

February 16, 1906

CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia.

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 23, 1906.

NO. 8.

Ask Your Wholesaler for

Colman's No. 1 White Rice Starch

Manufactured by the Makers of **Colman's Mustard**

You cannot get better Starch than COLMAN'S STARCH, or Better Mustard than COLMAN'S D.S.F. MUSTARD.

Liberal sampling among your customers on receipt of list addressed to Frank Magor & Co., 403 St. Paul St., Montreal, Agents for the Dominion.

Are you studying your SYRUP TRADE?

Look into this; it is a profitable branch of your business if it is watched, studied and tended. The best in Syrups will only do for your trade, and the best only will bring repeat orders.

"Crown"



Brand Table Syrup

| PUT UP IN TINS | |
|-------------------------|-------------------------|
| 2-lb. tins—cases 2 doz. | Also in Brls., 1/2-Brls |
| 5 " " " 1 " | Kegs and Pails. |
| 10 " " " 1/2 " | |
| 20 " " " 1/4 " | |

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

is the finest and healthiest as well as purest corn product on the market. Buy it.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

164 St. James Street,
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

ISN'T IT WORTH AN
EFFORT TO SUPPLY
SOME HOSPITAL
WITH SOAP?

They buy large quantities.
Leading hospitals use

Burton's All-Healing Tar Soap

One of the excellent lines
of soap manufactured by

THE ALBERT SOAPS LIMITED, MONTREAL

Now's the Season

that the sales of Mathieu's Syrup are so large. Now's the time so many people need and want this famous Cough Remedy—and want it so badly that they will not take any substitute. You can do a fine profitable business, Mr. Dealer, and gain many a customer by keeping your shelves well filled with

Mathieu's Syrup

of Tar and Cod Liver Oil

*Headache is an every-day ailment ;
gain a customer every day by curing
their head and nerve pains with
Mathieu's Nervine Powders.*

The J. L. Mathieu Co., Props., Sherbrooke, P.Q.



Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS
[M. & R. WAFERS]
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.
Brooklyn, N.Y.

R. S. Molndee
Selling Agent, 120 Church St., Toronto

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

Halifax, - Nova Scotia

Agents

| | |
|----------------------------|----------|
| Geo. Munro & Co., | TORONTO |
| John W. Bickle & Greening, | HAMILTON |
| Geo. H. Gillespie, | LONDON |
| Joseph Carman, | WINNIPEG |

The owners of the "Shell" Brand of Castile Soap as well as the owners of the "Tyne" Brand of Scotch Fish have the principles, courage, enterprise and iron purpose that has enabled them to rise above all others in the high quality of their products. The liberal patronage they have won spells "success" in very large letters. The good has been a mutual one—for owner and retailer. Permanent trade has been established—and held most tenaciously. The retailer who is not handling these two lines is losing money every single day in the week.

Shell
Brand
Castile
Soap



A soap containing 67 per cent. of pure oil. No animal matter in it. No smells or odors as found in common soap.

No Animal Matter

We repeat this because it's so unusual. No decay because there's nothing to decay. Unadulterated pure oil is only used. Unequaled for the bath or fine laundry work. In pressed cakes and bars.

"Tyne"
Brand
Scotch
Fish

from bonnie Scotland and from a "bonnie" house—The Shields Ice and Cold Storage Company, who are specialists at this one thing.

Full Weight Always

and always the best quality Herring that can be secured. Kippered Herring, Herring in Tomato, Fresh Herring and Herring Roes.

Arthur P. Tippet & Co., Agents,

8 Place Royale, Montreal

20½ Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

JONES & SWAN

GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.

CABLE ADDRESS—JONESWAN, BARBADOS.
CODES USED—Lieber's, Western Union, A. B. C., Watkins, Scott's and Private Codes.
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuene, Paspebiac.

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.
WAREHOUSEMENDomestic and Foreign Agencies solicited.
Highest references.

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

FELLOWES & FELLOWES

MANUFACTURERS' AGENTS

6 St. Sacrament St. - - Montreal.

We are open to introduce a few new lines of high-class grocers' specialties. Could handle a line of Canned Goods and Sauces.

J. T. ADAMSON & CO.Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778.

BOND 28.

OWEN SOUND.

J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada

TORONTO.

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

W. E. BIDWELLBroker and Commission Merchant
27½ FRONT ST. E., TORONTO

Calling on best Grocers and Mfg. Confectioners.

Could handle another first-class specialty
for Manufacturers.

C. E. KYLE S. HOOPER

KYLE & HOOPERWholesale Grocery Brokers and
Manufacturers' Agents

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

BARBADOESCONSIGNMENTS OF SUGAR AND
FANCY MOLASSES
COMING.**W. H. MILLMAN & SONS**

Grocery Brokers

TORONTO

POTATOESLet me quote a price on a car of my celebrated
Selected Delaware Potatoes
Delivered at your station.**R. W. HANNAH**

300 Board of Trade Building, Toronto

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.

D. STAMPER, Prop.

Wholesale Agents and Jobbers
Fruits, Groceries, Tobaccos, Cigars, etc.

Correspondence Solicited.

P.O. Box 238, MOOSE JAW, Sask.
Office, 8 Main Street.

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located

Dingle & Stewart

Winnipeg, Man. - Calgary, Alta.

COMMISSION BROKERS.

JOSEPH CARMANWholesale Grocery Broker and Manufacturers
Agent, Member Western Wholesale Brokers'
Association.

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Agencies. Correspondence Solicited.

STUART WATSONManufacturers' 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**G. B. THOMPSON**Wholesale Broker and Commission
Merchant

159 Portage Avenue East, - WINNIPEG, MAN.

Cable address, "CAPSTAN."

Storage facilities. Correspondence solicited

EXPERIENCED ADVERTISEMENT WRITERS

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

JAPAN TEA



LOOK UP

your tea trade and study it closely. You can cultivate the taste of your customers in teas as you are doing in other lines. It is important that a guarantee of PURITY goes with every pound you sell.

JAPAN TEAS

are the safest for young and old. Try them and test carefully.

**Absolutely the
Purest,
Cleanest,
Healthiest,
Most Satisfactory.**

y

DES

ar of my celebrated
Potatoes
station.

NAH

Toronto

w.

& PRODUCE CO.

Prop.
and Jobbers
cos, Cigars, etc.
solicited.
MOOSE JAW, Sask.
set.

ORAGE

trally located
ewart
Calgary, Alta.

OKERS.

RMAN

nd Manufacturers
olesale Brokers
is 722 and 723
Man.
espondence Solicited.

ATSON

t and Whole-
Broker.
Man.
ondence Solicited.

business to this
UNTRY
ccount to our
AGE.

lished over 12 years
& Co.
ission Merchants
TOBA

IPSON

d Commission
t
WINNIPEG, MAN.
AFSTAN."
ondence solicited

MENT WRITERS

are requested to
e MacLean Pub-
ces. Inquiries are
turers and whole-
establishing their

Ceylon Tea and Success go hand-in-hand.

The enormous success scored by Ceylon Tea is sufficient evidence of its superior value. It entered the market after other teas had established a reputation, and quickly secured for itself the top place in popular favor.

Ceylon Green Tea
Canada's favorite.

DEAR

H

custo

Siftee

you ex

of the

and s

impor

ing wi

green

T

high

T

ference

article

D

stock

"Hors

Leaf,

etc., e

RE PEAS

DEAR SIR,—

Have you ever taken the time or trouble to **explain to your customers** the reason of the difference in price between **Extra Fine Sifted Peas (Petit Pois)** and the ordinary Standard Peas? **Have you explained** that the **Extra Fine Sifted Peas** are the **choicest of the early pack?** That they **are very small, sweet, tender and simply melt away** when eating; also that they are **superior to imported French Peas** in flavor, and are absolutely free from coloring with which the French Peas are treated, to give them a bright green color?

These **Extra Fine Sifted Peas** are especially suited for **your highest class trade.**

Take a little time with your customers to explain the difference in quality, and you will soon establish a trade for a high-class article with greatly increased profits to yourself.

Don't forget one important fact! That is, **to carry in stock only the best brands,** such as **"Aylmer," "Log Cabin," "Horseshoe," "Auto," "Little Chief," "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," "Grand River," "White Rose,"** etc., etc.

Yours respectfully,

CANADIAN CANNERS, LIMITED

DIRECTIONS FOR PREPARING PEAS FOR THE TABLE.—Open the can, empty contents into a colander and thoroughly rinse with hot water, then turn into a saucepan; add butter about the size of a walnut, or if preferred half a cup of sweet cream, and heat thoroughly. Season to taste.

MAPLE SUGAR

Largest Exporters of
**PURE
BEAUCE COUNTY
SUGAR**

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA

Hundreds of Grocers



in Canada are making
money selling

Paterson's Worcester Sauce

This is the Sauce that always
gives satisfaction to the user,
and amply rewards the re-
tailer. If you are not already
selling it, why not begin now?

ROSE & LAFLAMME,
Agents, Montreal.



What
is
More
Delicious?

IN THESE WINTER MONTHS
THAN GOODWILLIE'S FRUITS?
THEY RETAIN THEIR FLAVOR.

ROSE & LAFLAMME
MONTREAL.

"SALADA"

Ceylon Tea

Black, Mixed or Natural Green

Why?

"Salada" Teas have been accorded a sale without precedent in the annals of the Tea Trade.

Why?

Holding fast all tastes on a "cup draw."

Why?

Earning every dealer's support and good will throughout the entire American continent.

Why?

Promptly winning the Highest Award and the Gold Medal at the St. Louis Exposition, 1904.

Why?

"Draw your own conclusions."

"SALADA" Toronto or Montreal.

The ONLY yeast

that will please
your customers
is the
famous



Royal Yeast

Sold by every Wholesale
Grocer in Canada.

E. W. GILLETT COMPANY LIMITED

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

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



Skill and conscience—a good mixture—enter into every bottle of

STERLING BRAND PICKLES

We cannot afford to permit a single bottle of any single shipment to go out until we know it has measured up to our high ideals of pickle manufacture.

—These are goods the grocer is always sure of.

The T. A. LYTLE CO., Limited

TORONTO, Can.

R

S

OTTAWA

hat

ore

licious?

E & LAFLAMME
MONTREAL.

Your Bank Account

The class of trade you win with "Standard Goods" is made up largely of folks who pay their bills and pay them promptly too. "Standard Goods" are just about the same thing as having money in the Bank. You can always sell "Standard Goods" for their full face value—one hundred cents on the dollar.

Windsor Table Salt

is as standard as sugar, potatoes, or flour. It is the salt of quality, through and through. It attracts and holds the best class of trade in all Canada to the retail grocer's store. Think of your bank account—increase it by selling Standard Goods that are wanted and bought by *the class of trade that always pays its bills.*

Windsor Salt is always all salt.

THE CANADIAN SALT CO, Limited,
Windsor, Ont.

This is the brand

"RAYON D'OR" OLIVE OIL

You cannot be too careful in the selection of your Oil.

FIRST, consider PURITY. SECOND, decide for PURITY.
THIRD, order "RAYON D'ORS," and you will get PURE OLIVE OIL.

Produced, Manufactured and Packed by MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE, growing their own OLIVES in their own production-districts of Bari, Lucca and Nice. Agencies in 150 of the largest cities of the world. Write for prices and samples to

J. RUSSELL-MURRAY, 6 St. Sacrament St., Montreal, Exclusive Agent for Canada.

MENGERT, CAGNOLI & CIE, Ane. Maison SUAUT & CIE.

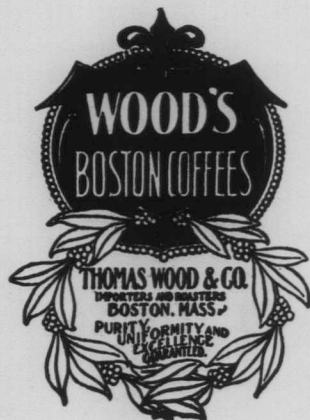
Purity and "Paste"

The difference between pure, wholesome, delicious Coffee and the crude inferior grades is as marked as that between the true sparkling diamond and the diamond of "paste."

The one has marvellous intrinsic value while the other is practically worthless.

WOOD'S COFFEES

are as sure as the brightest diamond to assert their transcendent worth.



CANADIAN FACTORY AND SALESROOM
No. 428 ST. PAUL ST., - - MONTREAL

MOLASSES

Barrels, Half-Barrels, 2-lb. and 3-lb. Tins.

We are offering a splendid flavored, good bodied New Orleans Molasses at attractive figures. See our travellers.

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

IF

you are asked to recommend a good jelly, recommend the best.

Recommend one that will please your customers and keep their patronage.

In other words, recommend

above all—**"K KOVAH"**

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



"The Sauce

That Sells"

Pints Retail at 10c.
per bottle.

As good as any Worcestershire Sauce sold at 25 cents per 1/2 pint—a comparison will prove it.

Send us your trial order.

WARREN BROS. & CO.
Toronto

A Snap In a CEYLON TEA, to retail at a quarter.

Write for sample and price of this one

Thomas Kinnear & Co.

TORONTO AND PETERBORO

YOU CAN IMPROVE YOUR COFFEE TRADE

There is absolutely no question about it—Possibly you are satisfied to go along in the same old RUT—"no complaints" and "so forth"—but the vital fact remains, that the wide awake merchant can stimulate and infuse new life into his Coffee Trade, by the use of

DIAMOND E. BLEND

The finest full-flavored, heavy-bodied Coffee we have placed on the market—Test this statement—We will ship you a tin on a 30 day trial basis, to be returned at our expense, "If THE TRIAL DOES NOT PROVE A CONVINCING ARGUMENT"—We are just in receipt of a repeat order from a customer (for 2x50-lb. tins,) who took a tin on a trial basis less than one month ago—WHY? It's a case of Genuine Merit, guaranteed by a reputation of over half a century. Write to-day.

S. H. & A. S. EWING, - MONTREAL



**Just a Splendid Line to Stock
This Year**

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

If you want a rapid seller and profit maker, write for sample and particulars of Mokara.

Retalls at 10c. pkge.

Mokara Mills

21, 23, 25 Gosford Street, - - MONTREAL

CONFIDENCE

The foundation of all success in business is confidence in the quality of the goods sold.

The success of Reindeer brand Milk Coffee and Cocoa and their wide spread distribution is because they are good and reliable.

The public know and appreciate them.

REINDEER Brand

**Condensed Milk
Coffee
Cocoa**

JERSEY Sterilized Cream

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

Order a trial case of

Mother's Favorite "MELAGAMA" Ceylon Tea

There is none better for Quality and Profit. Put up in 30, 60, and 100 lb. boxes.

93 Half Chests Japans, 80 lbs. each, 16c.
40 " " Uncolored Ceylons, 50 lbs. each, 15c.
53 " " Young Hysons, 75 lbs. each, 13c.

We offer a few specials this week in Bulk Teas:

50 Chests B. Ceylon, P.S., 90 lbs. each, 12½c.
47 " G. " " about 100 lbs. each, 15c.
54 " Indian, P.S., 103 lbs. each, 12½c.
40 Caddies Gunpowder, 38 lbs. each, 13c.

3 per cent. discount 30 days, or 3 months, F.O.B., Toronto.

P.S.—See our free prize of \$18.00 on the word ("Melagama") fully announced in the Star Tuesday, February 20th, and in the morning Mail and Empire Wednesday, February 21st.

MINTO BROS., - - TORONTO

TRADE

T—"no
infuse

ill ship
VE A
tins,
eed by

REAL

CE

business
e goods

nd Milk
e spread
ood and

them.

R

K

e

1

ream

FRURO, N.S.

Tea

ulk Teas:

C.
sh, 15c.
2c.

Mail and Empire

TO

It Means Full Returns for You

Are you looking for "full returns" as well as a thriving trade?
Then turn your eye in the right direction, where you will see inscribed on the Sign of Quality

Blue Ribbon Ceylon Tea

When you sell **Blue Ribbon Ceylon Tea** you can rest assured that you are selling the **best tea**.
It is needless to tell you that **Red Label Line** is away up in Quality and away down in Price.

To the Grocers who have never sold
BLUE RIBBON CEYLON TEA, we say:
START TO-DAY

DON'T DELAY

IN THE BLUE RIBBON WAY

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Purnell's Sauce

England's Most Popular Worcestershire

Samples and Prices
from our Agents:

Strang & Co., Fort Street,
Winnipeg.

A. J. Hughes, Notre Dame Street,
Montreal.

C. E. Jarvis & Co.,
Vancouver, B.C.

J. Westren, 630 Ontario Street,
Toronto.

R. Jardine,
St. John, N.B.

H. Haszard,
Charlottetown, P.E.I.

Bickle & Greening,
Hamilton.

ESTABLISHED 1750



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

96-104 KING ST., MONTREAL
Telephone Bell Main 85.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

Possibly you have been deceived in buying coffees on style of bean, entirely overlooking **Cup Quality**, which is what your customers want.

CHASE & SANBORN'S High-Grade Coffees stand highest in popular favor, owing to their cup quality.

Chase & Sanborn

The Importers, - MONTREAL

GREIG'S



WHITESWAN

Self-Rising
BUCKWHEAT FLOUR

Pre-eminent for Quality. 3 doz. in a case.
Attractive packages.

IT'S A GREAT SELLER

THE ROBERT GREIG CO., Limited
White Swan Mills
TORONTO

ALL PURE AND GOOD

RETURN
42/11/06
sums
Book No. 58
e No. 58
aaw

Messrs. Fruit and Vegetable Packers:

Prepare for the coming season by ordering your cans. You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making packers' cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply **cleanest** and **best** cans offered to the packer. —cans made from British tin plate of the best quality and best workmanship — **Prices Right, Liberal Treatment, Prompt Shipments.**

Acme Can Works, - Montreal



customers. It is
Stove Polish in c

MOR

CRO

Is yo
wan
Our
Dinn
ing t

CHINA

CUT

Spring

Order

udson, H
hinese S



customers. It is a pleasure to do business with the goods which are right, every time you sell them. Push **RISING SUN** Stove Polish in cakes, and **SUN PASTE** Stove Polish in tins. It pays you to do it.

MORSE BROS., Props.,

Canton, Mass., U.S.A.

CROCKERY

Is your stock complete and up-to-date? You want good selling lines, and we have them. Our travellers are offering special values in Dinnerware and Toiletware. Don't miss seeing them.

Headquarters for

CHINA—GLASS—SILVERWARE—CUTLERY

CUT GLASS—LAMPS—LAMP GOODS

THE JOHN L.
CASSIDY
CO., LIMITED,
MONTREAL

FOR WIDE AWAKE GROCERS

who appreciate
a good reputation
and are desirous
of securing

GREATER PROFITS

we are giving
away **FREE**
an article that
will build your
reputation and
materially increase
the sales and
profits of your

COFFEE TRADE

YOU TAKE NO RISK WE GUARANTEE SATISFACTION
WRITE US OR SEE OUR TRAVELLERS FOR PARTICULARS

THE **EBY, BLAIN CO.** LIMITED
Coffee Importers and Roasters, TORONTO

Spring Will Be Here Soon!

Get ready and order your supply of Starch for the Summer trade,

Order "**CHINESE STARCH**" (Canada's Standard Starch)

early. We are liberal in price and terms, and pay freight
to all stations in Canada.

Judon, Hebert & Cie, Montreal, placed an order for 500 cases
Chinese Starch. This shows how the Starch sells.

OCEAN MILLS,

MONTREAL

ESTABLISHED IN 1842

There is Still a Demand for
Green Ceylon

TEAS

We have to arrive shortly

500 HALF-CHESTS, 55 LBS. EACH.

Ask for Samples. Compare them. **WE ARE SELLERS.**

L. CHAPUT, FILS & CIE.

Wholesale Grocers and Importers of **TEAS, WINES and LIQUORS**
MONTREAL



TWO BIG SELLERS

Maple Cream Hearts

Twin Block Pure Maple Sugar

Maple Cream Hearts are put up in Pails of 18 lbs. each, and sell for 20 cts. per lb.

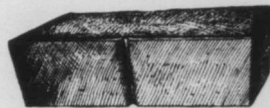
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

3-4-lb. **TWIN BLOCK**



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 3/4-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c. sale; in handling this Sugar there is no weighing or waste

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

BEWARE OF IMITATIONS

We are the originators and sole patentees of these goods. We are now taking legal proceedings against infringers who are offering similar goods of an inferior quality. In ordering specify **Twin Block Maple Sugar** and **Maple Cream Hearts** and you will get the genuine.

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Y R

a new
tinuous
open up
of your

We fee
best wh
custom

bound

THE

curren
mile 1

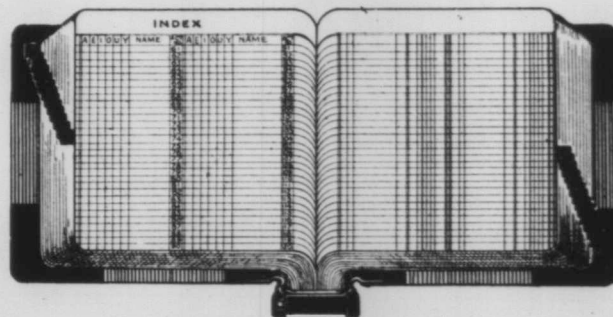
Colle
in
net

Mr.
Co.'s
an old
eral s
been
chang
the st
to thi
used
the su
drawe
sition
arran
a fal
did n
the p
cently
to th
sugge

After
ed av
s in sm
inatio
from
can l
never
was
carve
might
ho

THE

You Require



a new Ledger. Why not try a **Crain Continuous Ledger** and do away with having to open up a new one from time to time? Or it may be you have thought of changing some of your other books to the

LOOSE-LEAF SYSTEMS

We feel confident of our ability to serve you. Will you let us try? We have many of the best wholesale houses and manufacturers, as well as retail houses, in the country among our customers.

Our **Stock Loose-Leaf Ledger** is cheaper to keep up after first introduced than bound books.

Call up our representatives if we have one in your city or write us direct.

THE Rolla L. Crain Co
LIMITED.
OTTAWA, CANADA.

BRANCHES and AGENCIES:

Toronto Office—18 Toronto St.
Montreal Office—74 Alliance Bldg., 107 St. James St.
Winnipeg Office—Sylvester-Willson Bldg.
St. John, N.B.—Schofield Bros.
Vancouver, B. C.—White & Bindon.

\$2000 Lost

...cured and ...
...mile walk to Broadway.

A SURPRISING FIND

Collections of Half a Century Result in Extraordinary Accumulation Beneath a Cashier's Desk.

Mr. Wright, the National Cash Register Co.'s agent in Winnipeg, has in his possession an old drawer, which was taken from a general store in Kingston, Ontario, where it has been in use for fifty years. Through all changes of system from the establishment of the store, when the proprietor only had access to this cash-drawer, and when all the clerks used it, and during the period it was under the supervision of an individual cashier, the drawer was never changed, occupying a position beneath a cash desk. In the box-like arrangement where the cashier sat there was a false floor about six inches high, which did not cover the main floor entirely. When the proprietor tore out the cashier's desk recently, an assistant gathered up the refuse to throw out into the lane, when, at the suggestion of Mr. Wright, it was sifted.

After all the dirt had been carefully cleared away, one hundred and eighty-six dollars in small gold and silver coins of all denominations, and dilapidated bills, were rescued from this refuse. The proprietor's surprise can be imagined, and yet he said he had never missed the money, and never knew it was gone! The drawer itself is so badly carved and worn by long service, that one might wonder how it now holds together.

THREE NEW ORANGE LIDGES

at one time would startle you, yet you think nothing of the pennies that fall under the counter every day that amount to hundreds of dollars a year. Twenty years with old methods mean a loss of thousands of dollars.

A cash register prevents this loss of profit by enforcing automatically the registration of cash sales, credit sales, money paid on account, money paid out, or money changed.

Send for representative who will explain N. C. R. methods.

N. C. R.
Company
Dayton Ohio

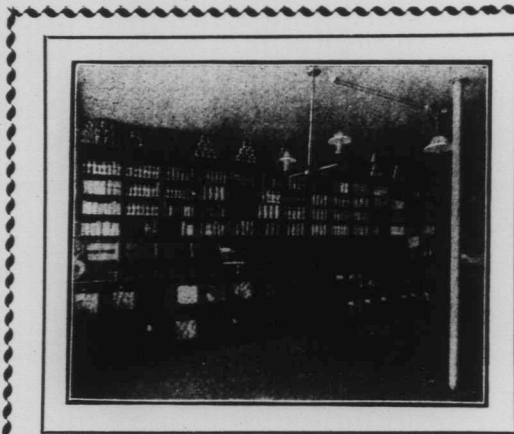
Please explain to me what kind of a register is best suited for my business. This does not obligate me to buy

Tear off here and mail to us today

Name

Address

No. of men



"WALKER BINS" "Modern Grocery Fixtures."

Our new catalogue showing a complete line of Walker Bin Fixtures will be ready about February 1st.

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures." Sketches and estimates of cost will be furnished upon application.

THE WALKER PIVOTED BIN AND STORE FIXTURE CO.
BERLIN, - ONTARIO.

B.C. Representatives:—W. J. BANNISTER & CO., VANCOUVER, B.C.
Montreal Representative:—J. H. MAIDEN, 131 PLAGE D'YOUVILLE, MONTREAL, P.Q.

PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL
Sole Makers.

ELECTRIC POWER COFFEE MILLS

This cut shows one of the designs we are making.

Fitted with ¼ H.P. Motor, furnished for direct or Alternating Current.

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

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 Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.

JAMES MARSHALL, Aberdeen, Scotland, is always ready to handle consignments of Canadian produce. Aberdeen is a developing market. Won't you at least give it a trial? Others did so, were satisfied, and continue shipping. Personal attention. Prompt returns.

A. G. 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.

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.

P. & F. Vincentelli Makers and Exporters of Candied Peels. Daily capacity of our plant: ten thousand lbs. Telegraphic Address—"VINCENTELLI," Antwerp. A.B.C. Codes. General Agencies wanted for Belgium, Alsace, Lorraine and Switzerland. Reports and valuations made on fresh or canned fruits, fish, pork and beef meats. Best attention on consignments. HIGHEST BANK REFERENCES.

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

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, E N Large connection amongst best Wholesale Grocers and Bakers in Great Britain We also ship several British lines to United States and Canada. CORRESPONDENCE INVITED.

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

GEO. R. MEEKER & 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 Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1883.

W. P. KAUFMANN
 19 Caer Howell Street, TORONTO
Analyst & Consulting Chemist
 Advice regarding processes of manu-
 facture and technical applications of
 chemistry.

**Modern
 Merchandising**

demands modern
 methods. The ALLISON
 COUPON BOOK is a strict-
 ly modern CONVEN-
 IENCE and SAFEGUARD
 against mistakes and
 consequent loss of
 money. It is better than
 any pass-book, punch
 or check system ever
 invented, and its abso-
 lute accuracy makes it
 the CHEAPEST SYSTEM
 on this big earth—ex-
 cepting, of course, the cash system. See here :



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.

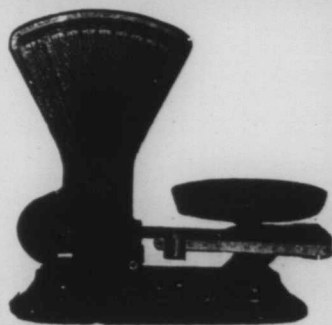
COME
 to the conclusion that
SYRUP OF MALT
 and
EXTRACT OF MALT
 are deserving of a trial
 in your store.
 I will gladly send you samples.
GEO. SLEEMAN, Guelph, Ont.



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

TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it posi-
 tively 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...

BRADTSREET'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 BRADTSREET COMPANY gathers information that reflects the financial condition and
 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.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing
 manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations.
 Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.

OFFICES IN CANADA

HALIFAX, N.S.
 OTTAWA, ONT.
 VANCOUVER, B.C.

HAMILTON, ONT.
 QUEBEC, QUE.

LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

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

**IT'S
 HOLBROOK'S**



"THEN WE

KNOW IT'S

GOOD"

This is the unanimous
 opinion of all who have
 tasted **HOLBROOK'S**

Genuine Imported **Worcestershire
 SAUCE.**

LISTEN!

**YOUR CUSTOMERS LIKE IT,
 YOUR JOBBER SELLS IT.**

You Sell It Too.

es."
 in Fixtures
 g changes
 Fixtures."
 ation.
RE CO.

L, P.Q.

MILLS

ne of the de-

H.P. Motor,
 Alternating

of Coffee a

of Coffee a

rices.

TORONTO

KES & CO.,
 EASTCHEAP, LON-
 DON, ENGLAND.
 Sole Importers of
 Canned Fruits,
 Vegetables, Consi-
 gnments solicited.

ER & CO.
 101 Chambers,
 New York, N.Y.
 Sole Importers of
 Canned Fruits,
 Vegetables, Consi-
 gnments solicited.

ES,
 CANNED FRUITS
 late.
 d Lieber's.

& CO.,
 LIVERPOOL,
 Sole Importers of
 Canned Fruits,
 Vegetables, Consi-
 gnments solicited.

LL & CO.
 LIVERPOOL,
 Sole Importers of
 Canned Fruits,
 Vegetables, Consi-
 gnments solicited.

's House,
 P. LONDON, EN
 in Great Britain

Syrup sells fast these days

It will go faster and show a handsome profit if you offer your customers

Aurora Brand Corn Syrup

in Tins of 2-lb., 5-lb., 10-lb., 20-lb.—Kegs, ½-Brls. and Brls.

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

In Tins containing pint, quart, half-gallon and gallon.

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS

HAMILTON

Red Feather

Tea

Coffee

Spices

Canned Fruits

Canned Vegetables

Salmon

None better

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON,

ONT.

Made in Canada

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

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

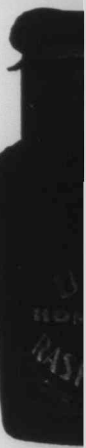
LONDON, ONT.

Telephone No.
1971

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

D

JAL



We
straight.
Compou
under as
are PUF
Our Con
being co
sugar an
by the G
will mak
reliable.

DRIED FRUITS

Evaporated Apples are very high. This means a sharp demand for other lines.

We are offering a full line of Natural Pulled Figs, in 28-lb. boxes, at a very low and attractive price.

See our travellers, write or phone us.

JAMES TURNER & CO., HAMILTON, ONT.



UPTON'S
Jams
and
Marmalades

We shoot straight and we play straight. We sell Pure Jams and we sell Compound Jams, but do not sell them under assumed names. Our Pure Jams are **PURE** and the consumers know it. Our Compound Jam is a wholesome Jam, being composed of Apple Jelly, fruit and sugar and sold under a label approved of by the Government Inspector. Grocers will make no mistake in buying the old reliable.

Tartan
BRAND

If you want something nice, order a case of

TARTAN Strawberry Beets

“ Asparagus

“ Table Peaches.

Also Wagstaffe's Raspberry Jam 1 lb. glass,

“ Pure Peach “ “

“ Pure Plum “ “

“ Pure Marmalade “ “

Finest goods ever put up on Canadian market.

Phone us a sample order of these lines and you will not be sorry.

Long Distance Phone No. 596. Our Expense

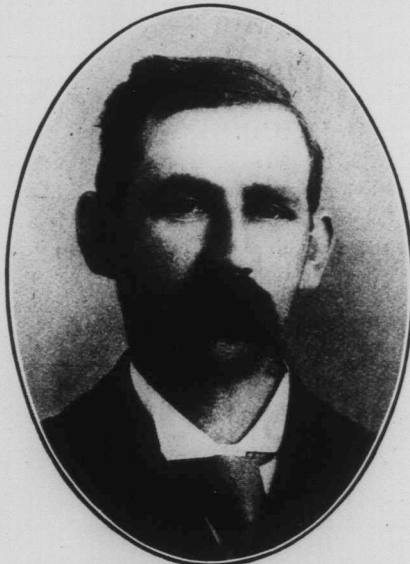
BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

First Annual Meeting of the Retail Merchants' Association of Western Canada

In all respects save attendance the first annual meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last week was a complete success. Gratifying progress was



MR. W. G. McLAREN, SOURIS, MAN
President Western Board Retail Merchants' Association.

shown as the result of one year's work, the Association membership being now, in round numbers, six hundred. The full membership list printed below shows the strength of the Association in the three prairie provinces, and, although the attendance at the convention was not so large as might be desired, there were dealers present from all three provinces, showing that the interest in the Association work is by no means local. Remembering the immense distance covered by the Association and the great cost entailed by visiting Winnipeg to attend the convention, it is not to be wondered at that so many dealers decided to stay at home and are relying on the full reports in the trade press to keep them in touch with the work of their retail organization.

