor of a special condiment—now well known as Myers' Royal Spice—which he claimed to be superior to anything heretofore known as a tonic for horses, cattle and poultry.

Having implicit faith in the efficacy of his preparation, he resolved to make it his life work. His first move was to open an unpretentious shop in York, where he manufactured and retailed his Royal Spice. Meeting with remarkable success he soon established a large mill and this was shortly afterwards duplicated by another at Hull.

About this time Canada was attracting much attention in Great Britain as a cattle raising country and with commendable foresight Mr. Myers decided to establish a branch on this great continent. Since then the history of the Myers Royal Spice Co. in this country has been one of steady, continuous progress and expansion. The firm have met with remarkable success at national and international exhibitions, winning many medals and diplomas, among which may be mentioned the only medal awarded at St. Louis World's Fair for stock foods for horses. It is not really a stock food but a condiment to be used with food, and contains no corn, middlings, etc. Their argument is, why pay ten cents

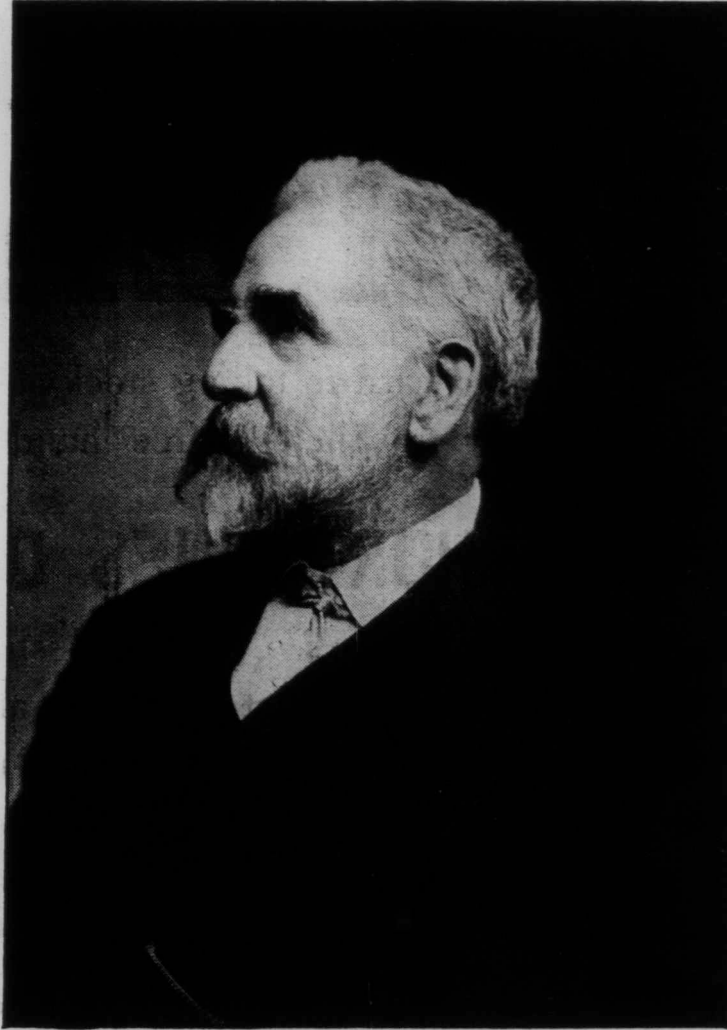
per pound for what costs only one cent? If you desire bulk for your money, take 100 pounds of middlings, or, such like, and mix with 100 pounds of Myers' Spice, you will then get a much superior article to most of the advertised stock foods.

Their Royal Cattle Spice is used for preparing cattle for prize competitions as well as for keeping them in good ordinary condition. It is not a cheap food made simply to sell, but is a condiment for improving ordinary feed, equally beneficial for horses, cattle and pigs.

and fifty shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

Dominion charter has been granted to the Canadian Universal-Stores Company, Limited, Montreal, to carry on and conduct a departmental store in all its various branches and departments. Total capital stock of the company forty thousand dollars, divided into four hundred shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

An order-in-council has been issued changing the corporate name of the Ontario Minnesota Mining Company to the



Mr. Thomas Myers, President of the Myers Royal Spice Co., Limited.

NEW COMPANIES INCORPORATED

DOMINION charter has been granted to C. Dignard & Cie., Limited, Montreal, to manufacture all sorts of biscuits, cakes, jams and confectioneries and the like products. Share capital of the company one hundred thousand dollars, divided into one thousand shares of one hundred dollars, and the chief place of business to be at the city of Montreal.

Dominion charter has been granted to Verret, Stewart & Co., Limited, Montreal, to manufacture, buy, sell and deal in salt and other products of kindred nature on commission or otherwise. Total capital stock of seventy-five thousand dollars divided into seven hundred

corporate name of the Ontario Duluth Mining Company, Limited.

SCARCITY OF HOGS.

The live stock commissioners' branch of the Agriculture Department is now investigating a scarcity in the available supply of Canadian hogs suitable for making bacon. The packers say that they cannot get enough to keep their concerns going and that in Quebec, Prince Edward Island and New Brunswick it is not possible to get more than enough to supply the local demand. If the live stock commissioner finds that there is money in this industry for the farmers he will advise them to devote more attention thereto.

SORTING UP

You may require some odds and ends in a hurry—**phone** or **wire** us at our expense. Your letter orders receive personal care.

We still have **Holly, Mistletoe, Table Raisins, Figs, Nuts, etc.**

LUCAS, STEELE & BRISTOL, - Hamilton

TEAS

Looking forward to taking stock at the end of the month, we have given our travellers a free hand and instructed them to clean out

SHORT LINES OF TEAS

This covers all lines. They all show good value. There is a range sufficient to interest all buyers and they are bargains.

See our travellers' samples or write us.

James Turner & Co., Hamilton

OLIVE OIL

SUAUT & CO.

cannot be too careful in the selection of your *Oil*

First Consider **PURITY**

Second Decide for **PURITY**

Third Order **SUAUT & Co.'s** and you will get **PURE OLIVE OIL**

Suaut & Co. grow their own Olives at **Barri, Lucca** and **Nice**. Agencies in 150 of the largest cities in the world.

Write for prices to **J. RUSSELL MURRAY, 6 St. Sacramento St., Montreal,** exclusive agent for Canada.

RIISING SUN AND SUN PASTE
STOVE POLISH IN CAKES **STOVE POLISH IN TINS**
WELL-KNOWN AND RELIABLE **GUARANTEED TO THE TRADE**



DURABLE AND ECONOMICAL
3000 TONS SOLD YEARLY

DUSTLESS, LABOR SAVING, BEST IN THE WORLD.

UNSCRUPULOUS AND INEXPERIENCED MANUFACTURERS make inferior stove polishes which are often inflammable, explosive and dangerous and the victims of accidents from these inferior stove polishes are often frightfully burned and suffer horrible disfigurement. if not death. No storekeeper can make friends of his customers by selling them inferior and dangerous stove polishes. **RIISING SUN and SUN PASTE** are absolutely safe under any circumstances.

MORSE BROS., PROPS., CANTON, MASS., U.S.A.

NEWS FROM THE OLD COLONY.

AMONG the recent visitors to the colony was Howard H. Smith, Esq., of the N. & M. Smith Co., Halifax, fish exporters. Messrs. Smith are ably represented in this colony by Mr. Albert Hickman, one of the best posted men in the fish trade. The Smith Co., Limited, have a large water-side premises for their fish business, which is growing enormously. They handle all the products of the colony and ship exclusively to foreign markets.

It is reported on the street that the large lumber and pulp deal between the Pearson (English) syndicate and Mr. H. S. Crowe has been put through. Mr. Crowe is a hustler.

The Smythe Co., Limited, recently received the largest shipment of tea from Ceylon ever brought into this country. We see the work of the general tea manager of the company, Mr. T. T. Cartwright, in the large increase in their tea business. Mr. Cartwright is having fitted up a private office and sample room for teas. He will have all the latest additions to a tea-testing office it is possible to get. When our correspondent called to see him he was reading the latest tea reports from Ceylon. The company are subscribers to all the tea literature published in the country from which they get their teas. They make a specialty of "Nectar" and "Sunrise" teas in packets and carry all grades of Ceylon and Indian teas in bulk.

An enormous business is done in this country in apples during the season; often 1,000 barrels come in on a steamer.

Mr. C. Egan has got his new store under way. It is a fine grocery store. Mr. Egan is a popular young man and is doing a large business.

Mr. John Jackson, the well known manufacturers' agent, has returned from the Mother Country, where he has been for some time on business and pleasure. Mr. Jackson is well known to the traveling men who visit the colony.

Thos. Smyth Co. are having a large sale of Lang's biscuits, whose agents they are.

The Fall and Christmas number of The Grocer received. It is a credit to the country of its birth.

Mr. Joseph Sellers, the Union Blend tea representative, is doing a large tea trade.

The joke is on a popular tea man who lately severed his connection with a tea company. He was satisfied to be known

as the agent of the company he represented, but his successor, who was formerly his office boy, immediately had the sign changed to "Manager for Newfoundland." The boys are jollying the former agent on his meekness and lowly spirit.

The new hotel project seems to have fallen flat at present.

The Crosbie Hotel will be enlarged by fifteen rooms. This will be pleasant news for the boys and evidences the progressive spirit of the hotel management.

BUSINESS CHANGES.

BERNIER MARC-AUREL CO., wholesale liquors, Montreal, Que., have been succeeded by La Compagnie de Liqueurs Francais.

Corber Bros. have registered as grocers, Montreal, Que.

D. Petre, grocer, Forget, Ont., has succeeded H. Bourdon.

Falardeau & Falardeau, grocers, Quebec, Que., have assigned.

Jos. Sauviat, general merchant, L'Islet, Que., has assigned.

P. E. Beaulieu, general merchant, Salmon Lake, Que., assets sold.

J. A. Maher, general merchant, St. Simon, Que.; assets to be sold.

Etienne Beaulieu, flour mill, Bonfield, Ont., advertised business for sale.

Clarke & Hart, oyster and fish dealers, Ottawa, Ont., have dissolved.

Leblanc Freres, butter and cheese factory, Bedford, Que., have dissolved.

Anna B. Hoaglin, general merchant, Raymond, Alta., is removing to Taber.

F. C. Niven, general merchant, White-water, B.C., is moving to Edmonton, Alta.

David Forsyth, general merchant, Muncey, Ont., has assigned to A. Robinson.

Wight & Co., Limited, pork packers, Toronto, Ont., have applied for winding-up order.

S. F. Mark, grocer, etc., New Westminster, B.C., has been succeeded by L. Gardhouse.

Keddy & Kenny, Hemingford, P. Q., have sold out to Fisher Bros. of the same place.

G. C. Sayles, general merchant, Elva, Man., has assigned to H. Detchon, Winnipeg, Man.

O. Leduc, hotelkeeper and grocer,

Cantley, Que., has succeeded Misses Prudhomme.

Mrs. I. Yves Auger has registered under the style of Auger & Co., grocers, Montreal, Que.

Azelie Lefebvre has registered under the style of A. Sylvestre, general merchant, Ham, Que.

Samson & Lefebvre, grocers, Montreal (St. Henry), Que., Renaud & Lamoureaux, curators.

Eastern Townships Confectionery Co., St. Hyacinthe, Que., George T. Davis and Charles T. Lalime registered.

A. E. Mallette & Co., importers of wines, etc., Montreal, Que., have dissolved. J. B. Drapeau registered.

The Manicongan & English Bay Export Co., Limited, Quebec, Que., storehouse at Manicongan destroyed by fire.

G. Antoine Emard, grocer, Montreal, Que., F. X. Bilodeau, curator; assets were to have been sold on the 14th inst.

H. & W. Evans, dairymen, Montreal and Blue Bonnets, Que., are dissolving partnership, Henry T. Evans to continue.

John Sharples, general merchant, Calgary, is retiring from the general store business and continuing in hay and grain.

Emard G. Antoine, grocer, Montreal, Que. Consent of assignment filed. Meeting of creditors was to have been held December 6.

Western Canadian Fish Co., Limited, Winnipeg, Man. Sheriff's sale of certain stock on hand was to have been held on the 29th ult.

Ernest S. Taylor has registered under the style of J. M. Taylor & Co., exporters and commission merchants, Montreal, Que.

F. G. Casey, general merchant, Belcarres, Assa., has assigned to C. H. Newton. Meeting of creditors was to have been on the 6th inst.

William C. Cumming, general merchant, Doaktown, N.B., remainder of assets were to have been sold by auction on the 6th inst. in St. John.

Jos. Roy, general merchant, St. Cvrille de Wendover, Que., Chartrand & Turgeon, curators; meeting of creditors was to have been on the 11th inst.

Hardy Freres & Co., manufacturers butter and cheese, St. Basile, Que., have dissolved partnership. Business continued by J. Wilbrod Hardy, style unchanged.

New Shelled Walnuts

Arriving this Week

THOMAS KINNEAR & CO.

Wholesale Grocers = = TORONTO and PETERBORO



JUST TASTE IT

If you would know how delicious a cheese really can be made, just taste MacLaren's Imperial Cheese spread on a fresh, crisp soda cracker. Its flavor is that of quality—a new standard of quality that we want every lover of good things to know. From the standpoint of nutrition, no food is nearly equal to cheese. It contains twice the nourishment of meat with none of its uric acid; is more nutritious than nuts, and infinitely more valuable than vegetables.

MACLAREN'S IMPERIAL CHEESE


contains actually three times the nutritive value of ordinary cheese, and, combined with bread and water, is a scientifically perfect food. It comes to you in sealed opal glass jars that keep all the goodness in and contamination out, and does not deteriorate after being opened.

Include a jar on your next list of groceries.
Price from 10c. up at all grocers.

MacLaren Imperial Cheese Co., Ltd.
Toronto, Canada
Detroit, Mich.



For Sale by All Wholesale Grocers.



UPTON'S

**Jams,
Jellies
and
Orange
Marmalade**

are
the best.

WANTS TO FIND GOOD SALESMEN.

MR. JAMES A. McGUANE, American manager of the Salada Tea Co., was recently found in his handsome new offices at 198 West Broadway, in a rather thoughtful mood. The reporter of the American Grocer asked why the case was thus. Said Mr. McGuane:

"I was thinking about the difficulty we constantly experience in our efforts to obtain more good salesmen in this country. Here is a chance, in selling "Salada" teas in the United States, that any live salesman could utilize to make his thousands a year. But try as we will, there is, or seems to be, a scarcity of men who can both sell goods and who are willing to work, that is as surprising as it is annoying."

"Don't you find the same conditions in Canada?" was asked.

"No!" was the emphatic answer. "We have no such trouble there. Whether the young Canadian is a hard worker; whether he has more "stick-to-it-iveness" than his brother of the United States, I can't say; but it is certain that there would be an opening here for bright young Canadian salesmen that I am sure they would quickly take advantage of, had they any idea that such an opportunity was open to them."

"Of course, we have good men, too, here in New York, but the territory is so great and there are such splendid opportunities, that I could use many more good men than at this time I can get on my staff."

"Would you use Canadians in preference to Americans?" was asked.

"By no means. I want all the good American salesmen I can get. But I would use Canadians, too, giving an equal chance to all. True, I am from Canada, originally, but that makes no difference in the matter. I want all the good men I can get. They can come to me from Bagdad or Hong Kong—it doesn't matter so long as they can sell goods."

In which last conclusion, many others will agree with Mr. McGuane's views.—American Grocer.

Canada last year imported over 40,000 pounds of snuff. What a sneezer!

If short of anything for your Xmas trade

WRITE, WIRE or PHONE at our expense.

—————**We Guarantee**—————

IMMEDIATE SHIPMENT

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

1905

1906

At this season of the year the wise grocer talks quality. If you please your customers with goods that give perfect results at Christmas you are almost sure of their trade during the new year. If you advise your clients to buy

Jersey Cream Baking Powder
Jersey Cream Yeast Cakes

They get strictly high grade and absolutely pure goods. They always please always satisfy. Hurry up orders for above fine goods will be sent by express, prepaid, for the next two weeks.

LUMSDEN BROS.

Hamilton, Ontario

When you are in a hurry

Result, your goods delivered next day

596

Call us at our expense

This is our Long Distance Phone

We have everything in stock that you require

BALFOUR & CO.,

Wholesale Grocers,

HAMILTON, Ont.

"Condor"
Ceylon Black Tea in
Lead Packages.

Madam Huot's Coffee

"Condor"
Japan and Black Tea, Baking
Powder, Mustard, Vinegar.

occupies the front rank ; its qualities are to-day recognized and appreciated by the consumer, who can order directly, at retail prices, when he can not get it from his grocer.

I Give the Best Value at the Price

REMEMBER, that I am still in the tea business and I have some lines that are lower than the importation prices of to-day. *Now is your chance to get bargains, before the advance which is sure to come in January, forced by the demand on account of small stocks in the country. I offer :*

500	Half-Chests Good Common Japan Tea, at	-	-	-	-	-	11½c.
750	Catties " " Gunpowder, at	-	-	-	-	-	10½c.
550	" " " Young Hyson, at	-	-	-	-	-	10½c.
100	Half-Chests Japan Tea, nice clean leaf and strong bright liquor, at	-	-	-	-	-	15c.

A Lot of Choice Teas Just in Stock

5	Cases New Season Extra Choicest SIFTED Young Hyson, at	-	-	-	-	45c.
45	Boxes " " Choice Pealeaf Gunpowder, at	-	-	-	-	22c.
27	" " " Extra " " at	-	-	-	-	25c.
126	" " " Fancy Pinhead " at	-	-	-	-	30c.
110	" " " Choice " " at	-	-	-	-	27½c.

ASK FOR SAMPLES.

IT PAYS!

Specialty of High-class Goods in Teas, Coffees,
Spices and Vinegars.

E. D. MARCEAU

281-285 St. Paul St., MONTREAL

"EMD"
Baking Powder, Coffee,
Spices, Vinegar.

"OLD CROW"
Baking Powder, Coffee,
Spices, Vinegar.

IN THE RUSH OF XMAS TRADE

You may have overlooked or run low on some lines, so we take this opportunity of reminding you that

WE ARE HEADQUARTERS FOR SORTING ORDERS.

We guarantee immediate shipment at the lowest prices, on the following:

ELEME FIGS NATURAL **NUTS—** **ALL KINDS**
Boxes 10 and 20 lbs. Bags and Boxes Shelled and in shell

Qr. Flats, **MALAGA RAISINS** **Boxes,**
5 1/2 lbs. 22 lbs.

Something NEW—

TUNIS DATES in cartons.

Try a sample lot Just the thing for Xmas trade.

FOR XMAS BAKING— Unequalled values in

RAW SUGARS —JAMAICA and TRINIDAD.

NEW ORLEANS—
WEST INDIAN—
GENUINE BARBADOES— **MOLASSES**

PHONE YOUR ORDERS AT OUR EXPENSE—PRICES RIGHT

THE EBY, BLAIN Co., LIMITED— **WHOLESALE GROCERS—** **TORONTO**

DID YOU GET ONE, TOO?

MESSRS. S. H. EWING & SONS, Montreal, coffee, spice and tea merchants, handed The Grocer a letter the other day which is of more than passing interest. There appear from time to time in the daily press, reference to the epistolary appeals of this ingenious Spaniard in durance vile. His mailing list seems to be a comprehensive one. In a few words the letter will explain the scheme. Here is a copy:

Madrid, 8, 11, 1905.

Dear Sir,—Arrested by bankruptcy I beg your aid to recover a trunk with £32,000 deposited at an English railway station being necessary to rise the seize of a valise inner which I have hidden a check of 30,000 francs payable to bearer and the ticket of trunk necessary to recover it.

I will reward you with the third part of amount if you come to rise said seize.

I cannot receive your answer at prison so must be sent to my servant by a cablegram thus addressed:

Antonio Costa, Conde Duque, 6ra derecha, Madrid.

Being not sured you may receive this letter I await your answer to sign full name and more explanations. V.

Please reply by telegraph not by letter and sign your name.

Now what's the game? As this letter was addressed to a reputable business firm it is not unlikely that other

firms in Canada may be tried "for to help to rise the trunk." Have any other readers of The Grocer received such an appeal from a poor Spanish prisoner?

RETURNED AT A PROFIT.

The lesson which the Department of Inland Revenue hoped they had taught some dealers of the west who were fined recently for selling adulterated food, it is feared, will not sink very deep for the simple reason the eastern manufacturers, who made the goods, have in nearly every case quietly paid the fine. The fine in no case ran over \$12 so that it meant little to the large wholesale houses.

The manager of one of the Winnipeg wholesale grocery firms said yesterday that it was the usual practice for the retailer when fined to remit the bill to the manufacturer and as far as he knew it was always paid. The big wholesalers in Montreal and Toronto only laugh at the present fine.

A Winnipeg dealer said that the fine was absurdly light and that the Government should increase the penalty. As it is now the fine is the same \$10 or \$12 for the second or third offence. He said that, for instance, peppers cost 15 cents each. They are ground up and adulterated, say fifty per cent. with a mixture that costs but two cents, making the total cost only eight and a half cents per pepper. If the manufacturer sold

say three thousand pounds of pepper in a month, he would probably clear \$250 extra through adulteration. Naturally, the \$12 fine—if the manufacturer happens to be caught—or rather the retailer who bought his goods, happens to be caught—has not much terrors for him.

The manufacturers know they are guilty and invariably refund the retail dealers the amount of the fine. He told an amusing instance of a dealer in Mitchell, Ont., who was fined \$12 for selling white pepper. He enterprisingly wrote to every wholesaler with whom he had dealings, twelve in number, informing them that he had been fined \$12, and asking them to repay him. Every dealer complied, with the result he cleared \$136 on the transaction. If the eastern manufacturers had not felt guilty they would not have paid up.—Winnipeg Telegram.

A MODERN MILK DEPOT.

John D. Duncan and Norman W. Lyster have purchased from the Stuart and Roberts estates the valuable property at the corner of Dorchester and Mountain streets, Montreal. This property has a frontage of two hundred feet and a total area of forty thousand feet. The purchase price was \$70,000. Upon this property the company propose erecting a new sanitary and modern milk depot. The plans are being prepared by MacVicar & Heriot, Montreal.

MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

A trial order will convince you of its superiority over other Brands.

Packages : 65-lb. Tubs
25-lb. Pails
12½-lb. Pails

THE PARK, BLACKWELL CO.
PORK AND BEEF PACKERS LIMITED
TORONTO

TELEPHONE M 3960

MINCE MEAT

We are having a great demand for our Old English Mince Meat. Quality tells always and our customers say ours is the best on the market. We know you can buy mince meat at lower prices, but have you compared the goods?

There is only one way in which to make good mince meat, and that is to use the very best fruits, meats and spices. It won't be cheap mince meat but it will be good, and that is what we want to sell you. This is the season for it; put it on your counter and it will sell.

F. W. FEARMAN CO.,
HAMILTON LIMITED

PURE CREAM TARTAR



Gillett's

Positively and absolutely the purest

Put up in

½-lb. Paper Pkgs.	½-lb. Cans.	10-lb. Boxes.
¼-lb. " "	1-lb. " "	25-lb. Pails.
	5-lb. " "	100-lb. Kegs.
		360-lb. Barrels.

**CREAM
TARTAR**

on the
market.

Order from your Jobber.

E. W. GILLETT COMPANY LIMITED

London, Eng. **TORONTO, ONT.** Chicago, Ill.

Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

ALWAYS PREPARED

to furnish prices on car lots or less in

BUTTER--Creamery and Dairy
CHEESE--Cheddars and Flats (twins)
EGGS--Fresh and Pickled

OUR MOTTO :

Prompt shipment and one quality, namely, the best

The J. A. McLean Produce Co., Limited

EXPORTERS and WHOLESALE DEALERS

73-75-77 Colborne Street

Toronto.

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

THE demand for cheese, noted in our last report, has made further progress and has become more general, which bears out our remarks that the retailers in Great Britain are not carrying their usual supplies and that the consumptive demand has not yet fallen off to any noticeable extent in spite of the ruling high prices.

Stocks on both sides of the Atlantic are light and being held in first hands, the available supplies are visible, especially as the stocks are now mostly concentrated in few hands. The smaller and weaker holders of cheese sold out when they were able to realize a fair profit and even some of the large houses have reduced their holdings so that it has become difficult to obtain a fair sized line of goods from any one house.

A few days ago the representative of one of the large importing houses of London was on the market here. Like so many others in the United Kingdom, he did not know how difficult it was to buy the needed quality in quantity. After thoroughly canvassing every house in the trade, he concluded his purchase at a price which is at present considerably above current market quotations.

Most of the importers of cheese in Great Britain have been on the "bearish" side this entire season. One house in London only a very short time ago published a cartoon in their ad where the Canadian farmers were pictured to hold up the cheese prices in form of an avalanche of snow, rolling down the Heights of Abraham, while the Montreal exporters stood aside looking on. This cartoon was quite characteristic of the prevailing opinion among the British dealers. They actually kept on writing over of the large make in Canada and the disastrous ending which was certain to follow. Whether they were wilfully deceived and misled into this wrong opinion, or whether it was just an idea of their own, is difficult to say, but they did not do their usual share of the business and consequently did not receive the benefit of steadily rising markets.

There is one large house in the United Kingdom which seems to have sized up the situation correctly from the start. They were steady buyers of cheese, particularly on all soft spots of the market, and as they now practically control the majority of the stocks they will probably have a substantial balance on their profit and loss account on the right side of the ledger.

The lack of confidence in the situation on the part of the majority of the British importers made the legitimate order business this season very difficult and unprofitable. Our dealers, to keep up their country connections, were obliged to continue buying cheese at prices above the parity of British markets. By holding these goods until the importers in the United Kingdom were willing to take them at a fair profit, our dealers have, on the whole, not done so badly. But after all the business has become

more and more speculative and those houses willing and able to take chances on the future seem to be the only ones to do the business.

During the Summer season, the season of production, it becomes a question whether the production is equal to the probable consumptive demand. Some think there will be a surplus and consequently they speculate on lower prices by selling goods for future delivery. Some think the consumptive demand will be larger than the supplies, and they buy goods, put them into cold storage and await the time when they can sell them at a profit. Speculation in cheese has made such progress that many outside of the trade altogether are now watching market prices daily, and are willing to take a hand in the game. This is unfortunate, as it destroys the legitimate business of supply and demand in an important article of food.

Butter is without change. The market is very firm, but being now dependent on the home consumption, prices move up slowly. There continues to be a scarcity of dairy butter and the usual supply of "fresh western rolls" is short and prices are very close to those of creamery butter.

THE PRODUCE SITUATION.

THAT the present situation of the pork packing industries is a serious one is without question. Canada has made wonderful advancement in her packing industries during recent times, and has captured a not insignificant share of the world's export trade. If, immediately this has been accomplished, the supply, of which so much has been made, should fall short, a setback of serious moment to the industry will have taken place. Yet, this shortage of hogs is the very difficulty which confronts the trade. Just at this most inopportune moment the right to import American hogs in bond has been withdrawn by the authorities, thus adding a further difficulty. Such is the immediate condition of affairs, and one which should be dealt with promptly.

The deeper and more important question, however, is what has led up to the immediate cause for the shortage in Canadian hogs? Last season, it will be remembered. Ontario feed grain crops were short, and their values in consequence soared up beyond the possibility of using them as hog feed. On this account many farmers considered it best to sell off their stock, reserving only sufficient to again fill their pens, some not that; consequently, this season opened up with a short farming stock of hogs, and this shortage has continued. This shortage would have been the result under an ordinary market, but when it is

taken into consideration that a great many new factories have been erected and fitted with the most up-to-date facilities for handling stock it can be easily seen that it would be an impossible proposition to have kept them fully supplied from Canadian hogs.

The withdrawal of the import rights, therefore, has worked much to the discomfiture of the hog packers who have been relying on this source of supply as a means of keeping their plants in full running capacity.

The bonding privilege referred to allows the importation of American hogs into Canada without duty. At the packing houses the animals so brought in are counted and weighed by a customs official and are then put through the process of manufacture for export as bacon, etc., to the British and other markets. Of the bulk thus brought in it is necessary that 65 per cent. be shipped out, the difference of 35 per cent. being allowed for losses and by-products in the process of curing. The exported product is branded on the package to distinguish it from the genuine Canadian article, and in the operation of this end of the business the present trouble has had its beginning.

Canadian bacon has earned a well deserved record in the British markets. It had to contest the ground against the American article, but came out a winner several years ago. Now what is claimed to have happened is this: The Canadian exports of the American hogs have by reason of their manufacture in Canada, entered into close competition with the genuine Canadian in the English market. Once having left the branded casks in which the hog products were shipped there remained no mark by which the American article could be distinguished from the Canadian.

One who has an idea of what has taken place recently, states that the Canadian representatives in Britain have posted the Government regarding the possible loss of prestige by the Canadian bacon, should the competition be allowed to be continued. The result was the withdrawal of the privilege, and a consequent activity among the Canadian packers for its restoration.

LONDON PRODUCE LETTER.

By Our Own Correspondent.

AS far as Canadian butter is concerned, there is very little to report this week. Arrivals are fast growing smaller, the total receipts from November 6 to present time being only 11,193 cwt., and it is a matter for doubt as to whether henceforth it will be worth while reporting on the butter

FREE TO BUTCHERS—Send a postal card with your name and address, and I will be pleased to enter your name on my list of customers, and send you **free**, postpaid, from time to time, as issued, my **Hide Bulletins**, which give the ups and downs of the market on Beef Hides, Calf Skins, Horse Hides, Tallow, Bones, Crocklings, etc.

C. S. PAGE, Hyde Park, Vt.

SALT SALT
Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels, Land Salt.
C. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

DRESSED BEEF
Our Fergus plant is now in operation.
We will be pleased to quote dressed beef in car lots.
The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto,

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**
Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

White Spruce
BUTTER TUBS
10-20-30-50 lb.
EGG CASES AND FILLERS

Order now, for delivery later,
it will **Pay You**
WALTER WOODS & CO.
Hamilton and Winnipeg.

market here. At present Canadian butter is selling fairly well at 100 to 104 shillings for finest and 106 to 110 shillings for choicest. These prices are about 6 shillings higher than this time last year.

Australian butters are doing exceedingly well, and are realizing tall prices, although the heavy imports of the past few days, amounting to something like 45,000 boxes, have had the effect of toning down the demand somewhat. It is probable, however, that the next few weeks will see smaller imports of Australian butter, and quotations will probably stiffen. At present they stand at 104 to 108 shillings for finest, and 110 to 112 shillings for choicest. These figures are also about six shillings above last year's prices. As a matter of fact, some Australian choicest has made 114 shillings during the past week. New Zealand butter, of which we have not received so much this year as last, and a very great deal less than in 1903, is clearing out on arrival at very good figures, choicest making 145 shillings and finest 106 shillings.

Finer Quality Butter Being Shipped.
The comments made in the editorial columns of The Canadian Grocer of November 17 as to the importance of quality as a feature of Canada's export butter trade, have met with very favorable reception on this side of the water. It is a point which has been discussed so often in this series of reports that it is scarcely necessary to offer further suggestions. This much, however, must be said, that it is satisfactory to note that although market conditions were such as to tempt Canadians to pay less attention to quality (for this is always the way when the market is ready to accept what it can get) they have in reality shipped across finer and more uniform quality than ever. There is room for improvement yet, and it is in the power of the Dominion Government to further the interests of the country by introducing some compulsory form of grading and official supervision of a

more stringent nature than is at present in vogue. The New Zealand methods are worthy of note.

Cheese Demand Better and Quality Good

The demand for Canadian cheese has been very active during the past week, and good prices have been obtained, choicest white realizing 60 shillings per cwt. and choicest colored 61 shillings. The month of November opened with 177,500 boxes of Canadian cheese being held in warehouse for London importers; it closes with 152,958 boxes in warehouse, and within the month 93,119 boxes of Canadian cheese have been received. All through the month there has been fair consumption at good prices, and the quality has been uniformly good.

Bacon Down, Quality Irregular.

The bacon market all round has been somewhat strained, owing to the continuance of high prices. The larger arrivals of Canadian have only been disposed of at a reduction in price, the reduction in some cases amounting to two shillings. The trade should be a little better as we are nearing Christmas; after Christmas we must look for decidedly lower prices, and it will be wise for packers to prepare accordingly.

Inquiries made amongst the retail trade go to show that there has been some dissatisfaction on account of the irregularity of quality and on account of the coarseness of the meat. It is suggested that Canadians treat their hogs more like the English farmers, who are apt to feed them too much with the waste products, and to kill them prematurely. It is, however, difficult for us on this side to make any decided statement as to the cause of the irregularity of quality, but it certainly exists. Danish bacon, owing to the fact that hogs are fed with the distinct object of having them ready for killing by the time they are of a certain age, is so regular and uniform as to leave no necessity for picking out.

PROVISION AND DAIRY MARKETS.

TORONTO MARKETS.
Produce.

SINCE our last report there has been considerable activity and prices have generally firmed up on all dressed meats. The scarcity of hogs is being felt, and great inconvenience is being experienced. In country points packers find it difficult to keep their factories on full work.

The reason for this is difficult to explain. Evidently farmers have not been giving the increased attention which is necessary to keep pace with the advancing demand, beside which the quality of arrivals is not showing the same measure of care in finishing which was in evidence a few seasons ago.

We quote:

Long clear bacon, per lb.....	0 10½
Smoked breakfast bacon, per lb.....	0 14
Roll bacon, per lb.....	0 11
Small hams, per lb.....	0 13
Medium hams, per lb.....	0 13
Large hams, per lb.....	0 12
Shoulder hams, per lb.....	0 10½
Backs, per lb.....	0 15
Heavy mess pork, per bbl.....	18 00
Short cut, per bbl.....	21 00
Shoulder mess pork, per bbl.....	14 50
	15 00

Lard, tierces, per lb.....	0 10½
" tubs ".....	0 11
" pails ".....	0 11
" compounds, per lb.....	0 07½
Plate beef, per 200-lb. bbl.....	12 00
Beef, hind quarters.....	6 00
" front quarters.....	4 50
" choice carcasses.....	5 50
" common.....	3 50
Mutton.....	0 08½
Spring lamb.....	0 09
Veal.....	0 07
Hogs, street lots.....	8 25
" dressed, car lots.....	8 00

Butter.

The butter situation shows little change. Factories are only sending in small quantities of rolls, the market being practically kept going on farmers' deliveries. There appears a hesitancy on the part of factories to get down to butter making.

We quote:

	Per lb.
Creamery prints.....	0 25
" solids, fresh.....	0 24
Dairy prints.....	0 22
" in tubs.....	0 18
" large rolls.....	0 21
	0 22

Cheese.

Cheese continues firm, and is likely to remain so. The boards have practically

closed. A few small factories are running on, but the cheese is spoken of as inferior. Export trade has shown improvement during the week under review, and considerable stock has been sent forward to points of shipment.

We quote:

Cheese, large.....	Per lb.	0 13
" twins		0 13½

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article being exceptionally scarce, and any guaranteed are fetching on market 40c and up.

We quote:

New laid eggs, per doz. (nominal)	0 35
Fresh " "	0 24
Pickled " "	0 21

MONTREAL.

Provisions.

The local provision market continues firm at unchanged prices. There is a good trade in bacon, with hams on the weaker side. Live hogs continue extremely scarce and prices decidedly firm. Dressed hogs, fresh abattoir killed, \$9 to \$9.25; country dressed, \$8.50 to \$9.

We quote:

Lard, pure tierces	0 10½
" " 56-lb. tubs	0 11
" " 20-lb. pails, wood (10½)	0 11½
" " cases, 10-lb. tins, 60 lbs. in case	0 11½
" " 5-lb. " "	0 11½
" " 3-lb. " "	0 11½
Lard, Boar's Head brand, tierces, per lb.	0 06½
" " tierces, per lb.	0 07½
" " 60-lb. fancy tubs	0 07½
Cases, 20 3-lb. tins, per lb.	0 07½
" 12 5-lb. tins " "	0 07½
" 6 10-lb. tins " "	0 07½
20-lb. wood pails, each	1 47½
20-lb. tin pails, each	1 37½
Wood net, tin gross weight	
Canadian short cut mess pork	\$19 00 \$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl.	11 50 12 00

Butter.

The butter market is firm, but unchanged. Local demand is not overly active, although orders from outside points are coming in well and this has had the effect of strengthening prices here. Ontario dairy tubs, 20c to 20½c; fresh rolls, 22½c; good to fine creamery, 22½c to 23c, and fancy, 23½c to 23¾c.

We quote:

Fancy Townships	0 23½
Finest creamery	0 22½ 0 23½
Fine	0 21 0 21½
Medium	0 20 0 21½
Fresh dairy tubs	0 20 0 20½
Fresh rolls	0 21

Cheese.

The cheese market continues very firm. Stocks are getting into few hands; holders are firm and the highest prices are being asked. Quebecs quoted at 12½c to 12¾c; Townships 12¾c to 12¾c, and Ontarios 12¾c to 12¾c. As high as 13c to 13½c is asked for the finest selected Ontario. Holders' hands are strengthened by the very strong market prevailing in the United Kingdom and some exporting is being done outside of factory prices.

Eggs.

There is no change in the position of the egg market. Prices are steady and ruling from 21c for limed to 25c and 26c for selected. Receipts are light and the local demand good.

It is usually safe to be suspicious of the man who is suspicious of others.

WINNIPEG.

Creamery Butter.

All the country creameries in Manitoba have stopped manufacturing for the season. Compared with the needs of the next few months the stocks held in the city are reported small. Prices are unchanged since last week. We quote as follows:

Finest fresh creamery, in 56-lb. boxes	0 25
" " in 28-lb. boxes	0 25
" " in 14-lb. boxes	0 25
" " in 1-lb. bricks	0 26

Dairy Butter.

Dairy butter is still arriving in the city in limited quantities, but the quality is reported poor. There is a brisk demand for choice dairy, and it commands high prices. Produce houses are paying 20c. per lb. for good dairy butter delivered in Winnipeg.

Lard.

Quoted as follows:

Tierce basis, per lb	0 10
Small packages take the following advance:	
50-lb. tin cans, per lb	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. " "	0 00½
5-lb. " " " "	0 00½
3-lb. " " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

Cheese.

Quoted as follows:

Finest Ontario, large	0 13
" Manitoba, large	0 13
" " twins	0 13½
" " small	0 13½

Cured Meats.

Quoted as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon, " " " "	0 19
Backs, " " " "	0 14
Picnic, " " " "	0 09
Hams, sugar cured, assorted sizes	0 14
" " heavy, 20 to 30	0 13½
" " assorted sizes	0 08
Picnic, " " " "	0 14
Shoulders, " " " "	0 08
Bacon, " " " "	0 14
" " breakfast bellies	0 13
" " breakfast backs	0 15
" " Wiltshire sides	0 11
" " spiced rolls, long	0 09
Manitoba butts	0 09
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 10
" " smoked	0 11
" " boneless backs	0 11
Shoulders " "	0 08

BARREL PORK.

Heavy mess pork, boneless, per bbl	16 50
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 00
" " per ½ bbl	9 00

PICKLED GOODS (COOKED).

	80 lbs.	40 lbs.	20 lbs.	15 lbs.
Pig's feet	5 50	3 00	1 60	1 25
Pig's tongues	14 50	7 50	4 00	3 00
Boneless hocks	8 50	4 50	2 50	2 00
Sweet pickled spare ribs, not cooked, per lb.				0 04
hocks,				0 04

Eggs.

Large supplies of Ontario fresh eggs are finding their way to this market, and they are meeting with a good demand. Local produce houses are paying 26c. per doz. for new laid eggs delivered in Winnipeg.

CREAMERY BUTTER INDUSTRY.

A meeting in the interest of the creamery butter industry in Western Ontario will be held in the lecture room of the dairy school, O.A.C., Guelph, on Thursday, December 14. An interesting programme has been prepared as follows:

Sawyer's
CRYSTAL
See that Top **Blue.**

50 Years
the People's
Choice.

**For the
Laundry.**

**DOUBLE
STRENGTH.**

Sold in
Sifting Top
Boxes.

Sawyer's Crystal Blue gives a beautiful tint and restores the color to linen, laces and goods that are worn and faded.

It goes twice
as far as other
Blues.

Sawyer Crystal Blue Co.
67 Broad Street,
BOSTON - MASS.

M. F. EAGAR & SON, Mfrs.
Agents
HALIFAX, Nova Scotia

* Chairman's address—Robt. Johnston, president of the Dairymen's Association of Western Ontario.

"Instruction at Creameries, 1905"—Geo. H. Barr.

"Construction of Cold Storages"—J. A. Ruddick, Dairy Commissioner, Ottawa.

"Our Butter in the British Market"—Prof. H. H. Dean, O.A.C., Guelph.

"Different Methods of Churning and Washing Butter"—Fred Dean, Creamery Inspector.

"Pasteurizing Cream at Cream-gathering Creameries"—C. W. McDougall, Creamery Inspector.

Professors R. Harcourt, S. F. Edwards and F. C. Harrison will be present to take part in the discussion.

BRUSH PRICES REDUCED.

The United Factories, Limited, announce that many lines of Boeckh's and Bryan's paint brushes will be lower in price for the coming season. This reduction is brought about principally, we understand, owing to their securing some very large stocks of bristles and other raw materials at exceptionally favorable prices, and this should be especially interesting to the dealer as the general tendency on brushes has been for a gradual increase, owing to the fluctuating market price of bristles, which are becoming scarcer and dearer and which will in all probability lead to higher levels in the Spring of the year when the great demand for and consumption of bristles is on.

TARTAN BRAND CANNED GOODS

THE sign of quality is the Tartan Brand label. Such is the verdict of every grocer who has ever handled this popular line of canned goods. The marks of merit are noticeable on every count. The fruit and vegetables are the freshly gathered article, the syrup is of the clearest order, the tins are of the heaviest plate and the labels artistic in design, happy in conception, rich in lithography and in all the most handsome and attractive of any canned goods on the Canadian market.

It is thirteen years since Balfour & Co. first put on the market the Tartan Brand goods packed in the most careful manner at the factory at Grimsby, right in the centre of the Niagara fruit district, where all the conditions unite to favor this important industry. The location of the factory makes possible the packing of the fruits and vegetables immediately on being picked and so is retained that delicate flavor and freshness which is entirely lost if the goods are not taken care of promptly. At the same time every modern improvement has been adopted so that the factory where Tartan Brand goods are packed might be made a model for any factory in Canada.

Balfour & Co. have staked their canned goods reputation on the Tartan Brand and that in itself is sufficient to guarantee their quality and to explain their popularity with the trade and the steadily increasing demand they met.

Indeed, the firm lose no opportunity of placing the merits of Tartan Brand before the public and the trade. The trade is well ac-

quainted with the striking red letters, "Tartan Brand," that distinguish Balfour & Co.'s advertisement in the special numbers of The Canadian Grocer.

An instance of their appeal to the public was their elaborate exhibit at the Horticultural Society's show at Hamilton recently, a cut of which is appended. As will readily be seen, the base of the pyramid is draped with Rob Roy tartan, while the structure itself is

will be glad to furnish particulars and instructions which with this picture will enable the grocer to adapt this idea to the space at his disposal.

The Rob Roy tartan is the basis of the design which characterizes Tartan Brand canned goods, but so popular had the brand become, and so intimately connected with the name of Balfour & Co., that other package goods are also being put up and sold by the firm under

the Tartan Brand, for instance, package teas, spices of all kinds, soaps, etc. The several lines of package teas are distinguished by the use of several tartans, Rob Roy, McLeod, Gordon and Royal Stuart, and make a beautiful series.

Tartan Brand goods are sold in every part of Canada from the Atlantic to the Pacific, as well as abroad, a considerable export trade having been developed with the West Indies and the Old Land, where they have met with great favor.

The business in these lines this Fall has been the largest in the history of this well known firm and is a sure indication that the Tartan Brand is a winner.

At a time like the present, when the market is full of brands of canned goods, many of which are of most recent date, and therefore to a large extent untested, it is of the first importance that the grocer sees to it that he has a line in tow which he can place before his customer with the confidence of giving full satisfaction. This he undoubtedly has in the Balfour Tartan Brand, as the many grocers who have sold it in preference to others for many years will testify.



The "Tartan" brand display at the Hamilton Horticultural Exhibition, 1905.

composed of the several lines of Tartan Brand canned goods arranged in a most strikingly effective manner, to which the palms and ferns add not a little. The large card in front sets forth to all and sundry the name of the manufacturer.

As an instance of a fine plan for window or interior decoration this can not easily be excelled. It would make a capital design for the window of any enterprising grocer, and Balfour & Co.

BALFOUR & CO., HAMILTON

Baking Powder.
 Gillett, E. W., Co., Toronto.
 McLaren's, W. D., Montreal.
 Royal Baking Powder Co., New York.

Biscuits, Confectionery, Etc.
 Cowan Co., Toronto.
 Imperial Biscuit Co., Guelph, Ont.
 McLaughlan, Sons & Co., Owen Sound.
 Mooney Biscuit & Candy Co., Stratford.
 Mott, John P., & Co., Halifax, N.S.
 National Licorice Co., Brooklyn, N.Y.
 Rose & Laflamme, Montreal.
 Stewart Co., Toronto.

Brooms and Brushes.
 United Factories, Toronto.
 Woods, Walter, & Co., Hamilton.

Canned Goods.
 Balfour & Co., Hamilton.
 Belleville Canning Co., Belleville, Ont.
 Essex Canning and Packing Co., Toronto.
 Frankford Canning and Packing Co.,
 Frankford, Ont.
 Manitoba Canning Co., Grande Pointe,
 Man.
 Napanee Canning Co., Napanee, Ont.
 Turner, James & Co., Hamilton, Ont.

Cash Registers.
 National Cash Register Co., Dayton, O.

Cheese Cabinets.
 Walker Pivoted Bin and Store Fixture
 Co., Toronto.

Cigars, Tobaccos, Etc.
 American Tobacco Co., Montreal.
 Empire Tobacco Co., Montreal.
 McDougall, D., & Co., Glasgow, Scot.
 Payne, J. Bruce, Granby, Que.
 Sherbrooke Cigar Co., Sherbrooke, Que.
 Tuckett, Geo. E., & Son Co., Hamilton.

Cocoa and Chocolates.
 Cowan Co., Toronto.
 Dunn, Wm. H., Montreal.
 Epps, James, & Co., London, Eng.
 Lowney, Walter Co., Boston, Mass.
 Mott, John P., & Co., Halifax, N.S.
 VanHouten's—J. L. Watt & Scott, Toronto

Computing Scales.
 Computing Scale Co., Toronto.
 Dean & McLeod, Hamilton.

Concentrated Lye.
 Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
 Borden's—Wm. H. Dunn, Montreal.
 St. Charles Condensing Co., Ingersoll.
 Truro Condensed Milk and Canning Co.,
 Truro, N.S.

Consulting Chemists.
 Kaufmann, W. P., Toronto.

Counter Check Books, Etc.
 Allison Coupon Co., Indianapolis, Ind.

Crochery, Glassware and Pottery.
 Campbell's, R., Sons, Hamilton, Ont.
 Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
 Clark, Wm., Montreal.
 Dawson Commission Co., Toronto.
 Fearman, F. W., Co., Hamilton.
 MacLaren, A. F., Imperial Cheese Co.,
 Toronto.

McLean, J. A., Produce Co., Toronto.
 Park, Blackwell Co., Toronto.
 Rutherford, Marshall & Co., Toronto.
 Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance
 Bradstreet Co.

Fish.
 Black Bros. & Co., Halifax.
 Guest, W. F., Fish Co., Winnipeg, Man.
 McWilliam & Everist, Toronto.
 Millman, W. H., & Sons, Toronto.
 Todd, J. H., & Son, Victoria, B.C.
 Winnipeg Fish Co., Winnipeg, Man.

Flavoring Extracts.
 Capstan Mfg. Co., Toronto.

Foreign Importers.
 Biermann, E., & Co., Cardiff, Wales.
 Boyd, Thos., & Co., Liverpool, Eng.
 Crichton, Alexander, Liverpool, Eng.
 Doughty, A. C., & Co., London, Eng.
 Gaitskell, J. H., Liverpool, Eng.
 Griffin & Culverwell, Bristol, Eng.
 Hall, R. C., & Co., London, Eng.
 Lethem, John, & Sons, Leith, Scotland.
 Little, Geo., Manchester, Eng.
 Marshall, James, Aberdeen, Scotland.
 Meeker, George R., & Co., London, W.C.
 Neubeck & Schipmann, Hamburg, Ger.
 Rapp, Herman, & Co., Liverpool, Eng.
 Salter & Stokes, London, Eng.
 Scott, David, & Co., Liverpool, Eng.
 Sowerbutts, A. E., & Co., London, Eng.
 Whiteley, Muir & Co., Liverpool, Eng.
 Wickes, Hamilton, & Co., London, Eng.

Fruits—Dried, Green, and Nuts.
 Dawson Commission Co., Toronto.
 Distributors Co., Toronto.
 Eby, Blain Co., Toronto.
 Gibb, W. A., & Co., Hamilton, Ont.
 Gillard, W. H., & Co., Hamilton, Ont.
 James, F. T., Co., Toronto.
 Kinnear, Thos., & Co., Toronto.
 Lucas, Steele & Bristol, Hamilton.
 McWilliam & Everist, Toronto.
 Ratray, D., & Son, Montreal.
 Robinson, O. E., Ingersoll.
 Smith, E. D., Winona, Ont.
 Stringer, W. B., & Co., Toronto.
 Tippet, A. P., & Co., Montreal.
 Turner, James, & Co., Hamilton.
 Vleena Figs.
 Walker, Hugh, & Son, Guelph.
 White & Co., Toronto.

Gelatine.
 Cox, J. & G., Edinburgh, Scotland.

Grain, Flours and Cereals.
 Frontenac Cereal Co., Kingston.
 Greig, Robert, Co., Toronto.
 Kirouac, Nap. G., & Co., Quebec.
 Lake Huron & Manitoba Milling Co.,
 Goderich.
 McLeod Milling Co., Stratford, Ont.
 Nicholson & Bain, Winnipeg.
 Nicholson & Brock, Toronto.
 Ogilvie Milling Co., Montreal.
 Sutcliffe-Muir Milling Co., Moosomin.
 Symington, W., & Co., Market Harboro'
 Eng.

Grocers—Wholesale.
 Balfour & Co., Hamilton.
 Davidson & Hay, Toronto.
 Eby, Blain Co., Toronto.
 Eckardt, H. P., & Co., Toronto.
 Gillard, W. H., & Co., Hamilton.
 Kinnear, T., & Co., Toronto.
 Lucas, Steele & Bristol, Hamilton.
 Sloan, John, & Co., Toronto.
 Turner, James, & Co., Hamilton.
 Warren Bros. & Co., Toronto.

Grocers—Grinding and Packing Machinery.
 Coles Mfg. Co., Philadelphia, Pa.
 Fisher, A. D., Co., Toronto.

Hides, Skins, Etc.
 Page, C. S., Hyde Park, Vt.

Infants' Foods.
 Keen, Robinson & Co., London, Eng.

Interior Store Fittings.
 Walker Pivoted Bin & Store Fixture Co.,
 Toronto.

Jams, Jellies, Etc.
 Batger's—Rose & Laflamme, Montreal.
 Goodville's—Rose & Laflamme, Montreal.
 Kkovich Jellies—Sutcliffe & Bingham,
 Toronto.
 Smith, E. D., Winona, Ont.
 Upton, Thos., & Co., Hamilton.

Malt Extract.
 Sleeman, Geo., Guelph, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
 Adam, Geo., & Co., Winnipeg, Man.
 Adamson, J. T., Montreal.
 Cameron, J. McA., Vancouver, B.C.
 Carman, Joseph, Winnipeg, Man.
 Clift, Thos. B., St. John's, N.F.
 Dawson Commission Co., Toronto.
 Dingle & Stewart, Winnipeg.
 Dunn, Wm. H., Montreal and Toronto.
 Gorham, J. W., & Co., Halifax N.S.
 Hazard, Horace, Charlottetown, P.E.I.
 Hughes, A. J., Toronto.
 Kyle, C. E., Toronto.
 Lambe, W. G. A., & Co., Toronto.
 Lawson, Reginald, Winnipeg.
 McLaughlan, Joseph K., Owen Sound.
 McPhie, Norman D., Hamilton, Ont.
 MacLaren, A. F., Imperial Cheese Co.,
 Toronto.
 Millman, W. H., & Sons, Toronto.
 Nicholson & Bain, Winnipeg.
 Nicholson, Bain & Johnston, Calgary.
 Radiger & Janion, Victoria and Van-
 couver, B.C.
 Rutherford, Marshall & Co., Toronto.
 Ryan, Wm., Co., Toronto.
 Stevens, H. J., Montreal.
 Thompson, G. B., Winnipeg, Man.
 Thomson & Mathieson, Glasgow, Scot.
 Tippet, A. P., & Co., Montreal.
 Watson, Boyd & Co., Trinidad, B.W.I.
 Watson, Stuart, Winnipeg, Man.
 Watt, J. L., & Scott, Toronto.
 Wilson Commission Co., Brandon, Man.