E. M. Trowern, Toronto, secretary of the Dominion Retail Association, was present and took up a large part of the time with a proposal that the Western Association affiliate with the Dominion. After considerable discussion the proposal was adopted, the Western Association agreeing to pay a per capita tax of 10 cents to the Dominion Board.

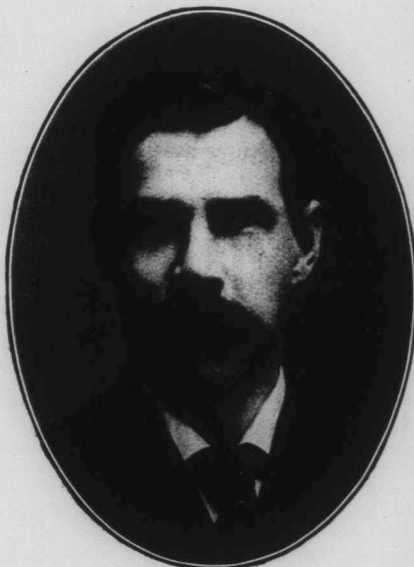
A more important move was the affiliation with the Western Retail Hardware and Stove Dealers' Association, who were meeting in Manitoba hall at the same time. A committee from the general merchants met a committee from

the Hardware Association and arranged a basis of union which was finally adopted by both associations. According to this agreement the two associations retain their separate executives, but elect a joint board to have charge of matters of general interest.

Who Were Present.

When the convention opened it was found that the following merchants had signed the register.—

I. J. Lawlor, Killarney, Man.; S. K. Carrothers, Creelman, Sask.; W. Ledoux, Arnaud, Man.; J. S. Riddell, Frobisher, Sask.; F. Schneider, Langenberg, Sask.; J. D. Baine, Boissevain, Man.; E. H. Glinz, Oak River, Man.; S. R. Johnston, Rouleau, Sask.; H. A. Hastings, Rouleau, Sask.; D. N. Embree, Boissevain, Man.; W. J. Currie, Lauder,



MR. H. C. HAMELIN
Second Vice-President of the Western Board.

Man.; D. Dagleish, Margaret, Man.; J. J. Hill, Cartwright, Man.; Wm. Gemmill, Cartwright, Man.; F. Wilkie, Margaret, Man.; J. H. Snelgrove, Dunrea, Man.; J. F. Hunter, Boissevain, Man.; F. R. Munro, The Canadian Grocer, Winnipeg; J. F. Henderson, Manor, Man.; M. Krolick, Grayson, Sask.; R. B. Elliott, Gainsboro, Sask.; E. H. Williamson, Treesback, Man.; J. H. Elliott, Carnduff, Sask.; W. C. Pynter, Tantallon, Sask.; Landry & Co., Mariapolis, Man.; R. W. Morrison, The Commercial, Winnipeg; J. H. Carseadden, Lenore, Man.; Smith Bros., Arnaud, Man.; A. W. Loyk, Langenberg, Sask.; A. Williamson, Franklin, Man.; J. A. Decosse, Somerset, Man.; A. R. Welch, Boissevain, Man.; Alex. McBean, Napinka, Man.; H. C. Hame-

lin, Winnipeg; A. G. Munro, Morden, Man.; C. H. Stewart, Rosenfeld, Man.; E. Dobson, Goodlands, Man.; S. J. Taylor, Yellowgrass, Sask.; W. G. McLaren, Souris, Man.; Thorpe & Button, Manitou, Man.; J. Boisvert, Laurier, Man.; G. Musgrove, Stonewall, Man.; J. Affleck, Reston, Man.

Membership List.

In order to show the real strength of the association The Canadian Grocer takes pleasure in printing the full membership list. It shows the strength of the association by provinces. Some retailers seem to imagine that the association is a Manitoba organization. The analysis of the membership list given below is sufficient refutation of this impression:—

Alberta.

Airdrie.—A. Bowers, Chisholm & Son, Bowden.—R. McCue, Bowden-Meikle Co., Samuel Butler.
Blackfalds.—O. Baker, J. McKay, W. R. McDowell.
Crossfield.—Ontkers & Armstrong, J. W. Young, W. Urquhart.
Carstairs.—R. Scott, J. T. Musgrove, J. W. Briggs.
Claresholm.—Jas. Clark, J. M. Soby, Cavley.—J. W. Wickens.
Didsbury.—E. M. Studer, Cooper Bros., J. Mowers, B. J. Smith.
Edmonton.—Revillon Bros., Edmonton News Co., Douglas Co., Ltd., R. W. Mc-



MR. W. A. COULSON
Secretary Western Retail Merchants' Association.

Kenzie, J. Somerville & Sons, Garipe & Lessard, H. Carreau, Paul Rudyk, Potter & McDougall, H. N. Dodge, J. Hehsdoerper, J. Bilodeau, McIntosh & Campbell, J. W. Blowey, C. E. Morris

ants'

Munro, Morde
Rosenfeld, Man
Man.; S. J. Ta
W. G. McLare
& Button, Man
Laurier, Man
l, Man.; J.

List.
real strength
Canadian Groc
ing the full men
the strength of
ines. Some re
that the asso
organization. The
rship list given
ation of this in-

Chisholm & Son
Bowden-Meikle

J. McKay, W.

& Armstrong, J.

J. T. Musgrove,

rk, J. M. Sobys

ens.

Studer, Cooper

Smith.

Bros., Edmonton

Ltd., R. W. Me-

ILSON

ants' Association.

Sons, Garipe

t, Paul Rudyk

L. N. Dodge, J

au, McIntosh &

y, C. E. Morris

A. Fibiger, Hallier & Aldridge, Edmon-
ton Glove Co., Edmonton Clothing Co.,
LaRue & Picard, J. Chenier, McDougall
& Secord, Hudson Bay Co., W. J.
Walker, Miller & Poole, S. F. Moyer,
John I. Mills, S. Nankin, A. B. Powley,
Raymer, G. W. Saddlery Co., J. A.
Looby, J. E. Clark, W. H. Martin, E.
M. Carpenter, A. A. Morrow, A. Archi-
bold W. J. Hodgins, Whitelaw Co., Ltd.,
Gilbert Berg, F. Schattner, A. P. Aiken,
J. J. Tull, Williamson Bros., McManus
& Hopkins, J. H. Morris & Co., A. Cris-
tall, W. G. Jarrett, H. Gordon.

Innisfail—N. W. Stiles.
Leduc.—T. R. Glanville & Co., A. M.
Anderson, C. P. Ruddy & Co., F. R.
Douglas & Co.

Morningside.—Dodds & Bowness,
Mathias & McBrien.

Millet.—Millet Trading Co., W. A.
Robertson, I. J. Grant.

Medicine Hat.—A. D. Leblanc, T. B.
Cochrane, W. J. Brougham, Medicine
Hat Trading Co.

Maple Creek.—Dixon Bros., Cooil
Bros., Williamson & Fleming, Chevalier
& Pollock, W. R. Abbott.

McKemnay.—Haig Anderson, W. D.
Amable.

MacLeod.—J. A. & W. Strothers,
Baker & Skelding, Baker & Co., Reach
& Co., Hudson Bay Co.

Nanton.—S. T. Armstrong, Sibbett &
Hallett, Nanton Supply Co., T. Feather-
son.

Olds.—Moon & Hall, W. M. Craig &
Co., Jas. Logan.

Okotoks.—J. N. Chester & Son, Pater-
son & Sons, Todd & Fisher.

Penhold.—Wilson Bros., A. D. Mc-
Kenzie, O. D. Fleming.

Ponoka.—A. Reid, F. E. Algar, Ed-
ward Bros., F. M. Lee.

Red Deer.—Ouimette & Wright, Hill
& Horn, Thos. Gaetz, Pidgeon & Wal-

Sugarman, T. P. Malone, Groat &
Elliott, A. H. Richards & Co., Douglas
Bros., G. W. Todderly Co., J. C. Renton.
Stavelly.—R. B. Allen & Co.

Manitoba.

Arnaud.—W. Ledoux, Smith Bros.
Altona.—W. & I. Coblenz, H. Leep-
sky, J. Hebert, L. Wadlinger.

Arden.—McCamis & Boughton, E. G.
Hipwell.

Arrow River.—W. L. Hodnett.

Alexander.—R. J. Watson, I. E.
Morris.

Austin.—Wheeler & Duncan, W. Clif-
ford.

Boissevain.—F. G. Fox, D. M. Suther-
land, H. F. Marston, R. McCausland,
McAllister & Robinson, A. R. Weleh,
A. Munroe, Hunter & Aikin, J. D. Baine
Co., Boissevain Trading Co.

Baldur.—R. Rollins & Sons, Anderson
& Playfair.

Dominion City.—Morkill & Scott, Bell
& McCaul.
Darlingford.—R. A. Fines, E. Jordan,
The Crosby Co.



MR. R. BOGNE, MOOSE JAW.
First Vice-President Retail Merchants' Association.

Clearwater.—R. R. Afleck & Co.
Crandall.—Brown & Warren, Jas.
Todd.

Clanwilliam.—J. Brown & Co., P. J.
McDermott.

Carnegie.—W. A. Pierson.

Caron.—Thompson & Hodgson.

Douglas.—A. E. McCowie.

Elva.—G. C. Savles, C. W. McLennan.

Elgin.—R. E. Sadler.

Elm Creek.—P. D. Alair.

Emerson.—Chas. Whitman, Hinton &
Co., Whitman & Co., Bell & McCaul.

Eden.—S. L. Patmore.

Franklin.—A. M. Anderson, P. J.
McDermott.

Fox Warren.—Baker & Peters, Henry
Leekie, J. M. McCrindle.

Forrest.—C. Watkins.

Findlay.—H. F. De Veber.

Fairfax.—J. L. Hettle.

Glenboro.—F. Frederickson.

Gretna.—E. Penner & Co., O. Schultz,
Farmers' Trading Co.

Gladstone.—S. Schooley, Broadfoot
Bros., A. W. White, Galloway Bros.

Glenella.—I. Segal.

Goodlands.—E. Dobson, A. Sleep.

Hargrave.—H. Cutfield, Geo. Halliday
& Co.

Hartney.—Parkham Bros., D. G.
Eunis, J. C. Callander, Fry Bros.

Holland.—W. F. Schooley, W. Dick-
son, W. R. Ross.

Holmfild.—J. A. Robertson, Jas.
Downs, F. J. Messner.

Hamiota.—P. Heddescheimer, J. Ar-
noviteh, Ovens Bros., W. Chambers, G.
L. Thomas, J. Lemon.

High Bluff.—Wilkins & Hicks.

Hilton.—Jas. Brydon.

Killarney.—R. Rollins, T. J. Lawlor,
J. A. Perceval, A. McQueen, C. Richards,
W. E. Farrow, J. Sedore, G. A. Martin,
W. A. Bingham, R. Cross Co., Marquis
& McCulloch.



MR. J. A. LINDSAY, WINNIPEG, MAN.
Auditor Western Board Retail Merchants' Association

Belmont.—McIntyre & Castell, A. W.
Marquis, G. Tumoth.

Binscarth.—Smellie Bros.

Brookdale.—J. W. Miller.

Birtle.—Miller & Co., H. A. Manwar-
ing, J. Walley & Son, Hough & Wick-
ware.

Beulah.—C. W. Clifton.

Birnie.—Foulston Bros.

Bradwardine.—Butler & Caseaden, A.
E. Fencar.

Beaver.—R. H. McLeod.

Bagot.—J. E. Farncomb, J. C. Lawrie.

Crystal City.—J. G. Steacy, R. A.
Young & Co.

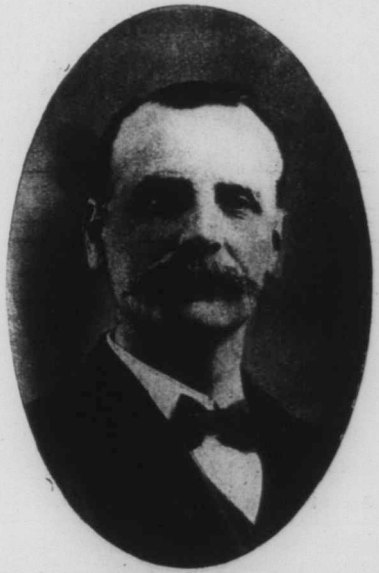
Cartwright.—Moore & Hill, Wm. Gem-
mill, W. G. Pennington.

Cypress River.—J. H. Fawcett, A.
Creighton, H. Hilton.

Carroll.—J. W. Graham.

Dunrea.—J. H. Snelgrove, W. A. See-
bach, W. H. Lawlor.

Deloraine.—Montgomery Bros., S. K.
Colquhoun, F. L. Kilbourn.

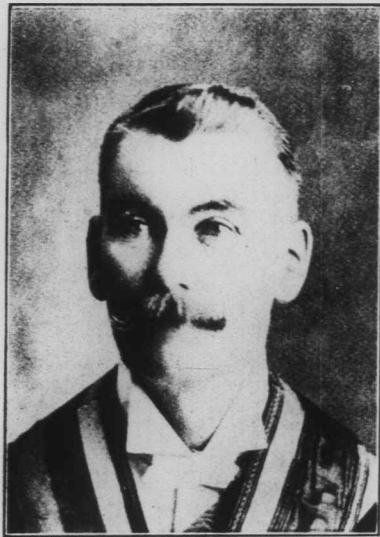


MR. J. E. MCROBIE, WINNIPEG, MAN
Treasurer Western Board Retail Merchants' Association.

lanc, Phillips Bros., Postill & Paterson.

Strathcona.—A. G. Baalim, H. Dun-
can, J. D. Hutton, W. E. Ross, McLean
& Co., J. H. Tranter, A. E. Latimer, C.

Kelloe.—J. T. Cairns.
 Kenton.—E. H. McLaren, S. T. Atkinson.
 Lauder.—H. C. Hamelin, W. G. Currie.
 La Riviere.—J. H. Fargey.
 Lyleton.—S. E. Hart, Laing, Smith & Co.



MR. J. D. BAINE, BOISSEVAIN, MAN.
 Treasurer Retail Merchants' Section.

Lenore.—Carscadden Bros., A. Fulcher.
 Laurier.—J. Trottier, Boisvert & Co., L. Landry.
 Morden.—The Retail Co., N. H. Heiman, R. Tobias & Co., N. Korman, J. T. Acheson, Harry Meikle.
 Margaret.—F. Wilkie, Dalglisch & Co.
 Melita.—T. McJannet, G. C. Sayles, Hamelin Bros., R. Grant, G. L. Dodd.
 Maniapolis.—C. H. Charbonneau, Landry & Co.
 Methven.—A. Ziegler.
 Minto.—R. W. Franks, Thos. Williamson, A. McTavish.
 Manor.—Moose Mountain Trading Co., J. R. Dalglisch, Hamelin Bros.
 Mather.—Gordon Pulford & Co., Elliott & Argue.
 Manitou.—E. D. Gall & Co., Sharpe & Button, O. Wagner & Co., Hoffman & Jacobs.
 Minnedosa.—H. Leslie, M. Nystrom, Campbell Bros., Dickson Keighley Co., P. J. McDermott, Wright & Co., Phelps & McCormick.
 Miniota.—J. D. Forsythe & Co., A. Ross & Co., W. L. Hodnett.
 Morris.—Chisholm & McKenzie, Alex. Todd.
 Marquette.—H. V. Smith.
 Macgregor.—N. Holmes, O. B. Murdoch, Merrick Bros.
 Mackinac.—Campbell & Co.
 McCreary.—John Burgoyne, S. Burgoyne, P. Riddell.
 Mowbray.—J. W. Mitchell.
 Nesbitt.—Thos. Middlemiss, Sharp & Barager.
 Ninette.—C. Overand, J. Yellowlees, W. E. Hughes.

Napinka.—Coote & Kaiser, E. Ferguson, Hamelin Bros.
 Ninga.—Miller & Hainer, N. J. Ryan, Jones Bros.
 Neepawa.—J. Brown Co., J. A. Clare, A. E. Fremlin, J. E. Fulton, Tritt & Schragge, J. V. Smith & Co.
 Newdale.—R. Crystall, R. Lavery, Crossley Bros, T. H. Peter.
 Oak River.—E. H. Glinz, Hess & Cochrane.
 Ochre River.—Wolfe & Scarp, E. J. Oliver.
 Pierson.—Riebel Bros., W. S. Kenner, Lockerbie & Halliday.
 Pilot Mound.—W. Endicott, T. C. Preston.
 Plum Coulee.—J. G. Bargaen.
 Pendeunis.—Chas. Fox, O. Stewart.
 Pipestone.—McNichol & Pitt, A. L. Bridgett.
 Plumas.—McRae & Williams
 Rosebank.—A. H. Baker.
 Roland.—Higgins & Webster, H. J. Chilson & Co.
 Rothwell.—J. G. McGowan & Co., P. R. McLaughlin.
 Riding Mountain.—F. Foulston.
 Rapid City.—LePage Bros., Murray & Beattie.
 Russell.—Smellie Bros., T. Hill & Son, A. Astbury.
 Rossburn.—Hough & Wickware, Wm. Young, D. N. Johnson.
 Ridgeville.—Hinton & Co., Whitman & Co.
 Routledge.—H. Moody.
 Reston.—Paul Bros., J. Munro Co., Limited.
 Reaburn.—Geo. Main.
 Swan Lake.—W. F. Hartwell.
 Sidney.—D. McLelland, F. M. Stanley, J. McElrie.
 Somerset.—J. A. Decosse, Sharpe & Black, M. Monchalin.
 Stockton.—R. D. McLachlan.
 Souris.—J. A. Moore, A. T. Brindle, A. J. Stewart, W. G. McLaren, McCoig & McCush, McBride & McLeod
 St. Malo.—D. Mainard.
 St. J. Baptiste.—N. Comeault.
 Shoal Lake.—Smellie Bros., C. R. Duncan, Western Trading Co., Teitelbaum & Finkelstein.
 Strathclair.—J. M. Roberts, G. Manson, Chapman & Co., W. L. McInnis.
 Solsgrith.—Duggan & Stedman, H. A. Manwaring, J. C. Anderson.
 St. Pierre.—L. Tessier, J. Medore, E. Tetreault, LaSalle Carey Co., A. Renart.
 Sinclair.—Smith Bros., J. Williamson.
 Snowflake.—J. Drew & Son, E. Schilson.
 Tenby.—T. J. Hare.
 Virden.—T. T. Higgins, Clingan Scales & Wilcox, F. Palmer, T. R. Duke, H. D. Crowe, M. R. Schuman, McLellan & English.
 Whitewater.—The McKay Co.
 Waskada.—W. H. Stovin & Co., Hamelin Bros.
 Winkler.—A. Nitreman, Dyck & Kroeker, B. Loewan, Wilton Bros.
 Wellwood.—C. E. Titus, Dalton & Co., Beeman & Co.
 West Selkirk.—W. Robertson, T. R. Bullock, J. K. McKenzie.

Westwood.—G. Brown, H. Bicknell.
Saskatchewan.
 Alameda.—Cook & Morrison, Hopper Bros., R. C. Gibson, Creighton & Graham.
 Arcola.—Hamelin Bros.
 Antler.—W. Cavanagh, A. E. White, McAllister & Hunter.
 Abernethy.—Brooks & Brown, F. W. Anderson, C. Chipperfield.
 Balearres.—E. S. Meirs, Ludlow & Son, F. G. Casey, D. Irwin.
 Carievale.—E. J. Code, Gilliland Bros., F. Clark.
 Carnduff.—Ruddell & Gibson, S. Ballentine, J. B. Preston, J. H. Elliott, J. H. Taylor.
 Carlyle.—G. W. Stockton, Baker & Gunn, Hamelin Bros.
 Cupar.—Hastings & McLaughlin, Baird & Brown.
 Chickney.—W. G. Turner.
 Creelman.—Williams & Griffith, S. R. Carrothers.
 Dubue.—Burnie & Drysdale, McAsh & Walden.
 Drinkwater.—W. H. Duff.
 Estevan.—J. W. Musgrove, A. Kelly, M. H. King, W. McLeod.
 Esterhazy.—S. R. Kredba, Wrightson & Flook, Minhinnick Reunart Co., Sullivan & Moir.
 Frobisher.—Riddell & Co., Laurier & McCutcheon.
 Fillmore.—Hall MacDiarmid Co., Morrison & McLeod, Campbell Bros.
 Francis.—Milinn & Dundas, W. G. Rowland.
 Gainsboro.—Briggs & Bohemer, R. B. Elliott, Lockerbie & Halliday.



MR. T. A. GAETZ, RED DEER.
 A prominent member Western Retail Merchants' Association.

Glenewen.—C. Crawford, T. R. Preston.
 Grayson.—M. Krolick, H. Smith.
 Harding.—F. C. Dundas, Reid & Spence.
 Heward.—Docker & Fraser, Munroe & Co., Robt. Bell.

Halbut.—F. & Sons, P. D. Hitchcock—Killalee—F. Lipton—Lai Lemberg—A. G. Turner. W. Lang—A. W.

MR. R. J. A prominent mem

Moose Jaw & Truax, Doe Kent & Brown, R. Bognon, McTaggart-Foisie.
 Midale.—W. Milestone—son, C. A. Tu Oxbow—M. Geo. Parber, Osage—J. F. Peuse—Stev son.
 Redvers.—R. T. McLanders.
 Rocanville—Scott.
 Rouleau.—C. Bros., Rouleau Stockholm—Steinberg.
 Strassburg—Sproule, A. J. Swift Curr Reid.
 Stoughton—Tantallon—Tvan—H. den, H. De J. Weyburn—Horne, L. A. J. Wauchope—Morris.
 Welwyn.—A. Wilcox—J. Yellowgrass lowgrass Supp
The
 In opening Lawlor hearti present, partic from Saskatel

H. Bicknell.
 rison, Hopper,
 ghton & Gra-
 A. E. White,
 Brown, F. W.
 Ludlow & Son,
 Milliland Bros.,
 Gibson, S. Bal-
 H. Elliott, J.
 on, Baker &
 McLaughlin,
 r.
 Griffith, S. R.
 ale, McAsh &
 f.
 ve, A. Kelly,
 a, Wrightson
 art Co., Sulli-
 o., Laurier &
 mid Co., Mor-
 l Bros.
 ndas, W. G.
 ohemer, R. B.
 day.
 D DEER.
 tail Merchants
 , T. R. Pres-
 I. Smith.
 as, Reid &
 ser, Munroe &

Halbute—F. Letschker, E. S. Conant
 & Sons, P. D. Hives.
 Hitchcock—N. Dupuis.
 Killaley—Fesser & Bachman.
 Lipton—Laird & Gibson.
 Lemberg—A. B. Ferrier, J. Horne, W.
 Turner.
 Lang—A. W. Adams, A. C. Wright.



MR. R. J. MOORE, CARTWRIGHT.
 A prominent member Western Merchants' Association.

Moose Jaw—W. Heasman, McMicken
 & Truax, Doctor Bros., McKenzie Bros.,
 Kent & Brown, Limited, T. J. McCam-
 mon, R. Bogue.
 McTaggart—Wm. La Chapelle, L.
 Foisie.
 Midale—Wedin Bros.
 Milestone—W. Franklin, R. S. Ander-
 son, C. A. Turner, M. S. Fredenberg.
 Oxbow—M. McKay, Walsh Bros.,
 Geo. Barber, H. C. Disney.
 Osage—J. E. Kilty.
 Pense—Stewart & Birt, J. M. Clos-
 son.
 Redvers—R. Ferguson, R. Curle, L.
 T. McLanders.
 Rocanville—Alex. Cameron, Barrett &
 Scott.
 Rouleau—Craig & Dobson, Johnston
 Bros., Rouleau Supply Co.
 Stockholm—W. A. Lamont, A. W.
 Steinberg.
 Strassburg—M. P. Lemon, Wallace &
 Sproule, A. E. Fitzgerald.
 Swift Current—Argue & Cooper, C.
 Reid.
 Stoughton—W. J. Ross, M. Byers.
 Tantalton—Paynter Bros.
 Tyvan—H. Stevenson, Bishop & Red-
 den, H. De Jany.
 Weyburn—N. D. McKinnon, W.
 Horne, L. A. Freeland.
 Wauchope—W. Quesnelle, Freeman &
 Morris.
 Welwyn—A. M. & W. Sinclair.
 Wilcox—J. A. Weir, L. D. Sparling.
 Yellowgrass—F. B. Elliott & Co., Yel-
 lowgrass Supply Co.

The Opening Meeting.

In opening the meeting, President Lawlor heartily welcomed the dealers present, particularly those who had come from Saskatchewan and Alberta. Mani-

toba dealers might be expected to attend a meeting in their own province, but it was particularly gratifying to be able to welcome dealers from the far west. He hoped that there would be harmony at the meetings and that the result of the deliberations would be the greatest good to the greatest number.

Mr Lawlor then reviewed briefly the work of 1905, recalling the organization meeting in Winnipeg one year ago, the appointment of Secretary W. A. Coulson in the Spring of the year, and the semi-annual meeting held in Winnipeg last July. He told of the territory covered by Secretary Coulson in the course of his organization work and announced that the association had now 590 members while it was estimated by the executive that there is in the west a possible membership of 1,100 or 1,200.

A Bright Outlook.

Provided only that the retail merchants of the west would stand up for their own interests, said President Lawlor, their immediate future was bright. The opening up of new territory by the building of the G.T.P. would be a benefit to the surrounding country. Dairy produce would find an increased market at home, which would mean enhanced prices—a good thing for the retailers, as produce was the same as money to the farmer.

Mr. Lawlor explained that he had had some correspondence with the executive of the Retail Merchants' Association of Canada. E. M. Trowern, secretary of that association, had written asking whether the western association would welcome a representative from the Dominion association at their meetings. He had sent a cordial invitation, and, as a result, Mr. Trowern, himself, had come west. He would address the meeting later.

The president stated also that A. L. Johnson, ex-president of the Winnipeg Board of Trade, had asked permission to address the association on the subject of the legislation now before the Manitoba Legislature, respecting the sales of merchants' stocks in bulk. Mr. Johnson had also intimated that other wholesalers would like to address the association, and the president had assured him that the association would be glad to give him and the other gentlemen a hearing.

Finances Satisfactory.

The secretary then read his report as given in last week's Canadian Grocer. The financial statement showed receipts amounting to \$2,912.50 and disbursements totalling \$2,697.30, leaving as a balance on hand \$215.20. Messrs. Franklin, Wilkie and A. R. Welch were appointed auditors to vouch for the accounts, and later reported the financial statement correct.

The secretary's report was adopted after considerable discussion in the course of which several little misunderstandings were cleared up. Some dealers seemed to think, having given the matter no consideration, that the secre-

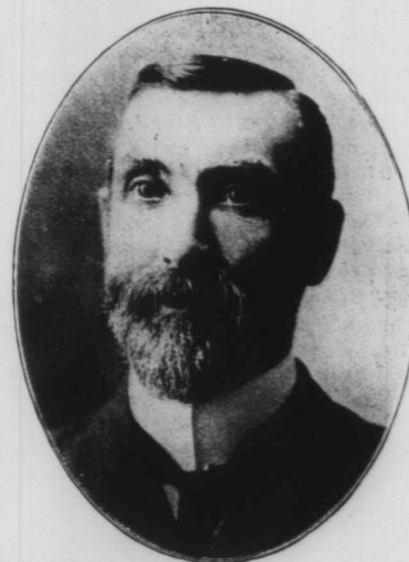
tary had nothing to do but run around the country settling little local disputes. They forgot that he was responsible for the organization of the whole of the west, and that he had been doing the work of two or three men. Explanations being given, the secretary's report was adopted unanimously on motion of W. Krolick, Grayson, and W. Ledoux, of Arnaud. On motion of Messrs. Smith and Krolick, a vote of thanks to Mr. Coulson was passed amid great enthusiasm.

Message from Hardware.

At this stage of the proceedings J. A. Lindsay, president of the Western Retail Hardware Association, entered the hall with a message from his association. He said the hardwaremen had met in the morning and had been addressed by E. M. Trowern, of the Dominion Retail Association. This afternoon, as a result of his morning address, the question has come up whether or not it was advisable to join the National Retail Association.

Take Second Place.

"A year ago," said Mr. Lindsay, "we were proud to give you a copy of our by-laws when you were drawing up your own by-laws and constitution, and we thought we were the whole thing. But now we find that the tail is wagging the dog. You are stronger than we are. If we decide to join the National Association, and you decide to do the same, it is suggested by Mr. Trowern that we should to a certain extent amalgamate; that we should have a common executive to look after our common inter-



MR. T. J. LAWLOR
 A prominent member Western Retail Merchants' Association.

ests. But we hardwaremen don't want to be obliterated if we unite, and I don't suppose you do either."

On the invitation of Mr. Lindsay, President Lawlor retired to visit the Hardware Association, and the chair was taken by J. D. Baine.

A nominating committee was then ap-

pointed consisting of J. F. Hunter, Boissevain; W. Ledoux, Arnaud; E. H. Glinz, Oak River, and W. A. Coulson, Winnipeg.

The Dominion Representative.

President Lawlor returned, bringing with him E. M. Trowern, who addressed the meeting for about two hours, delivering the same speech as he made before the hardwaremen in the morning. He spent a lot of time unnecessarily in arguing to a lot of retailers already in the association, the necessity of organization. His audience were already convinced and the mere fact of their membership should have been sufficient proof of this, but evidently Mr. Trowern had the speech on his mind and had to deliver it.

At the close of his address he came to the point, but unfortunately a number of dealers had left the meeting.

Organization Creates its Need.

"The more organization we have," said he, "the more organization we find we require. When we started our organization in Toronto we found that it was necessary to enlist the support of dealers throughout the Province of Ontario. When we got Ontario we found that we had to get Quebec, and now we are under the necessity of getting help from the west."

Mr. Trowern then outlined some of the objects of the association, laying stress on what he called the contract system of price setting. By this system, the manufacturer sets the retail price of certain staple lines and all these goods are sold the retail trade on condition that they will not sell below these prices. In this way, price-cutting is rendered impossible, for if a man signed the contract and broke it he would be liable under the law. It would be the object of the association to persuade manufacturers to put their goods on the contract plan and sell only under that plan. Mr. Trowern concluded with a strong plea for the affiliation of the western association with the Dominion.

At the evening meeting it was decided to affiliate with the Dominion association on motion of Messrs. Baine and Snelgrove. This motion was passed when it was learned that the hardware association had already taken the step. Messrs. Lawlor, Paynter, Glinz and Coulson were appointed a committee to confer with the hardware association to arrange a basis of union.

The Basis of Union.

Wednesday morning was spent in informal discussion among the dealers present, there being no regular meeting as all were waiting for the results of the deliberations of the committees from the two associations who were hard at work arranging a basis of union.

In the afternoon the general merchants met, with President Lawlor in the chair, and after a long discussion the union proposal submitted by the committee was adopted. According to the terms of the agreement, the two associations retain their separate organiza-

tion, their separate executives and separate secretaries, but for certain common objects they merge in a Western Board of the Dominion Retail Merchants' Association, whose headquarters are in Toronto. The executive of the Western Board are to be elected in a joint meeting of the two associations. The Western Board may levy a maximum fee of 50 cents per member on the two associations, and a fee of 10 cents per member is to be paid to the Dominion association.

Immediately after the basis of union had been agreed upon the General Merchants' Section adjourned and the Western Board (in which the hardwaremen are also included) proceeded to elect their officers. An account of their proceedings follows at the conclusion of the report of the proceedings at the General Merchants' Section.

Election of Officers.

In the evening the general merchants met again before the meeting of the Western Board and officers were elected as follows, Messrs. Glinz and Snelgrove acting as scrutineers: President, J. F. Hunter, Boissevain; first vice-president, R. Bogue, Moose Jaw; second vice-president, J. A. McDougall, Edmonton; secretary, W. A. Coulson, Winnipeg; treasurer, J. D. Baine, Boissevain; auditor, F. Wilkie, Margaret.

Immediately after the election results were announced, the newly elected president, J. F. Hunter, took the chair amid loud applause and in a brief speech he thanked the association for the honor done him. President Hunter is a man of good executive ability and as a presiding officer there are few who can equal him. While he was in the chair business was carried on promptly and systematically.

Secretary Re-engaged.

The principal business of the evening was the question of finances. It was decided to leave the annual dues at \$5, the present figure. Secretary Coulson was re-engaged at an increased salary and a number of merchants present told of his good work for the association, and spoke highly of his ability as an organizer.

About Contract Prices.

President Hunter presided at the Thursday sessions of the General Merchants' Section and a vast amount of routine business was put through. A long discussion of Mr. Trowern's contract price plan took place and it was decided to approach a number of manufacturers on the subject.