Mince Meat.
 Capstan Mfg. Co., Toronto.
 Clark, Wm., Montreal.
 Fearman, F. W., Co., Montreal.

Lytle, T. A., Co., Toronto.
 Nicholson & Brock, Toronto.
 Wethey J. H., St. Catharines.

Pass Books, Etc.
 Allison Coupon Co., Indianapolis, Ind.

Patent Medicines.
 Mathieu, J. L., Co., Sherbrooke, Que.

Pickles, Sauces, Relishes, Etc.
 Capstan Mfg. Co., Toronto.
 Holbrook & Co., London, Eng.
 Lytle, T. A., Co., Toronto.
 Ozo Mfg. Co., Montreal.
 Paterson's—Rose & Laflamme, Montreal.
 Sutton, G. F., Sons & Co., London, Eng.

Polishes—Metal.
 Oakley, John, & Sons, London, Eng.

Polishes—Stove.
 Morse Bros., Canton, Mass.

Potatoes.
 Hannah, R. W., Toronto.

Poultry and Cattle Food.
 Bate, H. N., & Sons, Ottawa.
 Myers' Royal Spice Co., Niagara Falls, Ont.

Refined Cider.
 Wilson, W. H., Co., Tillsouburg, Ont.

Salt.
 Canadian Salt Co., Windsor, Ont.
 Dominion Salt Agency, London, Ont.

Starch.
 Brantford Starch Works, Brantford.
 Edwardsburg Starch Co., Cardinal, Ont.

Sugars, Syrups and Molasses.
 Canada Sugar Refining Co., Montreal.
 Dominion Molasses Co., Halifax, N.S.
 Edwardsburg Starch Co., Cardinal, Ont.
 Ontario Sugar Co., Berlin, Ont.
 "Sugars" Limited, Montreal.

Teas, Coffees, and Spices.
 Blue Ribbon Tea Co., Toronto.
 Braid, Wm., & Co., Vancouver, B.C.
 Ceylon Tea Traders Ass'n.
 Codville & Co., Winnipeg and Brandon.
 Estabrooks, E. H., St. John, N.B.
 Ewing, S. H. & A. S., Montreal.
 Ewing, S. H. & Sons, Montreal.
 Greig, Robt. Co., Toronto.
 Japan Tea Traders Ass'n.
 Minto Bros., Toronto.
 Salada Tea Co., Montreal and Toronto.
 Sloan, John & Co., Toronto.
 Turner, James, & Co., Hamilton.
 Wood, Thos., & Co., Montreal.

Vinegars.
 Wilson, W. H., Co., Tillsouburg.

Washing Compound.
 Gillett, E. W. Co., Toronto.
 Reckitt's Blue—Gilmour Bros., Montreal.
 Sawyer Crystal Blue Co., Boston, Mass.
 Winn & Holland, Montreal.

Woodenware.
 Woods, Walter, & Co., Hamilton.

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 Canada Paper Co., Toronto.

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*The Canadian Salt Co., Limited
Windsor, Ont.*

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New Table Figs and Dates

New Peels "Morton's and C.&B."

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NEW ADVERTISEMENTS

United Factories, Toronto.
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Manitoba Canning Co., Grande Pointe, Man.
Laporte, Martin & Cie., Montreal.

SHALL THE PACKERS SHUT DOWN?

THE withdrawal of privilege to bring American hogs into Canada under bond appears certainly to have been done somewhat hastily and without adequate consideration of the seriousness of consequences to the packing industries.

The supply of Canadian hogs has been short for some time. The number marketed this year will fall considerably below that of last year, whereas there should have been a material increase to provide for the natural development of trade. There are several reasons for this shortage.

Packers have had, therefore, to fall back on the free duty privilege, which is explained in an article on the situation in our provision department of this issue. By this means alone have packers been enabled to keep up a reasonable supply for export and hold that market.

No doubt this has its disadvantage in foreign markets by reason of Canadian products holding a distinct classification

of their own, much higher than American products, and the Canadian standard has, therefore, been jeopardized on account of the inferiority of American grown hogs. Nevertheless it is of paramount importance that the market be firmly held.

This market feature is undoubtedly a most serious one, as it is of the first importance to maintain the Canadian standard abroad. It appears a very simple matter to deal with, and might be easily met by the authorities insisting upon "skin branding" of all products of American growth, and thus place them out of the line of competition with the genuine Canadian product.

It is to be hoped that the authorities will see their way to meet this situation to the satisfaction of the packers. It is by no means pleasant reading to see the possibility of the shutting down of so important an industry as the packing business has become, a circumstance which in all probability will quickly transpire unless something is done.

TEA STANDARDS FOR CANADA.

THAT the question of tea standards for Canada is one that would seem to deserve prompt and proper handling by the Dominion Government is evidenced by the letter of Mr. E. D. Marceau, of Montreal, in another part of this issue. Mr. Marceau is a prominent importer and tea merchant of Montreal, and as such his experiences and opinions entitle him to an expression of views on this important subject. The Grocer learns that Mr. Marceau's case is only one of a number and that an apparent injustice has been done to other tea dealers in the rejection of teas quite up to and even above the apparent hypothetical standard, while other teas considerably inferior have been passed, does not appear to allow of contradiction. The fact that Montreal is the receiving and distributing centre of China green teas should be an argument in favor of the Government placing the trade in a position of doing their business with some degree of certainty and satisfaction.

THE FAT STOCK SHOW.

GUELPH has again proved its title to the possession of the Mid-Winter Fat Stock Show by an exhibition that does the city and the country proud. Nowhere on the American continent can the stock exhibited at the Royal City be equalled, and in few of the British shows.

In the bacon and beef classes particularly might be seen the pink of perfection and the educative value to the thousands of farmers present was incalculable and must result in the continued

improvement of Canadian beef and bacon.

THE WHEAT DISTRIBUTION.

ACCORDING to figures compiled in Winnipeg by Warehouse Commissioner C. C. Castle, the bulk of the western wheat crop has now been marketed. On November 30 51,784,980 bushels had already been marketed and he estimated that there were left in the possession of the farmers 36,633,000 bushels. His total estimate of the season's "bumper" crop is therefore 88,418,000 bushels, not quite so large as some enthusiasts predicted earlier in the season but nevertheless the largest crop on record. Moreover, the bulk of the season's wheat crop has graded high, a very important consideration when the grower counts the season's gains.

Not all of the wheat still in the farmers' hands will be shipped out of the west; it is estimated that 14,091,000 bushels will be required for seed and for consumption by country mills, leaving about 22,542,020 bushels still to be shipped. Adding the amount of wheat in store at country points waiting for cars it is probable that more than 40,000,000 bushels have still to come forward. The following table shows in detail the distribution of the crop:

Estimated yield ...	88,418,000
Inspected to date,	
30,525 cars	30,525,000
In store, country	
elevators, C.P.R.	13,229,052
In store, country	
elevators, C.N.R.	2,165,890
In transit, C.P.R.	2,129,038
In transit, C.N.R.	577,000
Milled west of Win-	
nipeg to date	3,159,000
	51,784,980
In farmers' hands....	36,633,020
Less required for	
country mills	5,591,000
Less required for	
seed	8,500,000
	14,091,000
Balance to market..	22,542,020
Add amt. in store,	
in transit	18,100,980
Balance available to	
move by railways	43,643,000

From these figures it is evident that while much has already been accomplished by the railways, there is still a large proportion of the crop for which the growers have not yet received their money. A very large amount of money is still to be put in circulation. The effect of the wheat money in relieving financial stringency has already been very noticeable; bills have been paid and the load of credit has been very considerably lightened. A further improvement will be experienced as the balance of the crop is marketed. The prosperity of the west was never on a more solid basis.

EQUALIZED SUGAR RATES

UNDER the caption of "The Sugar Outrage," the Port Hope Guide of a recent issue says:

"It has been stated not only before the Tariff Commission, but in The Canadian Grocer, the official organ of the guild, and by prominent members of the guild through city papers; that only four per cent. is made on sugar by members of the guild.

"This is not true. The 17th edition of equalized rates, just issued, and in force from December 1st inst., states on page 4 that the freight rate opposite each place must be added to the refinery price at day and time of sale for each 100 pounds of sugar sold. The rule is so thoroughly safeguarded that even should a customer insist on paying his own freight from wholesale house he will be still charged the difference, whether it comes by boat, rail, or other conveyance. For instance, a Port Hope merchant buys sugar in Montreal at \$4.50 per 100 lbs.—the 'Equalized Rate' to Port Hope is 22 cents, and if the boat rate was only 10 cents per 100 the price for sugar laid down would be \$4.72, not what he had actually paid, \$4.60. The same sugar delivered to a Toronto grocer would cost only \$4.53 per 100 lbs., and this in spite of Port Hope being 63 miles nearer original points of shipping. American sugar bought in Montreal has actually been delivered by boat in Port Hope at nine cents per 100 lbs., which shows that the wholesaler pockets the difference.

"Therefore, if the wholesaler made four per cent. out of the Toronto sale, what would be the profit on the Port Hope sale?"

"What we are now interested in is whether the courts and the Dominion Government will allow this monster combine, or rather 'Guild,' to continue as 'common carriers,' regardless of the Railway Commission, the Tariff Commission, and Crown Attorney J. Walter Curry.

"As we stated before, when the whole truth is unearthed, the plumbers' combine will be considered as a benevolent society when compared with the Grocers' Guild."

The article is a rare example of zeal without knowledge, and had the writer taken the trouble to grasp the facts before grasping his pen he might have saved his labor.

For some unknown reason a fling is taken at The Canadian Grocer in the very first sentence. We are "the organ," "the official organ," forsooth, of the Wholesale Grocers' Guild of Canada.

Nonsense! The Grocer leaves orphans to the party newspapers. Our mission is to speak the truth without malice, and to afford information in our own particular field. It is just possible that the Guide might become an excellent newspaper if conducted along similar lines.

The Guide's allegations are answered

in the following letter, which is self-explanatory:

"Editor Port Hope Evening Guide,
"Port Hope, Ont.:

"Dear Sir,—I am to-day in receipt of a marked copy of your paper, the article referred to being headed 'The Sugar Outrage.' I do not know who is responsible for same, but whoever the person is he is either attempting deliberate misrepresentation, or has written the same without knowledge of the matter in question. Several articles have appeared in your paper, which I have had the opportunity of reading, and in nearly every case, so far as my memory serves me, they were at variance with the facts. The equalized rates system of selling sugar is a most fair and popular method, but to those not familiar with trade conditions, and with the system itself, it may not appear so on the surface.

"For instance, you illustrate Port Hope, by endeavoring to convince the consumer that if the boat rate from Montreal was 10c. per hundred pounds, the price retailers would have to pay in Port Hope would still be 22c. over the Montreal price, which is a deliberate misrepresentation of the facts.

"The boat freight rates from Montreal to Port Hope last Summer were 17c. in less than carload lots, and 9c. per hundred pounds in car lots, on the gross weight. The equalized rate on shipments by boat from Montreal is, and was, 20c. per hundred pounds in less than carload lots, and 13c. per hundred pounds in carload lots, but this equalized rate is on the net weight of the sugar, not the gross weight. To be added to the freight rate is 1½c. per hundred pounds cartage at Montreal, and marine insurance equal to 1 1-5c., a total of 19.70, to which add 7 per cent. of the rate to cover the weight of the barrel, the package being equal to 7 per cent. of the gross weight, bringing the total expense for freight and insurance on a less than carload shipment from Montreal to Port Hope 21c. per hundred pounds. The equalized rate being 20c., the wholesaler loses 1c. per hundred.

"If a carload is purchased the sugar is laid down to the retail merchant at Port Hope at 13c. per hundred pounds over the Montreal price. The freight is 9c. per hundred pounds, the cartage 1½c. in Montreal, insurance 1 1-5c., making a total of 11.70, to which add 7 per cent. to cover the weight of the barrel. The total expenditure for freight is slightly over 12½c. per hundred pounds. The equalized rate is 12c., a gain of ½c. per hundred pounds in carload lots, as against a loss of 1c. per hundred pounds in less than carload lots, and the bulk of the business is done in less than carload lots.

"I have no wish to enter into any newspaper controversy over this matter, but believing that the office of a newspaper is to put the matters intelligently before the public, and to be in a position to prove statements they make, I respectfully suggest that perhaps it would be more to the credit of your paper to refrain from such misrepresentations.

"The writer in question speaks of the Dominion Wholesale Grocers' Guild as a

'monster combine.' As a matter of fact he does not know what he is talking about. Members of the Dominion Wholesale Grocers' Guild are not in any combine, and never have been. The trade court inquiry by any commission appointed by the Government, if such is necessary, and will only be too glad to assist them in every possible way. It can be proved that the profits of those engaged in the wholesale and retail grocery business are not only ridiculously small, but on many lines carried by the trade there is not sufficient margin to cover the expense of handling same, and sugar is one of them.

"Yours truly,

"Sgd., H. C. BECKETT."

Hamilton, Ont., Dec. 5, 1905.

The Grocer has given the matter of equalized rates some study, and has discussed them with a number of the trade, by very few of whom are they fully understood.

Indeed, one must have an exceptional grasp of the principles determining railway and steamship rates before he can attempt to give an intelligent account of the system.

In brief, it is a system of selling sugar delivered, instead of f.o.b., and inquiry so far has found the system to be generally satisfactory.

The difficulty lies in the apparent injustice of some rates from a relative standpoint, but it will be found generally that these inequalities are the reflection of inequalities for which the railways are responsible, and for which they have been able to give the Railway Commission a reason that has been accepted.

It is not claimed that the equalized rates are absolutely equitable, but it is claimed that they are as nearly so as is practicable under the present system of railway rates, and that as a result of the equalized rates system the margin between the cost of sugar in Montreal and the cost laid down at any point covered by the system is less than it was before the rates were introduced, and less than it would be were they abrogated. In other words, despite its faults, the system has lessened the cost of freight to all, although, possibly, not to all in the same degree.

If there are instances where the opposite is the case, they have not been brought to our notice.

The Grocer holds no brief for any section of the trade in this matter, and if the equalized rates have worked any real hardships, have made the cost of delivering sugar to the retailer greater than heretofore, or resulted in any inequality, apart from the necessary consequence of the railway rate system, as instanced above, our columns are open for a clearly defined statement of the wrong.

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

Address all communications for this department to THE CANADIAN GROCER,
511 Union Bank Building, Winnipeg, Man.

FROM the long and encouraging list of new members published in last issue readers of this paper can appreciate the strong position to which the association has attained in a few months' time. There is now a strong membership in the three prairie provinces and the indications are that in a very short time the association will include in its membership roll every dealer in those three provinces with the single exception of the hardwaremen, who have their own separate organization. This rapid growth presents new problems and new opportunities for activity. An organization including practically all the dealers in three provinces will be very powerful, and if wisely and capably directed, can deal effectively with very many problems with which the individual dealer can do nothing. The large membership list also presents new problems of organization and management.

It is already becoming quite evident to all who have given the matter any thought that a system of organization

prosper as it should. This is a matter deserving of serious thought as it must be dealt with at the annual meeting in February. A large delegation from Alberta promises to attend that meeting, and no doubt there will be many dealers from Saskatchewan. A forward policy must then be inaugurated.

But if the rapid growth of the association brings new problems as to organization and ways and means, it also opens up vast possibilities for active and effective work in the common good. An organization including the vast majority of the western dealers must, by sheer weight of numbers, compel respect. Such an organization can go to the Governments and demand legislation to deal satisfactorily with the peddling nuisance. Should the trading stamp evil cause serious trouble an association such as this can easily secure the legislation necessary to stamp it out. It can also deal with early closing and a host of other things. Its strength and prestige will ensure respectful recognition on the part of governments.

But quite apart from legislation there are many ways in which such a large organization can work for the benefit of its members. One important avenue of usefulness was indicated last week. The association can render its members considerable assistance in the collection of over-due accounts and it can protect its members from debtors whose practice it is seldom or never to pay.

The mode of procedure is simple. At the present time dealers in all parts of the country are making out and rendering their accounts. Members of the association will find some accounts long over-due. These they are requested to send in duplicate to the secretary. He will forward one to the slow pay customer asking him to pay at once and telling him plainly that if he does not do so it will be the duty of the secretary, for the protection of other association members, to warn the other members by circular that this long over-due account has not been paid. In most cases this letter has the desired effect of collecting the account at once. If the account is not paid, the association members will be made acquainted with the facts and no matter where that man may go the association members will know of his unpaid account, and if they are so foolish as to allow him credit, they do so with their eyes open. Secretary Coulson is anxious that the members take advantage of this department of association usefulness.

TORONTO'S ADVERTISING SCHEME

TORONTONIANS are awakening to the commercial possibilities of their city. This is good. But what is better, they are discussing practical advertising methods, and a few days ago a conference was held under the auspices of the Board of Trade with this end in view.

Toronto has great possibilities and great attractions, but its weak spot is its municipal corporation. Business common sense is as necessary to the government of a city as it is to the management of a commercial enterprise, but the average member of the Toronto city council is poor in business common sense. When commercial problems are up for solution the governing body seem incapable of grappling with them, and they either kill or maim them by their stupidity or apathy.

Fortunately the Board of Trade is interesting itself in this publicity proposition. Otherwise we fear it would afford another opportunity for an exhibition of municipal blundering. A business council is necessary to deal with business problems.

WIGHT & CO. TO BE WOUND UP.

The parties who were at legal warfare over the assets of Wight & Co. pork packers, have buried the hatchet. All parties have agreed to a consent judgment, which has been affirmed by Chief Justice Falconbridge, by which they agree to wind up the business and to the appointment of E. R. C. Clark-

CHRISTMAS WINDOW DISPLAYS.

THE CANADIAN GROCER, for the encouragement of good window displays, has decided to open a competition for its subscribers. Prizes will be awarded for photos or drawings of window displays of Christmas goods and accompanying descriptions of the same. The prizes will consist of:

FIRST PRIZE	-\$5.00
SECOND PRIZE	-3.00

and \$2 for every picture and description which is considered worthy of publication.

The competition, which closes on January 15th, 1906, will admit of photographs, pen and ink or wash drawings, with good ideas counting more than the pictures, although, of course, all pictures in order to receive a prize, must be of sufficient distinctness and good workmanship to admit of their publication.

Mark all manuscripts and photographs intended for this department with the words "Window Dressing Competition."

Care should be taken to avoid reflection in the photograph. The best photos are often taken at night.

son as provisional liquidator. Assets are all sold to Puddy Bros., Limited, who are to settle the claim of Harris & Co. To meet unsecured claims \$1,200 is set aside and the book debts are handed over to the Bank of Commerce. The dispute over the legal retainer ended in the judicial decision that Mr. C. A. Masten was Wight & Co's. solicitor.

THE LATE P. ULMAN. WOODSTOCK.

Mr. Peter Ulman, who has conducted a grocery store in Woodstock, Ont., for the past ten years, died at his home, 509 Dundas street, on the 2nd inst. Mr. Ulman was born on a farm near Eastwood in 1845, where his boyhood was spent. In 1883 he married Elizabeth Lazenby, and about 15 years ago moved to Woodstock. He is survived by his wife and one daughter, Orpha.

PORT HOPE OPINION OF THE GROCER.

THE MACLEAN PUBLISHING Co.,
Toronto, Limited.

Dear Sirs,—Enclosed find subscription form filled out for your new venture, "The Busy Man's Magazine."

I was almost your first subscriber to THE CANADIAN GROCER, nearly 20 years ago, and have always profited by keeping in touch with each issue. I have no doubt but your new book will maintain the high standard of your other publications.

Wishing your progressive firm the full measure of success you deserve.

Yours respectfully,

J. DUNFEE.

Port Hope, Ont., Sept. 29, 1905.

that was quite adequate when the association included only a few Manitoba dealers is absurdly insufficient when the dealers of three provinces are interested in the movement. There must be more decentralization in the system. Perhaps the time is not ripe for it yet, but very soon each province must have its own provincial organization with its own president and executive and its own paid secretary-treasurer. By this is not meant that the association should break up into three distinct bodies. What The Canadian Grocer suggests is a general or federal executive with representation from all three provinces having charge of matters of general interest, while the local provincial executives will have charge of local affairs. It is already quite plain that it is physically impossible for one man to conduct the organization work in three provinces. Mr. Coulson would have quite enough to do if he were to remain in Winnipeg to attend to the complaints and queries that come to him in every mail. In addition to this he has spent months on the road in organization work and he has more to do than any one man can attend to satisfactorily. Some change is absolutely necessary if the work is to thrive and

14,000,000
PACKETS
ANNUAL
SALE



BLACK
MIXED
NATURAL
GREEN

“Salada” is “Standard.” This claim is not prompted by vanity, nor is it a mere assertion of imaginary superiority, but it is “Standard” by public consent; there is no gain-saying this in the face of its record.

Gold
Medal
St. Louis
1904.

Correspondence Solicited.

Wholesale Terms and Samples Furnished.

Address “SALADA,” Toronto-Montreal.

NEW YORK CHICAGO DETROIT BUFFALO BOSTON

Simply the word “SALADA,” with the name of any of the above cities, will reach our offices.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Are You Handling
Lily White Gloss Starch?

Live dealers realize that substitution doesn't pay. People enjoy being the judges of what is best for them, and it is wise policy to give them what they want. The extra profit made from trial sales of unknown brands is very insignificant compared with the continuous profit from repeated sales, sure to be the lot of any meritorious article aggressively advertised to the consumer. Lily White Gloss Starch does what is claimed for it, and the present heavy demand is the result. Its success is a “continuous performance.”

BRANTFORD STARCH WORKS, LIMITED
BRANTFORD, CANADA

MARKETS AND MARKET NOTES

TORONTO.

Abbreviated Market Notes for Current Week.

Sugar—All yellows advanced 5c. and 10c. per 100 pounds.

Nuts—Al banner now quoted 8c. per pound.

Honey—Extracted clover in 60-lb. tins, 8c. per pound; No. 2, sections, \$1.50 per dozen.

Beans—Ungraded, struck out.

Herrings—Labrador, now \$3.25 per half barrel.

Sheep Skins—Quoted \$1.20 to \$1.25.

Ontario Markets.

GROCERIES.

December 15, 1905.

DOMESTIC trade has shown considerable steadying as far as the wholesaler is concerned. The bulk buying for the Winter season is now practically closed, except that a few buyers at remote points are hastening supplementary orders before severe frost arrives. The great interest now is with the grocer who has laid in somewhat heavy stocks in contemplation of an extra good season. Business generally has undoubtedly warranted the presumption of increased demand. There are few features of importance to note; and as will be seen under the respective summaries, but few revisions in prices.

Canned Goods—The situation remains unchanged; demand continues on steady basis, bulk supplies having been laid in earlier. Spot stocks are falling low and there is a general feeling that other lines in addition to those mentioned in earlier issues, may prove insufficient to carry into next season. We quote.

Group No. 1 comprises—		
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.		
Group No. 2 comprises—		
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.		
Group No. 3 comprises—		
"Globe," "Jubilee," "White Rose," and "Deer" brands.		
	Group	Groups
	No. 1	2 and 3
Apples, standard, 3's.....	1 00	1 00
" preserved, 3's.....	1 25	1 25
" standard, gal.....	2 50	2 50
" preserved, gal.....	3 50	3 50
Blueberries—		
2's, standard.....	0 92	0 90
2's, preserved.....	1 42	1 40
Gals., standard.....	4 52	4 50
Cherries—		
2's, red, pitted.....	2 02	2 00
2's, " not pitted.....	1 57	1 55
2's, black, pitted.....	2 02	2 00
2's, " not pitted.....	1 57	1 55
2's, white, pitted.....	2 22	2 20
2's, " not pitted.....	1 82	1 80
Gallons, standard, not pitted.....	7 02	7 00
" pitted.....	8 52	8 50
Currants—		
2's, red, H.S.....	1 60	1 57
2's, red, preserved.....	1 80	1 77
Gals., red, standard.....	4 77	4 75
" " solid pack.....	7 02	7 00
2's, black, H.S.....	1 77	1 75
2's, " preserved.....	2 07	2 05
Gals., black, standard.....	5 02	5 00
" " solid pack.....	8 02	8 00

Gooseberries—		
2's, H. S.....	1 90	1 87
2's, preserved.....	2 12	2 10
Gals., standard.....	6 02	6 00
" solid pack.....	8 02	8 00
Lawtonberries—		
2's, H.S.....	1 77	1 75
2's, preserved.....	1 95	1 92
Gals., standard.....	5 52	5 50
Red Raspberries—		
2's, I. S. (Shafferberries).....	1 42	1 40
2's, H. S.....	1 67	1 65
2's, preserved.....	1 87	1 85
Gals., standard.....	5 27	5 25
" solid pack.....	8 27	8 25
Black Raspberries—		
2's, black, H. S.....	1 62	1 60
2's, preserved.....	1 77	1 75
Gals., standard.....	5 02	5 00
" solid pack.....	8 72	8 25
Peas—		
Extra fine sifted, 2's.....	1 22	1 20
Sweet wrinkle.....	0 82	0 80
Early June.....	0 70	0 67
2's, standard.....	0 62	0 60
Spinach—		
2's.....	1 42	1 40
3's.....	1 82	1 80
Gals.....	5 02	5 00
Asparagus—		
2's, tips.....	2 52	2 50
Rhubarb—		
2's, preserved.....	1 17	1 15
3's.....	1 92	1 90
Gal., standard.....	2 65	2 62
Grapes—		
2's, white Niagara.....	1 42	1 40
2 1/2's, white Niagara.....	1 77	1 75
3's, white Niagara.....	1 97	1 95
Gal., white Niagara.....	3 52	3 50
Peaches—		
1 1/2's, yellow (flats).....	1 70	1 67
2's, yellow.....	1 90	1 87
2 1/2's, yellow.....	2 60	2 57
3's, yellow.....	2 85	2 82
3's, yellow (whole).....	2 37	2 35
2's, white.....	1 75	1 72
2 1/2's, white.....	2 50	2 47
3's, white.....	2 70	2 67
3's, pie.....	1 27	1 25
Gal., pie, peeled.....	4 52	4 50
Gal., pie, not peeled.....	3 57	3 55
Pears—		
2's, Flemish Beauty.....	1 65	1 62
2 1/2's, Flemish Beauty.....	1 97	1 95
3's, Flemish Beauty.....	2 12	2 10
2's, Bartlett.....	1 80	1 77
2 1/2's, Bartlett.....	2 17	2 15
3's, Bartlett.....	2 32	2 30
3's, pie.....	1 27	1 25
Gal., pie, peeled.....	3 80	3 77
Gal., pie, not peeled.....	3 27	3 25
Pineapple—		
2's, sliced.....	2 32	2 30
2's, grated.....	2 57	2 55
3's, whole.....	2 72	2 70
Plums, Damson—		
2's, light syrup.....	0 92	0 90
2's, heavy syrup.....	1 17	1 15
2 1/2's, heavy syrup.....	1 47	1 45
3's, heavy syrup.....	1 77	1 75
Gal., standard.....	2 97	2 95
Plums, Lombard—		
2's, light syrup.....	0 97	0 95
2's, heavy syrup.....	1 22	1 20
2 1/2's, heavy syrup.....	1 52	1 50
3's, heavy syrup.....	1 77	1 75
Gal., standard.....	3 17	3 15
Plums, greengage—		
2's, light syrup.....	1 02	1 00
2's, heavy syrup.....	1 27	1 25
2 1/2's, heavy syrup.....	1 52	1 50
3's, heavy syrup.....	1 82	1 80
Gal., standard.....	3 47	3 45
Plums, egg—		
2's, heavy syrup.....	1 55	1 52
2 1/2's, heavy syrup.....	1 82	1 80
3's, heavy syrup.....	2 12	2 10
Beets—		
2's, sliced, sugar and blood red.....	0 87	0 85
2's, whole.....	0 87	0 85
3's, sliced.....	0 97	0 95
3's, whole.....	0 97	0 95
Beans—		
2's, golden wax.....	0 82	0 80
2's, refugees.....	0 85	0 82
3's.....	1 27	1 25
Gals.....	3 77	3 75
2's, crystal wax.....	0 95	0 92
2's, red kidney.....	1 02	1 00
2's, Lima.....	1 12	1 10
Gals, standard.....	4 52	4 50
Corn—		
2's.....	0 85	0 82
Gal., on cob.....	4 52	4 50
Carrots—		
2's.....	0 92	0 90
3's.....	1 02	1 00
Cabbage—		
3's.....	0 87	0 85

Cauliflower—		
2's.....	1 42	1 40
3's.....	1 82	1 80
Parsnips—		
2's.....	0 92	0 90
3's.....	0 2	1 00
Pumpkin—		
3's.....	0 80	0 77
Gal.....	2 52	2 50
Squash—		
3's.....	1 02	1 00
Tomatoes—		
3's.....	0 95	0 92
Gal.....	3 02	3 00
Turnips—		
3's.....	1 02	1 00
Succotash—		
2's.....	1 17	1 15
Tomato sauce, 1's.....	0 50	0 50
" 2's.....	0 78	0 78
" 3's.....	1 00	1 00
Chili sauce same as tomato sauce.....	0 55	0 50
Catsups, tins, 2's.....	4 50	4 50
" gal.....	7 70	12 00

FISH.

Lobster, tails.....	3 50
" 1-lb. flats.....	3 85
" 1-lb. flats.....	2 00
Mackerel.....	1 00 1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.....	1 55
1-lb. Tails, 5 cases and over, per doz.....	1 57
1-lb. " less than 5 cases, ".....	1 67
1-lb. Flat, 5 cases and over, ".....	1 70
1-lb. " less than 5 cases, ".....	1 00
1-lb. " 5 cases and over, ".....	1 02
Low Inlet.....	95
1-lb. Flat, 5 cases and over, ".....	97
1-lb. " less than 5 cases, ".....	0 14
Sardines, French 1/2's.....	0 23
" Portuguese 1/2's.....	0 08 0 10
" P. & C. 3's.....	0 25 0 27
" P. & C. 1/2's.....	0 35 0 38
" Domestic, 1/2's.....	0 03 0 04
" Mustard, 1/2 size, cases 50 tins, per 100.....	3 75 4 50
Haddies, per doz.....	1 05 1 15
Haddies, per case.....	4 00 4 50
Kipperd herrings, domestic.....	1 00
" imported.....	1 45 1 50
Herrings in tomato sauce, domestic.....	1 40 1 40
" imported.....	1 40 1 40

MEATS.

Corned beef, 1s, per doz.....	1 40
" 2s, ".....	2 50
" 5s, ".....	7 80
" 14s, ".....	17 50
Lunch tongues, per doz.....	2 75
Potted meats, 1s, ".....	0 47 0 50
" 1s, ".....	0 85 1 00

Sugar—The local sugar market has developed considerable firmness since our last report, all yellow sugars having made a decided advance of 5 to 10 cents per hundred pounds on Monday last. Our prices are revised accordingly.

Now that a movement has been made of a strengthening character there is a general feeling that the present basis of refined sugars is about bottom. Trade prospects, however, are not likely to make any great development in the near future and this feature probably will have its influence against any immediate upward movement, although such a movement is expected by those who know.

It would appear as though the present were an opportune moment for laying in of stocks, although the market for some time has been so uncertain as to make decision in that regard a difficult matter.

The New York market reports a very firm condition for raws, with supplies limited. Attention might be directed to the fact that New York prices are now only 8 1/2 points below the parity of European markets for beet sugars. However, unless European markets advance there is very little room for an improvement in the New York raw market. Such an improvement would imme-

look after their coffee interests. We quote:

Jamaica	0 10	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

Tea—The tea situation during the week shows no material change. There has been some considerable demand for China blacks, principally packlings in boxes from 12 1-2c. to 16c. As these teas are extremely scarce a few Congoes in half chest form have been rapidly picked up to fill orders. Sow mees seconds, young hysons, ping suey young hysons have been asked for, but as holders of same are asking somewhat high prices, owing to the extreme scarcity of the better grades, no sales to any extent are reported. Ceylon blacks have been somewhat quiet during the past week, but it is expected that the market will improve in the course of a few days, as reports are coming in from country points that stocks are now very low and the weather and road conditions are more favorable for an improvement. Ceylon greens are reported 1-4d. higher, and a few pale liquoring teas have been sold at about half a cent per lb. more than a week ago. Japans remain firm with a fair amount of trading reported on the street. There is quite a demand for fannings and siftings at from 5c. to 6c. with the general position strong. Holders of these grades are firm, as no more can be profitably be imported. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 13	0 15
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 38
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 16	0 18
Ceylon greens—Young Hysons	0 14	0 15
Hysons	0 13	0 14
Gunpowders	0 11	0 13
China greens—Pingsuey gunpowders	0 11	0 13
Congous—Kaisows	0 12	0 12
Packling boxes	0 12	0 14

Foreign Dried Fruits—Business continues with its usual activity at this season of the year and we have no marked changes to advise. Later arrivals of Grenoble walnuts show an improvement in quality over the earlier fruit. California prunes have been in fair demand at advanced prices, owing to the revival of buying in the United States and the small stocks at the Coast. In all other lines prices remain steady as last quoted, while stocks are getting within reasonable compass, so that it does not appear as if there will be any surplus to carry over after the holiday trade is supplied. We quote:

Valencia Raisins—		
Fine off-stalk, per lb.	0 04	0 04
Selected, per lb.	0 04	0 05
Layers	0 05	0 05
Dates—		
Dates, Hallowees, per lb.	0 04	0 04
Californian Evaporated Fruits—		
Apricots, per lb.	0 13	
Peaches, "	0 10	
Pears, "	0 13	
Malaga Raisins—		
London layers	2 00	
"Connoisseur Clusters"	2 50	
"Royal Buckingham Clusters," 1-boxes	0 80	
"Royal Buckingham Clusters," 1/2-boxes	1 10	
"Excelsior Window Clusters," boxes	3 50	
"Excelsior Window Clusters," 1/2-boxes	4 50	
"Excelsior Window Clusters," 1/4-boxes	1 35	
Californian Raisins—		
Loose muscatels, per lb.	0 07	0 08
seeded, in 1-lb. packages	0 08	0 09

" " 2 crown	0 06
" " 3 crown	0 06
" " 4 crown	0 08
Prunes—	Per lb.
30-40s	0 08
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon prunes (Italian style), 40-50s	0 08
50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
90-100s	0 04
100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04
Fine Filiatras, per lb., in cases	0 04
cleaned	0 05
" in 1-lb. cartons	0 05
Finest Vostizzas	0 06
Amalias	0 06
Sultana Raisins—	
Sultana raisins, per lb.	0 06
1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs	0 28
12-oz. boxes	0 06

Rice and Tapioca—Rice is unchanged and only a regular business doing. Tapioca still maintains its firmness and there is not the slightest indication of a recession from the high prices at present asked by shippers. There is not much stock locally held here and no

LAST MINUTE PROVISION MARKETS.
 Montreal, Thursday, Dec. 14, 12.30 p.m.
BUTTER—Market firm. Holiday trade tending to stiffen prices. Dairy scarce. Tubs, 20 $\frac{1}{2}$ to 21c.; Rolls, 21 $\frac{1}{2}$ to 22c.; Creamery, good to fine, 22 $\frac{1}{2}$ to 23c.; best, 23 $\frac{1}{2}$ to 24c.
CHEESE—Market firm. 13c. being asked for finest Ontario. Holders firm at that figure. Stocks held in few hands. Quebecs, 12 $\frac{1}{2}$ to 13c.; Townships, 12 $\frac{1}{2}$ to 13c.
EGGS—Steady. Fresh scarce, what are here 35 to 40c. is asked; for Selects 25c. to 27c.; No. 1 Cold storage and Lined 20c. to 21c.
PROVISIONS—Firm. Unchanged. Live hogs scarce; Packers complaining.
POULTRY—Good holiday demand setting in; Chickens in good demand, 13 to 14c.; Fowl, 8 $\frac{1}{2}$ to 10c.; Turkeys, 15 to 16c.; Geese, 10 to 12c.

disposition on the part of holders to shade. We quote:

B rice, in 10 bag lots	2 95
B rice, less than 10 bags	3 05
C rice, in 10 bag lots	2 95
C rice, in less than 10 bag lots	2 95
Tapioca, medium pearl	0 05

Spices—The market shows no change and business is reported only fair locally. The New York market reports peppers strong, with jingers and Cassias in strong demand. Jobbers report trade as only fair. Nutmegs are still weak and prices in buyers' favor. We quote:

Peppers, black	Per lb.
" white	0 16
Ginger	0 25
Cloves, whole	0 12
Cream of tartar	0 17
Allspice	0 25
Nutmegs	0 12

Beans—There is a weakness reported in the bean market. Prices of \$1.60 laid down in earload lots appear to be obtainable figures. Supplies are reported more plentiful in the West, with indications that stocks will be ample. Prices may be quoted at \$1.70 to \$1.75 this week, at which figure business is turning over. We quote:

Choice prime beans	1 70	1 75
Lower grades	1 60	1 65

Evaporated Apples—A firmness is the characteristic of evaporated apples. The

high prices which are prevailing has in a measure curtailed the demand, though it is expected that owing to the peculiar field that can only be filled by evaporated apples, that even should prices go higher, the consuming public will respond. At present quotations in a jobbing way are in the neighborhood of 9 1-4c. to 9 1-2c. for winter varieties. Holders in the West are decidedly firm, and in view of the fact that the American market is so high, the outlet there makes them still less inclined to shade for the home market.

Maple Products—There is no change to report in maple products this week. The demand is particularly good in sugars, as this line is in good demand for Christmas and holiday trade. One of the largest maple sugar dealers reports that in his experience he has not seen such a heavy demand for pure maple products. The action of the Inland Revenue Department in securing to the consuming public pure goods has been an incentive to manufacturers of maple products to place these goods on the market in styles and shapes to suit the requirements of the consuming public. We quote:

Maple syrup, in wood, per lb.	0 06	0 06
" in large tins	0 06	0 07
Pure Townships sugar, per lb.	0 07	0 07
Pure Beauce County, per lb.	0 08	0 09

Honey—The demand for honey through the past week has been fairly good and prices show a tendency to firmness. Comb honey selling freely at 13c. to 14c. as to quality, with white clover at 7 3-4c. to 8c. Buckwheat ranges from 6 1-4c. in a jobbing way to 6 1-2c. and 6 3-4c. usual. We quote:

White clover, extracted tins	0 08
" kegs	0 07
" comb, new	0 12
Buckwheat	0 06

Fish—The demand for fish of all kinds is brisk. Messrs. Leonard Bros. report that orders are pouring in from all sides and they are well pleased with the excellent position of the fish market. The stormy weather has caused an advance in prices of fresh haddock and cod. White fish is also scarce and prices higher. Frozen herring are meeting with brisk sale at quotations. New tomcods are now beginning to arrive and will be in ample supply in the near future. No. 1 Labrador herrings are scarce and prices higher in consequence. This is particularly so for barrels. Smoked fish, particularly haddies, are scarcer and prices firm. The demand for prepared fish is about as usual. Oysters are advancing in price at producing points, but dealers are still selling at former figures, though if the scarcity continues an advance will no doubt have to be made. Shell oysters are practically finished. We quote:

Fresh fish—	
Fresh haddock, per lb.	0 04
" market cod, per lb.	0 04
" steak cod, per lb.	0 05

Frozen fish—	
B.C. salmon, per lb.	0 09
Halibut, per lb.	0 08
Gaspe salmon, per lb.	0 15
Dore, per lb.	0 06
Whitefish, per lb.	0 09
Dressed pike, per lb.	0 05
Sea trout, per lb.	0 08

Salmon	0 08 1/2	0 09
Striped bass, per lb.	0 15	
Large herring, per 100 fish	1 90	2 00
Smelts, No. 1, per lb.	0 10	
Mackerel	0 12	
Herring (large) bbls.	1 90	2 00
Tomcods	2 25	
Smoked fish—		
Haddies, 15 and 30-lb. boxes, per lb.	0 06 1/2	
Kippered herring, per box	0 90	
Bloaters, 100 in box, per box	1 25	
New herring, in small boxes, per box	0 11	
Oysters and Lobsters—		
Hand-picked Malpeque oysters, per bbl	11 00	
Standards, per imp. gal	1 40	
Selects, per imp. gal	1 60	
Oyster pails, pints, per 100	1 00	
quarts, "	1 25	
Prepared fish—		
Boneless fish, 1 and 2-lb. bricks, per lb.	0 05 1/2	
cod,	0 06	
fish, 25-lb. boxes, per lb.	0 04 1/2	
Skinless cod, 100-lb. cases, per case	6 00	
Dry codfish, 100-lb. bundles, per bundle	6 00	
Salt and pickled fish—		
No. 1 Labrador herring, per bbl	6 00	
" " " per half bbl	3 00	
" " " per pail	0 80	
" " salmon, tierce	15 00	
" " " in bbls.	13 00	
" " " in 1/2 bbls.	7 50	
" B.C. salmon, bbls.	12 50	
half bbl	7 00	
Labrador sea trout, bbls.	9 50	
lake trout, per keg	4 50	
mackerel, per pail	2 00	
large green cod, per bbl, 200s	8 00	
medium, "	7 50	
small, "	6 50	

N. B. Markets

St. John, N.B., Dec. 12, 1905.

BUSINESS in wholesale grocery lines is quiet. Buying is done and there is but little selling. The quietest week in the year is that between Christmas and New Years. In the retail stores everything is now different. The stores look their best and business is at its height. This is the time when in dried fruits, nuts and candies sales almost equal those of the entire year. This is perhaps literally a fact in such lines as figs and peels, particularly the latter.

The annual meeting of the board of trade has been held. H. B. Schofield, president during the past year, was re-elected. J. A. Likely becomes vice-president. It is the intention of the board to give particular attention this year to the encouraging of manufacturing interests. St. John because of its advantages in the way of cheap coal and iron and its splendid shipping facilities, should be, and we believe will be, a large manufacturing centre.

In markets there is nothing of particular interest. Values, except sugar, rule quite firm and in many lines there are high prices.

Oil—In burning oil, prices are still low. This is the season of largest consumption. Prices quite firm at the late advance. Lubricating oils sale is small. Paint oils have little attention, except as some looking forward wish to speculate. While linseeds are still low, market is tending higher. Turpentine continues quite extreme in price. Cod oil firm at full figures. It has been a good season for the producers.

Salt—There is but a fair business. In Liverpool coarse salt, supplies can now be received weekly. Prices are quite firmly held.

Canned Goods—This line has had to take second place to dried fruits. Values are held rather firmer, particularly in

tomatoes. It has been a season of low prices. Peas never before as low. In the local market increased competition, or perhaps we should say a disagreement among the trade, led to price-cutting. In fruits, few lines sell here, chiefly strawberries, peaches and gallon apples, with a few pears and blueberries. Salmon has just a fair sale. In domestic fish, prices unchanged. There is a good pack of sardines. Other lines just a fair pack.

Green Fruit—This is a busy time. In oranges first shipments of Valencias, Californias and Floridas are offered, but perhaps after all the best fruit is the Jamaica orange which is now at its best. In Malaga grapes this is the active season. Prices about as usual. Lemons are quite firm. Apples seem somewhat dull. Best fruit high and hard to get. Cranberries are very high.

Dried Fruit—This is the busy time; everything moves, particularly raisins. The feature of the season is the high price of the California product and the light stock. There is a good supply of Valencias and Malaga loose. Malaga layers have had a good sale. All the peel of the year is practically sold at this season and the same is largely true of figs. In these last prices have been low. Currants are firmly held and sell freely. Dates have a good demand; prices low. Nuts of all kind are in demand; it is the one big sale of the year; full prices have ruled. Evaporated apples are high. Dried have sold well at good figures. Onions are a little dull.

Sugar—Foreign sugar, that now means Scotch sugar manufactured from British cane, continues to be sold. It is, however, a small business, compared to the Canadian manufactured, which is used. The price is still very low and the market somewhat dull, though perhaps firmer.

Molasses—Prices are certainly no higher, although some grades are firmly held, particularly Barbadoes, which is quite a small stock. There is just a fair sale at this season.

Fish—This is a rather quiet line at this season. Weather so far too open for frozen fish. In some parts of the province smelt fishing has been good, and prices are high. In dry cod, and pickled herring high prices still rule, while smoked herring are firm at the advance. There is quite a demand for prepared smoked herring, boned and skinned. Finnan haddies continue quite scarce.

Flour, Feed and Meal—In flour prices show no change. There is a steady business. Oats and oatmeal are firm at the very full figures which now rule. Cornmeal unchanged. In beans higher prices are asked. Yellow Eyes, while still low, are firmer. Full stocks are held. Barley and split peas have but a limited demand.

Provisions.

Barrel pork is very firmly held. The best season of demand is over. A good business is reported. Beef unchanged. Smoked meats held at full figures. Pure

lard is still high and somewhat hard to get. Refined lard is low and has a good steady sale. Fresh meats hardly begin to show holiday business. Beef is low. Lamb is still holding firm at good prices. Mutton dull. Veal is scarce and not in demand. Pork is high.

We quote:

Mess pork, per bbl	\$19 00	\$21 00
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb.	0 05	0 07
Western " "	0 08	0 09
Mutton " "	0 05	0 06
Veal " "	0 07	0 08
Lamb, "	0 08	0 09
Pork, per lb.	0 08	0 08 1/2
Hams, "	0 13	0 14 1/2
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb.	0 11 1/2	0 11 1/2
" pails, "	0 11 1/2	0 12
Refined lard, tubs.	0 08	0 08 1/2
" " pails	0 08 1/2	0 09

Butter.

Full prices are obtained. Stocks, even of poor butter, light.

We quote:

Creamery butter	0 25	0 28
Best dairy butter	0 20	0 23
Good dairy tubs	0 18	0 20
Fair	0 16	0 18

Eggs.

Prices, particularly of so-called henery eggs, extreme. Unfortunately even this grade, when bought at full price, cannot always be depended on.

We quote:

Eggs, henery	0 25	0 30
case stock	0 20	0 21

Cheese.

Sale is light. Twins hold the market. Prices firm and tend higher.

Cheese, per lb.	0 12 1/2	0 13 1/2
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N. S. Markets.

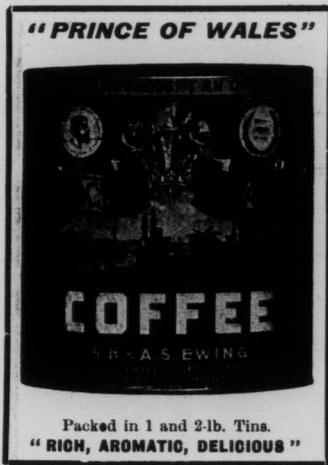
THE jobbers say that the volume of business in the grocery trade is good. Sales generally are satisfactory in all lines and the trade in some respects is even better than at this season last year. Prices rule partly steady, and very little change is noted. There has been an advance in the price of oatmeal, which is now quoted at \$5.90 to \$6.00. Cornmeal is selling at \$2.90 to \$2.95. The molasses markets are steady and there is a probability with the cold weather setting in, that prices may become a little stronger. Quotations in Halifax follow: Fancy Trinidad, 40c. to 42c.; fancy Barbadoes, 40c.; fancy Porto Rico, 39c.; extra choice Porto Rico, 35c. to 37c.; choice Trinidad, 35c. to 36c.; Barbadoes, 33c.

Sugar.

The price of refined sugar at present remains steady, and no great change is anticipated in the immediate future. There has been an advance of 10c. made in raw sugar, but it has not affected the local market. The jobbers are not looking for any advance, they have full confidence in the market and they are not laying in any large stocks. Jobbing quotations in the local market are: Cut loaf, in barrels, \$5.90; XXX granulated, \$4.35; Austrian granulated, \$4.25; bright yellow, \$4.15; No. 1 yellow, \$3.85; unbranded yellow, \$3.70.

Apples.

Nova Scotia apples are bringing good prices in the English market this year. Some of the fruit sent to that market



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 DELICIOUS
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Your Christmas Laundry

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Fruits! Fruits! Fruits!

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Muscatel Raisins!
Malaga Raisins!

For Christmas and New Year's Trade

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Controllers of thirty of the best brands of liquors sold in Canada. Have placed this year over twenty thousand gallons of Richard Brandy. Are sole agents for the celebrated Blandy Bros. Madeiras, Mitchell's Scotch and Irish Whiskeys, the best in the world, Clarets and Sauternes, Vigneau and Cambours, the nicest style of table wines known, like the delicious **Chateau Berges**; also agents for the famous Vichy Waters "La Capitale" and "Sanitas" and Dry Champagnes, Amyot and Cardinal.

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Also control in the Province of Quebec the sale of J. P. Wiser & Sons' products, the famous "Whiskey Blanc" and the celebrated "Rye Special 1899" the finest production ever put out by Canadian Distilleries. Messrs. Laporte, Martin & Co., Ltd., are actually importing in cases and in wood the very best wines from Spain, France and Portugal, namely:

GARCIA & HIJOS Oporto Wine Unequaled	MANUEL TOSTA Oporto Wine Rich and Fruity	J. VENTURA & CO. Oporto Wine Very old and tasty	SANCHEZ HERMANOS Dry Sherries The very best known	P. JUANITA & CO. Dry Sherries Excellent Aperient
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PREMIUM — From December 1st to January 1st, next, we offer as a premium, with every case of Richard Cognac, V.O., V.S.O. or V.S.O.P., an automatic pencil representing a "flute" of Old Liqueur Brandy. Pass the news along! This is the best premium of the season. The pencil is worth about \$1.00.

this year has brought record prices. C. H. R. Starr, of Wolfville, one of the largest shippers in this province, who was in the city yesterday, stated that one lot netted the shipper \$7.85 per barrel, the biggest price ever obtained for Nova Scotia apples in London. He said that there have been higher average prices realized this season, good as it is, but none that equal the figure given above. He said that an orchardist at Port Williams shipped to Northard & Lowe, London, 20 barrels of apples by the Furness liner Gulf of Anecd from this port, which sold as follows: 12 barrels of Coxe's orange pippin at 50s.; two barrels of Coxe's orange pippin at 30s., and six of Kings at 21s. This means a net price to the orchardist for the whole lot of \$7.25 per barrel. These varieties are grown in England, but the crop is short there this year. Heavy shipments of apples continue to be made from Halifax, as the demand for the price in the English market continues good, and the high prices realized induce the grower to send his apples to that market. The fruit on this market is only fair, and for fair class apples, \$4.00 per barrel is the price asked.

Evaporated apples are also very high, quotations being from 9 1-2c. to 10c. Shipments are large and the dealers say that they expect a further advance.

Butter and Eggs.

The receipts of butter and eggs show little improvement. Butter continues in good demand even at the high prices. The receipts of Winter butter so far this season, are very light. Mostly all the large dealers are importing butter from Quebec and Ontario. The Nova Scotia farmers do not appear to have the butter to place on the market and even if they have it in stock they are holding off for higher prices, expecting that prices will stiffen as the season advances. Usually at this season of the year, large shipments of butter are received here from Antigonish, points in Cape Breton, and also from P. E. Island, but so far this season they are comparatively light. Eggs are in fair demand and fresh laid stock is scarce. Pickled eggs are selling at 23c. to 24c. Fresh laid are fetching 40c. straight, and they find ready purchasers even at this high price.

B. C. Markets.

Vancouver, B.C., Dec., 1905.

CHRISTMAS trade is looking well for the jobbers of the coast cities so far. Some of them feel that they should have had expansion to correspond with the big growth the whole year has shown, but, nevertheless, all are a unit in saying that this season's holiday trade promises to total much larger than last. It is also averred that never before was the trade in more satisfactory condition all round. Up-country, as well as on the coast, business is solid, settlements are good, and the turnover of stocks very active.

There is, unfortunately, a little tendency to cut prices among the retail

trade of the city of Vancouver. Canned goods are being quoted at actual cost, and flour has been cut back to the narrowest margin. In some other lines there has also been the same tendency.

Groceries.

The annual receipts of fancy groceries in some lines have been somewhat delayed. There are no almonds and no Grenoble walnuts in stock yet. These are, however, expected to arrive any day. The California walnuts do not come up to the standard of the Grenoble, and they are priced too high to make it any object to stock with them in preference to the older and better known variety.

Spanish raisins, valencias and Mediterranean loose muscatels, are due today for the first time this season. It is usually a single order that is placed for these goods here, because the California raisins are in control of the market. But this year the attitude of the Raisin Growers' Association, or the "combine," as it is called, has forced prices away up. The Spanish goods are actually cheaper. Valencias are to be sold round 6½ and 6¼c., while the California raisins are selling at 7½ and 8¼c. The association is not selling the goods at present on account of their high prices, the independent growers of California, or those not in the combine, getting the orders. Every one in the trade expects to see a big drop in California raisins after the holiday season, it being generally reported that the growers are pledged to keep the price up till then.

In canned goods here a little price cutting has been indulged, as the big concern has been quoting some lines at actual cost, which has led the independent tanners to give them a chase. As a result, some lines, as canned peas, have been selling at what it would cost to land them here. Most of the wholesale grocers have stocked up for the season on canned goods, so that eastern market quotations are not controlling here, the usual feature of selling on basis of early buying being still in vogue.