A number of members spoke strongly on the absurdity of forcing the secretary to travel around the country collecting the annual fees, and settling trifling disputes which merchants should be able to settle for themselves. In the matter of collection of fees, it was finally decided on the suggestion of Messrs. Welch, Baine and Lawlor that some one merchant in each town should be made responsible for collections and that the

secretary should make a draft on him at fifteen days. In this way a great amount of traveling expenses will be saved. The same speakers also impressed on the merchants present the folly of calling in the secretary to settle every little trifling local trouble when such disputes should easily be settled by the local dealers.

Cutting Prices.

Reverting to the matter of price-cutting, particularly by catalogue houses, a motion was introduced by T. J. Lawlor to the effect that when prices are habitually cut on certain staples the association executive should approach the manufacturers and ask to have these goods sold on the contract plan. The motion carried. The chairman then asked that all dealers having local complaints of this nature should send them in to Mr. Coulson as he had no other means of knowing of these troubles and he could not be expected to remedy evils of which he had no knowledge.

Mr. Coulson reported that price-cutting at Hamiota and some other points had been stopped, the banks and wholesale houses having given him considerable assistance in ending this ruinous cut-throat policy.

Standing up for the Retailer.

A resolution condemning the alleged practices of some jobbers and manufacturers in selling to the consumer was passed amid enthusiasm.

On motion of J. Munroe and S. H. Carrothers, a resolution was passed instructing the secretary to take up the matter of discounts given by rubber manufacturers on rubber goods and act with the Dominion board in an effort to secure larger discounts.

Banking Facilities.

A long discussion took place at the Thursday afternoon session on the character of the banking facilities afforded the western dealer and the extent of the credit allowed him. Several speakers complained that eastern dealers can borrow money from the banks at least 2 per cent. cheaper than the western dealers can borrow. After a long discussion a resolution was passed instructing the executive to investigate the matter, as it was felt that the western dealers are not receiving the favorable treatment to which they are entitled.

Peddling Licenses.

At the morning session Mr. Coulson read a number of complaints of the unfair competition of traveling hawkers and peddlers and the result of a long discussion was the adoption of the following resolution on motion of D. N. Embrie and L. D. Smith:

"That the provincial governments be appealed to to pass legislation calling for uniform municipal license fees from peddlers and hawkers throughout the province and to take steps to see that the municipalities enforce the said legislation."

Quantity Reductions.

The offering of inducements to large quantity buyers was brought up by Wilfrid Ledoux, Arnaud, and a general discussion followed. It was urged that the granting of discounts to quantity buyers militates against the interests of the small dealer, and finally, on motion of Messrs. Ledoux and Snelgrove, the fol-

OFFICERS RETAIL MERCHANTS' SECTION.

President—J. F. Hunter, Boissevain, Man.
First Vice-Pres.—R. Bogue, Moose Jaw, Sask.
Second Vice-Pres.—J. A. McDougall, Edmonton, Alta.
Secretary—W. A. Coulson.
Treasurer—J. D. Baine, Boissevain, Man.
Auditor—F. Wilkie, Marga et, Man.

draft on him at way a great pensens will be rs also impressent the folly of to settle every ble when such e settled by the

ces.

ter of price-cut-alogue houses, a y T. J. Lawlor prices are habitles the associa-proach the man-ave these goods n. The motion hen asked that complaints of them in to Mr. other means of es and he could ly evils of which

that price-cut-me other points anks and whole-him considera-this ruinous cut-

Retailer.

ng the alleged s and manufac-consumer was

oe and S. H. was passed in-o take up the iven by rubber goods and act in an effort to

ities.

place at the on on the char-cilities afforded he extent of the everal speakers dealers can bor-unks at least 2 he western deal-long discussion instructing the the matter, as tern dealers are le treatment to

enses.)

n Mr. Coulson ints of the un-veling hawkers sult of a long tion of the fol-tion of D. N. h:

governments be gislation calling ense fees from throughout the ps to see that e the said legis-

ctions.

ments to large ight up by Wil-d a general dis-urged that the quantity buyers interests of the , on motion of lgrove, the fol-

lowing resolution was passed unanimously:

"Whereas discounts are given on goods sold by manufacturers or jobbers in large quantities, and whereas such discounts are against the interests of the small retailer and encourage the cutting of prices by catalogue houses, resolved, that the general merchants desire all such discounts to be abolished and a uniform price be adopted for all."

Votes of Thanks.

On motion of T. J. Lawlor enthusiastic votes of thanks were passed to the Union Bank, the Bank of Commerce and the wholesale trade for assistance given the association. Mr. Lawlor also moved a vote of thanks to the trade press for the publicity given the work of the association among the trade. After a vote of thanks to retiring President T. J. Lawlor and Secretary Coulson, the convention adjourned to meet again at the call of the executive some time in the Summer.

Western Board Meetings.

The first meeting of the Western Board was held on the afternoon of Wednesday, February 14, T. J. Lawlor presiding. There was a fair attendance of hardwaremen and general merchants and considerable enthusiasm was shown.

The first business was the election of officers and in this the utmost harmony prevailed between the members of the two executives. Both secretaries are on the executive of the Western Board, the general merchants are represented by the president and second vice-president, while the hardwaremen are represented by their first vice-president. J. A. Lindsay, retiring president of the Hardware Association, is auditor.

The executive is as follows: President, W. G. McLaren, Souris, Man.; first vice-president, G. K. Smith, Moose Jaw, Sask.; second vice-president, H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.

President-elect W. G. McLaren took the chair amid applause, and the meeting at once settled down to business. Many favorable comments were heard on the business-like management of the meeting by the president-elect. He made an excellent chairman.

Various Resolutions.

On motion of Messrs. Lindsay and Baine a resolution was passed asking the manufacturers to refuse to allow their goods to be quoted in catalogues of mail order houses at cut prices.

On motion of G. K. Smith and T. J. Lawlor, a strong resolution was passed asking for legislation providing that corporations be made amenable to the law the same as individuals and that the president and secretary of a corporation be held personally responsible for the acts of a corporation. This resolution was passed on to the Dominion Board.

On motion of Messrs. Hunter and Payne a resolution was passed condemning the enforced payment by retailers of fees for the inspection of their weights and measures. Several members spoke strongly on this subject, complaining of the injustice of forcing dealers to pay these fees.

A motion by G. K. Smith and J. B. Curran was passed regarding fire insurance for members by the association. The motion instructed the officers of the Western Board to work in conjunction with the officers of the Dominion Board

in Toronto to devise some practicable plan of fire insurance by the association.

Sale of Stocks in Bulk.

An informal discussion then followed of the legislation now before the Manitoba Legislature respecting the sale of stocks of merchandise in bulk. As explained in an editorial in this paper some weeks ago, this bill provides some restrictions on the sale in bulk of merchants' stocks, the object being to prevent "midnight sales" by dishonest dealers who sell their stocks and pay the wholesale houses only a percentage of the amount owed them. The bill provides that before a sale can be made a merchant must obtain the consent in writing of at least 50 per cent. of his creditors and 75 per cent. of the value. Failing this the sale can be put through only by paying the amount of the purchase price to a trust company for the benefit of the creditors.

J. F. Hunter spoke strongly in opposition to the bill, as he considered it a measure wholly in the interests of the wholesale trade.

"It ties up and hampers the great mass of honest dealers," said he, "for the sake of a very few dishonest men. We have all to run some risk when we extend any credit and I don't see why the wholesale man should be protected when we are not. What would the farmers say to a similar measure designed to protect the retailers?"

Visitors From the Wholesalers.

A number of wholesale men attended the meeting of the Western Board on Wednesday evening by special invitation. Among those attending the meeting were A. L. Johnson, ex-president Board of Trade; Wm. Georgeson, of Codville-Georgeson Co., Limited; J. Y. Griffin, A. Strong, D. W. Bole, M.P., and A. Macdonald.

Plea for the New Legislation.

A. L. Johnson addressed the meeting at considerable length on the bill now before the Manitoba Legislature respecting the sale of stocks of merchandise in bulk, and, after expressing the pleasure which the wholesalers had in meeting the retail trade, he plunged into the discussion. He argued with the force and clearness of expression which always characterize Mr. Johnson's addresses, that while there might be some details of the measure in its present shape which would be objectionable to the wholesale trade, still the principle was as much in the interests of the retailers as of the wholesalers. The wholesale trade were anxious to have the retail trade endorse the principle of the bill; the details could be arranged to the satisfaction of both parties by a joint committee.

When the Retailer is Hit.

"It often happens," said Mr. Johnson, "that a man sells out his stock in a

OFFICERS OF WESTERN BOARD.

(Elected by general merchants and hardware men in joint session.)

President—W. G. McLaren, Souris, Man.
1st Vice-President—G. K. Smith, Moose Jaw, Sask.
2nd Vice-President—H. C. Hamelin, Winnipeg, Man.
Secretary—W. A. Coulson, Winnipeg, Man.
Treasurer—J. E. McRobie, Winnipeg, Man.
Auditor—J. A. Lindsay, Winnipeg, Man.

hurry for say 60 cents on the dollar and then he comes to Winnipeg to compromise with his creditors, or perhaps he doesn't come at all. Perhaps you think this is the wholesalers' funeral only, but think a minute. The purchaser of the stock gets it cheap, and what does he do with it? He slaughters it, of course, to the detriment of the legitimate regular trade, and any measure designed to stop this ruinous practice is in the interests of all branches of the trade.

"The bill is framed for the dishonest dealer, and surely no one will dispute that the wholesaler has some rights in the disposal of a stock for which he has not yet been paid. The wholesale trade do not desire to have legislation that will be onerous on the retail trade, but they do desire protection.

Many Misconceptions.

"I find in discussing the matter with retailers that there are many misconceptions current respecting the bill. It refers only to stocks of merchandise and not to land, and we are anxious that it should be acceptable to you as well as to ourselves. We are willing and anxious to agree to any amendments in the details of the bill, but we think the principle should commend itself to you as well as to us."

Association and the Trade.

Wm. Georgeson, who was greeted with applause as he rose to speak, expressed his pleasure in the knowledge that the association was continuing to prosper. He believed it would do much to advance the interests of the retail trade.

Proceeding to discuss the merits of the bill, he contended that the interests of the wholesaler and the retailer were not far apart. In this particular instance, the interests of the wholesaler were also the interests of the retailer, who is injured by the slaughtering of stocks that invariably follows "midnight sales."

Principle, Not Detail.

"The point, gentlemen," said Mr. Georgeson, "is not whether this bill as it stands is what we want, but whether we approve of its principle. There may be clauses to which exception could be taken, but they can be amended, and if we are agreed as to the principle of the bill the Law Amendment Committee at the Legislature can fix it up all right. It will be amended to make its provisions as little onerous as can be.

Question of Ownership.

"As to the principle of the bill, I fail to see why there should be any disagreement. The wholesale trade are surely justified in holding that when a man does not own his stock of goods, when he has no interest in it, he should consult those who do own it before he sells it at so many cents on the dollar. This bill will never hurt a solvent merchant. There will be no trouble in getting the consent of the wholesale trade to a sale by a solvent merchant. You know the wholesale trade, and you know that you have always found them reasonable."

The Retailer's Views.

In the course of the general discussion that followed Mr. Georgeson's speech, J. F. Hunter contended that the provisions of the bill were unreasonably onerous. He asked if a merchant would have to show up all his affairs and get consent of all creditors for land and other

things. Mr. Johnson replied that all direct liabilities would have to be faced. Mortgages would be indirect liabilities. This, however, was a point that would have to be made clear.

Wilfrid Ledoux, Arnaud; H. C. Hamelin, Winnipeg; and T. J. Lawlor, Killarney, took part in the discussion that followed in the course of which it was made clear that the purchaser of a stock will not be held responsible for the truth of the statement of his affairs made by the vendor.

Mr. Johnson said that the wholesale trade would be willing to have the bill amended so that its provisions would not apply in case the proceeds of the sale were as large as the liabilities.

A Law for all Branches.

J. F. Hunter said he would be glad to see a law that would protect all branches of the trade but he saw no reason why the wholesale trade alone should be protected to the embarrassment of the retailers. How would the farmers view a similar measure designed to protect the retail storekeepers? The wholesaler did not have to sell goods to a man whose credit was poor and if they gave him credit they did so at their own risk. He saw no reason why they should be relieved of that risk.

Probably it was quite true that the wholesale men would consent to the sales of their stocks by solvent retailers but there would always be delay and probably the purchaser would change his mind while the vendor was running around getting the consent of his creditors to the sale.

Mr. Georgeson replied to this that sales would naturally be made subject to consent being obtained and the vendor could easily secure a deposit on the sale. He failed to see how a sale would be tied up by the provisions of this bill.

It was finally decided to refer the matter to the executive committee with instructions to report at the meeting the following day.

Concluding Session.

President McLaren took the chair about 4.30 on Thursday afternoon and the concluding business of the Western Board was put through with promptness. The executive presented the following report with reference to the bill respecting the sale of stocks in bulk:

"Your executive board desire to report that they have gone very fully into the proposed legislation respecting the sale of merchants' stocks in bulk and they have decided that, owing to the great importance of the measure to the retail trade, and in view of the short time given for its consideration, the wholesale trade be asked to withdraw the bill for the present. Your executive board ask to be allowed to go further into the matter and consult with the wholesale trade in order that a bill may

be prepared that will accomplish the desire of the wholesale trade and at the same time be acceptable to the retailers. Your committee will present a further report at the next meeting of the Western Board.

"Signed — W. G. McLaren, G. K. Smith, H. C. Hamelin, W. A. Coulson, J. E. McRobie."

The report was adopted and the convention then adjourned to meet again at the call of the executive.

BUSINESS CHANGES.

J. W. Brown, baker, Vienna, Ont., has sold out.

D. Ducharme, grocer, Magog, Que., assets sold.

Poupart & Bolduc, grocers, Montreal, Que., dissolved.

Ludger Huot, grocer, St. Jerome, Que., assets sold.

Watson & Hall, grocers, Victoria, B. C., have dissolved.

Mahler Bros., evaporators, Wingham, Ont., have sold out.

J. J. Harwood, confectioner, Morden, Man., mortgagee's sale.

H. Merson, grocer, Ottawa, Ont., has assigned to W. A. Cole.

Carscadden Bros., general merchants, Lenore, Man., dissolved.

A. D. Penner, general merchant, Herbert, Sask., has sold out.

Gutteridge Bros., general merchants, Deloraine, Man., dissolved.

Reed & Co., bakers, Lethbridge, Alta., have dissolved partnership.

P. Massicotte & Co., groceries, etc., Montreal, Que., assets sold.

W. G. Graham, grocer and baker, Westboro, Ont., assets sold.

H. W. Legare, general merchant, La-belle, Que., has compromised.

Gloeckler Bros., general merchants, Rosthern, Sask., have sold out.

J. W. Cadieux, grocer, Montreal, Que., Chartrand & Turgeon, curators.

J. J. Smith (estate of), general merchant, Yorkton, Sask., stock sold.

E. Deguire, general merchant, Glen Robertson, Ont., has compromised.

Arthur Desroches, grocer, Joliette, Que., has sold out to Alcide Perrault.

H. C. Young, general merchant, Stockholm, Sask., has sold out to McKenney.

D. Moffatt, general merchant, Oakburn, Man., has sold out to Harold McKillop.

D. K. McArthur, general merchant, Hopeville, Ont., offering to compromise.

J. D. E. Lafond, general merchant, Frelighsburg, Que., offering compromise.

E. Ferguson, confectioner, Lauder, Man., has been succeeded by B. H. Heron.

Z. Picotte & Cie., general merchants, Victoriaville, Que., advertising selling out.

J. Bercuson, grocer, dry goods, etc., Winnipeg, Man., has removed to Calgary.

Wm. Pitcher, baker, Minnedosa, Man., has assigned to Steve Taylor, Minnedosa.

Jas. Cote, general merchant, Weirhill, Sask., has been succeeded by Albert Cote.

James McCauley, general merchant, Kingsmill, Ont., has sold out to J. E. Lloyd.

J. A. Raizenne, general merchant, St. Eugene, Ont., has assigned to A. Lamarche.

Abraham Assad, general merchant, Buckingham, Que., Alex. Desmarreau, curator.

Chas. Choquette, general merchant, Village Richelieu, Que., offering compromise.

L. Goldstein, general merchant, Morris, Man., has been succeeded by James Gadsden.

Heatherington & Walters, bakers and confectioners, Cartwright, Man., have dissolved.

Spencer Smith, grocer and fruiter, Orangeville, Ont., has sold out to Jas. McMillan.

Wm. Schroeder, general merchant, Grenfell, Sask., has sold out to George Thompson.

Theo. Magnuson & Co., general merchants, Van Anda, B.C., have dissolved partnership.

Penner & Harder, general merchants, Herbert, Sask., have been succeeded by J. L. Peters.

James Price, hides, Montreal, Que., Charles H. A. Price and Walter Lawson Price registered.

A. Creighton, general merchant, Cypress River, Man., has been succeeded by Indrithson & Co.

Wm. Gibson, general merchant, Balgonie, Sask., has been succeeded by Balgonie Supply Co.

Robert Rollins, general merchant, Killarney, Man., has been succeeded by Squair & Rollins.

Mrs. A. L. Stickney, general merchant, Stickney, N.B., has assigned, meeting of creditors March 2.

The Vermillion Trading Co., general merchants, Vegreville, Alta., have been succeeded by A. Miller.

Chas. H. Clarke & Co., general merchants, Poplar Point, Man., have assigned to Henry Detchon.

Napier & Partridge, general merchants, Cumberland, B.C., being succeeded by Coote & Partridge.

Richard Wambolt, fish, etc., Dartmouth, N.S., has assigned to G. E. Faulkner, official assignee.

Vaillant & Lamarre, groceries and liquors, Montreal, Que., have been succeeded by Charbonneau & Lamarre.

Hudon, Hebert & Co., Limited, wholesale grocers, Montreal, Que., Chas. P. Hebert has registered as president.

Chas. H. Clarke & Co., general merchants, Poplar Point, Man., stock advertised for sale by auction 21st inst.

W. H. Stovin & Co., general merchants, Waskada, Man., have dissolved partnership, W. H. Stovin continues.

Robertson & Melanson, general merchants, Bathurst, N.B., Frederick G. Robertson and Lina E. Melanson registered.

LEMON DELIVERIES COMPARED.

Arrivals of Sicily lemons at New York, January to February 16, totalled 70,225 boxes, and in the corresponding period last year 182,700 boxes.

IN A NUTSHELL

The Chas. Made.

(1) The Retail Merchants' Association of Western Canada and the Western Retail Hardware and Stove Dealers' Association affiliate and elect a joint executive to look after common interests; but each retains its own separate executive and secretary to look after its individual interests.

(.) The two associations combined form a western section of the Dominion Retail Merchants' Association, with headquarters in Toronto.

WINDOW AND INTERIOR DISPLAYS

BROWN & KNIGHT, CALGARY.

The illustration given this week is still further proof—if proof were necessary—of the up-to-date methods employed by retail grocers in the Great West. A finer internal display for an ordinary grocer's store could scarcely be arranged. It will at once be noted that the picture was taken at Christmas time and is appropriately decorated, yet the decorations are of such modest and reasonable dimensions that the general appearance of the stock is not interfered with.

A careful perusal of this picture by a progressively inclined grocer will give him many ideas of use and importance. The arrangement of glass bins on the right of the picture were so placed at the suggestion of the principals themselves, with a handy table shelf the whole length, for either display or serving. Shelves, bins, or receptacles of suitable descriptions are everywhere in

evidence, and greatly add to the cleanliness and utility of service.

FROSTED WINDOWS.

The frosting of windows is a problem that bobs up every Winter. To get at this question intelligently it may be well to consider the cause of the window's frosting. It is simple enough. The cold outside air cools the glass and the warm air on the inside containing moisture coming in contact with the glass, is congealed and becomes frost on the window. The difference in temperature on the two sides of the glass does this. A similar action is noted when a pitcher of cold water is brought into a warm room. The warm air of the room striking the cool side of the pitcher is turned into moisture—is condensed until it is drops of water. This being the case, it is easy to see that the real solution of the frosty window problem is the keeping of the

temperature the same on both sides of the glass.

There are other ways of keeping off frost when the weather is not very cold, however. By keeping a current of air moving against the window the frost will be prevented, as the moving air dries up the congealing moisture so fast that it does not form on the glass. For the same reason, a row of gas jets along the bottom of the window will keep it clear in mild weather, or a lamp will serve the same purpose. But these methods are not working along the right lines. They are not striking at the root of the trouble. They are curative rather than preventive.

In cold weather windows must be completely boxed in. No heat from the store should get into them. There must be openings of sufficient sizes at the top and bottom to allow a free circulation of the air. If this is done the window will not frost over except in very unusual, damp weather.



Internal Christmas Display of Brown & Knight, Calgary, Alta.

CANNERS GATHER AT SEASIDE

And Discuss the Problems Confronting the Industry—Over Thirty Canadians Present—Fine Display of Machinery.

Atlantic City, the gay, the debonair, the frivolous, the resort of the idler, the health seeker, the nouveau riche, blessed by nature with its eternal ocean, its splendid beach, its glorious battalions of white-crested combers, cursed by man with its dreary wilderness of hopeless vulgarity from the strident display of robber hotels down through all the grades of petty cheats and catch-penny fakirs who prey upon the vanity and folly of its frequenters—Atlantic City, the Riviera of America, was last week at least the scene of a gathering in which brains and vigorous, virile manhood were the characteristics, the annual convention of the canners of America.

The convention included the packers, the brokers and the supply men, and represented over five and a half million cases of canned goods packed this season, and an enormous sum of invested capital.

The meetings were held in one of the large hotels on the board walk, and the exhibition of canning machinery made by the supply men on Young's pier a half mile down the board walk.

The latter was the mecca that drew the canners from all the states east of Chicago and from Canada. The latest devices in canning machinery were on display in charge of the most pleasant imaginable gentlemen, who explained their merits and closed the deals for new machines, and no small number of sales were thus made.

Canadians Present.

Canada was well represented. Over thirty Canadians attended the convention and machinery exhibition and were on every hand treated with the greatest courtesy, even if it was slightly exasperating at times to have it confidently assumed that fruits and vegetables could not be grown in Canada on account of our cold climate. That we should be able to ripen tomatoes seemed incredible to not a few fine fellows from Maryland.

The dean of the Canadian delegation was undoubtedly Mr. James B. Campbell, of the Acme Can Co., of Montreal. Mr. Campbell has been a regular attendant on these conventions for years. He knows everybody and they all know him. His courtesy in introducing fellow Canadians to the important personages was generally appreciated.

Mr. Campbell has an ambition to have the convention held in Canada in 1908, and there is a possibility that he may be successful.

The Montreal party came early and went away late. They included besides Mr. Campbell, his partner, Mr. W. Pratt, Messrs. Bienette and Geo. Lauzon, of St. Eustache; Laplante, St. Remi; L. J. Laurin, A. Laurin, Du-sault, St. Dorothee; Napoleon Lepage, Pierre Gravel, Park Laval; R. Whit-hall, Montreal.

From Toronto a party consisting of Messrs. Thos. Owens, Frank Owens, E. A. Pearce and A. H. Allen, of the Bloomfield Packing Company, and D. B.

Gillies, of The Canadian Grocer, went over Monday night via the Lehigh Valley. To while away the tedium of the journey a fish yarn competition was got up and Mr. Frank Owens was easily first in a stirring history of landing a 'lunge on the Quinte.

On Wednesday Mr. David Marshall, of the Canadian Canners, Limited, arrived and was a careful student of every new device that was being shown in the way of improved machinery.

Mr. H. C. Beckett, of the Canada Grocers, Limited, was also present. Although not a canner Mr. Beckett makes it a point to keep close to all that is going on in the canned goods trade. Mr. Nairn, of the Canadian Canners, Limited, was also present and spent his time in the machinery hall.

Other prominent Canadian canners at the convention were President Syming-



MR. J. B. CAMPBELL,

ACME CAN WORKS, MONTREAL.

Elected member of the Machinery and Supplies Association

ton and Manager W. A. Carson, of the Napanee Canning Company, Messrs. Hagerman and R. B. Morden, of the Belleville Canning Company, Manager G. Matthews and Thos. Flynn, of the Miller canning factory at Trenton, Sherman Strout of the Delhi Canning Co., Chas. McCartney of the Grimsby factory, J. C. Danheiser, of the St. Catharines plant, M. Moore, of the Wellington factory, and Mr. Davis, of Burlington.

Mr. E. D. Smith, M.P., of Winona, accompanied by Mrs. Smith, was an interested visitor at the machinery hall, and is understood to have secured some additions for his factory at Winona.

Mr. L. J. Coryell, of the Coryell Seed Co., Oshawa, an old visitor to the convention, renewed acquaintances made at Columbus and Washington in previous years.

In the machinery trade Mr. W. E. Blandford, of Brown, Boggs & Co., was active in getting around among the Canadian crowd.

Topics of Discussion.

The first day's business of the convention was largely social. The members got acquainted while Mayor Stoy extended the civic welcome to the canners. Tuesday, however, business was uppermost in all minds, the features of the day being addresses by Mr. Chas. E. Wilcox, of Chicago, on the canned goods industry from the buyers' standpoint, and by Mr. Finley Acker, the great Philadelphia retail grocer, throwing out a few suggestions based on 25 years' experience with the consumer.

The Buyers' Standpoint.

Mr. Wilcox witnessed to marvellous improvement in canned goods in the last 25 years, and made the point that there never was an over-production of really first-class goods. He argued that as the canners raised their standards the consumption of their goods would increase. He would always consider quality before price. His one serious complaint against the trade was in reference to the poor quality of boxes being used.

A Retailer's View.

Mr. Finley Acker, whose Philadelphia grocery store is probably the finest in the world, is a comparatively young-looking man with a handsome, clean-shaven face, agreeable manner, and pleasing address. His remarks were listened to with marked interest. He also advocated quality. The era of competitive cheapness had passed, he maintained; we were now in the era of competitive quality. Mr. Acker backed up his argument by instancing the disappearance from the market of lines once considered good but which had not kept up with the improvements of the times. There would always be sale for goods that were conscientiously packed. Mr. Acker said that for years it had been his greatest pleasure to know that he was supplying his customers with pure, wholesome, delicious food. The canner's position was a high one. He was doing a great service to his fellow man if he always put up the best goods he knew how.

A Word From the Packer.

On Wednesday the packers' side of the question was discussed by Mr. Jas. P. Olney, of Geneva, N.Y. The speaker admitted that buying and selling futures had its disadvantages, but on the whole one year with another he favored that plan if on a pro rata basis. This basis should extend also to the retailer. The margin on canned goods did not warrant guaranteed delivery.

Mr. Olney complained that notwithstanding the increased cost of production of late years in all lines of manufacture, the canners alone were not getting a

(Concluded on page 45.)

Baking Powd
Gillett, E. W.,
McLaren's, W

Biscuits, Con
Bode's Gum C
Canadian Shu
Falls, Ont
Cowan Co., T
Imperial Bisc
Jacob, W. & I
McLaughlin,
Mooney Biscu
Mott, John I
National Lis
Stewart Co.

Brooms and
Woods, Wals

Canned Groc
Balfour & Co
Canadian Car
Manitoba Ca
Man.
Sprague Cani
Turner, Jame

Cash Registe
National Cas

Cheese Cabin
Walker Piro
Co., Toro

Cigars, Tobo
American To
Empire Toba
McDougall, I
Payne, J. Br
Sherbrooke C
Tuckett, Geo

Clothes Line
Hamilton Co

Cocoas and
Baker, Wals
Cowan Co., I
Dunn, Wm.
Epps, James
Lowney, Wa
Mott, John I
VanHouten's

Computing
Computing E

Concentrate
Gillett, E. W

Condensed
Borden's—W
Truro Conde
Truro, N

Consulting
Kaufmann,

Counter Che
Allison Cou

Crockery, G
Campbell's,
Cassidy, Jot
Gowans, Ke

Dairy Prodi
Clark, Wm.,
Dawson Cor
Fearman, F
MacLaren,
Toronto
McLean, J.
Park, Black
Rutherford,
Ryan, Wm.

Financial
Bradstreet

Acme Can V
Adam Geo.
Adamson, J
Albert Soap
Allison Cou
American T
Auer Light

Balfour & C
Bate, H. N.,
Bidwell, W.
Biermann, I
Blue Ribbon
Boyd, Thos.
Bradstreet's
Braid, Wm.

Campbell's,
Canada Pap
Canada Sug
Canadian C
Canadian P

Canadian S
Capstan Ma
Carman, J
Cassidy, Jot
Ceylon Tea
Chaput, L.
Chase & Sar
Clark, W...
Codville & I
Coles Manu
Colson, C. I
Connors Br
Cowan Co.,
Cox, J. & G
Crain, Boll
Cranston N
Crichton, A

Davidson
Dawson Co
Dingle & I
Distributor
Dominion I
Dominion S
Doughty, A
Douglas, J.
Dunn, Wm.

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

Biscuits, Confectionery, Etc.
Bole's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Imperial Biscuit Co., Guelph.
Jacob, W. & R., & Co., Dublin, Ireland.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Stewart Co., Toronto.

Brooms and Brushes.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Cannery, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Sprague Canning Co., Chicago, Ill.
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.

Clothes Lines.
Hamilton Cotton Co., Hamilton.

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

Computing Scales.
Computing Scale Co., Toronto.

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

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

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

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

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
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.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract 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.
Davidson & Hay, Toronto.
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.
Millman W. H., & Sons, Toronto.
Rattray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Rose & Lafamme, Montreal.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
Warren Bros. & Co., Toronto.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals.
American Food Co., Montreal.
Egg & Sea, Toronto.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kirouac, Nap. G., & Co., Quebec.
Lake Huron & Manitoba Milling Co., Goderich.
McFall A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Sutcliffe-Muir Milling Co., Moosomin.

Grocers—Wholesale.
Balfour & Co., Hamilton.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Hudson, Hebert & Cie., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Major, S. J., Ottawa.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.
Max Ams Machinery Co., Mt. Vernon, N.Y.

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

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

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

Jams, Jellies, Etc.
Batger's—Rose & Lafamme, Montreal.
Goodwillie's—Rose & Lafamme, Montreal.
Smith, E. D., Winona, Ont.
Southwell & Co.—Frank Magor & Co., Montreal.
Sutcliffe & Bingham, Toronto.
Upton, Thos., & Co., Hamilton.

Ledgers—Loose Leaf.
Crain, Rolla L. Co., Ottawa.

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

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Fellows & Fellows, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
Lawson, Reginald, Winnipeg.
McLaughlan, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
McPhie, Norman D., Hamilton, Ont.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.

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.

Oils.
Queen City Oil Co., Toronto.

Oil Tanks.
Bowers, S. F., & Co., Toronto.

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

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

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Ozo Mfg. Co., Montreal.

Paterson's—Rose & Lafamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Suatt Co.
Sutton, G. F., Sons & Co., London, Eng.
Polishes—Metal.
Oakley, John, & Sons, London, Eng.
Polishes—Stone.
James' Dome, W. G. A. Lambe & Co., Toronto.
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.
Refrigerators.
Eureka Refrigerator Co., Toronto.
Salt.
Canadian Salt Co., Windsor, Ont.
Dominion Salt Agency, London, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.
Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.
Soda—Baking.
Church & Dwight, Montreal.
Starch.
Edwardsburg Starch Works, Bradford.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.
Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Grimm Mfg. Co., Montreal.
Kenney, T., & Son, Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Salada Tea Co., Montreal and Toronto.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.
Washing Compound.
Fairbank, N. K. Co., Montreal.
Gillett, E. W. Co., Toronto.
Hugli, Albert, Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.
Wines, Liquors, Etc.
Sleeman, Geo., Guelph, Ont.
Woodenware.
Woods, Walter, & Co., Hamilton.
Wrapping Paper, Paper Bags, Twine, Etc.
Canada Paper Co., Toronto.
Hamilton Cotton Co., Hamilton, Ont.
Yeast.
Gillett, E. W., Co., Toronto.

inery.

de Mr. W. E. ggs & Co., was among the Can-

ussion.

of the conven- The members layor Stoy ex- to the canners. ss was upper- features of the Mr. Chas. E. re' canned goods rs' standpoint, cker, the great , throwing out n 25 years' ex- ner.

ndpoint.

to marvellous ods in the last oint that there otion of really ed that as the dards the con- would increase. quality before mplaint against e to the poor sed.

iew.

the Philadelphia y the finest in atively young- dsome, clean- manner, and remarks were nterest. He al- e era of com- ssed, he main- the era of com- ker backed up cing the dis- et of lines once h had not kept s of the times. ale for goods packed. Mr. s it had been know that he ers with pure. The canner's He was doing low man if he goods he knew

Packer.

rs' side of the y Mr. Jas. P. The speaker selling futures t on the whole favored that is. This basis retailer. The id not warrant

that notwith- t of production of manufacture, not getting a

(page 45.)

INDEX TO ADVERTISERS.

| | | | | | | | |
|--------------------------------|--------------------|-----------------------------------|--------------------|---------------------------------------|---------------------|--|--------------------|
| Acme Can Works | 12 | Eby, Blain Co | 13 | McDougall, D., & Co. | 65 | Rose & Lafamme | 6, 70 |
| Adam Geo., & Co. | 2 | Edwardsburg Starch Co. | 13 | McLaren's Cooks' Friend Baking Powder | inside back cover | Rutherford, Marshall & Co. | 49 |
| Adamson, J. T., & Co. | 2 | Empire Tobacco Co. | 85 | McLean, J. A., Produce Co. | 2 | Ryan, Wm., Co. | 49 |
| Albert Soaps | inside front cover | Epps, James, & Co. | 63 | McLaughlan, J. K. | 3 | "Salada" Tea Co. | 7 |
| Allison Coupon Co. | 17 | Eureka Refrigerator Co. | 17 | McLaughlan & Sons Co. | 63 | Sawyer Crystal Blue Co. | 45 |
| American Tobacco Co. | 65 | Ewing, S. H. & A. S. | 10 | McLeod Milling Co. | 52 | Scott, David, & Co. | 16 |
| Auer Light Co. | 16 | Ewing, S. H., & Sons | 11 | McWilliam & Everist | 56 | Sells Commercial | 66 |
| Balfour & Co. | 19 | Fearman, F. W., Co. | 46 | MacLaren's Imperial Cheese Co. | 2 | Sherbrooke Cigar Co. | 66 |
| Bate, H. N., & Son | 52 | Fellows & Fellows | 2 | Magor, Frank | outside front cover | Sleeman Geo. | 17 |
| Bidwell, W. E. | 2 | Fisher, A. D., Co. | 16 | Manitoba Canning Co. | 46 | Smith, E. D. | 58 |
| Biermann, E., & Co. | 16 | Frontenac Cereal Co. | 50 | Marshall, James | 16 | Southwell & Co. | 60 |
| Blue Ribbon Tea Co. | 11 | Gaitskell, J. H. | 16 | Mathieu, J. L., Co. | inside front cover | Sowerbutts, A. E., & Co. | 16 |
| Boyd, Thos., & Co. | 16 | Gibb, W. A., Co. | 56 | Max Ams Machine Co. | 44 | Sprague Canning Machinery Co. | 45 |
| Bradstreet's | 17 | Gillard, W. H., & Co. | 18 | Meeker, G. R., & Co. | 18 | St. Charles Condensing Co. | 62 |
| Braid, Wm., & Co. | 71 | Gillett, E. W., Co., Ltd. | 7 | Mengert, Cagnoli & Cie. | 18 | St. Croix Soap Co. | 82 |
| Campbell's, R. Sons | inside back cover | Gorham, J. W., & Co. | 2 | Methuen, J. Sons & Co. | 2 | Stevens, H. J. | 8 |
| Canada Paper Co. | 52 | Gowans, Kent & Co. | outside back cover | Millman, W. H., & Sons | 2 | Stewart Co. | 60 |
| Canada Sugar Refining Co. | 11 | Griffin & Culverwell | 16 | Minto Bros. | 10 | Stringer, W. B., & Co. | 37 |
| Canadian Cannery | 5 | Hall, R. C., & Co. | 16 | Mokara Mills | 10 | "Sugars" Limited | 14, 61 |
| Canadian Press Clipping Bureau | inside back cover | Hazard, Horace | 2 | Monarch Typewriter Co. | 44 | Sutcliffe & Bingham | 9 |
| Canadian Salt Co. | 8 | Holbrook & Co. | 15 | Montreal Maple Co. | 62 | Sutcliffe-Muir Milling Co. | 51 |
| Capstan Manufacturing Co. | 51 | Hughes, A. J. | 2 | Mooney Biscuit and Candy Co. | 61 | Sutton, G. F., Sons & Co. | 66 |
| Carman, Joseph | 2 | Imperial Extract Co. | 63 | Moose Jaw Fruit and Produce Co. | 2 | Symington W., & Co. | 51 |
| Cassidy, John L., Co. | 13 | Jacob, W. & R., & Co. | 62 | Morse Bros. | 13 | Thompson, G. B. | 2 |
| Ceylon Tea Association | 4 | James, F. T., Co. | 57 | Mott, John P., & Co. | 60 | Tippet, Arthur P., & Co. | 1 |
| Chaput, L., Flis & Cle | 14 | Japan Teas | 3 | National Cash Register Co. | 15 | Todd, J. H. | 59 |
| Chase & Sanborn | 12 | Jones & Swan | 2 | National Licorice Co. | inside front cover | Toledo Computing Scale Co. | 17 |
| Clark, W. | 49 | Kaufmann, W. P. | 17 | Nestle's Chocolate | 63 | Toronto Salt Works | 49 |
| Codville & Co. | 45 | Kenney, T., & Son | 63 | Neubeck & Schipmann | 16 | Truro Condensed Milk & Canning Co. | 10 |
| Coles Manufacturing Co. | 44 | Kingston "Gleaner" | inside back cover | Nicholson & Schipmann | 16 | Tuckett, Geo. E., & Son Co. | 61 |
| Colson, C. E., & Son | outside back cover | Kinnear, Thos., & Co. | 9 | Nicholson, Bain & Johnston | 43 | Turner, James, & Co. | 18 |
| Connors Bros. | 59 | Kirouac, Nap. G., & Co. | 52 | Nicholson & Brock | 49 | Upton, Thos., & Co. | 19 |
| Cowan Co. | 60 | Kyle & Hooper | 2 | Oakley, John, & Sons | 66 | Vincentelli, P. & F. | 16 |
| Cox, J. & G. | 63 | Lake Huron & Manitoba Milling Co. | 51 | Oakville Basket Co. | 56 | Walker, Hugh, & Son | 58 |
| Crain, Rolla L. Co. | 15 | Lambe, W. G. A. | 2 | Ocean Mills | 13 | Walker Pivoted Bin and Store Fixture Co. | 16 |
| Cranston Novelty Co. | 66 | Lamont, Corliss & Co. | 63 | Ontario Sugar Co. | 70 | Warren Bros. & Co. | 9 |
| Crichton, Alexander | 63 | Laporte, Martin & Cie. | 42 | Page, Carrol S. | 49 | Watson, Stuart | 2 |
| Davidson & Hay | 8 | Lethem, John, & Sons | 16 | Patrick, W. G., & Co. | 46 | Watt, J. L., & Scott | 62 |
| Dawson Commission Co. | 57 | Little, Geo. | 16 | Payne, J. Bruce | 64 | Western Canada Flour Mills Co. | 51 |
| Dingle & Stewart | 2 | Lowney, Walter M. Co. | 60 | Peters' Chocolate | 61 | Wethey, J. H. | outside back cover |
| Distributors Co. | 57 | Lucas, Steele & Bristol | 18 | Purnell, Webb & Co. | 11 | Whiteley, Muir & Co. | inside back cover |
| Dominion Molasses Co. | inside front cover | Lytle, T. A., Co. | 7 | Rapp, Herman & Co. | 16 | Winn & Holland | inside back cover |
| Dominion Salt Agency | 18 | | | Ratray, D., & Sons | 6 | Wickes, Hamilton & Co. | 16 |
| Doughty, A. C., & Co. | 16 | | | Reckitt's Blue | 71 | Wood, Thomas, & Co. | 8 |
| Douglas, J. M., & Co. | 53 | | | Robinson, O. E. | 58 | Woods, Walter, & Co. | 49 |
| Dunn, Wm. H. | 72 | | | | | | |



President:
JOHN BAYNE MACLEAN,
Montreal.

The MacLean Publishing Co.
Limited

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

OFFICES

CANADA—

MONTREAL - - - - - 252 McGill Street
Telephone Main 1266

TORONTO - - - - - 10 Front Street East
Telephone Main 2701

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

VANCOUVER - - - - - Geo. S. B. Perry
St. JOHN, N.B. - - - - - 3 Market Wharf
J. Hunter White

GREAT BRITAIN—

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

MANCHESTER - - - - - 92 Market Street
H. S. Ashburner

FRANCE—

PARIS - - - - - Agence Havas, 8 Place de la Bourse

SWITZERLAND—

ZURICH - - - - - Louis Wol
Orell Fussli & Co

Subscription, Canada and United States, - \$2.00
Great Britain and elsewhere - - - - - 12s.

Published every Friday.

Cable Address { Adscript, London.
Adscript, Canada.

NEW ADVERTISEMENTS.

Max Ams Machine Co.
Moose Jaw Fruit & Produce Co.
Purnell, Webb & Co.
Sprague Canning Machinery Co.

THE MONTREAL BOARD OF TRADE.

The circular issued on February 13th by Mr. Geo. Hadrill, secretary of the Montreal Board of Trade, to the members of that body is one that should cause all merchants to reflect, and stimulate not only the present members of the Board of Trade, but also the commercial interests of that city, to renewed efforts to place the institution on the high plane it is entitled to occupy.

Since 1887 when the membership was 1,362, it has gradually declined (with the exception of the years 1902 and 1903 when there was a slight revival of interest), until it now stands at 976, a decrease of 386 members, or more than 25 per cent., in eighteen years. This heavy decrease, too, occurred during ten years of immense prosperity in all branches of trade and industry.

The present serious state of affairs must appeal to all merchants, manufacturers and exporters, and raise the ques-

tion in their minds as to the cause for this marked decline. It is admitted that a city of the commercial importance of Montreal should have a Board of Trade whose influence on the trade of the country should be far-reaching and powerful. That the newly elected council of the Board of Trade realize the necessity of checking the decline and reviving the interest in the institution is evidenced by the circular.

One of the most reasonable causes for the decline in membership is undoubtedly the entrance fee, which is one hundred dollars. This is the view that the council have apparently accepted, and it has been decided, in order to increase the membership, that "all lapsed certificates in the possession of the board shall be re-issued at \$35 each, so that, adding the transfer fee of \$5 and \$10 for the current year's membership dues, the total cost to a new member, until said lapsed certificates are all re-issued, for the first year is only \$50, and for succeeding years \$10."

The council hopes through this concession to bring the total membership up to 2,000, and if each member secures but one new member this figure should be easily realized.

Many members of the Board of Trade feel also that the charge of one hundred dollars is far out of proportion to the benefits they receive, as they have no transactions that require them the constant use of the Exchange floor, and their adherence to the board is one based on the principle of patriotism to the city and port, and they recognize it as a commercial duty to continue their membership.

If the council should decide merely upon an annual subscription of \$10, doing away with the excessively high entrance fee, there is no doubt that the membership could be increased to 3,000 or 4,000. This annual fee of \$10 naturally would not entitle them to operations on the Exchange floor, but in all other respects the full privileges of the board. It is possible, however, that the council's offer as outlined in the above clause of their circular will induce many former members to rejoin and also encourage others to do so.

The Montreal Board of Trade should be in the van in advancing public questions of commercial importance to not only the city, but give expression to all vital questions of the country at large. The holding of the quarterly meetings of the members of the board, which were formerly held, retained the interest of the members and made it a live institu-

tion. A revival of these quarterly meetings for the discussion of important public questions and the placing on record of the board's position, would go greatly towards making it an important recognized public institution.

WHOLESALE GROCERS' GUILD.

The annual meeting of the Dominion Wholesale Grocers' Guild will be held in Montreal shortly. It is expected that the meeting will be a large and representative one, as matters of great interest to the grocery trade in general will be taken up. The association will, among other subjects take up the question of the sugar situation, the selling of goods to departmental stores, the canned goods situation, and rearrangement of certain purchasing and selling clauses, the question of equalization of freight rates, discounts and terms, etc.

Owing to the impression, possibly a mistaken one on part of the general retail grocery trade, that matters inimical to grocers generally are being discussed at these meetings, it is to be hoped that the press, particularly the trade newspapers, will be admitted to these discussions. Such action on part of the guild would place that important body in the same category as all the leading banks, financial institutions, and other public bodies whose annual deliberations are published freely. In the past it has been difficult to obtain any satisfactory reports, and any misunderstandings and inadequate statements that have appeared and which have caused friction in grocery circles are due to the refusal of the guild officials to give the trade newspapers explicit statements as to contemplated changes in trade regulations.

THE GROCER AND CEREAL PACKETS.

The cereal market has been attracting a good deal of attention recently, and not a few grocers must be filled with anxiety, particularly those who have encouraged a trade in "loose" cereals and breakfast foods. The grocer's attention is of necessity concentrated on his immediate trade and customers, and he cannot, therefore, be expected to watch every eccentricity of the market; yet, at the same time, he is the one seriously affected by every movement.

There appears to have been a good deal of fluctuation lately, and competition is likely to develop with unhealthy conditions; the first to suffer in such case will be the grocer.

The securing of steady and even margins of profit is one of the most im-

portant factor and if these security is un- more certain than in the e goods trade regard to th- structure. In- sure of a mo- appreciation, handling, wh- "loose" cere- handling, and in unset- ga of profit.

TECHNI

What would education for sious of ent

At present and out of i- ness of purp- tion or any- the fundame- an intelligent business. Th- mental to th- the trade and interests wo- ment of a c- education no- pared or to c-

The public- ially by a m- commodities- ditions of- stores. The- a higher pla- Consumption- goods would- would benefit- clerks would- would take- business; th- the grocery- technical edu- etc.

In Englar- school educa- tent been me- ticeship. Th- made to secu- on by illu- Country cler- ets behind a- once by his- the good- met inducer- ail grocer- technically e- have much l- mpetition- here the cl- the orders- Something- prove the t- it is not fil-

quarterly meet-
important pub-
ing on record
ould go greatly
important recog-

RS' GUILD.

the Dominion
will be held
s expected that
rge and repre-
of great inter-
general will be
on will, among
he question of
elling of goods
e canned goods
ent of certain
uses, the ques-
freight rates,

on, possibly a
the general re-
atters inimical
re being dis-
t is to be hope^d
arly the trade
itted to these
on part of the
mportant body
all the leading
ons, and other
al deliberations
the past it has
ny satisfactory
rstandings and
t have appear-
ed friction in
the refusal of
the trade news-
nts as to con-
de regulations.

CEREAL

been attracting
recently, and
be filled with
e who have en-
e" cereals and
cer's attention
ed on his im-
mers, and he
ected to watch
market; yet,
be one serious-
ment.

e been a good
and competi-
with unhealthy
suffer in such

and even mar-
the most im-

tant factors in the grocer's business,
and if these are jeopardized his whole
security is undermined. Probably in no
more certain way can he secure this
than in the encouragement of his packet
goods trade. It certainly appears so in
regard to the cereal trade at the present
structure. In carton goods the grocer is
sure of a moderate profit, has no loss by
depreciation, and next to no expense in
handling, whilst to continue to push a
"loose" cereal trade means extra cost
in handling, much loss by depreciation,
and in unsettled markets often no mar-
gin of profit.

TECHNICAL EDUCATION FOR GROCERS.

What would be the effect of technical
education for young men and women de-
siring of entering the grocery trade?

At present they drift into the store
and out of it again with an indefiniteness
of purpose that precludes applica-
tion or any serious attempt to master
the fundamental knowledge necessary to
an intelligent and proper conduct of the
business. This state of things is detri-
mental to the clerks, to the grocers, to
the trade and to the public. If all these
interests would benefit by the establish-
ment of a course of technical grocery
education no one would be left to be in-
jured or to oppose it.

The public would benefit very mater-
ially by a more hygienic handling of the
commodities and by more sanitary con-
ditions of the majority of grocery
stores. The trade would be placed upon
a higher plane with a scientific basis.
Consumption of the higher classes of
goods would increase. All these things
would benefit the grocer. In addition his
clerks would be more intelligent; they
would take vastly more interest in the
business; they would waste less. For
the grocery clerk the introduction of
technical education would make a new
era.

In England the need for technical
school education has to some slight ex-
tent been met by the system of appren-
ticeship. There an attempt is now being
made to secure further technical instruc-
tion by illustrated lectures. An Old
Country clerk who comes to Canada and
stands behind a counter can be detected at
once by his superior knowledge regard-
ing the goods he handles. It is a dis-
tinct inducement to custom and if the
retail grocers could avail themselves of
technically educated clerks they would
have much less difficulty in meeting the
competition of the department stores
where the clerks are machines to trans-
cribe orders and get change.

Something is going to be done to im-
prove the technical school in Toronto.
It is not filling the place it ought to,

educationally, industrially or commer-
cially. A commission will be sent out
to get information. Why should not the
Board of Education consider the estab-
lishment of a course of technical educa-
tion for the grocery trade?

SALARIES AND CIVICS.

Last week the managers of a great co-
operative institution conspired to raise
their salaries. But instead of going to
the people who employed them they went
to an outside body which, curiously, had
power to authorize them to increase their
remuneration.

"What kind of a fool place is it where
employees can deal with their own
salaries in that way?" someone asks.

The city of Toronto of course. Only
public business is done in that way. It
shows the stuff that aldermen are made
of.

A prominent wholesale grocer was
asked this week why he and others like
him did not go into council and improve
the method of doing things. His reply
was:

"I couldn't be elected. I would have
to join the Orangemen, and Oddfellows,
and Foresters, Masons, Sons of Ireland,
Sons of England, Sons of Guns and what
not. The people elect the kind of men
they want."

That is where he and most good busi-
ness men make a mistake. The people
don't elect the kind of men they want.
The kind of men the people want won't
come out and they have to select from
the self-called. A good man is urged to
come out and is beaten, and it adds to
the municipal discouragement of the
thinking citizens, strengthening their
conviction that the people don't want
capable men.

The present situation is the result of
long habit. It cannot be corrected in a
single election or by one man. The
remedy is concerted and energetic action
by the people who want municipal affairs
properly managed in the interest of the
whole body of citizens.

If the majority of the Toronto alder-
men had been right-minded men and had
believed a larger salary should attach
to the position, they would have put the
proposal forward boldly and have sub-
mitted it to the electors.

GETTING THE TOURISTS.

Why don't Canadians, especially mer-
chants, wake up and go after the tour-
ist? The individual business man can't
go into an extensive campaign of pub-
licity regarding Canada as the world's

picnic ground, and the endless variety of
its attractions for every man on a holi-
day seeking rest, sights or sport. But
the individual can get interested and he
can get his neighbor interested, and
when everybody is interested there'll be
something doing.

Switzerland has a population of 3,-
315,000, and they collect from tourists
each year between thirty and forty mil-
lion dollars. With half the number of
people Canada has, the little mountain
republic does a foreign trade of over
\$400,000,000, importing \$239,000,000 and
exporting \$170,000,000. Yet so impor-
tant is the tourist that trade is good or
bad according to the number of foreign-
ers on the move.

The absence of thousands of students
from Toronto in Summer is more than
made up to the boarding-house people by
the influx of Americans who come to
Canada, especially from the south. The
big hotels are full. Many towns and
hamlets become American Summer re-
sorts from June to September. Muskoka
is an international holiday ground and
there are undiscovered regions of great-
er possibilities and attractiveness be-
yond. All this, and only the transporta-
tion companies pay any attention to the
tourist business, save that Everyman
levies what he can upon any of it that
chances his way.

LOBSTER TRADE A LOSS.

The following letter has been receiv-
ed from a commercial traveler, and still
further emphasizes the need of improv-
ed lobster canning:

"Dear Sir,—I notice a letter in your
issue of this date re lobster inspection,
and it comes not a moment too soon. As
a commercial traveler of some experi-
ence, I can corroborate everything that
has been said on this question. Years
ago we hardly ever heard of a poor lob-
ster, to-day we hardly ever hear of a
good one, or at any rate, a tin of first-
class lobster in the Spring is a thing al-
most unheard of. For years both the
retail and wholesale men have to make
good so many allowances on the lobster
product that the line must show them a
serious loss."

LOOK AHEAD.

Plan your advertising now and start
it. It is not too early to begin a pre-
liminary campaign. Look over your
books and see what farmers you have
not sold anything to for several years.
The chances are that they will need
something this season. Get circular let-
ters ready for this class of possible cus-
tomers.

SUGAR TARIFF BEFORE THE COMMISSION AT OTTAWA.

In our last issue we gave some of the most important features of Mr. R. Anderson's remarks before the Tariff Commission at Ottawa. Since then The Canadian Grocer has interviewed some of the refiners to obtain their views of the situation as expressed in Mr. Anderson's paper. Mr. Hugh Blain, president of the Ontario Sugar Co., whilst remarking that the paper would take a great deal of time to treat it as it should be treated, gave expression to the following:

Mr. Robt. Anderson, of Montreal, representing Messrs. Robt. Crooks & Co., Liverpool and New York, appeared before the Tariff Commission and submitted a somewhat lengthy statement relative to the sugar interests. He claimed to speak on behalf of the consumer and the importers generally. We doubt Mr. Anderson's warrant for this. He is rather truly representative of the brokerage branch of business, acting for British and foreign companies who can hardly be called either consumers or importers so far as Canada is concerned. He is, however, well qualified to speak for the class of which he is a member.

The first example Mr. Anderson gives us of the present tariff is as follows:

| | |
|--|---------|
| Duty on imported refined granulated sugar 100 lbs. testing 99 degrees | \$1.24½ |
| Duty on bag | .02 |
| | \$1.26½ |
| Duty on raw sugar for refining under 16 D.S. 100 lbs. testing 96 degrees | .71½ |
| Refiners' protection | .55 |

This is hardly a fair statement. You can't make 100 lbs. granulated sugar testing 99 degrees, practically pure sugar, out of 100 lbs. raw sugar testing 96 degrees. It would require at least 107 lbs. raw sugar testing 96 degrees to make 100 lbs. granulated, making the duty 76½c. and thus reducing the refiners' protection to 50c., but if you subject these figures to the preference clause of the Customs Act it would reduce the refiners' protection to 33.3c. per 100 lbs. granulated sugar, and the great bulk of the sugar comes in under this preference clause. Boiling down Mr. Anderson's figures to a rational or proper basis, the following would seem to us to be about right, viz., the refiners' protection under the general tariff is about 50c. per 100 lbs. or ½c. per lb., and under the preference clause 33.3c. per 100 lbs., or 1-3c. per lb.

Mr. Anderson's next figures soar away into the realms of absurdity when he tries to show that the refiner has a protection of \$1.41 per 100 lbs. of sugar. He pictures the importer buying granulated sugar from a foreign country under the operation of the anti-dumping clause at a duty of 1.8875 per 100 lbs., and the refiner buying raw sugar under the British preference at a duty of .4767, a difference of 1.4108 per 100 lbs. No such importation ever came into Canada

and never will while men have possession of their senses, and Mr. Anderson shows a regrettable anxiety to exaggerate when he resorts to such extreme statements.

His next move is to make the importer bring in granulated sugar under the general tariff, while he makes the refiner bring in raw sugar under the British preference, and in this way shows a protection to the refiner of .7883c. per 100 lbs. sugar. This also seems to us an unfair comparison. Surely for comparison both parties should be required or permitted to bring sugar in under the same tariff.

In all these cases he makes no allowance for the loss in the process of making the sugar into the same quality. There must be a loss in making raw sugar into refined granulated, and on page 7 he makes an allowance of 17c. on 100 lbs. raw beet testing 88 to equalize 100 lbs. cane or granulated sugar.

It is quite clear that the statement that the refiners' protection is 50 per cent. of the cost of the sugar is altogether wide of the mark. The most cursory glance at the trade and navigation returns for last year will show how incorrect such a statement is.

THE U.S. GROCERS' CONVENTION.

The following letter has been received by The Canadian Grocer from Mr. H. C. Ellis, secretary Ottawa Retail Merchants' Association, and has reference to our issue of February 2nd reporting the U.S. Grocers' Convention at Niagara Falls.

Editor Canadian Grocer.

"In reading your report of the National Convention of Retail Grocers of the United States held in Niagara Falls recently, I was struck with your closing remarks, in which you say, 'The Grocer would welcome a Dominion Convention of Grocers. Who will start the ball rolling?' What is wrong that you should not know the grocers are organized on a good sound footing in Ontario and Quebec, and are looking forward to the day when we will hold a Dominion Convention as suggested. The ball started rolling some time ago, and at present is travelling pretty fast. I refer to the Retail Merchants' Association of Canada, of which the grocers form a conspicuous part. Then, again, there are associations in the Maritime and western provinces who eventually, when they became acquainted with our constitution, will affiliate, thereby covering the whole Dominion with one association.

"Let me explain what appears to be the great difference, according to your report, between the American institution and our Canadian one. They have been organized years ahead of us, and yet I see they are passing resolutions the same as they already passed long ago in regard to wholesalers, bankruptcy law, premium evils, mail order business, fire insurance, just weights, rate cutting, etc., etc. In our association these same resolutions were not only passed, but were acted on, and in some cases the object was ob-

tained, while with others good progress is being made, so much so that we feel assured of getting what is wanted. For instance, in regard to wholesalers our association is recognized as a factor to be reckoned with, and we have their assurance of their assistance in getting what is just. In regard to a bankruptcy law, as the Americans call it, we took up the question of the simplifying the collection of small accounts through the Division Court. We passed the resolution in 1904 and brought our proposals before the last session of the Legislature, when we were granted a committee of the House to take the matter up with our association and report to the coming session of the Legislature; the same course was taken by our association with the Pedlar and Transient Traders question, and the same results obtained. Then again, the premium evil or trading stamp questions; everyone knows what has been done all through the efforts of Quebec and Ontario retailers joining forces. The other questions mentioned are receiving attention and in due time we trust will be righted. I mention the above as a few instances so as to show what appears to be lacking with the organization across the line and what is of great benefit to ours, that is, our being as one with the other lines of the retail trade. I must admit it is pleasant to meet with grocers alone, as we do in our sectional meetings and at our provincial gatherings, but we could not ever accomplish such great undertakings that affect all classes of retail trade if it were not for our plan of association work.

"I don't want to take up too much space, but desire to show that there is an association for grocers in Canada, one in which any question affecting ourselves can be dealt with by ourselves, and which also allows for annual gatherings of grocers in each province, with good prospects of holding a Dominion convention when all the provinces will be represented.

"I might mention the experience of the Ottawa Grocers' Association, of which I am a member. Before affiliating with the larger provincial body the best we could do was to create a friendly feeling amongst the trade here, and beyond remedying some small local questions, our efforts in regard to the greater aims were futile. However, when we affiliated with the Retail Merchants' Association of Canada we became useful inasmuch as we helped them, and what they did helped us. I presume it will be about the same with all local grocers' associations who are working individually.

"Before closing I hope your valuable paper will see its way clear to promote association work as I have explained, and not lay too much stress on a Dominion grocers' association, for the reason stated above. I might also mention that arrangements are under way for holding the Provincial Grocers' Convention of Ontario in Toronto during the Pure Food Show exhibition, which takes place shortly."

TO

The twentieth Toronto Retail Grocers' Association held Wednesday a beautiful Building and gentlemen

Retiring President

respect the success.

A program extra dances division of prettier nor the gaiety The music an innovation by a bugle Those who

Tr.

As usual wholesale trade Capt. Adair Stevens, F. Lor, Eby, Nicholson Campbell Salada Tea & Co.; S. Cliff; H. W. Badgerow; Blain Co.; S. McGiven F. Rupert, Maxwell M. E. Knight, E. Raymond, Model Lumber; A. Flakes; A. Co.; R. & Co.; T. David Morton Morton & Mortimer & Co.; J. J. W. Stocked; R. M. F. W. Hay S. Richard McNichol, Ash, H. Co.; H. G. H. Can Rose Tea;

TORONTO RETAIL GROCERS' AT HOME.

The twentieth annual at home of the Toronto Retail Grocers' Association was held Wednesday night, the 24th, in the beautiful assembly hall of the Temperance Building. Over two hundred ladies and gentlemen were present and in every



MR. H. D. KELLY,
Retiring President Toronto Retail Grocers' Association.

respect the occasion was an unqualified success.

A programme of two dozen and some extra dances sped the hours far past the division of days. Ladies never looked prettier nor grocers more debonair, and the gaiety and merriment never flagged. The music was entirely satisfying and an innovation of announcing each dance by a bugle call proved a good idea. Those who did not dance played cards.

Travelers Were There.

As usual the affair was popular with wholesale travelers. Those present were: Capt. Adams, Davidson & Hay; Clark Stevens, F. W. Humphrey; Jos. Taylor, Eby, Blain Co.; C. E. Woods, Nicholson & Brock; H. D. Milne, Campbell Milling Co.; J. H. Boyd, Salada Tea Co.; W. H. Despard, White & Co.; S. S. Searle, Douglas & Ratcliff; H. W. Cormack, Lytle, Wilson & Badgerow; J. A. Montgomery, Eby, Blain Co.; B. Cope, Gunns Limited; S. McGiven, McWilliam & Everist; C. F. Rupert, Howland & Elliott; A. C. Maxwell, Maxwell Fruit Jelly Co.; E. Knight, president of Lever Bros.; E. Raymond, Lever Bros.; Jos. Weston, Model Bakery; Fred Stewart, Jas. Lumbers; Messrs. Roelofson, Canada Flakes; A. L. Gallow, Pure Gold Mfg. Co.; R. A. Robinson, H. P. Eckardt & Co.; T. J. Madden, Jas. Wilkins; David Morton, H. A. Garland, David Morton & Sons; Harry Scully, Jas. Mortimer, T. Holman, Christie, Brown & Co.; J. F. Smyth, United Factories; J. W. Stockes, John G. Harvey, Limited; R. Maxwell, Perkins, Ince & Co.; F. W. Hays, Perkins, Ince & Co.; S. S. Richardson, T. A. Lytle Co.; R. J. McNichol, Mala-Gama Tea Co.; H. J. Ash, H. E. Trent, Fleischmann Yeast Co.; H. C. Tomlin, Toronto Bakery; G. H. Campbell, Geo. E. Taylor, Red Rose Tea; J. Gordon Humphrey, F. W.

Humphrey; Chas. Rupert, Taylor, Scott & Co.; J. W. Jackson, Robert Watson Co.; E. B. Thompson, Canada Gelatine Co.; W. H. Turpin, E. W. Gillett Co.; D. G. Beaton, Dalton Bros., secretary of the association; Robt. Thorne, Model Bakery; Miss Hattie Hall, the only lady traveler in Toronto, representing Lyman Bros. Co.

Men Who Did the Work.

To make such a really gratifying success of an at home of the proportions of this one entails a lot of work. It fell on the committee and they had the satisfaction Wednesday night of reaping for themselves and their friends a bumper harvest of merriment and enjoyment. The committee were: H. D. Kelly, Chas. Cootes, B. Panter, R. B. Snow, D. Bell, F. Thorne, T. Clark, Samuel Gibbons, J. S. Bond, J. Burns, R. M. Davies, R. VanLoan, W. F. Johnston, J. J. Kelly, D. McLean, G. Riley, W. H. Marmion, James Rae, F. S. Sneath;



MR. B. PANTER
The retiring Secretary, Toronto Retail Grocers' Association.

R. H. Stewart, floor manager; D. G. Beaton, secretary.

The refreshments were in keeping with all the other entertainment and were a credit alike to the committee and the provider.

Notes.

Some of the old chaps danced the kinks out.

Davey Bell was a swell.

No matter what befell,
Here and there and everywhere
To make each minute tell.

R. H. Stewart made the bill and perhaps he didn't dance it through.

R. VanLoan hadn't half as much fun in Cuba.

There were smiles for everybody and not one was rumped all evening.

What's the matter with Beaton? Nothing. He's a dandy secretary and an ornament to boot.

Who can tell whether Mr. Snow got or gave more enjoyment? He beamed and everybody beamed back.

Well, wasn't he acting president?

The array of palms to veil the orchestra added just the decoration needed.

What pretty dresses the ladies wore!
Surpassed only by their faces.
Isn't it too bad we must wait a whole year for another!

WHERE TEA IS GROWN.

The chief tea producing districts in Japan lie between the 34th and 36th parallels of latitude, and the limit at which it can be produced is the 40th parallel, i.e., the latitude of Madrid. Japanese tea may be roughly divided into powdered tea—only used on state occasions—green tea, bancha, and black tea. A tea bush lives from twenty to twenty-five years, being at its best from its eighth to its fifteenth years, two crops a year being gathered. The picking is done by women, who receive from 12c. to 14c. a day. A good worker will pick 30 to 40 pounds per day. The men employed in firing will earn as much as 39c. a day. The cheapest tea in general use, bancha, sells at an average price of 3c. per lb., while the best costs from \$3.50 to \$5 per lb. A cheaper quality of this varies in price from \$1.50 down to 12c. per lb., and this is the tea drunk by all but the very poorest classes, who cannot afford anything better than "bancha." The exported tea is usually the green tea of first or second crops, but it is notable that while machinery is used for this the Japanese still stick to hand treatment for the tea used by themselves. Practically all the Japanese tea exported goes to Canada and the U.S., only an infinitesimal proportion finding its way to Europe. The total production of tea in Japan in 1903—the latest year for which figures have been available to Mr. Phipps, from whose report from Tokio we quote—amounted to 55,088,036 lbs, valued at \$5,604,000.