Evaporated fruits are away up, the market being rather unsettled, apricots, for instance, selling at 6c., 8c., and 9c. Evaporated apples are scarce. In other lines there is a fair stock, prunes being perhaps the shortest line. Most dealers stocked pretty well before the prices raised, and as the opening of the season was marked by very low prices, those dealers who bought are fortunate.

Produce.

Fresh local creamery butter is selling here now really as low as eastern stored stock could be. It is jobbing at 30c., while eastern market reports show that it would cost over 28c. to land here. The stocks of eastern creamery on hand are now quoted at 27c., or thereabouts. No heavy stocks are being carried, and as local fresh will reduce in supply from now till Spring, stocks will have to be renewed on basis of eastern prices. It is too early to expect anything in the way of fresh California butter, and New Zealand and Australian butter, which sometimes comes to this market in this season, is reported very high; too high to handle at a profit.

Eggs, stored stock, are selling at all sorts of prices, the prevailing figure, however, being 27c. for recandled stock

There are sufficient in the market for present needs.

Local fresh sell retail at 55c., and if a supply is obtainable in a jobbing way, which is irregular at this season, 45 to 50c. can be obtained for the strictly new-laid variety. Oregon eggs, fresh, not candled stock, are too high to bring in, conditions there being about the same as here at present.

Flour.

All kinds of prices are being quoted at the present moment. The retail trade is indulging in a little humorous price juggling on this staple at present, some of them advertising Ogilvie's Royal Household at \$1.40 the 50-lb. sack, which is practically present cost. Other dealers are sticking at \$1.50 and \$1.60, which would be about the right thing at present wholesale quotation of \$5.80 per bbl. for the leading brands.

TEA STANDARDS FOR CANADA.

Editor Canadian Grocer:— Referring to the article on "Tea Standards for Canada" in your last number, I may be permitted to say that I concur fully in what you state and I can add that I myself have had refused 250 boxes of Ping Suey, when I can prove that some of the same lot shipped by the same house in Shanghai were passed and one lot inferior also from the same house was passed. This is no idle statement, as I am willing to prove this by putting the samples before six tea men. Again, during the last ten days one lot of 46 half chests of Ceylon green pin head has been refused, while I myself have in stock the same class of goods which were passed a short time ago. I am not in favor of low grade teas, but we must know where we stand and being at the tender mercies of one man who may have his liver out of order, or something else not right, let us have standards and a board of arbitration.

I wish to commend The Grocer for the interest it has taken in this vital matter and I feel satisfied that the tea trade generally of Canada will appreciate the efforts you are putting forth to place our business on a basis of certainty.

Yours truly,

E. D. MARCEAU.

Montreal, Dec. 11, 1905.

SCARCITY OF BACON HOGS.

It is not easy to say why with the incentive to the production of pork so strong, the price obtained for the fattened animals so high, and the cost of rearing them so low, there should be such a scarcity of bacon hogs in Canada that the Department of Agriculture has found it necessary to direct a special inquiry into the subject.

There was never so keen a demand for Canadian bacon in the British market as there is to-day, and the packing establishments are eager to meet the demand with increasing supplies if they can, but the bacon hogs are simply not to be had. It is said that the packing establishments find the shortage so great that they contemplate closing down their plants for a time.

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 14th, 1905.)

CHRISTMAS grocery trade is now in full swing, but another week will see the end of the Christmas rush so far as the wholesale houses are concerned. Cold weather has stimulated all branches of the wholesale trade and shipments have been heavy. Throughout almost the entire grocery list values are steady this week and there are few features of interest. Tapioca continues to advance and it is now quoted at \$5.50 per cwt. Walnuts have been advanced owing to the big shrinkage on which the wholesale houses had not calculated.

Canned Goods—The canned goods market is without features of interest. Prices are still quoted as follows:

Succotash, 2s, group 1, per 2-doz. case	2 63
" 2 and 3, per 2-doz. case	2 58
Beets, 3s, group 1, per 2-doz. case	2 39
" 2 and 3, per 2-doz. case	2 09
Pumpkins, 3s, group 1, per 2-doz. case	2 04
" 2 and 3, per 2-doz. case	2 13
Plums, Danson, l.s., group 1, per 2-doz. case	2 08
" 2 and 3, per 2-doz. case	2 23
" Lombard, l.s., group 1, per 2-doz. case	2 18
" 2 and 3, per 2-doz. case	2 33
" greengage, l.s., group 1, per 2-doz. case	2 28
" 2 and 3, per 2-doz. case	4 08
Peaches, 2s, group 1, per 2-doz. case	4 03
" 2 and 3, per 2-doz. case	6 14
" 3s, group 1, per 2-doz. case	6 09
" 2 and 3, per 2-doz. case	3 58
Pears, 2s, F.B., group 1, per 2-doz. case	3 53
" groups 2 and 3, per 2-doz. case	5 09
" 3s, F.B., group 1, per 2-doz. case	5 04
" groups 2 and 3, per 2-doz. case	2 60
Apples, gallons, group 1, per doz.	2 55
" 2 and 3, per doz.	1 13
" 3-lb. " 1, " 2 and 3	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" 2 and 3, " " " "	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" black, " " " " " "	3 83
" " " " " " " "	3 78
Gooseberries, new, " " " " " "	4 08
" " " " " " " "	4 03
Lawtonberries, " " " " " "	3 83
" " " " " " " "	3 78
Raspberries, red (new), 2 doz. cases, group 1, per case	3 63
" 2 & 3, " " " "	3 58
" black, new " " " " " "	3 53
" " " " " " " "	3 48
Strawberries, " " " " " "	3 33
" " " " " " " "	3 28
" " " " " " " "	4 25
Pineapples, 2s, sliced, 2 doz. cases, per case	3 75
" 2s, whole, " " " " " "	4 50
" 2s, whole, " " " " " "	4 50
" 2s, grated, " " " " " "	2 34
Tomatoes, 3s, per 2 doz. cases, group 1, per case	2 29
" 2 & 3, " " " " " "	1 98
" 1, " " " " " "	1 93
Peas (No. 4), 2s, " " " " " "	1 53
" 2 & 3, " " " " " "	1 48
" 1, " " " " " "	1 68
Peas (No. 3), 2s, " " " " " "	1 63
" 2 & 3, " " " " " "	1 93
" 1, " " " " " "	1 88
Beans, golden wax, " " " " " "	1 98
" " " " " " " "	1 93
Beans, refugee, " " " " " "	6 25
Salmon, Fraser River sockeye, per case	6 00
" Skeena River, " " " " " "	5 90
" River's Inlet, " " " " " "	5 75
" Red Spring, " " " " " "	4 85
" humpback, " " " " " "	6 30
" cohoes, " " " " " "	6 20
Clover Leaf, Fall delivery, 1 to 4 cases	1 25
" " " " " " " "	1 90
" " " " " " " "	2 60
Pork and beans (V.C.P. Co.), 1s, per doz.	1 25
" 2s, " " " " " "	2 75
" 3s, " " " " " "	3 25
Soups (Van Camp's), per doz.	3 25
Boneless chicken, lb. tins, per doz.	3 25
" turkey " " " " " "	3 25
" ducks " " " " " "	3 25
Canned chicken (Man. Can. Co.) per doz.	2 75
" turkey " " " " " "	1 55
" " " " " " " "	2 65
Roast beef (Man. Can. Co.), 2s, per doz.	1 50
" (Clark's), 1s, per doz.	2 65
" 2s, " " " " " "	0 55
Potted meats, 1s, per doz.	1 25
Veal loaf (Libbey's), 1 lb., per doz.	2 50
" 1 lb. " " " " " "	1 25
Ham loaf " " " " " "	2 50
Chicken loaf " " " " " "	1 85
" " " " " " " "	3 05
Lunchtongue (Clark's), 1s, " " " " " "	3 00
" (Aylmer), 1s, " " " " " "	2 90
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 80
" " " " " " " "	3 10
" " " " " " " "	3 35
" " " " " " " "	1 45
Chipped " " " " " "	2 50
" " " " " " " "	3 05
Sliced bacon, " " " " " "	3 10
" " " " " " " "	1 50

Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" 2-lb. " " " " " "	2 65
Lobsters (new), 1-lb. flats, per 8-doz. case	16 00
" " 1-lb. talls, per 4-doz. case	10 25
" " 1-lb. talls, " " " " " "	14 50

Sugar—The sugar market is steady at the prices which have been maintained for some weeks. The trade seem to be regaining confidence in the stability of the market. Prices are quoted as follows.

Montreal granulated, in bbls.	4 95
" " in sacks.	4 90
" yellow, in sacks.	4 40
Wallaceburg, in bbls.	4 85
" " in sacks.	4 80
Berlin, granulated in bbls.	4 85
" " in sacks.	4 80
Icing sugar in bbls.	5 55
" " in boxes.	5 75
" " in small quantities.	6 15
Powdered sugar, in bbls.	5 35
" " in boxes.	5 80
" " in small quantities.	5 80
Lump, hard, in bbls.	5 65
" " in 1-bbls.	5 80
" " in 100-lb. cases.	5 65
Raw sugar.	4 25

Syrups and Molasses—As noted last week, there has been a sharp advance in "Crown Brand" syrups. Other prices are steady. Corn syrups are reported in good demand, but other syrups are quiet. We quote:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 15
" 5-lb. tins, per 1 " "	2 60
" 10-lb. tins, per 1 " "	2 50
" 20-lb. tins, per 1 " "	2 40
" barrel, per lb.	0 03
" Sugar syrup, per lb.	0 03
" Kariromel" syrup, 2-lb. tins, per 2 doz. case	2 20
" 5-lb. " " " "	2 65
" 10-lb. " " " "	2 40
" 20-lb. " " " "	2 45
" 5 gal. bts., each.	2 25
Barbadoes molasses in 1-bbls, per lb.	0 04
New Orleans molasses in 1-bbls, per lb.	0 02
" " in barrels.	0 02
Porto Rico molasses in 1-bbls, per bbl.	0 04
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bts., each.	0 33

Coffee—There has been no change since the recent decline in green Rios. We quote as follows:

Whole green Rio, per lb.	0 10
" roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha " " " "	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Puremocha " " " "	0 25
" Maracaibo " " " "	0 19
Choice Rio " " " "	0 17
Fine " " " " " "	0 16
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32
" " 1-lb. " " " "	0 40
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
" 1-lb. " " " "	0 24

Cocoa—We quote:

Epps' 1 lb. package, per lb.	0 33
Fry's 1 lb. " Homoeopathic, per lb.	0 30
" 1 lb. " tins concentrated, per doz.	2 40
Mott's Soluble, in bulk, 12 1/2 lb. tins, per lb.	0 19
Cowan " in 10-lb. tins, per lb.	0 15
Van Houten's, 1/2 s, per doz.	0 28
Mott's Homoeopathic, 1/2 s	2 85
Baker's, in 1-lb. tins, 1-lb. tins, per lb.	0 42

Chocolate—We quote:

Baker's unsweetened, per	0 36
Menier, 1/2 s, per lb.	0 35
Mott's Diamond, 1/2 and 1/4, per lb.	0 34
Fry's " " " "	0 22

Jam—Prices continue as follows:

C. & B. jams in 1-lb. tins, assorted, per doz.	1 65
" " " " " " " "	1 85
" " " " " " " "	2 00
" " " " " " " "	2 05
" " " " " " " "	2 40
" " " " " " " "	2 20
" " " " " " " "	0 12
Upton's jam (in Winnipeg), per pail	0 50
" (in Brandon), " " " "	0 52
" (in Calgary), " " " "	0 57
" (in Lethbridge), " " " "	0 57
" (in Edmonton), " " " "	0 60

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " " " " " "	1 50
" " " " " " " "	0 09
" " " " " " " "	0 10
" (Upton's), 7-lb. pails, per pail	0 50
" " " " " " " "	1 20

Teas—We quote:

Congous, M. 12, half chests, per lb.	0 12
" " " " " " " "	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15

" " " " cads, per lb.	0 16
" A.A.N., in cads, per lb.	0 19
" J.A.P., No. 1, " " " "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in 1/2 chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, " " " "	0 20
" " No. 412, in chests, " " " "	0 22
" " No. 57, " " " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in 1/2 chests, per lb.	0 26
Scented Orange Pekoe, in cads, per lb.	0 26

Sauces—Quoted as follows:

Worcestershire, Lea & Perrins' 1/2 pints, per doz.	\$3 65
" " " " " " " "	6 00
" White's " " " " " "	0 90
" Paterson's " " " " " "	0 90
" " " " " " " "	1 75
Essence of anchovies (C. & B.), per doz.	3 00
Yorkshire relish (Goodall & Backhouse), per doz.	1 90

Foreign Dried Fruits—It is reported on good authority that the California market in apricots, peaches and other dried fruits has been pretty effectually cornered and that higher prices may be expected as a consequence. At all events there is a strong undertone to the California dried fruit market and in usually well informed circles early advances are expected. In fact, Valencia raisins and cooking figs are almost the only items in the whole foreign dried fruit list that are not held at unusually high prices. Consequently there is a strong demand for both. Prices are quoted as follows.

Sultana raisins, bulk, per lb.	0 62
" cleaned, " " " "	0 08
" 1 lb pkgs " " " "	0 09
Table raisins, Connoisseur clusters, per case	2 60
" extra dessert, " " " "	3 40
" Royal Buckingham, " " " "	4 00
" Imperial Russian, " " " "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
" Connoisseur clusters, boxes (5 1/2 lbs).	0 80
Valencia raisins, f. o. s.	1 35
" selected.	1 60
" layers.	1 70
California raisins, muscatels, 2 crown, per lb.	0 09
" " " " " " " "	0 10
" " " " " " " "	0 09
" " " " " " " "	0 09
" " " " " " " "	0 11
" " " " " " " "	0 12
Prunes, 90-100 per lb.	0 06
" 80-90 " " " " " "	0 06
" 70-80 " " " " " "	0 07
" 60-70 " " " " " "	0 07
" 50-60 " " " " " "	0 07
" 40-50 " " " " " "	0 07
" choice silver, per lb.	0 10
" silver, per lb.	0 08
Currants, uncleaned, loose pack, per lb.	0 06
" dry cleaned, Filialtras, per lb.	0 06
" wet cleaned, per lb.	0 06
" Filialtras in 1-lb. pkg. dry cleaned, per lb.	0 07
" Vostizas, uncleaned.	0 06
Hallowee dates, new per lb.	0 05
Figs, cooking in tins and sacks	0 04
" boxes " " " " " "	0 04
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11
Peaches, choice, per lb.	0 13
" standard " " " " " "	0 12
Pears, choice (halves), per lb.	0 16
" standard " " " " " "	0 15
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice.	0 12

Candied Peels—There is a strong demand at present for the Christmas trade. Prices are still quoted as follows:

Lemon, per lb.	0 11
Orange " " " " " "	0 11
Citron " " " " " "	0 18
Mixed, in 1-lb. drums per doz.	2 30

Nuts—New filberts are now in stock and are quoted as last year at 10c. per pound. Walnuts are quoted higher than was expected owing to a big shrinkage which was not expected. We quote as follows:

Almonds, per lb.	0 12
" (shelled), per lb.	0 30
Filberts " " " " " "	0 11
Peanuts, " " " " " "	0 14
Jumbos, " " " " " "	0 15
Walnuts, new, Greenobles, per lb.	0 15
" " Marbota " " " "	0 13
Pecans, per lb.	0 15
Brazils, per lb.	0 16

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage," which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

CONDENSED OR "WANT" ADVERTISEMENTS

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

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

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

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

YEARLY CONTRACT RATES.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10 00

SITUATIONS VACANT.

CLERK for grocery and fruit business; city experience; good salesman; references. 302 Yonge Street, Toronto. (f)

SECOND Miller for cornmeal and feed mill. Apply, by letter, to P.O. Box 872, Montreal. (f)

MANAGER wanted for Grocers' Sundries Manufacturing Co.; must be good tea blender; applications, stating experience and salary, will be considered confidential. Box 26A, CANADIAN GROCER, Toronto. (f)

TRAVELING man wanted; with some money to invest in good paying business. Box 27A, CANADIAN GROCER, Toronto. (f)

WANTED—By a departmental store in the east; a first-class man, having the proper knowledge and experience to take charge of the "advertising department"; best references required. Address Box 28A, CANADIAN GROCER, Toronto. (f)

WANTED—A bright active salesman, familiar with the grocery trade, with a knowledge of French preferred, but not imperative, to canvass wholesalers and retailers for a well known specialty from coast to coast; a permanent position with splendid opportunity for advancement; salary to start \$75.00 a month and expenses; a successful salesman will find a most desirable position and which can shortly be made much more remunerative. Apply Box M, THE CANADIAN GROCER. (f)

FOR SALE.

GROCERY and Confectionery business for sale; doing business of \$11,000 yearly; stock and fixtures about \$2,000; place in first-class repair, with every convenience; will sell or rent property cheap; reason for selling, poor health. Apply 418 Piccadilly St., London, Ont. (f)

GENERAL store business; country village; best farming section in province; post office, telegraph and telephone; also store premises and dwelling for sale or rent. Apply Box 25A, CANADIAN GROCER, Toronto. (f)

CHEESE factory for sale; in good running order; building 35 x 45, two stories; newly painted; situated in village of Wheatley, Ont. Apply to Thomas Kidd, of Wheatley, or D. Omstead, of Comber, Ont.

CLARK'S MINCE MEAT

The kind your customers are looking for. Made from fresh beef, new fruits, spices and peels; a really fine article. Good thick substantial stock, not loaded with water.

Try a Sample Order. You'll not Regret It.

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Crest Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

RETURNED

AN 4 1906

J. A. W. 1906
 in Book 45
 page 19



TOMMY ATKINS INTERLUDES

Little Tommy Atkins,
 One day was very cranky,
 He felt like fighting anything
 Be he Russian, Jap or Yankee;
 What caused this state of feeling,
 This temper far from sweet?
 He didn't have for breakfast,
 His dish of ORANGE MEAT.

"Tommy" was cranky because he didn't have **Orange Meat** to eat, but if a grocer is cranky because he hasn't got **Orange Meat** to sell, when other "Tommy Atkinses" ask for it, he has nobody but himself to blame.

Every grocer in the country ought to keep **Orange Meat** regularly because it is being widely advertised and continually asked for. Grocers who sell **Orange Meat** style it: **Best Goods—Full Weight, Fair Price.** They know that the "High-Quality" standard has never been lowered.

The **Jumbo** package, selling at 25c., contains 2½ times as much as a package of other foods selling at 2 for 25c., which means that in price the **Jumbo** package is on a par with the 10c. goods, but that in quality it is vastly superior.

The 15c. package of **Orange Meat** contains coupons returnable for valuable premiums. The coupons draw trade.

So you see, **Orange Meat** is a profitable food to handle.

Agents in Montreal: R. B. Hall & Sons.

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited
 KINGSTON, ONT.

FLOUR AND CEREAL FOODS

TORONTO.

WHILST the general conditions of trade are considered good, at the moment of going to press there is a decided lull in activity. This may be in great measure owing to the near approach of the Christmas trade, most buyers having laid in stocks in anticipation.

Millers report fairly good activity, but more by way of execution of orders which have been on hand for some time than on new orders. The demand noted previously from the Maritime Provinces has now slowed off, the reason given being that any goods shipped at the present time would reach their termination just as the busy holiday season was in full swing, hence the marked decrease in orders from these districts. The export market has been particularly dull since our last report. Fewer inquiries have been in evidence and no large orders placed of any particular note.

In cereals arrivals have been coming in plentifully and in condition equal to previous arrivals, but have not been considered equal to last season's showing. Prices generally remain unchanged but firm.

FORT WILLIAM'S NEW MILL.

A NEW plant of the Ogilvie Flour Mills Company, which is nearing completion at Fort William, will be one of the greatest in the world.

The mill building proper will have a daily capacity of five thousand barrels of flour. At present, however, machinery is being installed for three thousand barrels, and so arranged that the additional capacity can be added as future circumstances require.

In connection with the mill is the large steel fireproof elevator, having a storage capacity of 600,000 bushels, and through which also all the wheat required for the large Montreal mills of the company is passed by loading into vessels. Many of these vessels come directly through to Montreal via the canal system, so that wheat can now be loaded into vessels from the company's own elevator at Fort William without transshipment through to Montreal, and unloaded into the company's big mills on the canals. The wheat which the company grinds in Montreal comes direct from the farmers in the interior through the company's own elevators.

The total frontage on the Kaministiquia River is six hundred and fifty feet, and has water accommodation for vessels to the depth of 22 feet.

One of the largest flour warehouses in Canada is also built in connection with this plant, having storage capacity of one hundred and twenty-five thousand barrels. There is also in course of erection a large cooper shop, having a capacity of 2,000 barrels per day, consequently the company will have practically three independent barrel factories, at Winnipeg, Fort William and Montreal.

The estimated cost of the Fort William plant is over \$600,000, and provi-

sion has been made in connection with the elevator to allow of additions which can be carried on up to the extent of 2,000,000 bushels storage capacity when necessary. The construction of the plant has been devised to afford the most economical system of handling, and as Fort William is a base of supply for the raw material, the location is certainly unique.

Everything in connection with the plant will be operated by electricity. The development of the great Kakabeka Falls, which is being carried on by Messrs. H. S. Holt, C. E. Hosmer and F. W. Thompson, will supply the power. The total daily capacity of the Ogilvie mills will approximate 15,000 barrels daily. This includes the Royal mill, Montreal; the Glenora mill, Montreal; Cornmeal Products mill, Montreal; Winnipeg flour mill, Winnipeg, and the Fort William mill.

"ALBERTA" WHEAT.

The secretary of the Board of Trade of Red Deer, Alberta, has written to the Trade and Commerce Department asking that the brand of wheat commonly known as soft wheat be called Alberta wheat. The board believes Alberta is entitled to this advertisement. The soft wheat is famous in many lands, but it is doubtful if the Federal authorities can do anything to substitute a new name for it.

JAPAN RICE FAMINE.

Mr. A. McLean, the Canadian Commercial agent in Japan, reports that the rice crop is so serious a failure in Japan that the Government is taking up the question of providing for people who have been reduced to want on account of the failure. The suffering in some parts is very serious and the people are enduring great hardships.

TORONTO MARKETS.

Flour.

The demand for flour has been slow, and trade uninteresting. Dealers have already laid in stocks for holiday season, and orders coming to hand are of small volume. Millers report activity on orders on hand. We quote:

Manitoba wheat patents, per bbl. in bags	4 45	4 85
Strong bakers	4 25	4 65
Ontario wheat patents	3 75	4 00
Straight roller	3 50	3 75

Grain.

The grain situation remains on about same line as our previous report. No new feature has developed, and no change in prices is recorded. We quote:

All on track Toronto.		
Manitoba wheat, Northern No. 1	0 88½	0 89
" " hard, No. 1	0 86½	0 87
" " No. 2	0 83½	0 84
Red and white, per bushel	0 48	0 53
Barley	0 37½	0 38
Oats, new	0 57	0 58
Peas	0 57	0 58
Buckwheat " dull	0 57	0 58
Rye, per bushel, " dull	0 74	

A Box of

BODE'S MENTHAL "PEPSIN" GUM

is one of the most appropriate Xmas Gifts that one could offer to another, for the following reason:
First of all you display your sincerity and friendship by presenting so valuable an article as

BODE'S MENTHAL "PEPSIN" GUM

from the fact that it insures perfect health, following which comes perfect happiness for the ensuing year. Therefore

BODE'S MENTHAL "PEPSIN" GUM

brings health, wealth and happiness to everyone of its users. With each package of **BODE'S** Gum we extend our sincere wishes for a *Merry Xmas and Prosperous New Year* to its many users.

BODE'S GUM CO.

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

INCREASE your PROFITS by handling our celebrated FIVE STARS and THREE STARS flours.

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

We have the most MODERN MILL in CANADA and practical and experienced HARD WHEAT MILLERS.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



TRADE MARK.

SYMINGTON'S

High Pressure
Steam Prepared

PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

SYMINGTON'S PEA SOUP

Prepared from Symington's Pea Flour, Extract of Meat,
Herbs and other Seasonings.

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

Mansrs: W. SYMINGTON & CO., L.D., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. Molndoe, 120 Church St., Toronto.
Mr. E. A. Smith, St. John, N.B.

A Delicious Cup of Coffee

Our 1-lb. tin "**CLUB**" brand **COFFEE** at **33** cents per lb. is without question the best value on the market. We know it, **YOU** can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"**CLUB**" **BRAND**. Try us,—that is all we ask to convince you of the superior value of "**CLUB**" **COFFEE**.

S. H. EWING & SONS

98-104 KING ST., MONTREAL
Telephone Bell Main 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

"Gold Crown" Flour

Makes

The Lightest Bread
The Whitest Bread
The Sweetest Bread
The Best Bread

Don't take our word for it—ask for a sample. It will build up your flour business.

Sutcliffe-Muir Milling Co., Limited
Moosomin, Sask.



CAPSTAN BRAND PURE MINGE MEAT

Package Mince Meat
Put up in ¼ gross cases.

2-lb. Pails, 2 doz. in Crate
¼ " ½ " "
25-lb. Pails. 75-lb. Tubs.
½-Barrels and Barrels.

Ask Your Wholesale Grocer for it.

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

GREIG'S WHITE SWAN SPICES

are absolutely dependable goods. They are fully up to the highest standard of purity and are guaranteed in every respect.

The Government Food Inspectors are busy. It does not pay to take chances of fines by using "cheap" goods that are so often unreliable.

White Swan goods are always pure and good.

The ROBT. GREIG CO., Limited
White Swan Mills
TORONTO

Mother's Favorite

"MELAGAMA" Ceylon Tea

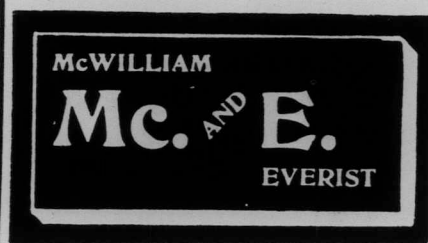
is a delicious beverage. If you are not selling "**MELAGAMA**," try it. The quality and prices are unequalled. See prices on back page. Write us for samples and quotations on bulk teas as we handle nothing but teas.

MINTO BROS., Toronto

F. J. WHITE, MANAGER.

Only a few more days to Christmas. Do not forget that we can supply your wants at right prices, having a full stock of

**Oranges, Lemons,
Grapes, Nuts,
Figs, Dates, etc.**



TORONTO, ONT.

Send in Your Order To-Day

DRIED APPLES

We pay the highest market prices for bright dry quarters and make prompt remittance.

THE W. A. GIBB CO.

Packers and Exporters
5-7 Market St., HAMILTON

**MYERS' ROYAL SPICE
STOCK FOOD**

HORSE AND CATTLE.

	per 100 lbs.
500 lb. Lots	6.15
250 "	6.15
100 "	6.15
50 "	6.15
25 "	6.15
5 lb. Sacks	7.38
2 lb. pkgs., cases 2 doz.	5.54 per case

POULTRY.