NOVA SCOTIA APPLES.

Nova Scotia's apple shipments from Halifax to the old country markets



MR. DAVID BELL,
One of the Executive, Toronto Retail Grocers' Association.

amount so far this season to 300,000 barrels. There are 25,000 barrels yet to be shipped, which will make a total of 325,000 barrels, 50,000 less than last year.

One of the market both in Colombo and London is strong. In Ceylon blacks, some good teas of better quality have been offering here than have been seen for some time, but are held at high prices. Ceylon fannings and siftings are practically unobtainable even at advanced prices.

| | | |
|---|------|------|
| Japans—Fine | 0 26 | 0 30 |
| Medium | 0 20 | 0 23 |
| Good common | 0 18 | 0 18 |
| 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 15 | 0 18 |
| Ceylon greens—Young Hysons | 0 16 | 0 18 |
| Hysons | 0 14 | 0 15 |
| Gunpowders | 0 13 | 0 14 |
| China greens—Pinguay gunpowder, low grade | 0 11 | 0 15 |
| pea leaf | 0 19 | 0 22 |
| pinhead | 0 28 | 0 32 |
| Congous—Moning, finest | 0 30 | 0 40 |
| choice | 0 25 | 0 30 |
| fine | 0 18 | 0 25 |
| good common | 0 12 | 0 15 |
| Pakling—boxes | 0 15 | 0 20 |
| fine | 0 25 | 0 30 |

Coffee—There is no change to note in the situation of coffee, other than the reported weakness in the New York market, which, however, has had no appreciable effect on local trade. The general tone is easy; business by grinders and roasters is reported fairly satisfactory.

| | | |
|------------|------|------|
| 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 |

Foreign Dried Fruits—The market this week is quiet, the only interest being an advance in shelled walnuts, which are reported much firmer with stocks pretty well controlled by one foreign house. Valentias are steady. Currants are firm, with very little transpiring. Dates maintain their firmness at the recent advance.

| | | |
|--------------------------------------|------|------|
| Valencia Raisins— | | |
| Fine off-stalk, per lb | 0 04 | 0 04 |
| Selected, per lb | 0 04 | 0 05 |
| Layers | 0 05 | 0 05 |
| Dates— | | |
| Hallowees, per lb | 0 04 | 0 04 |
| Californian Evaporated Fruits— | | |
| Apricots, per lb | 0 13 | 0 13 |
| Peaches, " | 0 10 | 0 10 |
| Pears, " | 0 13 | 0 13 |
| Malaga Raisins— | | |
| London layers | 2 00 | 2 00 |
| Connoisseur Clusters | 2 50 | 2 50 |
| Royal Buckingham Clusters, 1/2 boxes | 1 10 | 1 10 |
| Excelsior Window Clusters, 1/2 boxes | 3 50 | 3 50 |
| Excelsior Window Clusters, 1/2 boxes | 4 50 | 4 50 |
| Excelsior Window Clusters, 1/2 boxes | 1 35 | 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 | 0 06 |
| 3 crown | 0 06 | 0 06 |
| 4 crown | 0 08 | 0 08 |

| | | |
|----------|---------|------|
| Prunes— | Per lb. | |
| 40-50s | 0 08 | 0 08 |
| 45-50s | 0 08 | 0 08 |
| 50-55s | 0 07 | 0 07 |
| 55-60s | 0 06 | 0 06 |
| 60-65s | 0 05 | 0 05 |
| 65-70s | 0 05 | 0 05 |
| 70-75s | 0 05 | 0 05 |
| 75-80s | 0 05 | 0 05 |
| 80-85s | 0 05 | 0 05 |
| 85-90s | 0 05 | 0 05 |
| 90-100s | 0 05 | 0 05 |
| 100-110s | 0 05 | 0 05 |
| 110-120s | 0 05 | 0 05 |
| 120-130s | 0 05 | 0 05 |
| 130-140s | 0 05 | 0 05 |
| 140-150s | 0 05 | 0 05 |
| 150-160s | 0 05 | 0 05 |
| 160-170s | 0 05 | 0 05 |
| 170-180s | 0 05 | 0 05 |
| 180-190s | 0 05 | 0 05 |
| 190-200s | 0 05 | 0 05 |
| 200-210s | 0 05 | 0 05 |
| 210-220s | 0 05 | 0 05 |
| 220-230s | 0 05 | 0 05 |
| 230-240s | 0 05 | 0 05 |
| 240-250s | 0 05 | 0 05 |
| 250-260s | 0 05 | 0 05 |
| 260-270s | 0 05 | 0 05 |
| 270-280s | 0 05 | 0 05 |
| 280-290s | 0 05 | 0 05 |
| 290-300s | 0 05 | 0 05 |
| 300-310s | 0 05 | 0 05 |
| 310-320s | 0 05 | 0 05 |
| 320-330s | 0 05 | 0 05 |
| 330-340s | 0 05 | 0 05 |
| 340-350s | 0 05 | 0 05 |
| 350-360s | 0 05 | 0 05 |
| 360-370s | 0 05 | 0 05 |
| 370-380s | 0 05 | 0 05 |
| 380-390s | 0 05 | 0 05 |
| 390-400s | 0 05 | 0 05 |
| 400-410s | 0 05 | 0 05 |
| 410-420s | 0 05 | 0 05 |
| 420-430s | 0 05 | 0 05 |
| 430-440s | 0 05 | 0 05 |
| 440-450s | 0 05 | 0 05 |
| 450-460s | 0 05 | 0 05 |
| 460-470s | 0 05 | 0 05 |
| 470-480s | 0 05 | 0 05 |
| 480-490s | 0 05 | 0 05 |
| 490-500s | 0 05 | 0 05 |

Spices—The market is generally on the quiet side, with a weakness in cloves. Peppers are steady and receiving only moderate attention at buyers' hands. Business is about as usual and no indications of anything to cause any extra buying, as the market is weak.

| | | |
|-----------------|------|------|
| Peppers, black | 0 18 | 0 12 |
| white | 0 25 | 0 30 |
| Ginger | 0 12 | 0 20 |
| Cloves, whole | 0 17 | 0 32 |
| Cream of tartar | 0 25 | 0 30 |
| Allspice | 0 12 | 0 15 |
| Nutmegs | 0 25 | 0 50 |

Rice and Tapioca—The market is very firm. Rice in ten-bag lots has gone up 10c., and the same rice in less than that quantity has gone up in proportion. It is expected that prices will go still higher in the near future. Medium pearl tapioca is now selling at 5 1-4c. to 5 1-2c.

| | |
|----------------------------------|-------------------|
| B rice, in 10 bag lots | 3 05 |
| B rice, less than 10 bags | 3 15 |
| C rice, in 10 bag lots | 3 05 |
| C rice, in less than 10 bag lots | 3 15 |
| Tapioca, medium pearl | 0 05 1/2 0 05 1/2 |

Honey—There is no change reported in the situation of the honey market since last week. Prices remain the same and the demand is fairly good. The

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Feb. 22, 1906.

BUTTER—Receipts smaller than sales. Market consequently better in tone. Approach of Lent will probably improve demand. Good to fine creamery, 22 to 23 1-2c. Dairy selling well, 18 1-2 to 19 1-2c.

CHEESE—Little change. Slightly improved feeling and a few sales. Holders still ask 13c., but find it hard to obtain.

EGGS—Situation unchanged. Receipts fairly large. Quotations 17 to 18c. for fresh. Held eggs quoted 12 to 15c. for cold storage.

PROVISIONS—Hogs in good demand, \$7.50 to \$7.75 per 100 lb. on foot and \$10 to \$10 25 dressed per 100 lb. Receipts very light. Smoked hams in good demand. Stocks light. Lard firm. Prices unchanged.

stocks on hand are sufficient to supply demands.

| | | |
|------------------------------|------|------|
| White clover, extracted tins | 0 08 | 0 09 |
| kegs | 0 07 | 0 08 |
| comb, new | 0 13 | 0 14 |
| Buckwheat | 0 07 | 0 07 |

Beans—The market is nominal at present. Business is just about at a standstill. Nobody seems anxious to buy and few show a desire to sell. Stocks are decreasing, however, and the prices, which are now the same as they were last week, may go up if the decrease continues. Weakness is the characteristic of the market.

| | | |
|--------------------|------|------|
| Choice prime beans | 1 65 | 1 70 |
| Lower grades | 1 60 | 1 65 |

Maple Products—The market remains unchanged. The usual volume of business is being transacted and the export trade is steady. If the present weather continues, the Spring goods will soon be offering. Present indications point to a successful output this year.

| | | |
|------------------------------|----------|------|
| Maple syrup, in wood, per lb | 0 05 1/2 | 0 06 |
| in large tins | 0 04 | 0 07 |
| Pure Townships sugar, per lb | 0 05 | 0 07 |
| Pure Beauce County, per lb | 0 08 | 0 08 |

Evaporated Apples—The demand for evaporated apples recently has been very heavy despite the high price asked. At present 11 1-2c. is offered for Winter varieties, but even at this figure enough cannot be obtained to supply the demand. Holders are firm in the west.

Fish—The demand for all kinds of fish is very brisk, as this is the fish dealers' busiest season. The Lenten season begins next week, and country merchants are now procuring their stocks. On account of the mild weather, which has prevailed, merchants have not stocked up, and consequently nearly all the orders received at present are for rush shipment. Pickled and salt fish are scarce, especially herring and green cod, and prices have advanced in consequence. Other lines are in fairly good supply and find ready sale.

| | | |
|-----------------------------|------|------|
| Fresh haddock, per lb | 0 04 | 0 05 |
| Fresh frozen fish— | | |
| Single frozen haddock | 0 03 | 0 04 |
| market cod, per lb | 0 03 | 0 04 |
| steak cod, per lb | 0 04 | 0 05 |
| B.C. salmon, per lb | 0 08 | 0 09 |
| Qualla, salmon | 0 07 | 0 08 |
| Halibut, per lb | 0 08 | 0 09 |
| Gaspe salmon | 0 05 | 0 05 |
| Dore, per lb | 0 06 | 0 07 |
| Large whitefish, per lb | 0 08 | 0 09 |
| Small whitefish | 0 05 | 0 06 |
| Round frozen grass pike | 0 14 | 0 05 |
| Sea trout, per lb | 0 07 | 0 08 |
| Lake trout | 0 13 | 0 09 |
| Striped bass, per lb | 0 15 | 0 15 |
| Large herring, per 100 fish | 2 10 | 2 30 |
| Medium | 1 40 | 1 60 |
| Smelts, No. 1, per lb | 0 08 | 0 08 |
| Extra large | 0 12 | 0 13 |
| Mackerel | 0 12 | 0 12 |
| Tomcods | 1 75 | 1 90 |

| | | |
|---|------|------|
| Smoked fish— | | |
| Haddies, 15 and 30-lb. boxes, per lb | 0 06 | 0 06 |
| Kippered herring, per box | 0 80 | 0 90 |
| St. John bloaters, 100 in box, per box | 1 10 | 1 10 |
| Yarmouth bloaters, 60 in a box | 1 10 | 1 10 |
| New smoked herring, in small boxes, per box | 0 13 | 0 13 |

| | | |
|-----------------------------|------|------|
| Oysters and Lobsters— | | |
| Standards per imp gal | 1 40 | 1 40 |
| Selects, per imp gal | 1 60 | 1 60 |
| Oyster pails, pints per 100 | 1 90 | 1 90 |
| quarts | 1 25 | 1 25 |
| Live lobsters, per lb | 0 15 | 0 15 |
| New boiled lobsters, per lb | 0 12 | 0 15 |

| | | |
|---------------------------------------|------|------|
| Prepared fish— | | |
| Winterport, 1-lb. bricks, cod | 0 09 | 0 09 |
| Golden, 2 " | 0 08 | 0 08 |
| Boneless cod, favorite | 0 06 | 0 06 |
| fish, 1 and 2-lb. bricks, per lb | 0 05 | 0 05 |
| fish, 25-lb. boxes, per lb | 0 04 | 0 04 |
| Skinless cod, 100-lb. cases, per case | 6 25 | 6 25 |

| | | |
|---------------------------------|-------|-------|
| Salt and pickled fish— | | |
| No. 1 Labrador herring, per bbl | 6 00 | 6 00 |
| " " per half bbl | 3 00 | 3 00 |
| " " per pail | 0 80 | 0 80 |
| " " salmon, tierce | 15 00 | 15 00 |
| " " in bbls | 13 00 | 13 00 |
| " " in 1/2 bbls | 7 50 | 7 50 |
| " B.C. salmon, bbls | 12 50 | 12 50 |
| " half bbl | 7 00 | 7 00 |
| Labrador sea trout, bbls | 10 00 | 10 00 |
| lake trout, per keg | 4 50 | 4 50 |
| mackerel, per pail | 2 00 | 2 00 |
| large green cod, per lb | 0 05 | 0 05 |
| medium, " | 0 04 | 0 04 |
| small, " | 0 03 | 0 03 |
| Pollock, med. green, per lb | 0 07 | 0 07 |
| Haddock, per lb | 0 03 | 0 03 |
| Salt eels, bbls | 0 07 | 0 07 |
| Sardines, bbls, 200 lb. | 5 50 | 5 50 |

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

- TORONTO.**
- Eggs**—New laid, down to 16c. and going lower.
 - Tapioca**—1c. advance.
 - Molasses**—Going higher.
 - Tomatoes**—Firm. Nothing under a dollar.
 - Peels**—1c. advance.
 - Red Fox Skins**—Advanced 25c.

Ontario Markets.

Toronto, Feb. 23, 1906.
GROCERIES.

The grocery trade is becalmed between the seasons. Still, business is fair; there are no complaints, and at least one old established wholesaler reports January sales considerably in advance of last year, which offers poor support to the excuse that the open Winter has hindered trade.

Prices during the week have not shown important fluctuations. Canned

goods are firmer. Tapioca has gone a small step higher. Candied peels are about a cent higher, and firm. Sugar syrups and molasses are said to be going higher. They are in active demand and very strong.

Canned Goods—“Canned goods are very strong” is the word at every wholesale house, but for the week no advances in prices are quoted, except for tomatoes. They are in active demand at a dollar. Peas and corn are in about the same way, perhaps less markedly so. The low prices are causing a very large consumption, and, though the packers last Fall filled 90 per cent of their orders, it is said there won't be a can left over. Tomatoes are very high in the States and cannot be imported from there as they were last year.

The Canadian asparagus is done and the Californian is a luxury at \$3.90.

The scarcity of apples has firmed the market for all canned fruits.

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.

| FRUITS. | | Group No. 1 | Groups 2 and 3 |
|-------------------------------|-------|-------------|----------------|
| Apples, standard, 3's | ..... | 1 00 | 1 00 |
| “ preserved, 3's | ..... | 1 25 | 1 25 |
| “ standard, gal. | ..... | 2 50 | 2 50 |
| Blueberries— | | | |
| 2's, standard | ..... | 0 92½ | 0 90 |
| 2's, preserved | ..... | 1 42½ | 1 40 |
| Gals., standard | ..... | 4 52½ | 4 50 |
| Cherries— | | | |
| 2's, red, pitted | ..... | 2 02½ | 2 00 |
| 2's, “ not pitted | ..... | 1 57½ | 1 55 |
| 2's, black, pitted | ..... | 2 02½ | 2 00 |
| 2's, “ not pitted | ..... | 1 57½ | 1 55 |
| 2's, white, pitted | ..... | 2 22½ | 2 20 |
| 2's, “ not pitted | ..... | 1 82½ | 1 80 |
| Gallons, standard, not pitted | ..... | 7 02½ | 7 00 |
| “ pitted | ..... | 8 52½ | 8 50 |
| Currants— | | | |
| 2's, red, H.S. | ..... | 1 60 | 1 57½ |
| 2's, red, preserved | ..... | 1 80 | 1 77½ |
| Gals., red, standard | ..... | 4 77½ | 4 75 |
| “ solid pack | ..... | 7 02½ | 7 00 |
| 2's, black, H.S. | ..... | 1 75 | 1 75 |
| 2's, “ preserved | ..... | 2 07½ | 2 05 |
| Gals., black, standard | ..... | 5 02½ | 5 00 |
| “ solid pack | ..... | 8 02½ | 8 00 |
| Grapes— | | | |
| 2's, white Niagara | ..... | 1 42½ | 1 40 |
| 2½'s, white Niagara | ..... | 1 77½ | 1 75 |
| 3's, white Niagara | ..... | 1 97½ | 1 95 |
| Gal., white Niagara | ..... | 3 52½ | 3 50 |
| Gooseberries— | | | |
| 2's, H.S. | ..... | 1 90 | 1 87½ |
| 2's, preserved | ..... | 2 12½ | 2 10 |
| Gals., standard | ..... | 6 02½ | 6 00 |
| “ solid pack | ..... | 8 02½ | 8 00 |
| Lawtonberries— | | | |
| 2's, H.S. | ..... | 1 77½ | 1 75 |
| 2's, preserved | ..... | 1 95 | 1 92½ |
| Gals., standard | ..... | 5 52½ | 5 50 |
| Peaches— | | | |
| 1½'s, yellow (flats) | ..... | 1 70 | 1 67½ |
| 2's, yellow | ..... | 1 90 | 1 87½ |
| 2½'s, yellow | ..... | 2 60 | 2 57½ |
| 3's, yellow | ..... | 2 85 | 2 82½ |
| 3's, yellow (whole) | ..... | 2 37½ | 2 35 |
| 2's, white | ..... | 1 75 | 1 72½ |
| 2½'s, white | ..... | 2 50 | 2 47½ |
| 3's, white | ..... | 2 70 | 2 67½ |
| 3's, pie | ..... | 1 27½ | 1 25 |
| Gal., pie, peeled | ..... | 4 52½ | 4 50 |
| Gal., pie, not peeled | ..... | 3 57½ | 3 55 |
| Pears— | | | |
| 2's, Flemish Beauty | ..... | 1 65 | 1 62½ |
| 2½'s, Flemish Beauty | ..... | 1 97½ | 1 95 |
| 3's, Flemish Beauty | ..... | 2 12½ | 2 10 |
| 2's, Bartlett | ..... | 1 80 | 1 77½ |
| 2½'s, Bartlett | ..... | 2 17½ | 2 15 |
| 3's, Bartlett | ..... | 2 32½ | 2 30 |
| 3's, pie | ..... | 1 27½ | 1 25 |
| Gal., pie, peeled | ..... | 3 80 | 3 77½ |
| Gal., pie, not peeled | ..... | 3 27½ | 3 25 |
| Pineapple— | | | |
| 2's, sliced | ..... | 2 32½ | 2 30 |
| 2's, grated | ..... | 2 57½ | 2 55 |
| 3's, whole | ..... | 2 72½ | 2 70 |
| Plums, Damson— | | | |
| 2's, light syrup | ..... | 0 92½ | 0 90 |
| 2's, heavy syrup | ..... | 1 17½ | 1 15 |
| 2½'s, heavy syrup | ..... | 1 47½ | 1 45 |
| 3's, heavy syrup | ..... | 1 77½ | 1 75 |
| Gal., standard | ..... | 2 97½ | 2 95 |

| | | | |
|-----------------------------|-------|-------|-------|
| Plums, Lombard— | | | |
| 2's, light syrup | ..... | 0 97½ | 0 95 |
| 2's, heavy syrup | ..... | 1 22½ | 1 20 |
| 2½'s, heavy syrup | ..... | 1 52½ | 1 50 |
| 3's, heavy syrup | ..... | 1 77½ | 1 75 |
| Gal., standard | ..... | 3 17½ | 3 15 |
| Plums, greengage— | | | |
| 2's, light syrup | ..... | 1 02½ | 1 00 |
| 2's, heavy syrup | ..... | 1 27½ | 1 25 |
| 2½'s, heavy syrup | ..... | 1 52½ | 1 50 |
| 3's, heavy syrup | ..... | 1 82½ | 1 80 |
| Gal., standard | ..... | 3 47½ | 3 45 |
| Plums, egg— | | | |
| 2's, heavy syrup | ..... | 1 55 | 1 52½ |
| 2½'s, heavy syrup | ..... | 1 82½ | 1 80 |
| 3's, heavy syrup | ..... | 2 12½ | 2 10 |
| Raspberries, Red— | | | |
| 2's, L. S. (Shafferberries) | ..... | 1 42½ | 1 40 |
| 2's, H. S. | ..... | 1 67½ | 1 65 |
| 2's, preserved | ..... | 1 87½ | 1 85 |
| Gals., standard | ..... | 5 27½ | 5 25 |
| “ solid pack | ..... | 8 27½ | 8 25 |
| Raspberries, Black— | | | |
| 2's, black, H. S. | ..... | 1 62½ | 1 60 |
| 2's, preserved | ..... | 1 77½ | 1 75 |
| Gals., standard | ..... | 5 02½ | 5 00 |
| “ solid pack | ..... | 8 72½ | 8 70 |

VEGETABLES.

| | | | |
|------------------------------------|-------|-------|-------|
| Asparagus, California— | | | |
| 2½'s | ..... | 3 90 | |
| Beets— | | | |
| 2's, sliced, sugar and blood red | ..... | 0 87½ | 0 85 |
| 2's, whole | ..... | 0 87½ | 0 85 |
| 3's, sliced | ..... | 0 97½ | 0 95 |
| 3's, whole | ..... | 0 97½ | 0 95 |
| Beans— | | | |
| 2's, golden wax | ..... | 0 82½ | 0 80 |
| 2's, refugee | ..... | 0 85 | 0 82½ |
| 3's | ..... | 1 27½ | 1 25 |
| Gals. | ..... | 3 77½ | 3 75 |
| 2's, crystal wax | ..... | 0 95 | 0 92½ |
| 2's, red kidney | ..... | 1 02½ | 1 00 |
| 2's, Lima | ..... | 1 12½ | 1 10 |
| Gals, standard | ..... | 4 52½ | 4 50 |
| 1's, Baked, plain | ..... | 0 40 | |
| 1's, “ tomato sauce | ..... | 0 45 | |
| 1's, “ chili sauce | ..... | 0 45 | |
| 2's, “ plain | ..... | 0 70 | |
| 2's, “ tomato sauce | ..... | 0 75 | |
| 2's, “ chili sauce | ..... | 0 75 | |
| 3's, “ plain (flat or tall) | ..... | 0 87½ | |
| 3's, “ tomato sauce (flat or tall) | ..... | 0 95 | |
| 3's, “ chili | ..... | 0 95 | |
| Cabbage— | | | |
| 3's | ..... | 0 87½ | 0 85 |
| Carrots— | | | |
| 2's, standard | ..... | 0 92½ | 0 90 |
| 3's | ..... | 1 02½ | 1 00 |
| Cauliflower— | | | |
| 2's | ..... | 1 42½ | |
| 3's | ..... | 1 82½ | |
| Corn— | | | |
| 2's | ..... | 0 85 | 0 82½ |
| Gal., on cob | ..... | 4 52½ | 4 50 |
| Parsnips— | | | |
| 2's | ..... | 0 92½ | 0 90 |
| 3's | ..... | 0 92½ | 0 90 |
| Peas— | | | |
| Extra fine sifted, 2's | ..... | 1 22½ | 1 20 |
| Sweet wrinkle | ..... | 0 82½ | 0 80 |
| Early June | ..... | 0 70 | 0 67½ |
| 2's, standard | ..... | 0 62½ | 0 60 |
| Pumpkin— | | | |
| 3's | ..... | 0 80 | 0 77½ |
| Gal. | ..... | 2 52½ | 2 50 |
| Rhubarb— | | | |
| 2's, preserved | ..... | 1 17½ | 1 15 |
| 3's | ..... | 1 92½ | 1 90 |
| Gal., standard | ..... | 2 65 | 2 62½ |
| Spinach— | | | |
| 2's | ..... | 1 42½ | 1 40 |
| 3's | ..... | 1 82½ | 1 80 |
| Gals. | ..... | 5 02½ | 5 00 |
| Squash— | | | |
| 3's | ..... | 1 02½ | 1 00 |
| Succotash— | | | |
| 2's | ..... | 1 17½ | 1 15 |
| Tomatoes— | | | |
| 3's | ..... | 1 00 | |
| Gal. | ..... | 3 02½ | 3 00 |
| Turnips— | | | |
| 3's | ..... | 1 02½ | 1 00 |

SAUCE, ETC.

| | | | |
|----------------------------------|-------|------|-------|
| Tomato sauce, 1's | ..... | 0 50 | |
| “ 2's | ..... | 0 78 | |
| “ 3's | ..... | 1 00 | |
| Chili sauce same as tomato sauce | ..... | 0 75 | 0 70 |
| Catsups, tins, 2's | ..... | 0 75 | 0 70 |
| “ gal. | ..... | 4 50 | 4 50 |
| “ jugs | ..... | 7 70 | 12 00 |

FISH.

| | | | |
|---|-------|-------|------|
| Lobster, talls | ..... | 3 50 | |
| “ 1-lb. flats | ..... | 3 85 | |
| “ ½-lb. flats | ..... | 2 00 | |
| Mackerel | ..... | 1 00 | 1 25 |
| Salmon, Horse Shoe, Maple Leaf, Clover Leaf | ..... | 1 55 | |
| 1-lb. Talls, 5 cases and over, per doz. | ..... | 1 57½ | |
| 1-lb. “ less than 5 cases, “ | ..... | 1 67½ | |
| 1-lb. Flat, 5 cases and over, “ | ..... | 1 70 | |
| 1-lb. “ less than 5 cases, “ | ..... | 1 00 | |
| 1-lb. “ 5 cases and over, “ | ..... | 1 02½ | |
| 1-lb. “ less than 5 cases, “ | ..... | 0 95 | |
| 1-lb. Flat, 5 cases and over, “ | ..... | 0 97½ | |
| 1-lb. “ less than 5 cases, “ | ..... | 0 97½ | |
| Sardines, French 1's | ..... | 0 14 | |
| “ 2's | ..... | 0 23 | |
| “ Portuguese 1's | ..... | 0 08 | 0 10 |

| | | | |
|--|-------|-------|------|
| “ P. & C., 1's | ..... | 0 25 | 0 27 |
| “ P. & C., ½'s | ..... | 0 35 | 0 38 |
| “ Domestic, 1's | ..... | 0 034 | 0 04 |
| Mustard, 1's | ..... | 3 75 | 4 50 |
| Haddies, per doz, ½ size, cases 50 tins, per 100 | ..... | 1 05 | 1 15 |
| Haddies, per case | ..... | 4 00 | 4 50 |
| Kipperd herrings, domestic | ..... | 1 45 | 1 50 |
| “ imported | ..... | 1 45 | 1 50 |
| Herrings in tomato sauce, domestic | ..... | 1 00 | |
| “ imported | ..... | 1 40 | 1 40 |

MEATS, ETC.

| | | | |
|---------------------------|-------|--------|--------|
| Beef, corned 1s, per doz | ..... | 1 40 | |
| “ 2s, “ | ..... | 2 50 | |
| “ 3s, “ | ..... | 7 80 | |
| “ 14s, “ | ..... | 17 50 | |
| | | Aylmer | Simcoe |
| | | Kent | Delhi |
| | | | Lalor |
| Chicken, 1's, boneless | ..... | 3 20 | 3 10 |
| Turkey, 1's, “ | ..... | 3 20 | 3 10 |
| Duck, 1's, “ | ..... | 3 20 | 3 10 |
| Tongue, 1's, lunch | ..... | 2 85 | 2 75 |
| Soup, 2's, giblet | ..... | 2 05 | 1 95 |
| “ 2's, tomato | ..... | 1 00 | |
| “ 3's, “ | ..... | 1 45 | |
| Pig's feet, 1's, boneless | ..... | 1 65 | |
| “ 1½'s | ..... | 2 40 | |

Sugar—There are indications that the bottom in prices has been reached, but Toronto wholesale lore differs. “The sugar market is steady again,” the head of one old firm told The Grocer. “The market shows no tendency to harden,” said another of equal standing. “Business is quiet and there is no change in prices,” said another authority.

The American market is, however, stiffening up a little, and it is the background for the Canadian, and for the matter of that, for the rest of the world, to a considerable extent. A New York advice of Tuesday said: “Increased firmness in raws. Holders asking 1-32 advance for limited quantity, while 1-16 advance is more generally asked. The firmer feeling has a tendency to check business for the moment. European markets are quiet and steady. Quotation for 88 per cent. now 8s. 3-4d, basis f.o.b. Hamburg for February shipment, which is equal to \$3.67 for duty paid in New York for 96 degrees test centrifugals. This is 5-16c. above recent sales of that description. In refined, withdrawals against contracts are heavy, while new business is fair. Prices are unchanged, with the markets steady at the close without any special indications for the immediate future.”

For Canadian refined sugars there is only a moderate consumptive demand, with buying confined strictly to the hand to mouth basis, and prices are unchanged.

| | | |
|--|-------|------|
| Paris lumps, in 50-lb. boxes | ..... | 4 73 |
| “ in 100-lb. | ..... | 4 63 |
| St. Lawrence granulated, barrels | ..... | 4 08 |
| Redpath's granulated | ..... | 4 08 |
| Acadia granulated | ..... | 3 98 |
| Berlin granulated | ..... | 3 98 |
| Phoenix | ..... | 4 08 |
| Bright coffee | ..... | 3 98 |
| Bright yellow | ..... | 3 93 |
| No. 3 yellow | ..... | 3 88 |
| No. 2 | ..... | 3 78 |
| No. 1 | ..... | 3 68 |
| Granulated and yellow, 100-lb. bags, 5c. less than bbls. | ..... |  |

Syrups and Molasses—The molasses situation is very strong. In the primary markets, Barbadoes are all up about a cent and New Orleans about two cents, and the indications point higher. No changes are quoted locally as yet. Syrups are in good demand.

| | | | |
|--|-------|-------|------|
| Syrups— | | | |
| Dark | ..... | 0 33 | 0 34 |
| Medium | ..... | 0 35 | 0 37 |
| Bright | ..... | 0 02½ | |
| Corn syrup, bbl., per lb. | ..... | 0 02½ | |
| “ 1-bbls “ | ..... | 0 03 | |
| “ kegs “ | ..... | 1 30 | |
| “ 3 gal. pails, each | ..... | 0 90 | |
| “ 2 gal. | ..... | 0 90 | |
| “ 2-lb. tins (in 2 doz. case) per case | ..... | 1 90 | |
| “ 5-lb. (in 1 “ “ “ | ..... | 2 35 | |
| “ 10-lb. (in 1 “ “ “ | ..... | 2 25 | |
| “ 20-lb. (in 1 “ “ “ | ..... | 2 10 | |

| | | |
|------------------------|-------|-------|
| Molasses— | | |
| New Orleans, medium | ..... | 1 15 |
| “ open kettle | ..... | 1 05 |
| Barbadoes, extra fancy | ..... | 1 05 |
| Porto Rico | ..... | 1 00 |
| West Indian | ..... | 1 00 |
| Maple syrup— | | |
| Imported, qts. | ..... | 1 40 |
| 1-gal. cans | ..... | 1 30 |
| 5-gal. cans, per gal. | ..... | 7 80 |
| Barrels, per gal. | ..... | 17 50 |
| 5-gal. imp. brand, per | | |

| | | |
|-------|----------|-------|
| ..... | 0 25 | 0 27 |
| ..... | 0 35 | 0 38 |
| ..... | 0 03 1/2 | 0 04 |
| ..... | 3 75 | 4 50 |
| ..... | 1 05 | 1 15 |
| ..... | 4 00 | 4 50 |
| ..... | 1 00 | 1 00 |
| ..... | 1 45 | 1 50 |
| ..... | 1 00 | 1 00 |
| ..... | 1 40 | 1 40 |
| ..... | 1 40 | 1 40 |
| ..... | 2 50 | 2 50 |
| ..... | 7 80 | 7 80 |
| ..... | 17 50 | 17 50 |
| ..... | 3 10 | 3 10 |
| ..... | 3 10 | 3 10 |
| ..... | 3 10 | 3 10 |
| ..... | 2 75 | 2 75 |
| ..... | 1 95 | 1 95 |
| ..... | 1 65 | 1 65 |

| | | |
|-----------------------------|----------|----------|
| Molasses— | | |
| New Orleans, medium | 0 30 | 0 35 |
| open kettle | 0 30 | 0 35 |
| Barbados, extra fancy | 0 45 | 0 50 |
| Porto Rico | 0 42 | 0 48 |
| West Indian | 0 32 | 0 35 |
| Maple syrup— | | |
| Imp. qt. | 0 87 1/2 | 0 87 1/2 |
| 1-gal. cans | 0 85 | 0 85 |
| 5-gal. cans, per gal. | 1 00 | 1 00 |
| Barrel, per gal. | 0 75 | 0 75 |
| 5-gal. imp. brand, per can. | 4 50 | 4 50 |
| 1-gal. " " " " " " | 5 10 | 5 10 |
| 1-gal. " " " " " " | 5 60 | 5 60 |
| Qts. " " " " " " | 6 00 | 6 00 |

Tea—There has been a little movement in tea locally this week, but the trade generally is slow.