25 lb. Bags	9.23
5 lb. Sacks	9.23
2 lb. pkgs., 360 lbs. in case	7.75 per case
1/2 lb. pkg.	8.86

Hog Powders (5 gross) 3.08 per gross

Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

GREEN FRUITS AND VEGETABLES

TORONTO.

BOTH local and outside points have shown considerable activity since our last issue. Many of the orders placed earlier for future delivery have now been drawn upon, and other orders placed for delivery before severe frost arrives.

Dealers report this year's trade as the best on record. Business has had an extremely healthy tone all through. Goods have arrived in good form and prices have been well maintained. There is a feeling, however, that the margin left for the dealer is getting much too low. Expenses of working are increasing rather than otherwise, whereas farmers are expecting advanced prices, making it increasing difficult for the smaller dealers to provide against the contingencies which are constantly arising. The key to the situation at the present moment would appear to lie in the dealer making for a large bulk trade.

California fruits are arriving plentifully, and in prime condition. Private auctions are being continued as cars of fruit arrive, and appear to be increasing in popularity.

Interest in the apple trade appears to be centred in the export situation, any fluctuation in that market being quickly reflected on the domestic. Latest reports from Europe reveal a weakening tendency. The Liverpool sales report had not reached here, but it is generally felt that prices will be on a lower basis.

The vegetable trade has shown very little interest. A few lines are reported scarce, but it is believed there are plenty on the farms, ready for delivery. A quantity of potatoes have arrived on track, awaiting bidders.

The quotations of both fruits and vegetables remain unchanged.

BRITISH COLUMBIA.

Fruit.

THE Empress of India, which arrived recently from the Orient, brought the third, and so far the largest, consignment of Jap oranges to be received this season. She had 35,000 boxes, and the market is practically cleaned up even with this big delivery. Of course the lot includes heavy shipments to Calgary, Edmonton, and interior British Columbia points. This is virtually the best lot of this favorite little orange, as the first two lots received were very green. Later on there will be perhaps two more consignments, which will close the very short season in which this fruit runs on this market. While it is here the Jap is a strong seller, and California oranges are almost shut out. As mentioned formerly, the packing of the Japs in small boxes, of size purchasable by the average householder, and the small size of the individual specimens, has a big influence, as well as the toothsome quality of the fruit. Perhaps the short season makes the movement livelier, too. This year the jobbing price is averaging 50c.

Apples have been somewhat lower in price. The Alberta market, which is practically supplied from the Okanagan, buys early, in fact gets advance orders placed. That settles the demand there to a large extent, and at this season fruit can only be shipped in that province by express or by heated car, an expensive method, so the residue of the Okanagan stock comes to the coast market, where its choice quality gives it first place. This year there has been rather more than usual, and prices have declined slightly. Varieties which sold for \$1.75 two weeks ago are now going at \$1.50. Local lower mainland apples are coming in still, and are bringing from 75c to \$1.25 per box. These are not now being shipped in with such random selection as in former years, the Dominion fruit inspector having instilled a wholesome respect for the demands as to quality. Culled fruit is not now being handled, and not being offered. Growers do not find it pay to have refuse branded with their names, as required by the fruit inspection act. They do the culling at home, sending the better stock only.

Malaga grapes have sold well this season, two cars having been brought in. This was a direct importation by Oscar Brown & Co., Limited, from Spain. They sold to the trade at \$7.75 per keg.

A car of Cape Cod cranberries arrived this week for Christmas trade.

Vegetables.

There is never a month that ripe tomatoes cannot be obtained on this market. At the present moment the stock, though limited, is from the Victoria hot-houses, and is selling at \$3 per 20-lb. crate. A few crates of fresh cucumbers from California are in stock and selling at \$2.50. Celery is still of local supply and is quoted at 40c per dozen. It is nearly out, and then California-grown celery will be brought in.

Some potatoes are still being shipped to Australia. On the next steamer, which sails next Friday, a car will be shipped. Really choice upper country product now commands \$28 per ton. Lower mainland potatoes were badly enough demoralized, but the recent cold snap caught a good many and froze them badly. The price is all round from \$14 to \$20. A few potatoes from Yakima, Wash., the Ashcroft district of that state, have been received here, and are quoted at \$28 to \$30 per ton.

Sweet potatoes are in the market and selling at 3 1/2c per lb.

A FRUIT PRICE LIST.

McWilliam & Everist, Church street, Toronto, have issued a very attractive and concise price list of Christmas fruits. It contains almost every line on the market at the present season. Each item is set forth in its respective grading and price, and forms a very handy reference card.



Colorings, Etc., in Jams and Jellies

Did you ever consider how important it is that you select the sealed fruits that are guaranteed to contain no colorings, preservatives, hayseeds, etc.?

The **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in Glass, are made solely from Pure Fruit and Granulated Sugar.

See that the name "E. D. SMITH" is on the label.

The Eby, Blain Co., Limited, are Toronto agents for these Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton.

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

OUR FIRST CAR OF NORTHERN CALIFORNIA WASHINGTON

NAVELS

has arrived. QUALITY VERY FINE

LET US HAVE YOUR ORDERS

HUGH WALKER & SON DIRECT IMPORTERS Guelph, Ont.

— NOW —

SYRUP OF MALT and EXTRACT OF MALT

are not for a drug store, but a grocery store. They are not medicines. They are better than medicines.

A Sample Will Convince You.

GEO. SLEEMAN, Guelph, Ont.

Water Cress, per doz.	0 20
Parsley, " "	0 20
Mint, per doz bunches	0 50
Green peppers, per basket	0 60
Celery, per dozen	0 35 0 60
" Californian, crates, 6 to 8 doz.	4 75
Vegetable marrows, per dozen	0 75
Parsnips, per bushel	0 50 0 60
Squash, " doz.	0 75 1 00
Artichokes, per bushel	1 00
Salsify, per dozen bundles	0 40
Lima beans (new crop), per lb.	0 75
White beans (primes), per bush.	1 75
(handpicked), per bush.	1 90

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.

INGERSOLL

Established - - 1886

To Wish Our CANADIAN CUSTOMERS
A MERRY CHRISTMAS
AND
A HAPPY NEW YEAR

G. F. SUTTON, SONS & CO.
LONDON, England

MONTREAL MARKETS.

Green Fruits.

Trade in green fruits has been on the quiet side with jobbers. Retailers have been waiting until old stocks were closed out before stocking up with fresh goods for Christmas and holiday trade. Prospects are bright for a good holiday trade. Sweet potatoes are selling at \$4.50. This difference in price on last week's quotation is due to arrival of different varieties, (Vinelands) which are now in demand. The first car of California celery arrived last Friday and was sold freely at \$5.00. This is very good considering the quantity of local stock still held on the market. Cranberries remain firm and stocks light. Several cars of navels arrived during the week and these show up in better condition, not being so green. We quote:

Navels	3 25 3 75
Dates, per lb.	0 30
Bananas	1 85 2 25
Cocoanuts, per bag of 100	3 75 4 00
Pineapples	4 50 5 00
Jamaica grape fruit, per box	3 50 4 25
Apples	2 25 4 25
Sweet potatoes, per bbl.	4 50
Lemons, per box	2 75
Jamaica oranges, per bbl.	4 25
Grapes, Almeria, extra fancy Longkeepers	7 00
Fancy	6 50
Choice	6 00
Cranberries, N.S.	12 00
Cape Cod	13 00
Spanish onions, cases	2 75

Vegetables.

There is no change in the local vegetable market, with the exception that potatoes are showing up firmer and prices are advancing. Yellow onions are very scarce and red onions in good demand at \$2.25 to \$2.50 per barrel. The arrival of new California celery has stimulated business in these goods, although stocks of local production are still fairly good. We quote:

Mint, per doz. bunches	0 15
Parsley, " "	0 25 0 35
Sage, per doz.	1 00
Savory, per doz.	1 00
Beets, new, per doz.	0 12 0 15
Egg plant, per dozen	2 00
Green onions, per bbl.	2 00
Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket	0 70
Cranberries, per bbl.	8 50 9 50
Home-grown cabbage, per doz.	0 40
Tomatoes, box	10 20
Home grown cabbage, per doz.	0 40
Spanish Onions, cases	2 50 2 75
crates	0 75
Red onions, bbl.	2 50 2 75
Turnips, bag	0 75
Sweet potatoes	2 50 3 00

MANITOBA.

Green Fruits.

The first Japanese oranges arrived in town this week. The California orange and lemon market is weaker. Strong local competition is reported in oranges and lemons and prices quoted are subject to probable concessions. We quote as follows:

Oranges and Lemons.

Fancy California navels, 126's, per case	4 00
Japanese oranges, per case	4 50
California lemons, 300's and 360's, per case	6 00

Ontario Winter Apples.

Northern spies, XX, per bbl.	4 50
XXX, per bbl.	5 00
Tolman sweets and russets, per bbl.	4 50
Almeria grapes, per keg	6 50
Winter pears (B.C.) per case	3 50
Cranberries (Jersey), per bbl.	12 00

Vegetables.

We quote:

Valencia onions (large cases), per case	4 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03

“What Think You On ‘t”?

Blue Ribbon Ceylon Tea is worth every bit of commendation it receives. The fact that it has never “gone back” in quality is cause enough for its “going forward” in esteem.

It is important that your tea selection include

Blue Ribbon Ceylon Tea

—so important that you should give the matter consideration **now** and order forthwith.

40c. is the price **Red Label Line** sells at. 50c. is the price it is worth. That “extra worth” at “other price” influences sales—**for you.**

Valencia Raisins

Tarragona Almonds

Sicily Filberts

Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA

Season 1905
HORSE SHOE SALMON

Now in Store



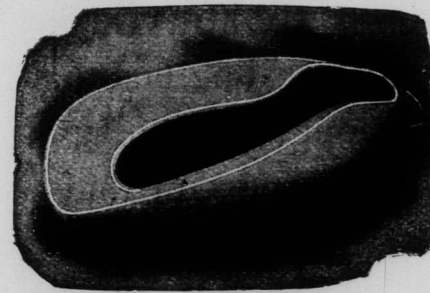
ALSO
SPRING SALMON—"Columbia" Brand.
COHOES—"Tiger" Brand.
PINKS—"Sunflower" Brand.
"Jacques Cartier" Brand.

PACKED BY

J. H. Todd & Sons
Victoria, B.C.

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Provinces.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

**The most Comfortable and
Sanitary Bed Pan ever made**

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

HAMILTON POTTERY HAMILTON, ONT.

Cold weather is a particularly
good growing time for sales of

**"Halifax," "Acadia" and "Blue-
nose" Brands of Prepared
Codfish—and of Halifax Fish
Cake and Shredded Codfish**



Because people's appetites are better and they like something snappy for breakfast. Are you sharing in the growing time?

**A. H. Brittain & Co., Board of Trade Building, Montreal.
Reginald Lawson, Winnipeg; Chas. Milne, Vancouver, B.C.**

FRESH AND CURED FISH

TORONTO.

HUSTLE and bustle is the way things are going on the local fish market. Everywhere are signs of activity, arrivals are well on time and in full abundance, yet it is often found difficult to keep the demand satisfied.

The arrangements made this season with regard to the oyster market has proved so far satisfactory, the continuous supply comes well to hand each day about noon, and is often disposed of before night. The quality is pronounced as excellent, far in advance of what is usually expected, and trade has been booming.

Deep sea fish appears to be gaining in favor and dealers have their eyes on the "Scotch Lassies" and much speculation is indulged in as to whether their visit will result in adding "Scotch cured haddies" to our already interesting list of fish foods.

The earlier prices are still ruling firm and steady and no change is expected this side of the holiday.

PACIFIC DEEP-SEA FISH.

PROF. E. A. PRINCE, who is in Vancouver at present, speaking of the fisheries on the coast says that he believes the deep sea branch of the industry will become in the near future one of the greatest assets of the province. The business has only been touched very lightly yet, but this neglect cannot continue much longer.

Attention is being attracted to the value of the deep sea fisheries, and information on the subject is being sought.

The halibut is about the only fish which at the present time is taken in anything like commercial quantities in the waters of the Pacific Coast. The industry is capable of extension in this branch, and there are other classes of fish which will yet become more important to the province.

Among them is the herring, which at the present time is attracting a great deal of attention. This is due in large measure to the interest shown by the Dominion Government in enlisting the services of J. J. Cowie, the Scotch expert, who has been engaged to give information on the improved methods of curing fish.

Speaking of the subject of curing herring in Scotland, Prof. Prince points out that the best selling variety of kippers put up by the Scotch fishermen is of a very mild type. This finds a ready sale in various parts of Europe, noticeably in some of the German states, where only the best trade is catered to.

Prof. Prince thinks that the cod fish-

eries of the coast will become very important. There are evidences that the true cod exists in some of the northern waters, although no systematic effort has been made to prove the presence of the fish in commercial quantities. There are also black cod and ling cod in the British Columbia waters which will all prove valuable.

SCOTCH KIPPERED HERRING.

Merchants were yesterday in receipt of Nanaimo kippered and bloated herring put up under the direction and supervision of Mr. Cowie and his Scotch lassies. The fish sold at two pounds for 25 cents. In appearance the cured herring look fine and it is expected there will be an excellent demand for the local product.

The stores are also displaying a large line of smoked halibut from Vancouver. It has been some two months since this article was last on the market, and now that a satisfactory settlement has been arrived at by the fisheries commission, the supply of cured halibut should be plentiful.

HERRING INDUSTRY PROSPEROUS

If one may judge from the present indications, the herring industry at Nanaimo will be given the biggest impetus in its history this year. The fish are now running steadily, and all the various salteries and curing establishments are in full swing with orders booked ahead for the next three months. One important advancement in the industry over previous years is the opening up of eastern markets hitherto enjoyed exclusively by Atlantic fishermen.

The steamer Squid of the New England Fishing Co., took in seven tons of fish this morning in half an hour. A steamer fouled a large net of the Nanaimo Co., resulting in the loss of a large quantity of herring to that concern.

TO PRESERVE THE SALMON.

The decision of the International Fisheries Commission to advocate a closed season during 1906 and 1908 will unquestionably meet with the approval of the public, says the Vancouver Province. It is recognized that the conservation of the salmon industry in these waters must be assured, and that unless steps toward that end are taken without delay, the red salmon, which is its mainstay, may become extinct. It is to be hoped that in addition to making this recommendation, the Commission will at its approaching sittings formulate such definite rules and regulations for the protection of the fisheries on both sides of the boundary line that slaughterous methods, which in some cases at least have been pursued in the

past, will be completely suppressed. All efforts on the part of the Government to perpetuate the salmon by means of hatcheries must practically fail unless the fishermen of both countries have regard to the prohibition.

GROCERY BROKERS' HOCKEY CLUB.

The following officers were elected at the annual meeting of the Grocery Brokers' Hockey Club: Hon. president, J. L. Watt; hon. vice-president, Henry Wright; president, R. S. McIndoe; first vice-president, J. H. Summers; second vice-president, W. H. Millman; secretary-treasurer, A. R. Millman; manager, A. S. May; captain, R. W. Banks; patrons, W. G. A. Lambe, P. L. Mason, J. Scott, C. L. Marshall, J. S. Donaldson, A. B. Lambe, C. W. Powis, Geo. Stanway, Jos. Wilson, R. W. Hayter, C. H. Anderson, Wallace Anderson, C. E. Kyle, J. M. Lobb, W. G. Patrick, Hugh Lamb, J. H. Lehmann, A. Mossman, T. Wilson, F. Morley, F. Hudson.

SALUBRIOUS WESTERN CLIMATE.

SECRETARY W. A. COULSON, of the Retail Merchants' Association of Western Canada, kindly furnished this paper the other day with the table printed below, showing the maximum and minimum temperatures in Edmonton from October 8 to November 16. Mr. Coulson had been spending some time in Edmonton and was in love with the climate. Eastern readers who imagine the west to be a frozen wilderness should examine the following table:

		Max.	Min.
Oct.	8	43	32
	9	41	34
	10	60	22
	11	59	39
	12	51	37
	13	47	33
	14	53	36
	15	48	31
	16	43	23
	17	18	12
	18	27	7
	19	44	2
	20	45	33
Nov.	21	51	33
	22	52	33
	23	48	33
	24	48	27
	25	41	32
	26	33	24
	27	21	14
	28	31	14
	29	41	11
	30	44	25
	31	42	30
	1	52	30
	2	48	30
	3	53	33
	4	44	32
	5	41	21
6	48	35	
7	55	40	
8	59	33	
9	59	30	
10	62	26	
11	59	32	
12	65	34	
13	53	33	
14	49	27	
15	51	48	
16	57	33	

**A TRADE WINNER
FOR GROCERS.**



The full flavor the delicious quality, and the absolute purity of Lowney's Cocoa distinguish it from all others. It is a natural product; no "treatment" with alkalies or other chemicals; no flour, starch, ground cocoa shells or coloring matter; nothing but the nutritive and digestible product of the choicest Cocoa Beans. A quick seller and profit maker for dealers.

THE WALTER M. LOWNEY COMPANY,
No. 447 Commercial Street, BOSTON, MASS.
CANADIAN BRANCH: 530 St. Paul St., Montreal

It Can't Be Done

Fine Chocolates can't be made of poor material. The rich, delightful flavor of

**Stewart's
Delicious
Chocolates**

is the best proof that they are made of the best Chocolate, pure sugar and fruit flavors.

At All Dealers

**The STEWART COMPANY
TORONTO LIMITED**

*We beg to advise the Grocers of the
Dominion that we are making
the finest*

MILK CHOCOLATE

*produced in the world, and are using
pure Canadian Milk.*

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., LIMITED
TORONTO**

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

More Chocolate

is used now than was thought of or hoped for by the trade. The increase in consumption in Canada is largely due to

**MOTT'S
CHOCOLATE**

whose "DIAMOND" and "ELITE" brands have been Canada's BEST brands. They are to-day your best trade winners.

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

SELLING AGENTS:
J. A. TAYLOR MONTREAL R. S. MOINDOE TORONTO JOS. E. HUXLEY WINNIPEG

BISCUITS AND CONFECTIONERY

CHRISTMAS WINDOW ATTRAC- TIONS.

THERE is little question but that the coming Christmas time is a most opportune one for the grocer intending to push his lines of confectionery; by falling in line right away he will be able to get ahead of his trade and make a good showing.

A little thought and care will work wonders by way of stimulating trade. The greater number of the public are "followers," not "leaders," and it is well for the storekeeper to ever keep this in mind.

A little novelty in display, especially in the show window, will accomplish a good deal. An excellent idea at a holiday season is the moving figure for the window, of which there are many designs. The attention of the passer-by is immediately arrested, and if a fine show has been arranged a customer is almost certainly scored.

POPCORN SURPRISES THE ENGLISH MARKET.

EVER since that historical occasion when Sir Walter Raleigh's servant dashed a mug of ale into that distinguished courtier's face, English customs, English markets and even English palaces have been subject to invasion from this country. Beginning with tobacco smoking, the Englishman has gradually succumbed to the influence of innovations that had their origin in this country, until now almost anything new that makes its appearance in London is at once put down to American origin.

Latest of all "invasions" from this side is popcorn, which was first really "introduced" into London last Spring. In a little over six months the British appetite has fallen a victim to the habit which has long enthralled the small boy and his sister in this country, as well as those of more mature years, who seek the seaside resorts in the Summer time.

Not only London has succumbed to "Maizypop," as it is called over there in deference to English diction, in which "corn" means any sort of grain, but the provinces have been calling out for it, and the equipment of the original factory has just had to be quadrupled in order to meet the demand. S. W. Bonsall, who is responsible for launching this peculiarly American commodity upon the British public, anticipates having to obtain much larger quarters in the Spring.

Mr. Bonsall, who is at the head of a big trunk concern in New York, of whose wares he is the inventor, returned the other day on the Amerika, of the Hamburg-American line, after a month's visit to London, whither he was summoned by a "hurry call" from his manager over there, who, it appears, was almost appalled at the rapid growth of

the popularity of "maizypop" among the Britishers.

"The idea of taking popcorn over there entered my mind during a visit to London last year," said Mr. Bonsall. "Before I went over last Spring with my manager and a Coney Island expert popcorn maker, I had arranged to control the exportation of a certain kind of popcorn, the best on the market, and of popcorn machinery for a term of years.

"By letting the people I dealt with see I was in earnest I was soon in possession of a big building in Tottenham Court Road, and waiting until Easter Monday, which is a bank holiday in England, I sent a wagon load of maizypop out to Hampstead Heath, where I knew there would be a big crowd of holiday makers. When I reached there in the afternoon I found no trace of the van, but in a side street near by a great crowd was collected.

"In the centre was the wagon, leaning against which was my Coney Island 'expert,' who was weeping bitterly. The necessary license had been forgotten, and a 'bobby' had prevented the vender from selling the stuff. I ordered the maizypop to be given away, and it was a sight to see the mob fighting for the packages as they were distributed.

"Knowing that the question of the unemployed was a serious one in London, I determined to obtain my street vendors through the guardians of the poor in the different boroughs of London. I stipulated that they should supply me with men who were in need of work and willing, preferably those with families. I bought clean white uniforms, transforming these ragged, miserable creatures into fine, clean, respectable looking men and sent them out, each with a fresh suit of clothes every morning. Each carried twelve dozen packages in a neat basket and was given what they call over there a 'pitch,' that is a certain district which he was to occupy exclusively during the day. As these men were practically guaranteed by the various bureaus which sent them, I required no deposit of any kind from them, but they were trusted with the product until it was sold.

"As a result of my obtaining salesmen through the guardians, together with our treatment of them and disposition toward them, and the facility with which they make money, earning, many of them, more than they had ever made before in a week, and knowing that if I did not employ them they would be dependent on the city for support, the police have recognized my vendors and have favored them. There seems to be a tacit understanding that they be allowed privileges such as are given to no other street sellers.

"The only reason that we have been able to keep up with the demand in London at all is that during the middle of the week there is a lull. Men are paid

"JUST OUT"

A grocer can feel sure that he will not receive any "lifeless" biscuits from the Mooney Factory.

Perfection Cream Sodas are packed piping hot, so that all the crispness and fragrance, characteristic of biscuits just out of the oven, is retained in every tin.



are just as delicious when sold in your store as when they are shipped from the factory. Of how many makes of soda biscuits can the same be said?

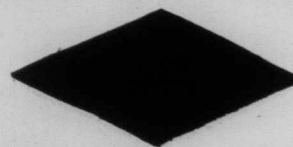
Order a case of

PERFECTION CREAM SODAS

and know what brisk biscuit business is.

THE **Mooney**
Biscuit & Candy
Company,
LIMITED,
Stratford, - Canada.

THAT WORD DIAMOND



on Maple Syrup means **Purity** and **Excellency** of flavor equal to fresh sap syrup direct from the bush.

ALL JOBBERS

Sugars Limited, Montreal

To delight Housewives and Children

VLEENA FIGS

in
Fancy Baskets

BISCUITS

are either good, bad or indifferent. You'll always find ours good—very good. If you try some of the following lines satisfaction will be yours.

- Vanilla Bar**
- Lemon Bar**
- Cocoanut Crisp**
- Cocoanut Taffy**
- Cocoanut Bar**
- Lemon Crisp**
- Fig Bar**
- Chocolate Fingers**
- Chocolate Wafers**

and other lines too numerous to mention.

IMPERIAL BISCUIT CO., Limited
GUELPH, ONT.

Erin's best

is a good Best, as exemplified by

Jacob's Biscuits

You'll find them a good, tasty line, different from the ordinary—the kind that will appeal to your better-class trade.

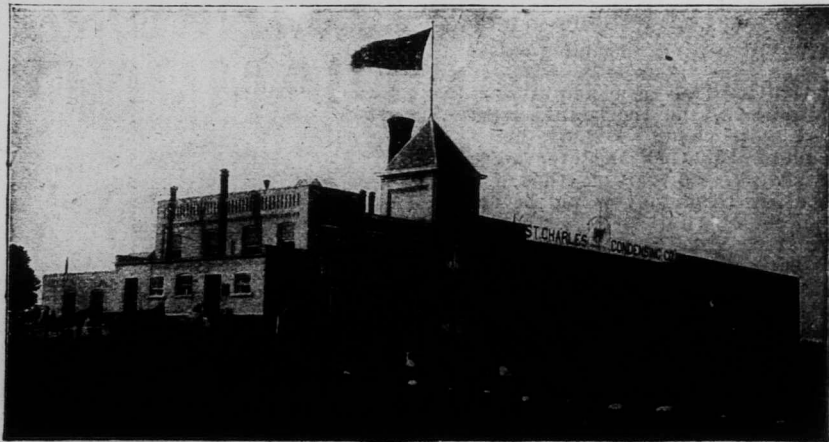
"Windsor Wafer" is a nice, cool, crisp, tasty sandwich.

"Kiel Finger" is a delightful shortbread biscuit. Ask our agents for samples.

W. & R. JACOB & CO.,
Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones,
Box 623 Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

St. Charles Condensing Co.

off on Friday night. On Saturday, Sunday and Monday business is tremendous. On Tuesday it begins to fall off, decreasing on Wednesday, and more on Thursday and Friday. This has enabled our output to catch up.

“Now one remarkable thing is that notwithstanding the fact that until I went abroad this last time we had absolutely refused to sell our goods outside of London, finding that we could dispose of our entire production in that city. I found when I advertised for agents in provincial papers that ‘maizy-pop’ was apparently known everywhere in England, as was shown from the contexts of the vast number of applications received.

“The product we have put out in London differs from the popcorn one buys at Coney Island and such places. We put it up in a kind of package that insures cleanliness, and it is being recognized as good, digestible and nutritious. We manufactured several little things—side lines—when we first started, but we had to give up the candy shop idea entirely and devote ourselves exclusively to maizy-pop.

“Maizy-pop has penetrated even the fashionable West End of London, and in some households is superseding the toast and marmalade which for centuries have been the accompaniment of the Englishman’s morning tea or coffee. I was at the Lord Mayor’s banquet just before I left, and after Mr. Balfour’s speech about the unemployed a knot of men got around me in one of the little rooms adjoining the banquet room and asked me all sorts of questions about my system of employing men. I was introduced to a Member of Parliament, who told me that every member of his family ate maizy-pop.

“My experience in London has convinced me that notwithstanding the reports we hear that American firms cannot do business over there, the English capital affords one of the greatest fields in existence for American enterprise. Honest American business methods, if rightly pursued over there, will win out every time. It is a city of marvellous opportunities. London is an altogether different sort of place from the provincial cities, which are wide awake and hustling. It is dead, but it can be awakened.

“But let me suggest that any American who goes over there with the idea of ‘doing’ English tradesmen is making a wrong move. No ‘skin game’ originating over here can succeed. Any man who expects to fool the London tradesmen is sure to have his eye teeth taken from him.

“Another thing is their intolerable slowness. One has continually to storm and swear at them, to call them all the worst names in the calendar—and it is remarkable what they will stand for—but when they see one is in earnest, they move with surprising alacrity.

“I wanted some special tin boxes made for a salesman. I was told it would take three weeks to get them. ‘We have tin factories in America,’ I told them, ‘from whom I could get what I wanted delivered in London in ten days.’ Under threat of cabling to New

To Enjoy to the Full These Beautiful Days Every Grocer Should Drink

Van Houten's Cocoa

and recommend it to his customers. It will soothe the nerves of them and him, and their relations will be so much pleasanter.

Dominion Agents { J. L. WATT & SCOTT, - - TORONTO
WATT, SCOTT & GOODACRE MONTREAL

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal.
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg.

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S Cream Soda Biscuits

McLAUGHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada



This design a guarantee of quality.

Heavy Red-Brown Wrapping FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

CANADA PAPER Co. TORONTO LIMITED MONTREAL

York I actually got what I wished in three days.

“My manager was beset at first by all sorts of people who wanted to see our plant and get at our methods. His experience with them was such that he refused to let anybody see the inside of the factory. I recently adopted the policy of throwing our works open to public inspection. We are bound to have imitators, but I know that there is no Englishman who would imitate my pro-

duct but who would adulterate and in the end ‘queer’ his own business.”

GREAT BRITAIN TEA DRINKING.

In the year 1700 the importation of tea into Great Britain was about one hundred thousand pounds, at an average cost of sixteen shillings per pound, the duty on tea having been about two hundred per cent. during the eighteenth century. To-day Great Britain imports more than two hundred and fifty millions of pounds.

Why Some Grocers Have Not Met With Cigar Success

Perhaps you are discouraged with cigar results in your store—think the business is all going the other way. Have you given cigars the same attention you have given groceries? Have you arranged them with the same care and precision? Have you stocked only “good-reputation” cigars?

No grocer was ever known to give up cigar-selling who, first, was “particular” in his selection, and, second, “particular” in the attention given to his selection.

If the grocer was “particular” in his selection he would seek “Ideal Smokers,” “Ideal Sellers,” cigars whose “taste value” could travel, whose aroma could tell tales of delight to others.

PEBBLE AND PHARAOH

would be the cigars selected. They would be arranged with an eye to catching new smokers, and, of course, business would grow. The “5c.” buyers would ask for the **PEBBLE**; the “10c.” buyers would ask for **PHARAOH**, and the boxes would “go down.”

No failure there! It's the **difference** in cigars that makes the **difference**. Secure the right kind of cigars and the right trade comes naturally.

PEBBLE and **PHARAOH**—1,000 assorted—there you are!

“I want my cigars to be known as the cigars that are always good.”

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Increased Sales: The Record of T. & B.

While many tobaccos have been experiencing a “see-saw” course, **T. & B.** has been steadily growing in public favor.

There could be no chance business about **T. & B.** increased sales. They are merely the indication mark that lived-up-to claims are treated fairly and squarely.

To know how to make good tobacco is one thing; to **make** good tobacco, and **make it continuously**, is another thing. **T. & B.** is an “always good” tobacco, hence the steady trade.

The increased sales of **T. & B.** should be of interest to you—should be the means of eliciting your first order or, if you already keep a stock, be the means of strengthening the conviction that you have a good article.

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

TOBACCOS, CIGARS AND ACCESSORIES

CIGARETTES AND INSANITY.

DOES cigarette smoking cause insanity? was the direct question asked by a committee of the Medical-Legal Society of New York of the medical superintendents of the hospitals for insane of the United States, and not a single case was reported in answer," says Dr. William B. Fletcher in Medical Progress. "Responses from alienists of Europe showed great surprise, as the subject had never been thought of by them. Personally, I have examined over 200 works on insanity published in English with the essence of German and French literature by translation, and by no alienist or medical writer of any repute is the word cigarette found in relation to causation, nor is smoking tobacco in any form mentioned in connection with mental disease.

"In the past twenty years I have examined over 1,200 cases of nervous disease and insanity where the cause of the malady was given by their friends as the cigarette habit. In not one case have I reason to believe that tobacco had anything to do with the causation of the disease. The patients were all young men, and some of them insane without doubt. Some of them smoked cigarettes to excess; the excess was not the cause of the insanity."

AMERICAN TOBACCO TRUST IN ENGLAND.

AMERICAN trusts of every description have just received a severe blow in England. The decision given in the court of appeal in the litigation brought against Ogdens Limited, the great tobacco firm, by retail tobacconists, will have a far-reaching influence on every American industry which attempts to establish a monopoly in England.

Retail tobacconists are jubilating over their really great victory. They will be able to compel the trust started in England by Mr. Duke to disgorge the best part of \$7,500,000 and besides this the trust will have to pay an additional \$3,500,000—making the colossal total of \$11,000,000.

The next step in this litigation, however—when the assessing of damages goes before a British jury—will undoubtedly be the one topic of conversation among smokers all over the world.

The man who has conducted the fight on behalf of the 4,500 retail tobacconists organized to oppose the Duke combine, is Henry Jerrold Nathan, chairman of the Ogden's Bonus Association. Seen at his office, No. 10 Throgmorton avenue, Mr. Nathan said:

"Our organization—the Ogden's

Bonus Association—is the only company ever formed for the express purpose of litigation. We have won, hands down.

"When Mr. Duke came to England four years ago as the representative of the trust, he bought out Ogdens by offering the English tobacco company \$1,000,000 a year for four years; and the whole of the net profits; and at the same time, he obtained agreements from 500 tobacconists that they would not deal with any other concern. When he had all these agreements, he disposed of the good will of Ogdens, which, of course, carried the signatures of the tobacconists to the Imperial Tobacco Co. for \$7,500,000. He then sent a check to each of the tobacconists, with a circular, telling him he was no longer in business, the check being the proportion of the \$1,000,000 for the first year.

"This high-handed proceeding resulted in my forming the Ogden's Bonus Association for the purpose of claiming the undistributed bonus (as agreed by Duke) of \$3,500,000 and also the four years' profit. We went to law over the matter and won. Duke carried the matter up on appeal, and every judge confirmed the lower court; in fact, the appeal was contemptuously dismissed, with costs, which are very heavy.

"The action of the American Tobacco Trust in this matter has affected the standing of every American business in England. Up to this time, English busi-

nessmen have regarded the trusts as straightforward business enterprises, seeking fields of legitimate exploitation. The deliberate attempt of the tobacco trust to stand from under its obligations has made businessmen in England distrustful of American integrity. It will take English dealers a long time to recover from this blow.

"We are sure of getting our money from the trust, as it is all in this country; and they cannot get out of paying. Naturally, our association is elated at the prospect of getting nearly \$11,000,000 out of the trust.

"Our victory will not necessarily reduce the price of tobacco—at least not just at present, though something in this direction may result later on. We have broken the strength of the trust in England. The action of this American combine has hurt American business enterprises very seriously in this country."

THE COMMON CLAY PIPE.

Whilst there are many stores in the big cities that hardly ever have a call for the common clay pipe, in the smaller towns and in the agricultural sections there are vast quantities of them sold annually, and dealers in such localities might find it worth while to occasionally put them in their show windows.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

JAPAN TEA ADVANCEMENT.

MR. SHAW T. NISHIMURA, the well known Canadian representative of the Central Japan Tea Traders' Association, who has lately returned from a seven months' trip to his native country, was pleased to grant The Grocer an interview on subjects relating to Japan tea affairs.

"I noticed a great improvement in the tea factories of Japan since my previous visit. There are a great many more and all well equipped factories in the interior of the Shizuka district, where 60 per cent. of Japan tea is planted. These factories are using up-to-date machinery for refining purposes, as well as receiving, sifting and grading the teas. Five or six years ago all this work was done by hand. Some of these interior factories are shipping as much as the foreign shippers in Yokohama and Kobe. From what I saw and learned, the tendency of the Japan tea business is gradually towards the handling of the tea by the native shippers, and no doubt a good success will be made if the planters will endeavor to learn what kinds of teas are suitable for the different consuming countries. Up to within a few years ago all the native shippers were rather inexperienced in business matters and did not seem to be able to exactly catch the idea of what was wanted by importers on this side.

"Most of my time was occupied during my stay in Japan, in visiting the different tea plantations and instructing large factories to prepare samples for me, until I was satisfied myself. I am pleased to say that I now have more suitable teas for this market than have been procurable during the last four years. It is gratifying to know that my work was of great advantage to the shipper, as well as to myself, as the sale of Japan teas during my absence was larger than during previous seasons and at the same time more satisfactory to buyers here. My intention is to make these native shippers in the interior, all well acquainted with Canadian trade requirements.

"The native growers by adopting the plan of picking the leaves daily are

able to retain the original flavor of the leaf, while shippers in the large cities, such as Yokohama and Kobe, are compelled to wait until such raw leaf is packed in loose bags and shipped to their factory, which always takes several days from the country points. It is decidedly an advantage to get the tea cured right on the plantation and when the native shippers have accomplished the proper way of curing the tea to perfection these interior prepared teas will have a great advantage and be better teas all round than city factory bulked teas.

"The price of Japan teas this year has been gradually advancing to the end of the season. The crop was 25 per cent. shorter than last year, owing to the late and long Winter, which made the new season open later than usual for first crop teas; and during the second crop for nearly three months there was an extraordinary fall of rain, thus spoiling the style of the leaf and good quality, with also less crop. The third crop was also a failure, the whole aggregating a short crop of from ten to twelve million pounds this year. The shipment to Canada is, therefore, much shorter than last year, which will naturally cause a much higher market than at present, and undoubtedly higher prices later on. When I left Japan in September the market was practically closed."

Asked as to the general development of trade in Japan, Mr. Nishimura said: "I cannot say that since my last trip four years ago I could point to any specific improvement, excepting the almost general use of electricity in the larger cities and consequent change from horse cars to electric cars, also an improvement in the style of building architecture, which is of a western character, but throughout the whole Empire an intellectual awakening is noted. Since the conclusion of the war with Russia all commercial and industrial enterprises have started to wake up, as times during the war were too unpropitious for any ventures. Japan was on the point of awakening to full development some five years ago, after the panic resulting from the previous war with China, when this war with Russia was undertaken, and now that the last great war is set-

led everything will go forward with a swing of progress. No doubt there was a feeling of dissatisfaction in the Empire that the war indemnity demanded of Japan was waived by the peace plenipotentiaries, and numerous serious disturbances occurred expressing disapproval of the public in this matter, but undoubtedly in the end the nation will benefit as the people will be more frugal in their living and more energetic and shrewder in business enterprises, until they get all the national debt paid and bring Japan to a standing where it should be, that is, one of the first-class powers.

"There is a heavy burden on the people of Japan as a result of the very expensive eighteen months' war with Russia, but I feel confident that we will emerge from the troubles and burdens imposed upon the people within a few years."

**SWEET
CAPORAL**



CIGARETTES
STANDARD
OF THE
WORLD

Sold by all Leading Wholesale Houses.

McDOUGALL

Insist upon having them.
D. McDOUGALL & SON, Glasgow, Scotland.

CLAY PIPES

IF
U R YYY

YOU WILL BUY

HOGEN-MOGEN AND ROYAL SPORT CIGARS

(5-Center)

(10-Center)

Because they are ready sellers and the inducements we offer are unexcelled. These cigars are the pick of the trade. Order a 1,000 assorted. Do it to-day.

Special Preparations for Holiday Trade.

THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

CRITICISM OF A. A. MCKAY'S NEWSPAPER AD.

THE specimen advertisement reproduced this week is decidedly in contrast to any of Rowat's advertisements reproduced in this department a few weeks ago. Mr. Martin Garnon, who prepared the advertisement here-with given, and sent a copy of it in for review, says it appeared in their local paper. They run some such advertisement each week.

McKay's advertisement is successful from the price standpoint, except in one or two instances. The corn item would undoubtedly have been more valuable if "3 for 25c" had been displayed prominently instead of "per can 9c." The arrangement of salt and beans, which on the basis of consistency could have a similar argument lodged against them, are satisfactory because a little salt "goes a long way"; also a few beans.

A general glance over the advertisement affords a few loopholes for what, in the hands of some critics, might be more than semi-caustic comment. The word "they" could fittingly have found a place in one of the opening sentences. A humorist could make funny deductions from the creamery butter item. Cooking eggs, as a rule, are not guaranteed. The compositor, or somebody else, evidently confused raisins with laces. The statements about sugar are not clearly worded.

The advertisement covers a lot of ground, but therein lies its chief weakness. It is a question whether many people would wade through so much detail. It strikes me it would have been far better to have run separate announcements—in the same amount of space—one on Friday and Saturday price features, the other on Christmas fruits.

This change would have minimized the solid appearance of the advertisement and have made easier the driving home of the impression, "Here are the right goods at the right prices. Come out and buy them!"

As the arrangement is at present, nothing, outside of prices, is particularly prominent. Like the chain, an advertisement is only as strong as its weakest part. Prices in "black face," try as they might, cannot give life to cramped details.

But even on the present basis the arrangement could have been improved. Christmas fruits could have been set in display type and Florida oranges, Force, sugar, etc., in smaller type. The cross rules could have been omitted and the columnar rules run through, which would have given an unbroken connection to the whole, while permitting subsidiary divisions.

It is unfortunate that the lay-out of the advertisement is not superior, for

Mr. Garnon ostensibly has a clear grasp of grocery details and writes thereof with snap and vim. True, in the heading he evinces a tendency towards the sensational rather than the practical. However, he soon forsakes that tendency and gets down to live facts.

As timely information for regular buyers at McKay's store this advertisement might account favorably for itself, but, then, that is not the entire purpose of advertising. The chances are regular customers would visit the store on Fridays or Saturdays from past experience,

the biggest returns around Christmas are the stores that give "season" the biggest attention.

There are times when a reputation for retailing at low prices is not a valuable stock in trade. As long as a certain class of people hold to him the "price" man is safe, but naturally he has to sell more goods than his rival to lop off the extra losses due to the reductions; and can he always be sure he will sell more goods? Prices are assuredly not a weighty factor at Christmas time. The quality of the groceries, the way they are displayed, the treatment extended to the public—these count more.

Grocery Economy Extraordinary

—AT—

McKay's

The East-End Department Store

The Price Feature in the Grocery Department for Friday and Saturday are more than ordinarily attractive. The purest foods, choicest delicacies and best dairy produce are assembled here at such stirring prices, that will interest every economical housewife in Toronto. Every item a decided special, without any sacrifice of our standard quality.

<p>SALMON—Fancy red Alaska Salmon, rich and weaky fish, regular 15c 2 cans for .26</p> <p>CORN—Sweet, tender and creamy, natural fresh garden flavor, in 2 lb cans per doz. 55c 3 for .9</p> <p>MEAT—Delicious and carefully prepared from finest material per lb. 10c 3 lbs. for .26</p> <p>FLOUR—Five Roses, the standard flour of America, 15 lbs. for .74</p> <p>MIXED NUTS—New selected Brazil, almonds, walnuts, almonds, pecans, lb. .15</p> <p>SALT—Windsor reduced, free running table salt, 5 bags 25c per bag .5</p>	<p>SMELTS—In seawater or tomato sauce, 15 silver smelts in can, great delicacy, reg. 10c 300 can only 3 cans for .25</p> <p>TOMATOES—Red ripe fruit, solid, large, 3 lb. cans, extra large, \$1.00 per dozen, per can .10</p> <p>LIMA BEANS—Pinto, California dried Lima, 3 1/2 lbs. for 25c .8</p> <p>CONDENSED MILK—Rich in cream, 10 oz. full weight, special, per can .10</p> <p>COFFEE—Finest blend pure gold, Java and genuine Arabian, Mocha, positively .28</p> <p>PINEAPPLES—Malaya, sliced, packed at Singapore, where grown, 1 1/2 lb. cans, special .15</p>	<p>HERRINGS—Fresh British Columbia, 2 lbs. in can, very choice, reg. 10c Saturday 5 cans .25</p> <p>PEAS—Canada, first new pack, early June, choice quality, 3 doz \$1.00 or 4 cans for .26</p> <p>PICKLES—Mixed or show choice, finest quality, per quart .15</p> <p>MACARONI—Fresh and of superior quality, reg. 10c 3 for .26</p> <p>OAT FLAKES—Process rolled white oats, much superior to the ordinary rolled oats, 45c stone, 3 lb. package .10</p> <p>ONIONS—Superior in flavor, consistency and strength, 1/2 lb cans, Saturday .19</p>
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We'd like to show you the quality, and let you sample our stock of **CHRISTMAS FRUITS**. A better assortment you will not find anywhere, and our facilities in buying large quantities direct, enables us to give our customers the benefit. Every item in this list is at a saving of 15 to 25 per cent.

<p>RAISINS—Finest Valencian, this year and large, extra .26</p> <p>PLUMS—Just received a carload of these Santa Clara Valley fruit, very sweet, thin skin, 30 to 40 Plums to lb., reg. 15c, for .8</p>	<p>CURRENTS—Finest Platina, thoroughly cleaned by machinery, very choice, 3/4 lb. for .26</p> <p>FRENCH PRUNES—Medium size, small pit, 90 to 100, regular 25c to 5 lbs. for .26</p>	<p>SULTANAS—Golden Sultanias, large and extra choice, 3 lbs. for 25c, per lb. .10</p> <p>MUSCATELS—Fancy Malaya cluster raisins, finest quality, per lb. .15</p>
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<p>Creamery Butter Choice packed creamery, exhibited at Toronto Exhibition—Friday and Saturday, per lb. .25</p>	<p>Eggs Cooking Eggs, every egg guaranteed, per dozen .23</p>	<p>Dairy Butter June packed, excellent quality, per lb. .24</p>
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Florida Oranges—500 boxes Fancy Florida bright, large, sweet fruit, per dozen **18c**

<p>Force Fresh from the mill, per package 11c</p>	<p>SUGAR Extra Granulated, full weight 10 lb bags with \$1 order of groceries—10 lb bag for .43</p>	<p>Wheatlets In 6 pound linen bags 25c</p>
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Telephone or mail orders receive our prompt and most careful attention

McKAY'S, 290 to 296 Queen St. East

Phone Main 3121. Deliveries to all parts of the city.

but prospective customers!—how would this advertisement appeal to them?

To comment on the advertisement's relationship to the prospective customer is to border on phases of publicity always worth remembering—in advertising you have not got the floor to yourself. All eyes are not on your announcement. You can only hope to get a share of attention, and it takes method as well as persistency to get even that share.

I think that at this time of the year the "Christmas idea" is worth pitching upon in full force. I would subordinate price features, special sales and other counter attractions. The stores that get

For Christmas week I think a grocer might run a few advertisements with permanent headings something like "Extra good news for Christmas," "Christmas opportunities at the Best Store," etc. The details, of course, should be changed each time.

In apportioning space I would give preference in both cases to the columnar advertisement, rather than to the "broad" advertisement. The columnar is the prevailing style in both magazines and newspapers and can be made quite effective. For instance, a 7-inch single column advertisement would be far more striking than a 2-inch three-column advertisement, while the cost would be about the same.

A. A. B.

The 88th Annual Meeting of the Bank of Montreal

THE eighty-eighth annual general meeting of the shareholders of the Bank of Montreal was held in the board room of the institution at noon yesterday.

There were present: Hon. Sir George Drummond, K.C.M.G., vice-president; Hon. Robert Mackay, Messrs. R. B. Angus, E. B. Greenshields, A. T. Paterson, R. G. Reid, Hon. J. K. Ward, Dr. W. Gardner, Messrs. G. F. C. Smith, F. S. Lyman, K.C.; Angus Hooper, George Dumford, Richard White, A. Piddington, Henry Dobell, John Turnbull, B. A. Boas, C. R. Black, Henry Morton G. A. Greene, L. Sutherland W. H. Evans, M. S. Foley, W. Stanway, M. O'Shaughnessy, W. D. Gillean, D. Morrice, A. G. Watson, G. H. Matthews, P. F. McCaffrey, J. Scott, W. B. Blackader, James Tasker, Percy R. Gault, and John Morrison.

On the motion of Mr. R. G. Reid, Sir George Drummond, Vice-President, was unanimously voted to the chair, in the absence of the President, the Right Hon. Lord Strathcona and Mount Royal.

On the motion of Mr. A. Piddington, seconded by Mr. Henry Dobell, it was voted: "That the following gentlemen be appointed to act as scrutineers:— Messrs. F. S. Lyman, K.C., and G. F. C. Smith; and that Mr. James Aird be secretary of the meeting."

The General Manager.

The General Manager then spoke as follows:

I purpose confining my few remarks to the balance sheet submitted to you, and to one or two matters more closely connected with banking, leaving the general condition of business in the country to be dealt with by the Vice-President.

The principal features in the statement are the increase, since last year, of \$2,000,000 in our circulation, an indication of the universal activity in business, and of \$7,750,000 in deposits not bearing interest; but of this latter a considerable proportion was a temporary deposit made at the end of our fiscal year, and since withdrawn. Our deposits bearing interest show a satisfactory increase of \$16,600,000. Our immediately available assets stand at \$68,000,000, a greater amount than, as a rule, we consider necessary, but in view of the rather uncertain future of Continental finance, owing to the state of affairs in Russia and the somewhat boom condition in this continent, it is well to be strong, and in any case we are in a good position to take advantage of any desirable business offering. Our loans and discounts have increased \$7,000,000, accounted for partly by the increased demands of the commercial community, and partly by the absorption of the People's Bank of Halifax.

The low rate ruling for call money in England and the United States during our fiscal year affected our profits adversely, as we are obliged to carry a

large portion of our reserve in those markets; but of late there has been a decided improvement, which may be maintained during the winter.

Owing to the magnificent crop and the general activity in business, an un-

with the addition of new banking capital and the increase of branches, it seems as if, for some time to come, the circulation provided will be sufficient for the needs of the country. The advantage of the Canadian system has been amply demonstrated during the late pressure for money. Notwithstanding the heavy de-

The Directors' Report.

The report of the Directors to the Shareholders at their eighty-eighth annual general meeting was then read by Mr. E. S. Clouston, General Manager, as follows:—

The Directors have pleasure in presenting the Report, shewing the result of the Bank's Business for the year ended 31st October, 1905:

Balance of Profit and Loss Account, 31st October, 1904.....	\$ 583,196 01
Profits for the year ended 31st October, 1905, after deducting charges of management, and making full provision for all bad and doubtful debts	1,638,659 40
	<hr/>
	\$2,221,855 41
Dividend, 5 per cent., paid 1st June, 1905.....	\$700,000 00
Dividend, 5 per cent., payable 1st December, 1905	720,000 00
	<hr/>
	1,420,000 00

Balance of Profit and Loss carried forward

Since the last annual meeting of the Shareholders, the Bank has acquired the Assets and Business of the People's Bank of Halifax, with twenty-six branches. The Bank has also established since the last Annual Meeting, Sub-Agencies at the following points, viz.: Altona, Oakville and Logan Avenue (Winnipeg), in Manitoba; Enderby and Nicola in British Columbia, and Hochelaga (Montreal), and is about to establish Sub-Agencies at Fort Rouge (Winnipeg), and Ste. Anne de Bellevue.

The headquarters building on St. James Street is now completed and in occupation.

In response to the desire expressed by a number of our Shareholders, the Directors propose that the dividend should be paid quarterly, instead of half-yearly, viz.: on the first day of March, June, September and December.

All the Offices of the Bank, including the Head Office, have been inspected during the past year.

STRATHCONA AND MOUNT ROYAL,
President.

The General Statement.

The General Statement at 31st October, 1905, is as follows:—

LIABILITIES.	
Capital Stock.....	\$14,400,000 00
Reserve.....	\$10,000,000 00
Balance of Profits carried forward.....	801,855 41
	<hr/>
	\$10,801,855 41
Unclaimed Dividends.....	701 57
Half-yearly Dividend, payable 1st December, 1905	720,000 00
	<hr/>
	11,522,556 98
	<hr/>
	\$25,922,556 98
Notes of the Bank in circulation.....	\$12,996,181 00
Deposits not bearing interest.....	31,438,001 32
Deposits bearing interest.....	87,725,211 07
Balances due to other Banks in Canada.....	150,459 14
	<hr/>
	132,309,852 53
	<hr/>
	\$158,232,409 51
ASSETS.	
Gold and silver coin current	\$ 5,089,152 36
Government demand notes	7,221,980 75
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	507,000 00
Due by agencies of this bank and other banks in Great Britain	\$ 3,745,653 32
Due by agencies of this bank and other banks in foreign countries	2,293,384 18
Call and short loans in Great Britain and United States	37,961,908 00
	<hr/>
	44,000,945 50
Dominion and Provincial Government securities.....	432,244 56
Railway and other bonds, debentures and stocks.....	7,849,207 04
Notes and cheques of other banks	3,532,500 32
	<hr/>
	\$ 68,633,030 53
Bank premises at Montreal and branches.....	600,000 00
Current loans and discounts in Canada and elsewhere (rebate interest reserved) and other assets.....	\$88,591,793 90
Debts secured by mortgage or otherwise	289,340 03
Overdue debts not specially secured (loss provided for)	118,245 05
	<hr/>
	\$ 88,999,378 98
	<hr/>
	\$158,232,409 51

Bank of Montreal,
Montreal, 31st October, 1905.

E. S. CLOUSTON,
General Manager.

usual strain was placed on the circulation, but at the highest point attained by all the banks, about \$79,000,000, there was still a margin of \$4,500,000; and

mands to move the largest crop in our history, the interest rate to our people has remained normal. We have only to glance at the condition of affairs across

the line to see what fluctuations in rates for money the public are subjected to under the system there in vogue.

In March last, the Bank of Yarmouth failed under circumstances reflecting much discredit upon those responsible for its condition, and, for the first time since the incorporation of the Canadian Bankers' Association, that body had to exercise the power conferred upon it by Parliament in 1900, of assuming supervision of the affairs of a suspended bank.

A liquidator chosen by the Canadian Bankers' Association was subsequently appointed by the court sole liquidator. The results have been highly satisfactory, particularly when viewed in the light of what has followed former failures of Canadian banks. The winding up of the defunct bank has been conducted with remarkable expedition and economy, and the rights and interests of the creditors so well looked after that the liquidator has been able, in nine months, to pay all of their claims, with interest added thereto. That no loss to the depositors and other creditors of the Bank of Yarmouth has resulted from this failure is, it must be admitted, largely due to the prompt and creditable recognition by its unfortunate shareholders of their liability for the utter insufficiency of assets to pay the debts of the bank in question.