Few grades of tea are easy in London, but the better qualities are very firm. Green Ceylons are very firm in the primary market.

The offerings of Indian teas at auction in London totalled 197,000 packages against 175,000 in the same month last year. There was a somewhat larger percentage of less desirable grades than in December. The month opened with a tendency to advance, but the heavy offerings were beyond the capabilities of buyers, and an average price of 7.23d per pound in the second week dropped to 6.86d in the last.

The Ceylon offerings at London auctions in January totalled 138,000 packages, against 133,000 in January, 1905. Prices followed closely, those for Indian falling from an average in the first week of 7.63d per pound, to 6.91d in the closing sale.

Coffee—Higher prices are looked for. Present prices are very steady and, a most unusual thing, they have not varied for three months. The higher prices are of course a guess, but one firm has in three carloads on the strength of their expert's diagnosis of the situation.

Willett & Gray, in their weekly statement, make up for lack of information with a sermon on the vanity of prophesying the Brazilian crop. They conclude:

"With the fact that consumption continues so much ahead of production, the only restraining feature to an advance in prices is the accumulation of stocks from former years, but then these are diminishing very rapidly, and with the consumption of Brazil coffee in the United States alone of six million bags, larger stocks do not have the same influence as formerly, say 15 or 25 years ago, when the consumption of Brazil coffees here was only three million bags.

The trade has been buying with great caution in this country and with still greater reluctance in Europe, so that it is highly probable that interior stocks are kept within the closest range of necessities."

The visible supply of the world was on Feb. 1, 11,931,631 bags; on January 1, 12,647,595, and on February 1, last year, 13,621,720.

Foreign Dried Fruits—Trade is good, with a market showing a tendency rather to advance than decline. Candied peels are higher about a cent. The citrus crop in Corsica having failed, next

year's Christmas cake will not be one loaded with that kind of peel.

California raisins are more closely held and the prices are firmer. Some are quoting 1-2c. higher. The currant market in Greece remains quite firm on a basis of about 5 1-8c. here for lowest grades.

| | | | | | |
|----------------------|----------|----------|---------------------|----------|----------|
| Prunes, Santa Clara— | | | | | |
| Per lb. | | Per lb. | | | |
| 90-100s, 50-lb boxes | 0 03 1/2 | 0 06 1/2 | 60-70s, 50-lb boxes | 0 07 1/2 | 0 07 1/2 |
| 80-90s | 0 06 1/2 | 0 07 | 50-60s | 0 08 | 0 08 1/2 |
| 70-80s | 0 07 | 0 07 1/2 | 40-50s | 0 08 1/2 | 0 09 |
| | | | 30-40s | 0 10 | 0 10 1/2 |

| | | | | | |
|----------------------------|----------|----------|--------|-----|------|
| Candied and Drained Peels— | | | | | |
| Lemon | 0 10 1/2 | 0 10 1/2 | Citron | 0 8 | 0 20 |
| Orange | 0 11 1/2 | 0 12 | | | |

| | | | | | |
|--|----------|----------|--------------------|----------|----------|
| Figs— | | | | | |
| Elemes, per lb. | 0 10 | 0 14 | | | |
| Tappets, " " | 0 04 | 0 04 | | | |
| Apricots— | | | | | |
| Californian evaporated, in 50-lb boxes | 0 14 | 0 15 | | | |
| Peaches— | | | | | |
| Californian evaporated, " " | 0 14 | 0 15 | | | |
| Pears— | | | | | |
| Californian evaporated, per lb. | 0 13 | 0 13 | | | |
| Currants— | | | | | |
| Fine Filiatras | 0 25 1/2 | up | Vostizas | 0 07 1/2 | 0 08 1/2 |
| Patras | 0 06 | 0 06 1/2 | | | |
| Raisins— | | | | | |
| Sultana | 0 05 1/2 | 0 07 | | | |
| " Fancy | 0 10 | 0 14 | | | |
| " Extra fancy | 0 15 | 0 16 | | | |
| Valencias, selected | 0 05 1/2 | 0 06 | | | |
| Seeded, 1-lb packets | 0 11 | 0 12 1/2 | | | |
| California, loose muscatels— | | | | | |
| 3-crown | 0 07 1/2 | 0 07 1/2 | | | |
| 4-crown | 0 09 | 0 09 | | | |
| Dates— | | | | | |
| Halloween | 0 04 1/2 | 0 05 | Fards new choicest | 0 09 | 0 10 1/2 |
| Sairs | 0 04 | 0 04 1/2 | " new choice | 0 09 1/2 | 0 10 |
| Domestic evaporated apples | 0 10 | 0 10 | | | |

Foreign Nuts—Nuts in all lines show a tendency to advance in the primary markets. Some business has been done in the past week for importation to Canada. Stocks on the spot are short, but this is not felt at this time of the year, as the demand is light. Importations are with a view to supplying expected expansion of business in the Spring. Local quotations have not changed.

| | | |
|-----------------------------|----------|----------|
| Almonds, Tarragona, per lb. | 0 12 | 0 12 1/2 |
| " shelled Valencias | 0 25 | 0 28 |
| Walnuts, Grenoble, " | 0 15 1/2 | 0 16 |
| " Bordeaux, " | 0 11 1/2 | 0 12 |
| " shelled | 0 20 | 0 25 |
| Filberts, per lb. | 0 10 | 0 10 |
| Pecans, per lb. | 0 14 | 0 17 |
| New Brazil, per lb. | 0 14 1/2 | 0 15 |

(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)

| | |
|-------------------------|----------|
| Selected Spanish | 0 08 1/2 |
| A 1's, banners and suns | 0 08 |
| Japanese Jumbo's | 0 08 1/2 |
| Virginia | 0 10 |

Spices—The market is not showing any variations nor any tendency to change. Trade is quiet.

| | | |
|-----------------|---------|------|
| Spices— | | |
| Peppers, blk | Per lb. | |
| white | 0 18 | 0 19 |
| Ginger | 0 27 | 0 28 |
| Garlic | 0 18 | 0 20 |
| Nutmeg | 0 21 | 0 25 |
| Quinine | 0 45 | 0 75 |
| Cloves, whole | 0 25 | 0 35 |
| Cream of tartar | 0 25 | 0 25 |
| Allspice | 0 15 | 0 15 |
| Mace | 0 80 | 0 90 |

Rice and Tapioca—The most talked of article in the grocery trade to-day is tapioca, which has advanced from a 3 cent to a 6 cent basis in the last six months. Apparently the end of the advance is not yet, as the latest cable to New York quotes 23s. 6d c.i.f., which is equal to 6 1-4c. in Toronto, duty paid. The steadily advancing market caused operators, generally, to refrain from importing, with the result that there is little stock in Canada and none of any importance near at hand. It is not at all unlikely that tapioca will be hard to buy at considerably higher prices within the next few months.

"Tapioca is very high," said a leading wholesaler.

"Why?"

"I think the market is cornered." The impression that generally prevails is that the low prices have induced the East Indian planters to suspend production.

| | | |
|-------------------|----------|----------|
| Rice and Tapioca— | | |
| | Per lb. | Per lb. |
| Rice, stand. B. | 0 03 1/2 | 0 03 1/2 |
| Bangkok | 0 03 1/2 | 0 03 1/2 |
| Patna | 0 05 | 0 05 1/2 |
| Japan | 0 06 | 0 07 |
| Sago | 0 06 | 0 06 |
| Carolina rice | 0 08 | 0 08 1/2 |
| Louisiana rice | 0 05 | 0 07 |
| Tapioca, staple | 0 06 1/2 | 0 06 1/2 |
| " double goat | 0 07 | 0 07 |

Honey—The honey market is in good shape. There is a good demand and stocks are being cleaned up rapidly. There seems to be a revival in the consumption of honey, due in part, perhaps, to the scarcity of apples. Prices remain unchanged. There are two quotations for buckwheat sections, the firmer market encouraging a more select grading.

| | | |
|--|----------|------|
| Honey, extracted clover, in 60-lb. cans, per lb. | 0 08 1/2 | |
| " " " " " " in 5 lb. & 10 lb. cans, lb. | 0 08 | |
| " sections, No 1, per doz. | 1 90 | 2 00 |
| " " No. 2, " " | 1 50 | 1 50 |
| " Buckwheat, per lb. | 0 04 1/2 | 0 05 |
| " sections, No. 2, per doz. | 1 50 | 1 60 |
| " " " " " " " " " " " " | 1 00 | 1 25 |

Beans—The market is firm, but quotations are unchanged.

| | | |
|-----------------------------|------|----------|
| Beans, handpicked, per bush | 1 85 | |
| " prime, No. 1 | 1 75 | |
| " Lima, per lb. | 0 07 | 0 07 1/2 |

Fish—Trade is fair to quiet, and dealers are looking to Lent for increased business. Variations in the market are not anticipated and prices are steady.

| | | |
|---|----------|----------|
| Frozen halibut, per lb. | 0 10 | |
| Fresh haddock | 0 05 | |
| Frozen trout | 0 09 | |
| Fresh cod steak, per lb. | 0 06 1/2 | |
| " lobsters, boiled, per lb. | 0 25 | |
| Frozen B.C. salmon, per lb. | 0 10 | |
| Shrimps per gal. | 1 25 | |
| Whitefish, per lb. | 0 09 | |
| " winter caught, per lb. | 0 09 1/2 | |
| Herring, per lb. | 0 03 1/2 | 0 01 |
| Pickrel | 0 07 | 0 07 1/2 |
| Oysters, standard, small pail | 4 00 | 4 20 |
| " selects, pail | 4 80 | 4 80 |
| Finnan haddies | 0 06 | 0 06 1/2 |
| Ciscoes | 1 25 | 1 25 |
| Kippers, 80 to box | 1 25 | 1 25 |
| Bloaters, 80 to box | 1 15 | 1 15 |
| Mackerel, per lb. | 0 10 | 0 10 |
| Labrador herring salt, No. 1, half bbl. | 3 25 | 3 25 |
| Frozen sea herring, per 100 | 2 25 | 2 25 |

Dried and Cured Fish—The market is quiet without price variation.

| | | |
|--|----------|------|
| Boneless fish, per lb. | 0 05 | |
| Cod fish, 1-lb. bricks | 0 07 1/2 | |
| Quail-on-toast, per lb. | 0 05 1/2 | 0 09 |
| Flitched cod fish, in cases of 100 lbs., per lb. | 0 07 1/2 | |

Hides—Chicago is still unsettled and dealers here are expecting something to happen; they don't know what. Some of the big fellows stocked up a while ago on a falling market by crowding weaker men, but prices, contrary to expectations, continued downward, and it is a question now how long these heavy stocks can be held. A peculiar fact is that the consumers of leather in the Old Country cannot get enough for their needs, yet hides are 2 1-2c. less than two months ago.

Fox and muskrat skins are in good demand, and for the better class of red fox 25c. more is being offered. For the low grade skunk skin there is practically no demand, and 10c. has been shaved off the price.

| | |
|-------|------|
| ..... | 4 73 |
| ..... | 4 63 |
| ..... | 4 08 |
| ..... | 4 08 |
| ..... | 3 98 |
| ..... | 3 98 |
| ..... | 4 08 |
| ..... | 3 98 |
| ..... | 3 93 |
| ..... | 3 88 |
| ..... | 3 78 |
| ..... | 3 68 |

he molasses the primary up about a it two cents, higher. No lly as yet.

| | | |
|-------|----------|----------|
| ..... | 0 33 | 0 34 |
| ..... | 0 35 | 0 37 |
| ..... | 0 02 1/2 | 0 02 1/2 |
| ..... | 0 02 1/2 | 0 02 1/2 |
| ..... | 0 03 | 0 03 |
| ..... | 1 30 | 1 30 |
| ..... | 0 90 | 0 90 |
| ..... | 1 90 | 1 90 |
| ..... | 2 35 | 2 35 |
| ..... | 2 10 | 2 10 |

WS.

Feb. 14, 1906.

ground in
is a dream
fast coming
ove in that d
the Hall eleva
waterfront,
ments of wheat
s have been
000 bushels
has a capacity
Messrs. Hart
I project is the
t of the eleva
business.

ke, of Tweed
is now moving
of establishing
fers in the old
Eburne, on the
ser River, have
Easterbrooke is
g the buildings
receive a flour
e direct connec
i Vancouver for
nd the transfer
all item when
ness of the loc
, taxes, etc.

note that Mr.
ciates built a
av. South East
for some years
rise until after
r, and the com
i followed. The
nd Mr. Easter
a new location,
on that he has
such a concern
ill will have a
r day at first,
will be sought

eady a success
Enderby, in the
said to be com
of another mill
ett has already
trade from his
doubt would en
enterprise if he

represented by
ary, are at the
r and mill en
estined for this
e. Indeed it is
tor they intend
plenty of time
on's wheat has

s are finding a
he Old Country
ements increase
than production
number of large
Acassiz, (which
Valley). Souam
the Okanagan
ucine hops, and
ve been erected.
Bros. of Sag
st growers. They
of the hop crop
et.

ner Telemachus,
on Saturday,
d bales of hops
d Country deal

She also took out almost the last
shipment of the 1905 salmon pack,
2,000 cases, valued at \$90,000. Fish
salt herring and tallow were other
shipments of considerable propor
tions on the manifest of the Telema
chus.

Maple sugar from the soft maples so
common in this province is a product
shown by an enterprising rancher from
Chilliwick. The article looks like
maple sugar, tastes like maple sugar,
is made from sap from maple trees, like
maple sugar—in short, is maple sugar
all right. It is about the same color
as the eastern article; perhaps a little
darker in the grain, but almost as full
flavored.

The fruit growing districts of the in
terior are rapidly expanding in com
mercial importance. In the Nelson dis
trict of Kootenay the local association
estimates the probable berry crop next
season at \$100,000. In the Okanagan
district similar expansion is noted.
Large areas of land round Vernon, fol
lowing the example set in the settle
ments down the lake, are being filled up
with settlers who are setting out plan
tations, and every year the acreage pro
ducing fruit is increasing. At Vernon a
move is being made for a co-operative
produce exchange, similar to a number
already organized at other points. The
large ranches in that district are giv
ing place to new settlements of small
holders, who cultivate a few acres each.
These producers find the necessity of
combining to place their products on
the market of the Northwest district,
thus cutting out as far as possible all
sharing of profits with the middlemen.

City trade this week has been some
what quieter, the wholesalers report.
The movement of goods to northern
and up-coast points has not yet begun,
and the logging camps are not all open
ed yet. By the end of the month
business will be very lively, because by
that time shipment of supplies to
northern canneries will have begun, in
anticipation of the approaching salmon
packing season, which in Northern Bri
tish Columbia waters is very much
earlier than on the Fraser.

Several new canneries are to be erect
ed this season, and all those now in
existence on northern rivers and bays
are to be operated. The off season on
the Fraser makes the trade of that riv
er a very small factor this year.

In the markets this week features are
scarce. It is noteworthy that this is
the scarcest season for butter. Eastern
stocks are being diminished week by
week, and local fresh made is not in
creasing, nor will it for some weeks
yet. New Zealand and California makes
are not in the market here yet.

Fresh eggs continue cheaper, and last
week's quotation of 32½ might be cut to
30c. now. Both Oregon supplies
and local fresh-laid are coming in plen
tifully.

A USEFUL SOUVENIR.

H. & A. S. Ewing, Montreal coffee
and spice mills, are sending out a very
small little pencil case as a souvenir to
the trade.

N. B. Markets.

St. John, Feb. 21, 1906.

Business continues rather quiet. The
first snow for almost a month came dur
ing the past week, and was greatly ap
preciated, particularly by the lumbermen
in that section of New Brunswick along
the Bay of Fundy, where, from lack of
snow, the lumbermen have found it im
possible to get their logs to the mill, even
where distances were comparatively
short.

Shipments of the winter port continue
extremely large. In grain, the quantity
is very much in excess of any previous
year. Last year, the shipments were
light. Our elevator capacity is taxed to
the utmost, and it is said there are hun
dreds of cars awaiting their turn to
unload.

Every effort is being made by the city
to have increased facilities for the next
season. The Government, which for a
long time was exceedingly backward in
granting any aid, although they were
spending millions of dollars on inland
waters, had allowed practically the full
cost of the harbor facilities at St. John
to be borne by the city, although the
work was really a national one, have
lately shown a better feeling, still the
amount of money voted has not been
large and the work not pushed forward
as rapidly as is necessary. The increased
size of the steamers demands increased
wharfage, and our citizens feel that not
only in our own interests, but in the in
terests of Canadian trade, immediate
action must be taken by the Government
so that steamers desiring to come here in
the coming year will find accommodation.
We have no doubt the Government in
tend to do what is right. The difficulty
is to get them to act with sufficient
promptness.

Markets.—The quiet demand is prob
ably a reason why there are so few
changes. Cream of tartar holds firm at
the advance, and the tendency is higher
prices. Figures, however, are still quite
low. Nutmegs show quite an advance,
but they also are still low. The market
is said to be very firm. In rice, prices
are a little easier than were anticipated,
compared with other years. The price,
however, is still a little higher than of
late. The interest in molasses continues.
The fancy Barbadoes, which previously
has been imported free, has, on account
of the sugar contained, been now charged
a duty, which increases its cost between
four and five cents a gallon. In dairy
products rather lower prices rule.

Oil.—In burning oil demand, owing to
the increased length of the day, begins
to show a marked decrease. Prices con
tinue low, and there is little prospect of
any change. In lubricating oils there is,
as usual, little change in prices. It is
rather a matter of relative value of the
products for the particular purpose in
tended. Business is now being particu
larly pushed, and fair average trade ex
pected. In paint oils, prices will rule
higher than last year. The linseeds,

which some time ago advanced quite
rapidly, hold firm. Turpentine continues
extremely high, and the outlook would
seem for even higher prices. In cod oil
the season is almost over; quite high
prices have ruled; the fishermen have
had a particularly profitable season.

Salt.—There have been fair receipts in
Liverpool coarse salt. Demand being
but light, there is considerable stock in
hand. In Liverpool factory-filled there
is just average sale. In fine salt at this
season demand is light. In this line the
sale is chiefly for Canadian. In Liver
pool salt, this is the season when new
arrangements are entered into. It is
thought coarse salt may be sold slightly
lower, but factory-filled will possibly be
a little higher. So far, we hear of no
changes in Canadian prices.

Canned Goods.—There is just a fair
sale. Peas continue very low. Corn
rather firmer. In tomatoes there is a
fair stock held in St. John, and while
prices are firmer, and perhaps a little
higher, goods are being sold out of store
lower than they could be replaced, and
higher prices must very shortly rule. In
fruits there is a good stock in all lines.
Prices are unchanged. There is rather
improved inquiry for gallon apples.
These have been selling very low. We
anticipate a rather higher figure in the
near future. Oysters are firmer. There
is but a light demand in this market for
shrimps. Salmon have a steady sale at
even prices. In beef there is little de
mand. Spring supplies have been pur
chased at low figures, and the market
has shown little change. In domestic
fish sales are rather light. There is a
fair stock of sardines still held. Haddies
and kippers are a light supply. Scallops
are practically out of the market.

Dry Fruits.—Business in this line is
quiet. Stocks of raisins not large. Our
buyers were so disgusted with the Cali
fornia situation that when the market
went off in January they would not buy.
Since then the market has recovered at
least a half cent. Prices are compara
tively low. Owing to the extreme figures
before Christmas, sales were very light,
and what is usually a profitable business
was entirely upset, and dealers will of
course lose considerable on even the
small stocks which they carried over.
Malaga loose are still below the Cali
fornia product. They were quite freely
sold this season, although there is less
demand each year for bulk goods. Va
lencias are low, and have a fair demand
on this account. In currants, stocks held
are not large. The price is very firm,
tending rather higher. Prunes are a
light stock, particularly small sizes,
which are very difficult to replace. There
is a fair demand at rather firmer figures.
Apricots and peaches are firm, with small
sale. Peels are in very light supply and
higher. There are a fair stock of dates.
Price is low. Goods could not be re
placed at present figures. There is very
little sale for figs. Evaporated apples,
owing to the high prices, sell slowly.
Market is very firm. There is a slight
demand for dried at quite full figures.

In onions sales are limited, Canadian stock keeping very poorly, which has kept price low. Valencias which are coming to hand do not show good keeping qualities. Prices on the other side have shown quite an advance.

Sugar.—There is a good steady sale at the present very low prices. There has been no change this week. After one year of steady advance, we have had one year of steady decline, and it is thought prices are about at lowest figures. In foreign sugars very little is being offered owing to scarcity of British cane product on the other side, and also the low prices in Canada.

Molasses.—As the spring advances there is increased interest. There has been a fair steady demand for Porto Rico. There is, however, still quite a full stock of old on hand. In old Barbadoes the market is practically cleaned up. There has as yet been none of the regular grade new stock landed, although some is now due. Several lots of fancy Barbadoes have been landed. Quality exceedingly good, and there has been a fair sale at full prices. There has been some inquiry in regard to the duty in this line. It was originally entered free. There has been some question, not only this season but last, just what should be the position of this grade of goods. It is understood the Government has definitely decided to charge a duty, but not a syrup duty, basing their charge on the duty on raw sugar. This will make a difference of some four or five cents in the cost. If importers are called on to pay this extra duty on the goods which have come in, it will of course very largely cut the profits. It is thought, owing to the splendid quality of these goods, that this increase of duty will not affect the sale, although of necessity it will mean higher prices. However, as the goods on the island have shown quite a decline since first importation, this will not be so noticeable. Just how the establishment of this grade of goods in our market will affect the demand for Porto Rico is a matter of considerable interest.

Fish.—Owing to the open weather it has been somewhat an uncertain season for fish, but prices have been well maintained, and the very open weather has very much assisted the fishermen in getting supplies, although, of course, it has affected the marketing of the goods somewhat. Prices, however, have been well maintained; in fact, perhaps the fishermen have had one of the best winters for some years. The only line, perhaps, in which there has been little success is smelt. These require continuous cold weather to handle at a profit. In frozen herring the larger part of the catch has probably gone to the American market, as they are prepared to pay higher figures than can be obtained here. In dry fish prices continue high. Stocks are light. It is thought, however, the figures are at the top, although little change is looked for, at least until after Lent. The West India market is only just fair. In pickled herring supplies are light, and full figures are still asked. Smoked her-

ring are also held firm at comparatively high prices. The output of finnan haddies this year has been large, as owing to the open weather the catch has been good. The open weather, however, has affected the sale, and while prices have ruled at quite full figures, market has been rather dull.

NEW OFFICERS.

At the annual meeting of the shareholders of the John Campbell Milling Co., St. Thomas, last week, directors were elected for the ensuing year as follows: F. E. Freeman, R. D. Ferguson, Hiram Allin, M. Ostrander, Dr. H. Minshall, N. C. Sinclair, and R. N. Price.

Later the following officers were elected: President, R. N. Price; vice-president, K. E. Freeman; treasurer and managing director, N. C. Sinclair; secretary, C. H. Norsworthy.

At noon Mr. John Campbell, founder of the company and who for many years has directed its policy and established its success, and who is now retiring, entertained the shareholders to dinner at his hospitable home in Rosebery Place.

The new president, Mr. R. N. Price, has for years been associated with the company and is one of the most capable practical millers in Canada.

The new managing director, Mr. N. C. Sinclair, is an equally old member of the staff and has been intimately associated with Mr. Campbell in the administrative end of the business for many years.

A prosperous career for the company under the new anagement is anticipated.

FIRE AT TILLSON OAT MILL.

On Feb. 16 a serious fire occurred on the premises of the Tillson Co., Tillsonburg, Ont. The following letter has been received by The Canadian Grocer giving authentic information as to the damage:

"Dear Sirs,—We thank you for your letter of the 16th, sympathizing with us in our loss by fire on Thursday evening. We are glad to say that the fire was confined to one portion of the building and that from such hasty inspection as we have been able to make at this writing, it does not appear as though we would be long closed down.

The vital part of the machinery for making rolled oats does not appear to be greatly damaged, but our capacity will be much reduced for a short time. We hope to be making rolled oats within ten days, and at present have some little stock on hand which will partially tide us over the interval.

If we might make a request as to the use of your columns it would be for you to thank the trade in our name for the many expressions of sympathy that we have received by telegram, telephone and letter. The direct loss to us from partial disablement is made to look a good deal lighter by the sincere expressions of sympathy received from our trade friends.

FLETCHER MFG. CO, TORONTO.

Attention has been drawn from time to time, in the columns of The Canadian Grocer, to the spirit of improvement among the wholesalers of Toronto. Many of the older firms are making renovations and improvements, or moving into altogether larger and more important premises. The Fletcher Manufacturing Co., of 440-442 Yonge street, are among the most recent firms who have greatly improved their establishments. The whole frontage has been renewed and presents one of the finest appearances for business premises in the city. The long run of fascia above the window is of the finest marble, upon which is to be mounted in elaborate letters the full name of the firm. A very fine double frontage of plate glass has been preserved, giving an excellent facility for display. The upper floor windows are of arched construction and very imposing.

The interior arrangements remain much as before, except that the firm have rearranged the lay-out of goods on the left side particularly. A very fine show is given of a variety of patterns of soda fountains, designed to meet any demand which may arise, either as regards size, handsomeness of design, or diversity of shape. The floor space for upstairs show rooms has been greatly improved and extended. The work altogether has been done in a most substantial and up-to-date manner. We hope to produce an illustration of the building at an early date.

NEW ZEALAND'S INTERNATIONAL EXPOSITION.

The Department of Agriculture announces that it is prepared to receive applications for space for Canadian exhibits at the New Zealand International Exposition, to be held at Christchurch, New Zealand, November, 1906, to April, 1907. The Canadian Government will erect a special building, which will be devoted exclusively to the accommodation of exhibits illustrating the natural and manufactured products of Canada. The Department of Agriculture offers to pay transportation charges one way only on all exhibits which are accepted. Space, installation and maintenance will also be provided free of charge. Owners of exhibits will have the option of having their goods returned to Canada at their own expense or they will be sold in New Zealand after the close of the exposition and the net proceeds, after deducting customs, shipping and packing charges, etc., remitted to them.

The foregoing will apply only to such exhibits as are accepted by the department for display on the Government space. Applications for space and correspondence relative to the exposition should be addressed to Mr. William A. Burns, Exhibition Branch, Department of Agriculture, Ottawa. The exhibition branch of the Department of Agriculture will have full charge of all arrangements, entries, etc., in so far as the Canadian Government is concerned.

Manit

Market quotatio
Th

ABBREVIATED M

Syrups—25 to 3
figs— $\frac{1}{2}$ c. adv

Business

eries conti

ver being

the correspo

Values are

Canned G

ures of no

maintained.

Apples—

gallons, per d

3-lb.

cherries—

red pitted, pe

currants—

new, red, 2 do

black

gooseberries—

new

Lawtonberries—

Pears—

2s, F. B., per

3s,

peaches—

2s

plums—

Damson, 1s

Lombard, 1s

Greengage, 1s

Pumpkins—

3s

pineapples—

2s, sliced, 2 d

2s, whole,

2 $\frac{1}{2}$ s, whole,

2s, grated,

Raspberries—

red (new)

black (new)

Strawberries—

new

Beans—

golden wax,

refugee,

Beets—

3s

Corn—

2s

Peas—

(No. 4) 2s

(No. 3) 2s

Succotash—

2s

Tomatoes—

3s

Salmon, Fraser

" Skeena

" River's

" Red Sp

" hump's

" cohoes,

" Clover,

Pork and beans (

"

Soups (Van Cam

boneless chicke

" turkey

" ducks

Canned chicken

" turkey

" chicken

" turkey (

" duck (A

" (D)

Corned beef

Roast beef (Man

" (Clar

Cotted meats, 1

Veal loaf (Libbe

"

Ham loaf "

" chicken loaf "

Langhontongue (C

" sliced, smoked b

" "

Chipped "

" "

Sliced bacon,

Corned beef (Cl

Robsters (new),

" "

" "

O, TORONTO.

awn from time to of The Canadian of improvement of Toronto. Many making renovation, or moving into more important street, are among who have great improvements. The whole and present advances for business. The long run down is of the firm is to be mounted full name of the ble frontage of reserved, giving an display. The use of arched colonnades.

ngements remain pt that the firm y-out of goods on arly. A very fine ety of patterns of d to meet any de, either as regards design, or diver or space for up been greatly im-

The work alto-

INTERNATIONAL EXHIBITION.

f Agriculture are prepared to receive for Canadian ex-land International d at Christchurch. ber, 1906, to April. Government will ing, which will be o the accommoda- rating the natural oducts of Canada. Agriculture offers to harges one way which are accepted. d maintenance will e of charge. Own- have the option of eturned to Canada or they will be sold r the close of the net proceeds, after ipping and packing ed to them.

apply only to such ted by the depart- n the Government for space and cor- to the exposition to Mr. William A. branch. Department wa. The exhibition rtment of Agricul- charge of all ar- etc., in so far as the nt is concerned.

Manitoba Markets

Market quotations corrected by telegraph up to 12 a.m. Thursday, February 22, 1906.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK

Syrups—25 to 30c. advance.
Figs—1/2c. advance.

Business in all general lines of groceries continues very active, the turnover being considerably larger than for the corresponding period last year. Values are steady in most instances.

Canned Goods—There are no new features of note and values are steadily maintained. We quote:

| | Group No. 1. | Groups No. 1 & 2. |
|--|--------------|-------------------|
| FRUITS. | | |
| Apples— | | |
| gallons, per doz. | 2 60 | 2 55 |
| 3-lb. | 2 13 | 2 08 |
| Cherries— | | |
| red pitted, per 2-doz. case | 4 33 | 4 28 |
| Currants— | | |
| new, red, 2 doz. cases, per case | 3 48 | 3 43 |
| black | 3 83 | 3 78 |
| Gooseberries— | | |
| new | 4 08 | 4 03 |
| Lawtonberries— | | |
| new | 3 83 | 3 78 |
| Pears— | | |
| 2s, F.B., per 2-doz. case | 3 58 | 3 53 |
| 3s | 5 09 | 5 04 |
| Peaches— | | |
| 2s | 4 08 | 4 03 |
| 3s | 6 14 | 6 09 |
| Plums— | | |
| Damson, 1s | 2 13 | 2 08 |
| Lombard, 1s | 2 23 | 2 18 |
| Greengage, 1s | 2 33 | 2 28 |
| Pumpkins— | | |
| 3s | 2 09 | 2 04 |
| Pineapples— | | |
| 2s, sliced, 2 doz. cases, per case | 4 25 | 4 20 |
| 2s, whole | 3 75 | 3 70 |
| 2s, whole | 4 50 | 4 45 |
| 2s, grated | 4 50 | 4 45 |
| Raspberries— | | |
| red (new) | 3 63 | 3 58 |
| black (new) | 3 53 | 3 48 |
| Strawberries— | | |
| new | 3 33 | 3 28 |
| VEGETABLES. | | |
| Beans— | | |
| golden wax | 1 93 | 1 88 |
| refugee | 1 98 | 1 93 |
| Beets— | | |
| 3s | 2 29 | 2 24 |
| Corn— | | |
| 2s | 1 98 | 1 93 |
| Peas— | | |
| (No. 4) 2s | 1 53 | 1 48 |
| (No. 3) 2s | 1 68 | 1 63 |
| Sweetash— | | |
| 2s | 2 63 | 2 58 |
| Tomatoes— | | |
| 3s | 1 98 | 1 93 |
| Salmon, Fraser River sockeye, per case | 6 25 | 6 20 |
| " Skeena River, " | 6 00 | 5 95 |
| " Rivers Inlet, " | 5 90 | 5 85 |
| " Red Spring, " | 5 75 | 5 70 |
| " humpback, " | 3 75 | 3 70 |
| " cohoes, " | 4 85 | 4 80 |
| " Clover Leaf, Fall delivery, 1 to 4 cases, 5 to 9 cases. | 6 25 | 6 20 |
| Pork and beans (V.C.P. Co.), 1s, per doz. | 1 25 | 1 20 |
| " " 2s, " | 1 90 | 1 85 |
| " " 3s, " | 2 60 | 2 55 |
| Soups (Van Camp's), per doz. | 1 25 | 1 20 |
| boneless chicken, lb. tins, per doz. | 2 75 | 2 70 |
| " turkey " | 3 25 | 3 20 |
| " ducks " | 3 25 | 3 20 |
| Canned chicken (Man. Can. Co.) per doz. | 3 25 | 3 20 |
| " turkey " | 3 25 | 3 20 |
| " chicken (Aylmer), per doz (Delhi), " | 3 30 | 3 25 |
| " turkey (Aylmer), (Delhi), " | 3 30 | 3 25 |
| " duck (Aylmer), (Delhi), " | 3 30 | 3 25 |
| Corned beef " 2s " | 2 75 | 2 70 |
| " " 1s " | 1 55 | 1 50 |
| Roast beef (Man. Can. Co.), 2s, per doz (Clark's), 1s, per doz | 2 65 | 2 60 |
| " " 2s, " | 1 50 | 1 45 |
| " " 1s, " | 0 55 | 0 50 |
| Stuffed meats, 1s, per doz. | 2 65 | 2 60 |
| veal loaf (Libbey's), 1/2 lb., per doz. | 1 25 | 1 20 |
| " " 1 lb., " | 2 50 | 2 45 |
| " " 1 lb., " | 1 25 | 1 20 |
| " " 1 lb., " | 2 50 | 2 45 |
| " " 1 lb., " | 1 85 | 1 80 |
| " " 1 lb., " | 3 50 | 3 45 |
| " " 1 lb., " | 3 90 | 3 85 |
| " " 1 lb., " | 2 90 | 2 85 |
| sliced smoked beef (Libbey's), 1/2 lb. tins, per doz. | 1 80 | 1 75 |
| " " 1-lb. tins, " | 3 10 | 3 05 |
| " " 1-lb. glass, " | 3 35 | 3 30 |
| " " 1-lb. glass, " | 1 45 | 1 40 |
| " " 1-lb. tins, " | 2 50 | 2 45 |
| " " 1-lb. glass, " | 3 05 | 3 00 |
| " " 1-lb. tins, " | 3 10 | 3 05 |
| " " 1-lb. glass, " | 3 25 | 3 20 |
| Corned beef (Clark's), 1-lb. tins, per doz. | 1 50 | 1 45 |
| " " 2-lb., " | 2 65 | 2 60 |
| lobsters (new), 1-lb. flats, per 5-doz. case | 16 00 | 15 50 |
| " " 1-lb. talls, per 4-doz. case | 10 25 | 10 20 |
| " " 1-lb. talls, " | 14 50 | 14 45 |

Sugar—Values are steady since the decline noted last week.

| | |
|-------------------------------|-----------|
| Montreal granulated, in bbls. | 4 75 |
| " " in sacks | 4 70 |
| " yellow, in bbls. | 4 35 |
| " " in sacks | 4 30 |
| Wallaceburg, in bbls. | 4 65 |
| " " in sacks | 4 60 |
| Berlin, granulated in bbls | 4 65 |
| " " in sacks | 4 60 |
| Icing sugar in bbls. | 5 35 |
| " " in boxes | 5 35 |
| " " in small quantities. | 5 15 |
| Powdered sugar, in bbls. | 5 35 |
| " " in boxes | 5 35 |
| " " in small quantities. | 5 60 |
| Lump, hard, in bbls. | 5 45 |
| " " in 1-bbls. | 5 60 |
| " " in 100-lb. cases. | 5 45 |
| Raw sugar. | 4 25 4 50 |

Syrups and Molasses—There has been a sharp advance in "Kairomel" syrups in sympathy with the advances in other lines.

| | |
|---|------|
| Syrup "Crown Brand," 2-lb. tins, per 2 doz. case | 2 20 |
| " " 5-lb. tins, per 1 " | 2 65 |
| " " 10-lb. tins, per 1 " | 2 55 |
| " " 20-lb. tins, per 1 " | 2 45 |
| " " 1/2 barrel, per lb. | 0 03 |
| " " Sugar syrup, per lb. case. | 0 03 |
| " " Kairomel" syrup, 2-lb. tins, per 2 doz. case. | 2 55 |
| " " 5-lb. " " " " | 2 90 |
| " " 10-lb. " " " " | 2 80 |
| " " 20-lb. " " " " | 2 80 |
| 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 33 |
| " " 1/2 gal. bts., each | 2 25 |

Coffee—Green Rios are scarce and hard to obtain and consequently local prices are advancing.

| | |
|---|------|
| 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 26 |
| Pure mocha | 0 25 |
| " Maracibo | 0 19 |
| Choice Rio. | 0 17 |
| Pure | 0 16 |
| Seal Brand (C & S) in 2-lb. tins, per lb. | 0 32 |
| 1-lb. | 0 33 |
| Local Blends— | |
| Mocha and Java in 2-lb. tins, per lb. | 0 23 |
| 1-lb. | 0 24 |

Cocoa—

| | |
|--|------|
| Epps' 1/2 lb. package, per lb. | 0 33 |
| Fry's 1/2 lb. Homoeopathic, per lb. | 0 30 |
| 1/2 lb. tins concentrated, per doz. | 2 40 |
| Mott's Soluble, in bulk, 1 1/2 lb. tins, per lb. | 0 19 |
| Cowan " in 10-lb. tins, per lb. | 0 15 |
| Mott's Homoeopathic, 1/2 s | 0 25 |
| Van Houten's, 1/2 s, per doz. | 2 85 |
| Bakers, in 1/2-lb. tins, 1-lb. tins, per lb. | 0 42 |

Chocolate—

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

Marmalade—

| | |
|--|------|
| Marmalade (C. & B.), 1-lb. glass, per doz. | 1 80 |
| " " tins, | 1 50 |
| " " 7-lb. tins, per lb. | 0 05 |
| " " 4-lb. tins, per lb. | 0 10 |
| " (Upton's), 7-lb. pails, per pail | 0 50 |
| 1-lb. glass, | 1 20 |

Jam—

| | |
|--|------|
| C. & B. jams in 1-lb. tins, assorted, per doz. | 1 85 |
| " " strawberry, " | 1 85 |
| " " raspberry, " | 2 00 |
| " " glass, assorted, " | 2 05 |
| " " raspberry, " | 2 40 |
| " " strawberry, " | 2 20 |
| " " 7-lb. tins, assorted, per lb. | 0 12 |
| " " raspberry, " | 0 12 |
| Upton's jam (in Winnipeg), per pail | 0 50 |
| (in Brandon), " | 0 50 |
| " (in Calgary), " | 0 52 |
| " (in Lethbridge), " | 0 57 |
| " (in Edmonton), " | 0 60 |

Tea—

| | |
|---|------|
| Congous, M. 12, half chests, per lb. | 0 12 |
| " " cads, per lb. | 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 F.H.T., in 1/2 chests, per lb. | 0 15 |
| " 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 |

Foreign Dried Fruits—The market

is very firm, with a tendency to early advances. Cooking figs have been advanced 1-2 cent per lb.

| | |
|--|------|
| Sultana raisins, bulk, per lb. | 0 61 |
| 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 |
| " " 3 " | 0 09 |
| " " 4 " | 0 10 |
| " " choice seeded in 1-lb. packages per package | 0 09 |
| " " fancy seeded in 1-lb. packages per package | 0 09 |
| " " choice seeded in 1-lb. packages per package | 0 11 |
| " " fancy seeded, 1-lb. packages, per package | 0 12 |
| Prunes, 90-100 per lb. | 0 06 |
| " 80-90 " | 0 06 |
| " 70-80 " | 0 07 |
| " 60-70 " | 0 07 |
| " 50-60 " | 0 08 |
| " 40-50 " | 0 08 |
| " choice silver, per lb. | 0 10 |
| silver, per lb. | 0 08 |
| Currants, uncleaned, loose pack, per lb. | 0 05 |
| dry cleaned, Filatras, per lb. | 0 06 |
| wet cleaned, per lb. | 0 06 |
| Filatras in 1-lb. pkg. dry cleaned, per lb. | 0 07 |
| Vostizzas, uncleaned. | 0 06 |
| Hallowee dates, new per lb. | 0 05 |
| Figs, cooking in tins and sacks | 0 05 |
| " boxes | 0 05 |
| Apricots, choice, in 25-lb. boxes, per lb. | 0 13 |
| standard in 25-lb. boxes, per lb. | 0 12 |
| 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—

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

Nuts—

| | |
|----------------------------------|------|
| Almonds, per lb. | 0 12 |
| (shelled), per lb. | 0 30 |
| Filberts | 0 10 |
| Peanuts | 0 11 |
| Jumbos | 0 14 |
| Walnuts, new, Grenobles, per lb. | 0 15 |
| " Marbots | 0 13 |
| Pecans, per lb. | 0 15 |
| Brazils, per lb. | 0 15 |

Spices—

| GROUND SPICES. | |
|--|------|
| Pepper, black, in 10 lb boxes, per lb. | 0 18 |
| white, " 5 " | 0 25 |
| Cayenne pepper, in 2 and 5 lb. tins, per lb. | 0 20 |
| Cloves, in 5 lb. boxes, per lb. | 0 22 |
| Cassia, " " | 0 12 |
| Allspice, " " | 5 11 |
| Ginger, in 10-lb. boxes, per lb. | 0 13 |
| Mixed spice, in 5-lb. boxes, per lb. | 0 20 |
| Mace, in 5-lb. boxes, per lb. | 0 70 |

WHOLE SPICES.

| | |
|----------------------------------|------|
| Black pepper, per lb. | 0 13 |
| White pepper, per lb. | 0 25 |
| Cinnamon (ordinary), per lb. | 0 18 |
| Cinnamon (extra choice), per lb. | 0 24 |
| Nutmegs, per lb. | 0 25 |
| Cloves according to quality. | 0 14 |
| Ginger, per lb. | 0 10 |
| Allspice, per lb. | 0 08 |
| Mace, per lb. | 0 70 |
| Mixed spices, for pickling | 0 12 |
| 4-oz. packets, per doz. | 0 75 |

Rice, Tapioca and Sago—Tapioca is very firmly held at the advance to \$6.50 noted in last issue. Wholesale houses claim that if they were buying now it would cost them about \$6.50 to lay tapioca down in Winnipeg, and they predict further advances.

| | |
|-----------------------|------|
| Rangoon rice, per lb. | 0 04 |
| Patna | 0 04 |
| Tapioca, per cwt. | 6 50 |
| Sago, per lb. | 0 04 |

Pot and Pearl Barley—

| | |
|---------------------------------------|------|
| Pot barley, per sack | 2 20 |
| Pearl barley, per half sack (49 lbs.) | 1 65 |
| sack | 3 30 |

Evaporated and Dried Apples — As noted last week, evaporated apples have been advanced to 11 3/4c. per lb. in 50-lb. boxes, with an advance of 1-2c.

LENT IS APPROACHING!

Is your assortment complete for Lent ??? How is your stock of Dried Fruits, and Fish in boxes ???

WE OFFER YOU GREAT ADVANTAGES ON :

1,000 28-lb. boxes Finest Selected Raisins

The best raisins imported into Canada this year.

1,600 cases "JACQUES CARTIER" Rose Salmon

The best value on the market.

700 cases Red Sockeye Salmon, "VICTORIA" Brand

The best red salmon in Canada.

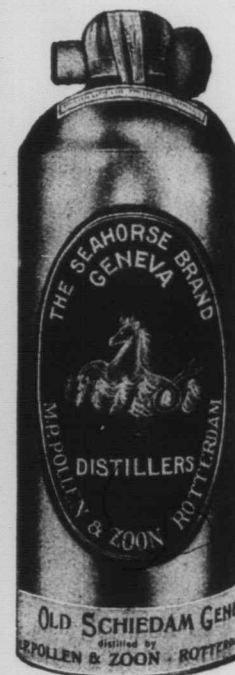
When you buy a supply of these three lines you obtain the very best value for your money, and you will be doubly satisfied, as our prices are the very best also.

DO YOU SELL LIQUEURS?



**Richard Brandy
Mitchell Scotch
Madeira Wine Brandy
Pollen & Zoon Gin
Cardinal Champagne**

are the indispensable trade marks of all
retailers who cater to the first-class trade.



ADDRESS

LAPORTE, MARTIN & CIE, LIMITED

70, 72, 74, 76, 78, 80 ST. PETER ST.

9, 11 AND 13 LEMOINE ST.

MONTREAL



Do You

If you
to over
its of

Gold

"Guar

Posses
excess
founda
is buil
erb va

CODVILL

W

GOL
ASSA
CEYL

EASTERN
AN

Keep

WINN

We sell

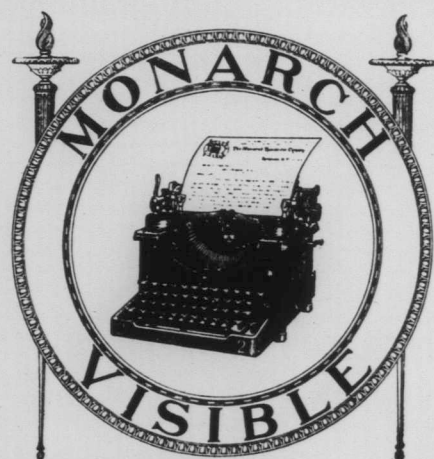
Whole

Write or

HCHOLSO

Wholesale B

First-class s



THE MONARCH TYPEWRITER

IS NEW

in improvements, giving absolutely fullest visible writing.

IS OLD

in method of construction, in the experience of its makers, in the principles on which the broad, pivotal, frictionless (patented), typebar bearings are made.

IS GUARANTEED

to wear as well as any; to do better work and more work with less effort—Yes, you may buy the new—old—Monarch Visible with perfect confidence.

The Monarch Typewriter Company, Limited
3 Toronto Street, Toronto, Canada

BRANCH OFFICES:

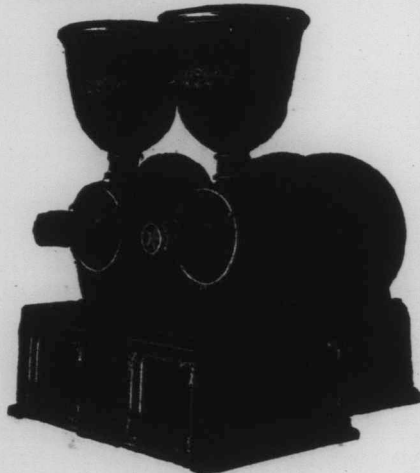
Montreal, P.Q., 23 St. John Street. Hamilton Ont., 14 Main St. East.
London, Ont., 110 Masonic Temple.

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.

NEW SEAM SANITARY CAN



No Holes, No Caps—The Entire Top Open

Sealed Without Heat, Solder or Objectionable Fluxes

PREVENTING

Scorching and Black Spots

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised. A descriptive illustrated catalogue and sample can sent upon request.

We Furnish Complete Outfits for Making These Cans
Round, Square or Irregular Shapes

All Packers, Brokers, Jobbers, and Retailers should recommend goods packed only in this package.

Max Ams Machine Co.
MT. VERNON, NEW YORK

Mention THE CANADIAN GROCER.

CANNERS

(Conti

higher price

quence.
He spoke
pure food la
canners.

Th

The apostl
States, Dr.
of Chemistry
to the cann
address. On
that in Wa
"Dr. Wiley
to wear sand
him from sli
py manner
expressed hi
some color
who resemb
own redoubt
vocate the
and vegetabl
solder, innoc
tives or colc
ture of cann
Sterilization
ned goods w
were more o
invalids and
which he w
was his adv

At the con
dress there
than a pract
vor of a pur

Young's pi
the machine
dious. It w
the wheels
being in an

Down the
was the ex
chine Co. i
Ams, secre
pany, whose
the supreme
canners not
to "be show
by Mr. Juli
attendants.

The chief
sisted of th
sanitary sol
the can with
solder. This
types of ma
samers bot
cans, etc. I
ers were sp
ous. The c
machines hi
seamed. Th
have been s
United Stat
arrangement
their manuf

S

CANNERS GATHER AT SEASIDE.

(Continued from page 28.)

higher price for their goods in consequence.

He spoke emphatically in favor of a pure food law as in the interests of the canners.

The Pure Food Man.

The apostle of pure food in the United States, Dr. Wiley, of the U. S. Bureau of Chemistry, had been invited to speak to the canners and gave an admirable address. One of the speakers declared that in Washington it was said that "Dr. Wiley was so smooth that he had to wear sandpaper on his pyjamas to keep him from sliding out of bed." The happy manner in which the genial doctor expressed his radical views would lend some color to the story. The doctor, who resembles in no small degree our own redoubtable Dr. Oronhyatekha, advocated the use of only first-class fruit and vegetables, pure tin plates, harmless solder, innocuous flux and no preservatives or coloring matter in the manufacture of canned goods and their packages. Sterilization was sufficient to keep canned goods without preservatives, which were more or less harmful, especially to invalids and infants. The chief point on which he was opposed by his auditors was his advocacy of the dating of cans.

At the conclusion of the doctor's address there was some little debate and then a practically unanimous vote in favor of a pure food law.

Machinery Hall.

Young's pier made a capital place for the machinery exhibit. It was commodious. It was light, and the whirr of the wheels gave one the impression of being in an actual factory.

Max Ams Exhibit.

Down the centre aisle as you came in was the exhibit of the Max Ams Machine Co. in charge of Mr. Chas. M. Ams, secretary-treasurer of the company, whose abundant energy was put to the supreme test by the multitude of canners not from Missouri who wanted to "be shown." Mr. Ams was assisted by Mr. Julius Brenzinger and a staff of attendants.

The chief exhibit of this company consisted of their machines for making the sanitary solderless sealed can, seaming the can without the aid of heat, flux or solder. This year they had several new types of machines on exhibition, double seamers both for round and irregular cans, etc. Nos. 25 and 35 double seamers were specially designed to fill sealed cans. The can does not revolve on these machines but stands still while being seamed. The rights to make these cans have been sold in several parts of the United States, and it is understood that arrangements are being completed for their manufacture in Canada. In addition

to other machinery, a new style of press was also shown.

The Sprague Canning Machine Co.

This company had a very extensive exhibit including a new processing system in full operation. It is called the Polk agitator and sells at \$10,000. They had also a new exhauster that excited comment, and a very ingenious little machine for re-cutting corn. Mr. Daniel G. Trench, of Daniel G. Trench & Co., Chicago, general agents of the Sprague Canning Machine Company, was in charge of the exhibit and was assisted by his secretary, Mr. Babcock, and a large crowd of salesmen wearing huge yellow badges with the Sprague imprint.

The other principal exhibitors were the Ayars Machine Co. with corn cooker-fillers, cappers, pea fillers, etc., under the watchful eye of President Maurice B. Ayars; the Sinclair-Scott Company, showing an enormous pea separator and a large number of other pea and tomato machines. Mr. W. H. Rife in charge; the Huntlev Manufacturing Company, with pea machinery of various sorts. This company also manufacture coffee-roasting machines. An interesting corn cooker was shown by Morral Bros. In addition to these exhibitors a large representation of labelling machines were on exhibition as well as a very clever little peach stoner manufactured by the Mapes Machine Co.

An exhibit in the capping line was also made by A. Schultz & Co.

The seed men were well represented, including J. Bolgiano, of Baltimore, Everett B. Clark Co., Livingston Seed Co., Holmes Seed Co., H. W. Buckbee.

On Thursday night the convention were the guests of the American Can Co., at Young's Pier Casino, to witness the musical comedy, "The School Girl." The play was of a character to appeal to a crowd out for a lark, and was enthusiastically received.

On Friday the several sectional associations met and wound up the tag ends of business before separating.

A signal honor was paid Mr. James B. Campbell, of the Acme Can Works, Montreal, by the Machinery and Supplies Association, on Wednesday night, when he was made a member of the association—the first non-resident of the United States ever elected to membership. Mr. Campbell has fully justified the action by his untiring efforts in inducing the Canadian members of the industry to attend the great conventions of the canners of the republic.

Notes.

Pure Food is popular with the canners.

A grain cleaner of good lines was exhibited by Mr. Keith, of Silver Creek, N.Y.

Mr. S. C. T. Simonski, an old Toronto boy, represented Bertram, Bryan Co., of Philadelphia, at the convention.

A device for fastening the covers on glass jars, manufactured by the Victor Jar Co., of Detroit, was examined with interest by the jam manufacturers.

Mr. Arthur I. Judge, of the Trade; Mr. Redman, of the New York Journal of Commerce; Mr. Foxwell, of the American Grocer, and Mr. French, of the Canner, covered the convention for their several papers.

A novelty in the way of a self-heating can for pork and beans, and other picnic delicacies, was demonstrated by the Self-Heating Can Co. The food is in a can within a can, and by the action of water on unslaked lime in the enveloping tin, a good hot lunch is made ready in no time, with no further ado than piercing the tin that separates the water from the lime.

ARE YOU SOUND?

You may be smart, sharp, shrewd, cunning, long-headed, you may be a good scholar, very clever—even brilliant,—but are you sound? That is the question everybody who has any dealings with you will ask. Are you substantial, solid? Have you a level head?

Everywhere we see men who are very brilliant out of work, plenty of sharp men who wonder why they do not get responsible positions. But people are afraid of these one-sided, poorly-balanced men. Nobody feels safe in their hands. People want to feel that a man in a responsible position can keep a clear brain and level head no matter what comes, that he cannot be shaken from his centre no matter how much influence is brought to bear upon him. They want to be sure that he is self-centred, that he is sound to the very core.

The great prizes of life do not fall to the most brilliant, to the cleverest, to the shrewdest, to the most long-headed or to the best educated, but to the most level-headed men, to the men of soundest judgment. When a man is wanted for a responsible position, his shrewdness is not considered so important as his sound judgment. Reliability is what is wanted. Can a man stand without being tripped; and, if he is thrown, can he land upon his feet? Can he be depended upon, relied upon under all circumstances to do the right thing, the sensible thing? Has the man a level head? Has he good horse sense? Is he liable to fly off on a tangent or to "go off half-cocked?" Is he "faddy?" Has he "wheels in his head?" Does he lose his temper easily, or can he control himself? If he can keep a level head under all circumstances, if he cannot be thrown off his balance, and is honest, he is the man wanted.—Success.

Sprague Canning Machinery Co.

DANIEL G. TRENCH & CO., General Agents.

42 River Street, CHICAGO, ILL.

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

We are offering exceptionally good value in above lines, at present time.

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

ROLLED BACON

New, Sugar-cured, Boneless. This is one of the cheapest and at the same time one of the best lines we can offer you. Prices will be higher. Order now.

F. W. FEARMAN CO., LIMITED
HAMILTON



Brains Rule This World, Packers with Brains

— at —

Grande Pointe Manitoba

... Pack ...

CORNED and ROAST BEEF
 1 and 2-lb. Tins.

BONELESS CHICKEN
BONELESS TURKEY

1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN NICHOLSON, BAIN & JOHNSTON
 Winnipeg, Man. Calgary, Alta.

Sole Western Sales Agents

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.

The cheese r...
 cular positio...
 are very limit...
 dinary consum...
 insufficient to...
 production bel...
 the leading...
 have reduced...
 per pound, wh...
 the ruling ma...
 sale lots. It...
 at a reason...
 policy, unless...
 fish import...
 ally controls...
 ly interested i...
 tail shops in...
 bid for the ec...
 of Great Brit:

Meanwhile, here feel that before the new on the marl anxiety to unl by British im ent a stand- are few and fi

Stocks of ch Atlantic are v retailers are at 6d per pou loss, and th an increased that they will policy up very

We have had in butter fo there has be in this marke advanced a sh burdensome, a come in until weather has the consumpti is found that prices will be

Altogether i dition. Prices and butter, wh careful, but t both articles i ter what the there is no every prospect prices.

The recent brought out meat. Individ one of the l sion, and if this subject doubtedly rear Cows which d should be got paying stock.

Cheese and educated to r The Governm this purpose, graduate from per certificates

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market is in a most peculiar position at the moment; supplies are very limited, in fact under any ordinary consumption they are decidedly insufficient to cover the term of non-production before us. In spite of this, the leading retail shops in England have reduced their price to six pence per pound, which is considerably below the ruling market quotation for wholesale lots. It is hardly possible to get at a reasonable explanation of this policy, unless it is that the leading British import house, which now practically controls the situation and is largely interested in the most important retail shops in England, is making a bold bid for the control of the entire trade of Great Britain.

Meanwhile, the few holders of cheese here feel that every box will be wanted before the new season's make can come on the market, and they show no anxiety to unload at reduced prices bid by British importers, so it is at present a stand-off, and real transactions are few and far between.

Stocks of cheese on both sides of the Atlantic are very light, and if English retailers are willing to sell their goods at 6d per pound they must do so at a loss, and they will probably bring on an increased consumptive demand so that they will not be able to keep this policy up very long.

We have had a dull and dragging trade in butter for some time, but lately there has been a decided improvement in this market, and prices have been advanced a shade. The stocks are not burdensome, and new supplies cannot come in until the cows are calved. The weather has nothing to do with this, the consumption keeps on, and when it is found that supplies are running short prices will be advanced.

Altogether it is a very peculiar condition. Prices are high for both cheese and butter, which makes operators very careful, but the statistical position in both articles is so strong that no matter what the public sentiment may be, there is no chance for a decline, and every prospect for a further advance, in prices.

The recent dairy conventions have brought out many ideas of improvement. Individual cow testing has been one of the leading features of discussion, and if our farmers will go into this subject thoroughly they will undoubtedly reap the benefit of it in time. Cows which do not pay for their keep should be got rid of and substituted by paying stock.

Cheese and butter makers should be educated to make a first-class article. The Government provides schools for this purpose, and the makers should graduate from these schools with proper certificates of their efficiency. They

should be licensed, and thus only really capable men employed to make the best quality of cheese and butter.

Another very important point was brought out by these recent dairy conventions, viz., the raising of hogs. Our farmers have neglected this branch much to their detriment. The raising of hogs is a very profitable part of farming, and should be encouraged everywhere.

There is another branch of farming coming to the front as a most profitable part, viz., the raising of poultry for the English market. This needs a little more care in the feeding, the killing and dressing than what is at present used, but properly fed and properly dressed chickens will bring very high prices in the London market, and there is undoubtedly a large opening for progressive farmers. The wide-awake farmer, particularly in dairy sections of the country, can make his farm pay well by attending to these suggestions, which are supported by the officials of the Dominion Government.

THE PROVISION SITUATION.

The general situation has shown considerable improvement since our last report. At Ontario points there has been active competition for hogs, and prices have in consequence more than recovered the decline of two weeks ago. Quality, however, is deficient, the growth of hogs in many cases showing up anything but suitable for bacon purposes, which of necessity means a good deal of loss in manufacture.

The whole situation depends upon the farmer improving both his output and his quality. It is no exaggeration to say that the existing supply could be increased 50 per cent., and then would only give a moderate supply.

A few hogs can be profitably produced every year on almost any farm, and if these are increased by a few more there is scarcely a possibility of a loss from present indications. It would be unwise for people to rush headlong into the business on the basis of prices paid during the past six months, but the farmer who has stayed steadily with the business, producing each year no more hogs than he has proper accommodation and other facilities to handle, has in the past had very little to complain of, and while in a few cases he may have sold at a loss, on the whole his hogs have paid as well as any other farm stock, and the guarantee for the future is just as good, if not a little better, than in any other department of farming.

In the Maritime Provinces trade has been fair, but a good deal of competition is in evidence. American pork is being sold at lower prices than domestic, which makes it difficult for packers at eastern points to pay the high prices demanded for hogs, and show profit in

their business. Very little of the Ontario product is finding its way into that market.

OUR LONDON LETTER.

By Our Own Correspondent.

Feb. 10, 1906.

During the past week the general position of the London produce markets has undergone very little change.

As surmised in this correspondence of last week, buyers of butter were unable to refrain from making further purchases owing to the fact that their stocks were growing very low, and consequently the week opened with some signs of renewed activity. Apparently, however, buyers did not intend to depart from their previous methods, and bought only a very limited supply, so that during the last few days the demand has been very slow and small business has been transacted. Once more prices have been reduced, and the quotations for Australian, 101s. and 103s. for choicest, and 96s. and 100s. for finest, are within 1s. of the ruling price at this time last year. New Zealand quotations, 104s. and 106s. for choicest, and 100s. and 102s. for finest, are 2s. above last year's quotations. Again, heavy supplies have come in from the colonies, so that, when the stagnant state of the demand is taken into consideration, the outlook cannot be called very bright.

Cheese.—There is no change to report in regard to the position of the London cheese market. If anything, the slightly stronger demand, to which reference was made last week, has passed away. Very little business has been done, and there seems to be some inclination on the part of sellers to meet buyers in the matter of price. Although prices remain unchanged at 63s. and 61s. for Canadian choicest and 61s. and 62s. for finest, a reduction may be looked for. The demand for New Zealand cheese, although not very great, has yet been better than for other makes, and very little choicest remains. Dutch cheese has had another bad week.

Bacon.—There has been a steady demand throughout the whole week for Irish and continental bacon of the leanest description, and a decidedly more active call for Canadian "pea fed." There has, however, been no change in price. The continental killings have been estimated at about 30,000 hogs, the Irish killings at about 6,280.

During the past week a meeting of the Central and Associated Chambers of Agriculture was held, whereat a resolution was put forward and adopted urging that the Government should be approached with a view to the introduction of a bill which should regulate the quality of butter. It might be mentioned that such a ruling has become very necessary owing to the vast amount of fraud and adulteration that is at present going on over here. One member of the meeting suggested that a general inspection of places wherein butter is manufactured should be undertaken

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market continues firm and unchanged, with live hogs scarce. General tone on all lines is steady. Bacon and ham in good demand. Fresh killed abattoir dressed hogs \$10, and country dressed \$9 to \$9.50. Lard quotations are fluctuating. Special quotations will be found in last minute markets.

| | | | |
|-------------------------------|----------|------------------------------------|----------|
| Lard, pure tierces | 0 10 1/2 | 56-lb. tubs | 0 11 |
| " " | 0 11 1/2 | 20-lb. pails, wood (10 1/2) | 0 11 1/2 |
| " " | 0 11 1/2 | cases, 10-lb. tins, 50 lbs. incase | 0 11 1/2 |
| " " | 0 11 1/2 | 5-lb. | 0 11 1/2 |
| " " | 0 11 1/2 | 3-lb. | 0 11 1/2 |
| Lard, Boar's Head | 0 07 1/2 | brand, tierces, per lb. | 0 08 |
| " " | 0 08 | 1/2-tierces, per lb. | 0 08 |
| " " | 0 08 | 60-lb. fancy tubs | 0 08 |
| Cases, 20 3-lb. tins, per lb. | 0 08 1/2 | | |
| " " | 0 08 1/2 | 12 5-lb. tins | 0 08 1/2 |
| " " | 0 08 1/2 | 6 10-lb. tins | 0 08 1/2 |
| 20-lb. wood pails, each | 1 65 | | |
| 20-lb. tin pails, each | 1 55 | | |
| Wood net, tin gross weight | | | |
| Canadian short cut mess pork | \$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 12 1/2 | 0 13 1/2 | |
| Extra plate beef, per bbl. | 11 50 | 12 00 | |

Cheese.

There is not much business going on in the cheese market. Dealers are asking 13c. for the finest but find it difficult to obtain that figure. They have had offers of less but are afraid to sell, as, owing to the present light stock, which is decreasing a little every day, they may be able to get 14c. or 15c. in the near future.

Butter.

The local market is steady. Choice creamery is selling at 22 1/2c. to 23c. Some other prices have decreased a little also. The general tendency of the market is downward, and some dealers are inclined to shade quotations. Local demand is fair. Export inquiry is nil.

| | | |
|-----------------------|----------|----------|
| Choice creamery | 0 22 1/2 | 0 23 |
| Finest creamery | 0 22 | 0 22 1/2 |
| Good to fine creamery | 0 21 1/2 | 0 22 |
| Western dairy | 0 20 | |
| Manitoba dairy | 0 19 | 0 19 1/2 |
| Fresh dairy tubs | 0 20 | 0 20 1/2 |
| Fresh rolls | 0 19 | 0 20 1/2 |

Eggs.

There has been a marked decline in all eggs since last week. Fresh laid sell from 18c. to 19c. One reason ascribed for the decline is the fact that eggs were offered in New York at 10c. It is very hard to give accurate quotations at present as the merchants cannot make up their own grades on account of there being no definite standard.

| | | |
|------------------------|----------|------|
| Cold storage | 0 13 1/2 | 0 14 |
| Pickled | 0 14 | 0 15 |
| Selects | 0 15 | 0 16 |
| Fresh laid, guaranteed | 0 18 | 0 19 |

TORONTO.