An interesting event in financial circles was the offering here of a portion of the Japanese loan, the first time in the history of Canada of any foreign loan being issued locally, and, considering the short time at our disposal, the success was surprising.

In conclusion, I may say that the one word written large in the records of Canada this year is "Prosperity." Railways, manufacturing industries, merchants, farmers, all are prosperous. Immigration grows steadily; labor has full employment, and is well remunerated. Probably never before have we had a twelvemonth of such universal prosperity, and it is during a year like this that everyone should set his house in order. Collections should be pressed, and manufacturers should husband their resources and strengthen themselves in every way: for they are to a great extent prosperous by the grace of their neighbors, and when adversity comes to other countries, the American bargain counter will be opened in Canada, and our manufacturers and their employees will surely suffer.

Vice-President's Remarks.

The Vice-President, in moving the adoption of the Directors' report, said:

The position of the Bank is fully exhibited in the statements laid before you and the remarks of the General Manager. Following, however, the practice of many years' standing, I venture to offer a few observations.

The remark has been made before, and is now repeated, that the profits of banking, and consequently the cost to the public of the use of money, are steadily decreasing. This is due mainly, I think, to the accumulation of wealth in the country, the consequent increase of the number of banking companies and

of their capital, and the resulting keenness of competition. Proof of this is to be found in the following figures:

1st. As to the accumulation of wealth. The deposits in all the chartered banks in the Dominion, in 1870, were 49 millions of dollars, in round figures, omitting fractions of a million; in 1880, were 85 millions; in 1890, were 136 millions; in 1900, were 305 millions; in 1904, were 470 millions.

The Dominion Government Savings Bank held in the same year (1904), nearly 62 millions, making bank and Government deposits 532 millions.

2nd. As regards banking facilities. Five new banks have gone into operation since 1900, with an authorized capital of \$9,000,000. Five have been absorbed into other banks, but their capital presumably remains under other control, and one bank, referred to by the General Manager, with a capital of \$300,000, has failed. It may also be mentioned that charters have been obtained from Parliament during the last three years of eleven new banks, with a capital of \$19,000,000.

As regards our own Bank, it has been the care of the Directors to advance with the times, and I give you a few figures to show the progress which it has made.

In 1863 the capital was \$6,000,000; assets, \$15,252,000.

In 1873 the capital was \$11,296,831; assets, \$34,252,000.

In 1879 the capital was \$11,999,000; assets, \$36,221,000.

In 1887 the capital was \$12,000,000; assets, \$42,000,000.

In 1890 the capital was \$12,000,000; assets, \$46,166,000.

In 1905 the capital was \$14,400,000; assets, \$158,470,000.

Our branches, which in 1863 numbered 29, are now 100.

General Trade of the Country.

A review in detail of the various trade and manufacturing industries may be summed up in the general report of almost unbroken prosperity. Probably never in Canada and the United States have crops of all kinds been better in quantity and quality.

In regard to one of our staple industries, the lumber trade, I am tempted to express the conviction that we are using up our resources in a most reckless fashion, certain to end disastrously unless we take prompt steps to treat it as other crops, and replant on an adequate scale.

The increase of manufactories, thereby creating a home market for produce of every kind, is most marked. In this city and neighborhood a great number of large factories are springing up, and whatever may be said of our tariff, it unquestionably has had the effect of inducing the manufacture in this country of goods previously imported, with all the advantages of increased employment and circulation of money in this country. A number of these manufactories are branches, or offshoots, of industrial organizations in the United States.

The value of the home market is not sufficiently appreciated, if the statistics

published by a recent writer be true, that "Western Canada produced two and a half times as much wheat, twenty-five times as much oats, and thirty-four times as much barley as Canada exported."

The failures in Canada are considerably smaller this year than last, being, 1904, \$11,189,223; 1905, \$9,511,472.

The feature of the year, however, is the splendid crop which has just been harvested in the Northwest Provinces and in Ontario. As regards the former, the most sanguine anticipations have been realized, and it seems beyond doubt that the following estimates of this season's crop in Manitoba and the Northwestern Provinces are conservative:

Wheat, 90 million bushels, worth on the spot, say, 65c.; oats, 65 million bushels, worth on the spot, say, 25c.; barley, 13 million bushels, worth on the spot, say, 30c.; flax, 1-2 million bushels, worth on the spot, say, 80c.; rye, 1-3 million bushels, worth on the spot, say, 35c. In all, 169 million bushels of grain.

Of course, a proportion of these crops will be consumed by the farmer, as no doubt will all the root crops—of which potatoes alone are estimated at 8,000,000 bushels—as well as hay, but of these I take no account.

At the prices set down, it is not difficult to reach an approximate sum of 75 millions of dollars, or 15 million pounds sterling, to be distributed among a comparatively small population, and won from a soil which was considered barren, and surrendered to the wilderness only a few years ago.

In addition to the foregoing, and not included in the above estimate, 70,000 cattle were disposed of during the year in the Northwest.

Incidentally, I may mention that I am informed by expert millers, that this year's wheat is so good in quality that 7 per cent. less of it is required to produce a given quantity of flour than an average.

It is asserted that the area so far brought under cultivation does not, from the most accurate information obtainable, much exceed 5 per cent., and certainly it is well under 10 per cent. of the area available, and waiting for occupants.

In this connection I may quote here a sentence from an able and well qualified Government officer, who has just completed a wide survey of the Territories. He says:

"The immense wealth so long stored in the virgin soil of the great western country will be gradually developed, and the fact that Canada is destined to rapidly become one of the greatest food producing nations in the world will soon become apparent to all, in the volume of her exports."

The great extensions of the railway systems operating in this country must not be passed over. The Canadian Pacific company is spending vast sums in improvements and extensions. The Canadian Northern is pushing westward, while the Grand Trunk Pacific is preparing for an extension to the Pacific,

and the Government of Canada has the necessary powers to duplicate the railway connection between Quebec and Winnipeg, and is now surveying the line.

With general political events we have nothing to do, except as regards their effect on our financial institutions. A note of thankfulness was heard when an end was put to the mighty war in the Farther East.

It was specially grateful to this community when a friendly understanding was reached between England and France, and we trust that the portentious cloud overhanging Russia may be dissipated by wise and liberal measures. Meanwhile, it remains an ominous factor, exciting the liveliest apprehensions among Russia's creditors, and the deepest interest in the whole civilized world.

I can only, in conclusion, echo the General Manager's advice, that the abounding prosperity of our country should be prudently accepted and used. I move: "That the report of the Directors, now read, be adopted and printed for distribution among the Shareholders."

The motion was seconded by Mr. A. T. Paterson, and after some appreciative remarks by Mr. John Morrison, it was unanimously adopted.

Amendments to By-laws.

The Vice-President then remarked: I have now to ask you to consider amendments to the by-laws, which the Directors deem advisable. The first is an amendment to by-law No. 3, the alteration being to make the number of directors ten instead of nine, as at present. Perhaps you are aware that up to the last session of Parliament, the General Banking Act only permitted the election of nine directors to any bank. They were not to be fewer than a certain number, and not more than nine. That has now been changed, and practically the number of directors is unlimited, if the shareholders so desire. The proposal of the Directors now going out, is that the number be made ten, instead of nine: and the reason will appear a little later in the proceedings. I would, therefore, move:

"That, whereas it is advisable to increase the present board of nine directors to ten, by-law No. 3 is hereby amended by striking out the word 'nine,' as appearing in said by-law, and inserting in its place the word 'ten.'"

This was seconded by Mr. A. T. Paterson, and was unanimously agreed to.

The Vice-President—The next alteration is:

"Whereas it is advisable that power be given to the Shareholders to elect an honorary president, by-law No. 6 is hereby amended by adding to it the following words:

"The Directors may also, at their said first meeting, elect by ballot one of their number to be honorary president."

It is due to you to say that this has special reference to Lord Strathcona. He has occupied the post of President

for eighteen years, and last year he expressed a desire to be relieved of it. The Directors were unwilling to have his name severed from the Bank which he had so long and usefully served. The creation of an honorary president was authorized in the amendment of the Banking Act, and under that authority this can now be done. I will, therefore, move that the resolution which I have just read be adopted.

This was seconded by Mr. A. T. Paterson, and was concurred in unanimously.

The Vice-President—It seems proper at this stage that the long and valued services of Lord Strathcona, in connection with this Bank, should be acknowledged by the Shareholders, and I have the honor and pleasure of moving, seconded by Mr. E. B. Greenshields, that a cordial recognition, in suitable terms, be sent to Lord Strathcona expressing the appreciation in which the Shareholders—and they include the Directors—hold him and his services to the Bank.

Mr. E. B. Greenshields—I have very much pleasure in seconding the resolution just proposed. We all feel that the Bank has been honored in the past by having Lord Strathcona as its president. When he first went to London as Canadian Commissioner, he hoped to be frequently on this side of the Atlantic and at our meetings: and it was with much regret that he found himself unable to be here as often as he had expected. Not only should his great services to the Bank be noted: but we also wish to put on record as shareholders of the Bank and as citizens of Montreal and the Dominion of Canada, our very high opinion of him as a man. We feel proud of having had him as president of this Bank, and it is with very great regret that we hear that the connection is to be to a certain extent severed. But we are all pleased that he is to remain with us as the Honorary President of the Bank, and that his name will still be associated with this institution. I know I express the feelings of every shareholder when I say that we all have the greatest admiration for him in his public capacity as High Commissioner for Canada, and appreciate all he has done for this country, but besides this we would like to assure him that we have a very warm feeling of personal regard for himself.

Mr. John Morrison—I give my cordial assent to the motion, for a more deserving gentleman it would be hard to find.

The motion was unanimously and cordially adopted.

Thanks Are Tendered.

Mr. B. A. Boas then moved: "That the thanks of the meeting be presented to the President, Vice-President and Directors for their attention to the interests of the Bank."

This was seconded by Mr. W. Stanway, and was carried unanimously.

Mr. E. B. Greenshields moved:

"That the thanks of this meeting be

given to the General Manager, the Assistant General Manager, the Inspector, the Managers and other Officers of the Bank, for their services during the past year."

In making the motion Mr. Greenshields remarked:

I wish to say that the opinion of the Directors is unanimous that in the General Manager, the Assistant General Manager, the Inspectors, the Managers and the other officers of the Bank we have a thoroughly efficient and reliable staff to carry on the work. I had the pleasure last year of meeting a number of the Managers, from Winnipeg to Victoria, and I also know many of those nearer Montreal. I am very much pleased always to see among them a fine "esprit de corps," that inspires the feeling that the Bank of Montreal is the institution to work for, and that ability and conscientious work will always be recognized and rewarded.

Hon. Robert Mackay seconded the motion, which was unanimously adopted.

Mr. C. R. Black suggested that it would be in the interests of the Shareholders generally if the management would consider the mailing of cheques for dividends, as other banks did, now that the dividend was to be quarterly, instead of the Shareholders having to go to the Bank.

The General Manager—I will take that into consideration, and see if it cannot be carried out. I also beg to thank the Shareholders on behalf of the staff for the very kind way they have spoken of us.

The Vice-President—The suggestion of Mr. Black will be referred to the Board.

Mr. John Turnbull moved, seconded by Mr. George Durnford:

"That the ballot now open for the election of Directors, be kept open until 2 o'clock, unless 15 minutes elapse without a vote being cast, when it shall be closed, and until that time, and for that purpose only, this meeting be continued."

This was unanimously concurred in, and a very cordial vote of thanks was accorded the Chairman, who acknowledged the same.

The Directors.

The ballot resulted in the election of the following Directors:

R. B. ANGUS.
E. S. CLOUSTON.
HON. SIR GEORGE DRUMMOND,
K.C.M.G.
EDWARD B. GREENSHIELDS.
SIR WILLIAM MACDONALD.
HON. ROBERT MACKAY.
ALEXANDER T. PATERSON.
ROBERT G. REID.
JAMES ROSS.
RIGHT HON. LORD STRATHCONA
AND MOUNT ROYAL, G.C.M.G.

At a meeting of the Board of Directors held the following day, Sir George A. Drummond was elected President, succeeding Lord Strathcona, and Mr. E. S. Clouston was elected Vice-President and General Manager.

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Dec. 14, 1905.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—		
Bee" brand, 48 5c. pkgs., per case	...	\$1 75
" " " 37 10c. pkgs., "	...	2 00
" " " 10 25c. pkgs., "	...	1 75
Cook's Friend—		Per doz.
Size 1, in 3 and 4 doz. boxes	.....	\$3 40
" 10, in 4 doz. boxes	.....	3 10
" 3, in 6 "	.....	0 80
" 12, in 6 "	.....	0 70
" 3, in 4 "	.....	0 45
Found tins, 2 doz. in case	.....	3 00
12-oz. tins, 1 "	.....	2 40
5-lb. " 1 "	.....	14 90
W. H. GILLARD & CO.		
Diamond—		
1-lb. tins, 2 doz. in case	.....	\$3 00
1-lb. tins, 3 "	.....	1 25
1-lb. tins, 4 "	.....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
-doz.	3-lb.	10 50
-doz.	5-lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" 4 " " "	.....	0 75
" 3 " " "	.....	1 25
" 2 " " "	.....	3 25

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " " 1 lb., 5 doz.	.....	0 90
" " " 1 lb., 3 doz.	.....	1 25
Borax, 1 lb. packages, 4 doz.	.....	0 40
Cornstarch, 40 lbs. in a case	.....	0 75
Freight paid 5 p.c. 30 days.		

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	6 "	0 75
4 " "	8 "	0 95
4 " "	12 "	1 40
2 " "	12 "	1 45
2 " "	15 "	1 65
2 " "	16 "	1 70
1 " "	24-lb.	4 10
1 " "	5 "	7 30
2 " "	6-oz.	Per case
1 " "	12 "	\$4 55
1 " "	16 "	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	\$0 95
1 lb.	1 41
8 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	22 31

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime	\$0 83
1 lb.	1 33
8 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	13 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

"VIENNA" BAKING POWDER.

1-lb. tins, 4 doz. in box	.....	\$2 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	0 75

"BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	.....	\$3 50
" " " 36 10 "	.....	4 00
" " " 24 15 "	.....	4 50
"Beaver" brand, 24 15 lbs.	.....	\$ 80



EAGLE BAKING POWDER

Cases of 48-5c. tins	Per doz.
48-10c. tins	\$0 45
24-25c. tins	2 25
48-25c. tins	2 25

JAMES' DOME BLACK LEAD.

Per gross	
2a size	\$3 40
2a size	3 30

Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Beckitt's Square Blue, 12-lb. box	.....	0 17
Beckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1/2 gross box	.....	2 00
Nixay's "Cervus," in squares, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes,	.....	0 02
according to size	.....	0 02



J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16 1/2c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb.	.....	12 1/2c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb.	.....	10c

Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size;	.....
1/2 gross, 2 oz. or 1/2 gross, 4 oz.	.....
Reckitt's Zebr -paste, 1-gro. boxes	.....	\$10.20
per gross.	.....

BORAX.

"Bee" brand, 5 oz., cases, 60 pkgs.	.....	2 25
" " " 10 oz., cases, 48 "	.....	3 25
" " " 16 oz., cases, 48 "	.....	4 25

EAGLE BORAX.

Cases of 5-doz. 5c. packages	Per doz.
5-doz. 10c.	\$0 45
	0 30

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 06
" 7-lb. cotton bags, per bag.	.....

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins	.....	per doz. \$6 75
" 1-lb. tins	.....	3 50
" 1-lb. tins	.....	3 00
" fancy tins	.....	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	.....	0 50
Perfection, 1/2-lb. tins, per doz.	.....	2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	.....	2 55
Chocolate—		
Queen's Dessert, 1/2's and 1/4's	.....	\$0 40
" " " "	.....	0 43
Mexican Vanilla, 1/2's and 1/4's	.....	3 25
Royal Navy Rock, " " "	.....	0 25
Diamond, " " "	.....	0 25
Coings for cake—		
Chocolate, pink, lemon color, 1-lb.	.....	\$1.75
Orange, white and almond, 1-lb.	.....	1.00

IF YOU WANT A JAM THAT WILL BUILD UP TRADE AND ON WHICH YOU CAN MAKE A NICE PROFIT YOU CAN'T DO BETTER THAN TO ORDER A TRIAL CASE OF 4 DOZ. OF BATGER'S NEW STYLE JAR STRAWBERRY JAM

Agents: ROSE & LAFLAMME, Montreal.

DON'T RUN CHANCES


with your customers. Get a line of Maple Syrup that is reliable

"IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME AGENTS, MONTREAL.

Confections—		Per doz.
Cream bars, large boxes	.....	\$2.25
" " small	.....	1.35
Chocolate ginger, lbs.	.....	3.75
" " 1-lb.	.....	2.25
" " wafers, 1-lb. boxes	.....	2.25
" " 1-lb. boxes	.....	1.30
FRY'S.		
Chocolate—	per lb.	
Caracas, 1/2's, 6-lb. boxes	.....	\$0 42
Vanilla, 1/2's	.....	0 42
"Gold Medal", sweet, 1/2's, 6-lb. boxes	.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes	.....	0 42
Fry's "Diamond", 1/2's, 14-lb. boxes	.....	0 24
Fry's "Monogram", 1/2's, 14-lb. boxes	.....	0 24
Cocoa—		
Concentrated, 1/2's, 1 doz. in box	.....	2 40
" " 1/2's	.....	4 50
" " 1-lb.	.....	8 25
Homeopathic, 1/2's, 14-lb. boxes	.....
" " 1/2's, 12-lb. boxes	.....
Epps's Cocoa, case of 14 lb., per lb.	.....	0 35
Smaller quantities	.....	0 37 1/2
BENSCHORF'S COCOA		
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.		
1 lb tins, 4 doz. to case	.....	per doz. \$.90
" " 2 " " "	.....	2.40
" " 4 " " "	.....	4.75
" " 1 " " "	.....	9.00
JOHN P. MOTT & CO.'S		
R. S. McIndoe, Agent, Toronto.		
		
Elite, 1/2's	.....	per lb. \$0 30 1/2
Prepared cocoa, 1/2's to 1/4's	.....	0 28
Mott's breakfast cocoa, 1/2's	.....	0 38
" " 1/4's	.....	0 35
" " No. 1 chocolate, 1/2's	.....	0 30 1/2
" " Navy " 1/2's	.....	0 27 1/2
" " Vanilla sticks, per gross	.....	1 00
" " Diamond chocolate, 1/2's and 6's	.....	0 23 1/2
" " Confectionery chocolate, 21c. to	.....	0 31
" " Sweet chocolate liquors, 20c. to	.....	0 34

WALTER BAKER & CO., LIMITE		
Premium No. 1 chocolate, 12-lb. boxes	.....	Per lb. \$0 35
Vanilla chocolate, 6-lb. boxes	.....	0 47
German sweet, 6-lb. boxes	.....	0 26
Per lb.		
Breakfast cocoa, 1/2, 1 and 5-lb tins	.....	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	.....	0 33
Caracas sweet chocolate, 6-lb. boxes	.....	0 37
Caracas tablets, 100 bundles, tied 5's,	.....	3 00
per box	.....
Soluble chocolate (hot or cold soda)	.....	0 42
1-lb. cans	.....	0 42
Vanilla chocolate wafers, 48 to box,	.....	1 56
per box	.....
The above quotations are f.o.b. Montreal.		
WALTER M. LOWNEY CO.		
Canadian Branch 530 St. Paul St. Montreal.		
Per lb.		
12-lb. boxes, 6 boxes in case, 1-lb. tins.	.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.	.....	40c.
12-lb. boxes, 6 boxes in case, 1-lb. tins.	.....	40c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.	.....	42c.
6-lb. boxes, 12 boxes in case, 1-5-lb. tins	.....	44
Sweet chocolate powder—		
6-lb. boxes, 12 boxes in case, 1-lb. tins.	.....	32c.
6-lb. boxes, 12 boxes in case, 1-lb. tins.	.....	34c.
Premium chocolate—		
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.....	33c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.....	35c.
Medallion sweet chocolate—		
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	.....	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	44c.
Milk chocolate—		
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	.....	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	35c.
Vanilla sweet chocolate—		
3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	.....	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	32c.
Tid-Bit chocolate—		
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	.....	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	.....	30c.
Diamond sweet chocolate—		
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs.	.....	23c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.	.....	23c.

Condensed Milk.		
"Anchor" brand, cases 4 doz., per case	.....	\$5 00
evap. cream, op. 4d.	.....	4 65
BORDEN'S CONDENSED MILK CO.		
Wm. H. Dunn, Agent, Montreal & Toronto.		
Cases. Doz.		
"Eagle" brand (4 doz.)	.....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	.....	5 00 1 25
"Challenge" brand (4 doz.)	.....	4 00 1 00
Evaporated cream—		
"Peerless" brand evap. cream	.....	4 75 1 20
hotel size	.....	4 90 2 45
		
TRURO CONDENSED MILK & CANNING CO., LIMITED.		
"Jersey" brand evaporated cream	.....	per case (4 doz.) \$4 65
"Reindeer" brand per case (4 doz.)	.....	5.80
		
Coffee.		
"Bee" brand, 1 lb. tins, cases, 30 tins	.....	9 00
" " 2 lb. tins, cases, 15 tins	.....	8 70
"Beaver" coffee, 24-1 lb. pkgs.	.....	4 80
"Sun" brand, 25 and 60 lb. tins—		
Gem, roasted or ground	.....	0 30
Extra	.....	0 26
Fine " " " " "	.....	0 22
Fancy " " " " "	.....	0 18
"Beaver" (ground only compound)	.....	0 15

THE EBY, BLAIN CO., LIMITED.		
In bulk—		Per lb.
Club House	.....	0 32
Royal Java	.....	0 31
Royal Java and Mocha	.....	0 31
Nectar	.....	0 30
Empress	.....	0 28
Duchess	.....	0 26
Ambrosia	.....	0 25
Fancy Bourbon	.....	0 20
High Grade package goods—		
Gold Medal, 2-lb. tins	.....	0 30
Gold Medal, 1-lb. tins	.....	0 31
Kin Hee, 1-lb. tins	.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	.....	0 30
English Breakfast, ground only 1-lb. tins	.....	0 12
JAMES TURNER & CO. Per lb.		
Mecca	.....	\$0 32
Damascus	.....	0 28
Cairo	.....	0 20
Sirdar	.....	0 17
Old Dutch Rio	.....	0 12 1/2
E. D. MARCEAU, Montreal. Per lb.		
"Old Crow" Java	.....	\$0 25
" " Mocha	.....	0 25
"Condor" Java	.....	0 30
" " Mocha	.....	0 30
15-year-old Mandheling Java and hand-picked Mocha	.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	.....	0 20
Madam Huot's coffee, 1-lb. tins	.....	0 31
" " 2-lb. tins	.....	0 60
100 lb. delivered in Ontario and Quebec.		
Rio No. 1	.....	0 15
Condor I. 40-lb. boxes	.....	45c.
" II, 40-lb. boxes	.....	42c.
" III, 80-lb. boxes	.....	37c.
" IV, 80-lb. boxes	.....	35c.
S. H. & A. S. EWING'S. Per		
Mocha and Java coffee, in 1-lb. tins, 30-lb cases	.....	33
Mocha and Java coffee, in 2-lb. tins, 30-lb cases	.....	29
Cheese.		
Imperial—Large size jars	.....	per doz. \$8 25
Medium size jars	.....	4 50
Small size jars	.....	2 40
Individual size jars	.....	" 1 00
Imperial holder—Large size	.....	13 00
Medium size	.....	" 17 00
Small size	" 12 00
Roquefort—Large size	" 1 40
Small size	" 1 40

RECKITT'S BLUE and ZEBRA PASTE

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As Sweet as the Sweetest

Equal to Any for All Purposes
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ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num- bered.	Coupons and num- bered.
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books	3½c.	4c.
100 to 1,000 books	3c.	3½c.

Allison's Coupon Pass Book.

	cents each
\$1 00 to \$3 00 books	3
5 00 books	4
10 00 "	5
15 00 "	6
20 00 "	7
25 00 "	8
50 00 "	12

BRUNSWICK'S EASYBRIGHT
CLEANER
CLEANS EVERYTHING.

	Per doz.
4-oz. cans	\$ 0.90
8-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents
The Davidson & Hay, Limited, Toronto

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Rosinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 06
7 and 14-lb. wood pails	0 06
30-lb. wood pails	0 06
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07
7 and 14-lb. wood pails, 8 pails in crate	0 06
30-lb. wood pails	0 06
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case	1 60
" " (fancy boxes 40) per box	2 05
5 and 7-lb. tin pails, 8 and 9 pails in crate	0 09
7, 14 and 30-lb. wood pails, 6 pails in crate	0 09

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, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 42
" " 100 sticks	0 73
Dulce large cent sticks, 100 in box	.....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

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

Mince Meat.

Wetthey's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

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

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$ 35
1-lb. tins	0 35
1-lb. tins	0 32
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—	
1-lb. tins	per lb. 0 25
1-lb. tins	0 23
1-lb. tins	0 22
4-lb. jars	per jar 0 70
1-lb. jars	0 25

Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	



Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06
Golden shred marmalade, 2 doz. case, per doz.	1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents

Cement stoppers (pints)	per doz. \$ 30
Corked " "	" 1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)	\$1 45
---	--------

Soda.

COO BRAND.



of 1-lb. contain- ing 60 pkgs., per box, \$3 00.
1 case of 1-lb. (con- taining 120 pkgs.) per box, \$3 00.
1 case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Use of 5c. 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, " 30 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	\$ 30
" " 10 oz., cases, 96 pkgs.	30
" " 16 oz., cases, 60 pkgs.	30

WARNING!



SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

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GOLDEN RUSSET VINEGAR

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It is something new to have a vinegar without adulteration of any kind—without noxious acids, flavorings, colorings, etc.

It is something new to have a vinegar made solely from the juice of the choicest apples.

It is something new to have a vinegar manufactured in a scrupulously clean factory and by exact methods.

Such is the story of **Golden Russet Vinegar.**

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TILLSONBURG, ONT.

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By JOHN H. BLAKE

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TRIANGLE ASST. costs you \$25.00. One gross, showy decorated, hand painted articles, good assortment, Collar, Glove, Handkerchief and Cuff Boxes, Salads, Trays, etc., to retail for 25c. each.

CANADIAN GROCER ASST. costs you \$9.00. One gross of the best ten cent articles ever put on the market. Just look up the last special number of the GROCER for particulars.

CRYSTAL ETCHED ASST. costs you \$8.95. A six-dozen lot made up of 3 dozen asstd. 10c. articles, 2 dozen twenty-five centers and 1 dozen to retail for 35c. each.

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MONTREAL, Agents.