Provisions.

Trade continues fair and prices firm with here and there an upward movement. The packers have again advanced their buying price, owing to the shortness of the supply, consequently dressed hogs by the carload are up 25 cents and in small lots are up 25 to 50 cents. Large hams are a little scarcer and the price shows a 1/2-cent advance. Short cut is quoted 50 cents higher than last week.

Because not much stock is moving is given as a reason why choice beef has advanced 25 to 50 cents. Lamb, too, is 1/2 to 3/4 of a cent higher.

| | |
|---------------------------------|----------|
| Long clear bacon, per lb. | 0 11 |
| Smoked breakfast bacon, per lb. | 0 14 |
| Roll bacon, per lb. | 0 11 |
| Small hams, per lb. | 0 13 1/2 |
| Medium hams, per lb. | 0 13 |
| Large hams, per lb. | 0 10 1/2 |
| Shoulder hams, per lb. | 0 16 |
| Backs, per lb. | 18 00 |
| Heavy mess pork, per bbl. | 21 50 |
| Short cut, per bbl. | 14 50 |
| Shoulder mess pork, per bbl. | 15 00 |
| Lard, tierces, per lb. | 0 10 1/2 |
| " tubs | 0 10 1/2 |
| " pails | 0 11 |
| " compounds, per lb. | 0 07 1/2 |
| Plate beef, per 200-lb. bbl. | 12 00 |
| Beef, hind quarters | 7 00 |
| " front quarters | 4 50 |
| " choice carcasses | 6 25 |
| " common | 4 00 |
| Mutton | 0 08 |
| Yearling lamb | 0 12 |
| Veal | 0 10 |
| Hogs, street lots | 9 25 |
| " dressed car lots | 8 75 |

Cheese.

The cheese market continues firm, and that means without change.

| | | |
|---------------|---------|----------|
| Cheese, large | Per lb. | 0 13 1/2 |
| " twins | 0 14 | |

Butter.

Creamery butter has firmed up slightly, but the dairy variety is lower. Last Fall many dealers anticipated a shortage as there was a year ago, and put away considerable quantities to meet it. The shortage has not developed and these stocks are now coming out. Creamery is 1/2c. to 1c. higher, and dairy 2c. lower. Very few dairy prints are offering and the majority of those offered are not of prime quality.

| | | |
|-----------------|------|------|
| Creamery prints | 0 25 | 0 26 |
| " solids, fresh | 0 18 | 0 19 |
| Dairy prints | 0 18 | 0 19 |
| " in tubs | 0 17 | 0 18 |
| " large rolls | 0 17 | 0 18 |

Eggs.

The mild weather is having the usual effect upon the hen, and the supply has so far overtaken the demand as to reduce prices for new laid eggs 2 to 3 cents. The fresh or cold storage variety have taken an even greater step down. Some commission houses quote as low as 13c. to 14c., and others as high as 16c. to 17c.

| | | |
|-----------------------------------|------|------|
| New laid eggs, per doz. (nominal) | 0 18 | 0 19 |
| Fresh | 0 15 | 0 16 |

WINNIPEG.

Butter.

Supplies of creamery butter are still increasing and the market is weaker. Prices to the trade, however, show nominal change.

| | |
|--|------|
| Finest fresh creamery, in 56-lb. boxes | 0 24 |
| " " in 28-lb. boxes | 0 24 |
| " " in 14-lb. boxes | 0 24 |
| " " in 1-lb. bricks | 0 27 |

It is very difficult to quote dairy butter this week as a great variety of prices are being paid according to quality. Perhaps 16c. is the average price for dairy delivered in Winnipeg.

Lard.

| | |
|--|----------|
| Tierce basis, per lb. | 0 10 1/2 |
| Small packages take the following advance: | |
| 50-lb. tin cans, per lb. | 0 00 1/2 |
| 20-lb. tin pails, in 80-lb. cases, per lb. | 0 00 1/2 |
| 10-lb. " in 60-lb. " | 0 00 1/2 |
| 5-lb. " " " | 0 00 1/2 |
| 3-lb. " " " | 0 01 |
| 20-lb. net white wood pails, per lb. | 0 00 1/2 |

Cheese.

| | |
|-----------------------|----------|
| Finest Ontario, large | 0 14 |
| " Manitoba, large | 0 13 1/2 |
| " " twins | 0 14 |
| " " small | 0 11 |

Cured Meats.

SMOKED MEATS.

| | |
|---|----------|
| Hams, selected stock, special mild cure | 0 15 |
| Bacon, " " " | 0 15 |
| Backs, " " " | 0 14 |
| Picnic, " " " | 0 05 1/2 |
| Hams, sugar cured, assorted sizes | 0 13 |
| " heavy, 20 to 30 | 0 12 1/2 |
| " assorted sizes | 0 05 1/2 |
| Shoulders, " " | 0 05 1/2 |
| Bacon, " breakfast bellies | 0 14 |
| " " breakfast backs | 0 14 |
| " " Wiltshire sides | 0 15 1/2 |
| " " spiced rolls, long | 0 10 |
| Manitoba butts | 0 06 |
| " " skinned | 0 10 |
| " " boneless and rolled | 0 11 |
| " " rolls, boneless | 0 11 |

DRY SALT MEATS.

| | |
|----------------------------|------|
| Bacon, dry salt long clear | 0 11 |
| " " smoked | 0 13 |
| " " boneless backs | 0 12 |
| Shoulders " " | 0 08 |

BARREL PORK.

| | |
|------------------------------------|-------|
| Heavy mess pork, boneless, per bbl | 17 00 |
| " " per 1/2 bbl | 9 25 |
| Standard mess pork, per bbl | 16 50 |
| " " per 1/2 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. hocks, | | | | 0 04 |

Eggs.

Produce houses are paying 23c. per dozen for new laid eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork there have been several slight advances during the past week or two, so that prices at present are high. Chiefly American pork is being sold. There has been very little domestic pork offered, and when our local packers have stock to offer, they find it difficult to get a reasonable price compared with the cost, owing to American competition, even with the high prices. There is little Ontario pork offered.

In barrel beef, prices show little change. There is a very light sale.

Pure lard is quoted rather higher, and market continues to be supplied chiefly with the American product. Canadian refined compound is rather higher but still ruling low, as compared with pure. There is a good steady demand.

Smoked meats are high, with a limited sale.

In fresh meats, western beef is rather firmer. The price is still low. Domestic beef is freely offered, and is cheap. There is just fair demand. Lamb has a steady sale at full figures, and mutton is quite firm for this season. Sale, however, is not large. There is some veal offered, and price is a little easier. Pork continues high.

| | | |
|-----------------------|----------|----------|
| Mess pork, per bbl | \$19 00 | \$22 00 |
| Clear pork, " | 18 50 | 21 00 |
| Plate beef, " | 13 00 | 14 50 |
| Domestic beef, per lb | 0 05 | 0 05 1/2 |
| Western beef, " | 0 08 | 0 07 |
| Mutton, " | 0 06 1/2 | 0 07 |
| Veal, " | 0 07 | 0 07 1/2 |
| Lamb, " | 0 08 | 0 09 |
| Pork, " | 0 09 | 0 10 |
| Hams, " | 0 13 | 0 14 |
| Rolls, " | 0 10 | 0 10 1/2 |
| Lard, pure, tubs, " | 0 11 | 0 12 |
| " " pails, " | 0 12 | 0 12 1/2 |
| Refined lard, tubs | 0 08 1/2 | 0 09 |
| " " pails | 0 09 | 0 09 1/2 |

Butter.

There is rather a full stock, and goods more freely offered. While there is a steady sale prices are lower. There is, however, a good demand for strictly good stock, at quite full figures.

Creamery butter.....
Best dairy butter.....
Good dairy tubs.....
Fair.....

It is rather market that butter have price, that with case egg lower, and mo a fairly steady Eggs strictly fresh... Eggs, fresh..... case stock.....

The high price the sale during held are very steady tendenc put in this pro relatively sma supply the loc ness twins are Cheese, per lb.....

ENLARGED

The cheese rion, which w Milk Creamer has been larg and new plan be used as a business of t and other I consist chiefly will also inclu cheese. As s milk can be s plant will be The cheese f greatly impro and an ice ho tons built.

INSPECTOR

Sanitary coi is a subject s ment is s look into clos necessary imp structors app can only ask ply with the no authority some localitie the regard for company the Complaints ha remedy seems of cheese fac the existence of Mr. Putnam est institutes Stratford, wh of the Wester and where it the eastern as Government t ing qualified committee cho is composed of Stratford; J F. MacLaren, Quaker, Owen the secretary Mr. Putnam rangments w ment of Agric ings to comm cation of farr cereal seeds. in the fields w on, and the it be a feature c

Meats.

MEATS.

| | |
|----------|------|
| ild cure | 0 15 |
| " | 0 17 |
| " | 0 14 |
| " | 0 09 |
| ces | 0 13 |
| 30 | 0 12 |
| ces | 0 09 |
| " | 0 08 |
| ellies | 0 14 |
| acks | 0 14 |
| ides | 0 15 |
| long | 0 10 |
| " | 0 09 |
| " | 0 10 |
| illed | 0 11 |
| " | 0 11 |

MEATS.

| | |
|----------|------|
| " | 0 11 |
| d | 0 12 |
| se backs | 0 12 |
| " | 0 08 |

PORK.

| | |
|-------|-------|
| r bbl | 17 00 |
| 4 bbl | 9 25 |
| " | 16 50 |
| " | 9 00 |

BS (COOKED).

| | | |
|----------------|---------|---------|
| 40 lbs. | 20 lbs. | 15 lbs. |
| 3 00 | 1 60 | 1 25 |
| 7 50 | 4 00 | 3 00 |
| 4 50 | 2 50 | 2 00 |
| ooked, per lb. | " | 0 04 |
| " | " | 0 04 |

gs.
re paying 23c. per
l eggs delivered in

IN, N.B.

sions.

re have been several
ig the past week or
at present are high.
ork is being sold.
ittle domestic pork
r local packers have
find it difficult to
ice compared with
American competi-
high prices. There
k offered.

prices show little
very light sale.

d rather higher, and
be supplied chiefly
product. Canadian
rather higher but
compared with pure.
adv demand.

high, with a limit-

estern beef is rather
s still low. Domes-
fered, and is cheap.
emand. Lamb has a
figures, and mutton
s season. Sale, how-
There is some veal
a little easier. Pork

| | | |
|-------|---------|---------|
| ..... | \$19 00 | \$22 00 |
| ..... | 18 50 | 21 00 |
| ..... | 13 00 | 14 50 |
| ..... | 0 05 | 0 07 |
| ..... | 0 08 | 0 09 |
| ..... | 0 06 | 0 07 |
| ..... | 0 07 | 0 07 |
| ..... | 0 08 | 0 09 |
| ..... | 0 09 | 0 10 |
| ..... | 0 13 | 0 14 |
| ..... | 0 10 | 0 10 |
| ..... | 0 11 | 0 12 |
| ..... | 0 12 | 0 13 |
| ..... | 0 08 | 0 09 |
| ..... | 0 09 | 0 09 |

tter.

full stock, and goods
While there is a
are lower. There is
demand for strictly
e full figures.

| | | |
|-------------------|------|------|
| Creamery butter | 0 23 | 0 28 |
| Best dairy butter | 0 20 | 0 22 |
| Good dairy tubs | 0 18 | 0 20 |
| Fat | 0 16 | 0 18 |

Eggs.

It is rather a peculiar feature of the market that for a long time eggs and butter have practically sold at the same price, that is comparing dairy butter with case eggs. These are also rather lower, and more freely offered. There is a fairly steady sale.

| | | |
|---------------------|------|------|
| Case strictly fresh | 0 26 | 0 30 |
| Eggs fresh | 0 25 | 0 30 |
| Case stock | 0 20 | 0 22 |

Cheese.

The high price has very much affected the sale during the past season. Stocks held are very light, and there is a steady tendency to higher figures. Output in this province during the year was relatively small, but still sufficient to supply the local trade. For local business twins are demanded.

| | | |
|-----------------|------|------|
| Cheese, per lb. | 0 13 | 0 14 |
|-----------------|------|------|

ENLARGED AND REBUILT.

The cheese factory at Welland Station, which was purchased by the Pure Milk Creamery Co., of Hamilton, Ont., has been largely rebuilt and improved, and new plant installed. It will now be used as a supply station for the business of the company at Hamilton and other points. The product will consist chiefly of milk and cream, but will also include butter, buttermilk and cheese. As soon as enough cream and milk can be secured to warrant it, the plant will be put in operation.

The cheese factory buildings have been greatly improved by the new company, and an ice house with a capacity of 400 tons built.

**INSPECTORS FOR CHEESE FAC-
TORIES.**

Sanitary conditions of cheese factories is a subject which the Provincial Government is soon to be called upon to look into closely with a view to very necessary improved conditions. The inspectors appointed by the Government can only ask the cheesemakers to comply with the regulations, but they have no authority to enforce them, and in some localities the cheese men have not the regard for cleanliness that should accompany the manufacture of cheese. Complaints have been numerous, and the remedy seems to rest in the appointment of cheese factory inspectors to compel the existence of proper conditions.

Mr. Putnam, superintendent of farm-ers' institutes, has just returned from Stratford, where he attended a meeting of the Western Dairymen's Association, and where it was decided to unite with the eastern association to urge upon the Government the desirability of appointing qualified sanitary inspectors. The committee chosen to see the Government is composed of Thomas Valentine, jr., Stratford; J. M. Pagett, Canboro; A. F. MacLaren, M.P., Stratford; J. McQuarrie, Owen Sound; and G. H. Barr, the secretary of the association.

Mr. Putnam says he is making ar-rangements with the Dominion Depart-ment of Agriculture for a series of meet-ings to commence in June for the edifi-cation of farmers growing grasses and cereal seeds. These meetings will be held in the fields where the growing is going on, and the identification of weeds will be a feature of the movement.

Try

Clark's Tongue Lunch

The style of the package recommends it, and the quality of the Stock will satisfy everyone.

It's a Winner! The price is attractive too.



If You Want to Make Money

never order bulk Mince Meat. Order

Nicholson's Mince Meat

which is condensed and is always reliable. Grocers who sell Nichol-son's Mince Meat realize the necessity of selling the best there is.

Isn't it time you stocked up:

- 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.

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

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

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.

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, Crockings, etc.

C. S. PAGE, Hyde Park, Vt.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

Pay You

WALTER WOODS & CO.

Hamilton and Winnipeg.

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

FIRST NAME ON YOUR ORDER SHEET



ORANGE MEAT

should be the first name on your order sheet for breakfast foods because:

It is made in Canada from the best Canadian wheat.

Is manufactured by a scientific process.

Is perfectly wholesome, containing all the elements that constitute strength for body and brain.

Is put up in Mercerized Bags to ensure cleanliness and freshness.

Is the most profitable breakfast food for you to carry, never going up in price, never going down in quality—

Enjoys an extensive patronage—growing bigger every day.

See that **ORANGE MEAT** is always "first."

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

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The movement of grain has been more active from lake ports since our last report. Millers at outside points are having a varied experience in Northern and Eastern Ontario; deliveries of grain are not over abundant, farmers still show disposition to hold back supplies, apparently with a view to encourage improvement in prices. At western points, however, deliveries have greatly improved recently. The districts affected by the lumbering industries are complaining somewhat on account of the serious delay in operations on account of lack of snow for hauling. Prices of grain on the Ontario market have made a further downward movement, and the situation is considered unsatisfactory from a price standpoint. Much of the grain shows signs of smut, and it is more difficult to secure unblemished supplies.

Millers, with few exceptions, report that the demand from the eastern provinces is slow and uninteresting. The export demand for near-by shipments appears to be in a similar condition, but some large sales are reported to have been made for future shipment, the orders extending to the middle of the Summer. This would indicate that present prices are so low that foreign buyers are willing to buy for their requirements months ahead, in the same way that they have been purchasing wheat of late.

There has been a good demand for Ontario wheat for export during the week. Farmers' deliveries have been so light that there is a better inquiry for Winter wheat from the millers, who have been picking up odd cars of No. 2 mixed at 78c. to 78½c., but if the export demand for mixed continues, they will have to pay 79c.

The past week has been a quiet one in Manitoba wheat, as the demand from millers has been light, only odd cars being wanted either at North Bay or lake port elevators, but there is now more inquiry. Exporters claim that while they have plenty of bids for wheat, they are from ¾c. to 1c. per bushel below the market.

The closing of the cereal union is being felt generally in the trade, a good deal of competition is going on, and buyers, particularly wholesale and retail grocers, are finding quotations to show great irregularity and uncertainty, in fact present quotations are practically only nominal.

NEW C.P.R. TERMINAL

It is pretty well settled that the C.P.R. will make Victoria Harbor, on the Georgian Bay, an important terminal in connection with the new branch of which plans were recently filed with the Railway Commission. This branch will connect lake freighters with the main line at or near Peterboro' by a

short run across country on easy grades. Victoria Harbor will therefore become, if not the chief point of transshipment of freight from lake bottoms, at least one of the chief points. Plans for its equipment have not yet been fully decided upon, but it will have proper facilities for the quick handling of large cargoes. This need not mean that Owen Sound will be abandoned in such capacity, for that port and Victoria Harbor are but two of the points where the C.P.R. vessels will discharge grain from vessels that have come down from Fort William. Goderich is another. When the second track between Winnipeg and Fort William is ready for operation a large grain fleet can be kept busy on the lakes, and that will naturally call for far greater accommodation on this side. But as Victoria Harbor affords the shortest and most economical possibilities for connection with the main line, eastward, it is morally certain that the bulk of the shipments for export will pass through the elevators to be built there. Owen Sound and Goderich will then have an opportunity to look well after the local Ontario demands.

MONTREAL MARKETS.

Flour.

There has been a reduction in the price of certain flours since last week. It is said on good authority that the bottom has just about been reached. It is unlikely that the prices will fall any lower. Probabilities point to a rise in the near future. Dealers on this side are inclined to refrain from stocking up very heavily on account of the unsettled condition of the European wheat markets, consequently there is not much business being transacted.

| | | |
|--|------|------|
| Winter wheat patents..... | 4 40 | 4 20 |
| Straight rollers..... | 4 00 | 4 20 |
| Extra..... | 4 10 | 4 40 |
| Straight rollers, bags, 90 per cent..... | 2 60 | 2 10 |
| Loyal Household..... | 4 50 | 4 00 |
| Glenora..... | 4 00 | 4 00 |
| Manitoba spring wheat patents..... | 4 00 | 4 00 |
| " strong bakers..... | 4 00 | 4 00 |
| Ruckwheat flour..... | 2 00 | 2 10 |
| Five Roses..... | 4 50 | 4 50 |

Grain.

No changes are reported in the grain market, which is rather quiet. Oats are going a little more freely than they have been, otherwise the market remains as it was last week.

| | |
|--|-------|
| No. 4 barley..... | 0 47½ |
| No. 2 white oats..... | 0 40½ |
| No. 3 white oats..... | 0 39½ |
| No. 3 yellow corn..... | 0 51 |
| No. 2 peas, basis 78 per cent. points..... | 0 78 |

Rolled Oats.

Business is not very good in the rolled oats market. Prices remain almost the same as they were last week. Rolled oats in 80-lb. bags are selling \$2 to \$2.10. Fine oatmeal, in bags, from \$2.30 to \$2.40, and granulated



SYMINGTON'S

High Pressure Steam Prepared

PEA FLOUR

EASILY DICESTED.

For Thickening Soups, Cravies, &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.

Manfrs: W. SYMINGTON & CO., L.D., Market Harboro', Eng.
Messrs. Watt, Scott & Goodacre, Montreal.
Mr. R. S. McIndoe, 130 Church St., Toronto.
Mr. E. A. Smith, St. John, N. B.

Saskatchewan Soil

in the vicinity of Moosomin is rich in the chemical salts necessary for the production of the best "Red Fife" Spring Wheat. That's one reason why

"Gold Crown" Flour

is unexcelled. You need it in your business, Mr. Grocer.

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



CAPSTAN BRAND PURE MINCE 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.

WESTERN CANADA FLOUR MILLS CO., Limited

AN AMALGAMATION OF

The LAKE HURON & MANITOBA MILLING CO., Ltd.

AND

A. KELLY MILLING CO., Ltd.

MILLS AT

WINNIPEG
GODERICH
BRANDON

OFFICES

ST. JOHN, N.B.
MONTREAL, Que.
TORONTO (HEAD OFFICE)
GODERICH
WINNIPEG
BRANDON

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

THE DOW CEREAL AND MILLING CO.



Eastern
and

Western
Buyers

of
Car Lots
ROLLED
OATS

Wire or write us
for prices on

PILOT MOUND, MAN.

The reliable and well-known

BUFFALO BRAND

Clean and Sweet
MANUFACTURED BY

THE DOW CEREAL & MILLING CO.

Pilot Mound, Manitoba

NICHOLSON & BAIN, Winnipeg, Man.

Sole Sales Agents

Oatmeal now commands anything from \$2.30 to \$2.40.

| | | |
|--------------------------|------|------|
| Fine oatmeal, bags | 2 20 | 2 40 |
| Standard oatmeal, bags | 2 30 | 2 40 |
| Granulated " | 2 30 | 2 40 |
| Rolled oats, 90-lb. bags | 2 25 | 2 30 |
| " 80-lb. bags | 2 00 | 2 10 |
| " bbls. | 4 70 | |

Feed.

There is not a great deal doing in the feed market. The demand for shorts and bran is still very strong. The prices remain unchanged.

| | | |
|--------------------|-------|-------|
| Ontario bran | 19 50 | 20 00 |
| Ontario shorts | 20 00 | 21 00 |
| Manitoba shorts | 19 00 | 20 00 |
| " bran | 18 50 | 19 00 |
| Mouillie, milled | 21 00 | 24 00 |
| " straight grained | 25 00 | 28 00 |

Hay.

The market is very dull. No. 1 is quoted at \$8.50, and \$7 to \$7.50 is asked for No. 2. The export market is inactive. Latest cables from Liverpool quote fair to average hay at 57s. Heavy receipts are keeping the market

The McLEOD MILLING CO., Limited
Stratford, Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

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 |
| ½ 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

down in the U.K. Receipts are large at London and Glasgow.

| | |
|--------------|-----------|
| No. 1 | 8 50 |
| " 2 | 7 00 7 50 |
| Clover mixed | 6 00 6 50 |
| Clover, pure | 5 50 6 00 |

TORONTO MARKETS.

Flour.

Domestic trade has only been moderate in demand, and prices have weakened materially since our last issue. Export inquiries have been active, and fair business has been closed, but mainly for future delivery.

| | | |
|---|------|------|
| Manitoba patents, No. 1, per bbl. in bags | 4 30 | 4 40 |
| " No. 2, " " | 4 00 | 4 00 |
| Strong bakers " " " | 3 90 | 3 90 |
| Ontario patents, No. 1, " " " | 3 75 | 3 75 |
| " No. 2, " " " | 3 60 | 3 60 |
| Straight roller " " " | 3 50 | 3 50 |

Grain.

The grain market is in a somewhat uncertain condition. Prices have moved downward, but are still above Chicago values. Trade has been fairly active and export more interesting. At outside points millers have found more inquiry, and deliveries have been more regular.

| | |
|--------------------------------|-------|
| Manitoba wheat, Northern No. 1 | 0 85½ |
| " " No. 2 | 0 83 |
| " " No. 3 | 0 82 |
| Red, " per bushel | 0 79 |
| White, " " | 0 78 |
| Mixed " " | 0 77 |
| Barley, No. 1 | 0 49½ |
| " No. 2 | 0 49 |
| " No. 3 | 0 46½ |
| " No. 3, " " | 0 44 |
| Oats, white, " " | 0 35 |
| " medium | 0 34 |
| Peas " " | 0 78 |
| Buckwheat " " | 0 50½ |
| Rye, per bushel " " | 0 70 |

Breakfast Cereals.

The condition of the market is one of uncertainty, and is causing a good deal of dissatisfaction among dealers. The closing of the "union" has left room for a great amount of competition, which makes it difficult for retailers to know what they are at with their buying.

| | |
|---|------|
| Oatmeal, standard and granulated, carlots, on track, per bbl. | 4 50 |
| Rolled wheat in boxes, 100 lbs. | 2 25 |
| " 50 lbs. | 1 20 |
| Rolled oats, standard, carlots, per bbl. in bags | 4 00 |
| " " " " in wood | 4 25 |
| " " " " for broken lots | 4 20 |

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour there is a steady sale at even prices, there being no change for some few weeks.

Feed is quite high, and there is a fair steady sale.

Oats keep high. Oatmeal is quoted relatively low as compared with oats. There is, however, little or no sale. In local market prices show little change.

Cornmeal is quite low. Beans are easier than a few weeks ago, but demand seems light. Yellow eyes and white beans are quoted at about the same prices, which means extremely low figures for the yellow eyes.

They have shown little change since the price opened in the Fall.

In barley there is just a limited demand. Seeds continue to have attention from the trade.

American timothies are very largely bought here. Prices this season are rather higher than last. The demand is for good seed. The market is firm. In Canadian timothies there is a limited demand for some of the very best grades, irrespective of price. In clovers, Canadian seeds are sold. Prices opened quite high, and in red clover, and particularly Mammoth, rather high values already rule. Alsikes are somewhat more freely offered.

HALIFAX, N. S.

Flour and Feed.

The markets for flour and feed are steady, with the ordinary demand. Prices quoted here range about as follows: Straights, \$4.10 to \$4.25; ninety per cent., \$4.15 to \$4.30; eighty per cent., \$4.65 to \$4.75; seventy per cent., \$4.70 to \$4.80; Manitobas, \$5.25 to \$5.50; oats, per bushel, 46c.; middlings, \$22.50 to \$23.50; bran, \$21 to \$22.

CEREAL NOTES.

Roelofson & Roelofson, commission brokers, 152 Bay street, Toronto, have secured the agency for Ontario for the Peterboro Cereal Co., Canada Flakes. A staff of salesmen have been put on the road, and Roelofson & Roelofson are preparing to push the business vigorously in the coming season.

Hill's mill, Sarnia, which is operated by the Sarnia Cereal Company, was visited with a disastrous fire Wednesday night, the 7th inst. The fire was discovered about 11 o'clock. It originated in the engine room and spread to the main portion of the building. The firemen worked diligently, but despite their efforts the mill and its contents were damaged to the extent of nearly \$3,000.

The elevators at Lumsden this year handled over 500,000 bushels of grain. Over \$300,000 in cash would be required to meet this turnover. Within a radius of nine miles from Lumsden there are ten elevators, and the combined elevators of Lumsden and vicinity will handle close on to a million bushels of wheat.

TORONTO RETAIL GROCERS MEET.

The Toronto Retail Grocers' Association, at their monthly meeting Monday night, decided to join with the grocers section of the Retail Merchants' Association, and with the Retail Fruiters' Association, in urging the city council to appoint a fruit inspector for the fruit market during the Summer months.

Scarcely a package of fruit arrives here that is not topped, and you get mighty little satisfaction when you take any back to the wholesaler.

A resolution was passed also pledging the association's support to the approaching Pure Food Show. Some of the members thought it ill-advised to take any action as an association, preferring to confine their support of the show to what each might care to do as an individual grocer. The resolution was carried by a narrow majority.

FIBRE WRAPPING PAPER
STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination

CANADA PAPER Co.
TORONTO LIMITED MONTREAL

WRITE US FOR SAMPLES AND PRICES.

This design a guarantee of quality.

e change since the
ll.
ust a limited de
e to have atten

are very largely
this season are
t. The demand in
arket is firm. In
here is a limited
e very best grade
In clovers, Can-
d. Prices opened
l clover, and par-
rather high values
es are somewhat

N. S.

Feed.
our and feed are
rdinary demand
nge about as fol-
0 to \$4.25; ninety
1.30; eighty per
seventy per cent.,
nitobas, \$5.25 to
shel, 46c.; mid-
50; bran, \$21 to

NOTES.

ofson, commission
et, Toronto, have
r Ontario for the
Canada Flakes.
have been put on
ofson & Roelofson
the business vig-
season.

which is operated
l Company, was
ous fire Wednesday
The fire was dis-
ck. It originated
and spread to the
uilding. The fire
, but despite their
its contents were
t of nearly \$3,000.

Lumsden this year
bushels of grain.
i would be requir-
rnover. Within a
es from Lumsden
rs, and the com-
nsden and vicinity
to a million bush-

GROCCERS MEET

Grocers' Associa-
y meeting Monday
with the grocers
Merchants' Assn-
e Retail Fruiters
g the city council
nspector for the
g the Summer

e of fruit arrives
ped, and you get
action when you
wholesaler.

passed also pledg-
s support to the
ood Show. Some-
ught it ill-advised
as an association,
their support of
ach might care to
rocer. The resolu-
a narrow majority.

INQUIRIES FOR CANADIAN TRADE.

The following inquiries for Canadian goods have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

130. An East Coast firm of produce merchants, making a specialty of bacon, hams, sides, bellies, Cumberland cuts and Wiltshire cuts, at present imported from the United States, desire to get in touch with Canadian exporters of the above goods.

131. An East Coast firm of produce merchants are desirous to extend their trade in Canadian apples, both first-class and medium quality, in boxes and barrels.

132. A large firm of Hull importers at present using almost entirely American goods, desire to open negotiations with Canadian exporters of apples, in large quantities.

133. A large firm of Hull fruit importers and with large connection for distributing same owing to the growing demand for Canadian fruit, are desirous of getting in touch with Canadian dealers for weekly shipments in large quantities.

134. An East Coast firm desires to enter into direct correspondence and negotiation with Canadian exporters for next season's supply of Canadian apples.

135. An East Coast firm desires correspondence with shippers of Canadian apples of medium quality.

136. A Hull produce merchant desires to get in touch with shippers direct of Canadian butter and eggs.

137. A Hull firm of produce merchants desires to get in direct communication with Canadian shippers and exporters of cheese, eggs, lard, tinned fruits and butter of finest quality.

138. A Hull firm of produce merchants desire communication with dealers in Canadian butter and eggs. At present they sell almost entirely continental goods.

139. A produce merchant in Hull desires to get in touch with Canadian exporters of tinned fruits, specially apples, plums and peaches, also exporters of cheese, "glycerined eggs" and lard.

148. A large produce house with large connection in South Yorkshire desire to get in touch with Canadian manufacturers of bacon, ham, butter and cheese, and exporters of eggs, tinned meats, fruit and tomatoes, also tinned salmon and lobster.

149. A large produce firm at Sheffield desire to get into communication with Canadian shippers of apples, specialty, best apples in boxes.

150. A Sheffield produce merchant desires for direct communication with Canadian dealers in first-class apples.

FOR OVER
70 YEARS
the choice of all refined
palates!



Compare this Fac-
simile of the Original and
Genuine Worcestershire
Sauce with the imitations
and you will see that
every bottle of the Gen-
uine Worcestershire
should bear the name

"LEA & PERRINS"

All others are imita-
tions and inferior in
quality!

It is no idle boast to
say that

LEA & PERRINS'

is the Best Sauce in the
world. Use and sell it!

J. M. DOUGLAS & CO.
MONTREAL, - - Canadian Agents

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.

HOW ADVERTISEMENTS MIGHT BE IMPROVED

2. Typography.

Last week you were shown two first-rate advertisements. The two given this week cannot be so styled.

In the advertisements of Buell and Gould Bros., as pointed out before, there was balance, a harmony between type and space—in other words, a complete plan. The advertisements reproduced on this page were set without taste, without order—utterly devoid of plans.

The display type in Armand's announcement is large enough for a space double the size, and the lines about the telephone and farm produce could not have been hidden much better.

The chief trouble the compositor had to brush against was insufficient matter, but it is just in such cases that the ability of the compositor should show itself.

Instead of attempting to utilize the whole space, why didn't he design a space, have called into use more suitable

type faces and given the advertisement shape.

"For Pure Groceries and Cheap" is a clumsy way of talking about the purity and cheapness of certain groceries.

Malaga Grapes

Choice Stock at a Special Price
25c Per Lb.

TOYE & BENEDICT

Josephine St.
GROCERS
Phone No. 7

E. C. Armand's advertisement could have been set in just one half the space, and been set much neier, too.

in Arnprior, but he, too, failed in preserving type and space congruity.

"Malaga Grapes" should have been spread across as the legitimate heading of the advertisement and "choice stock" set either in a panel below it, or part of the matter set on one side and part

on the other with some ornaments between.

The design at present is ponderous at one end and insignificant at the other.

Toye & Benedict's advertisement is another instance of waste space. Twenty-five lines double column have been chosen, when forty lines single column would have given a much better display.

The subsidiary parts of an advertisement should never be outshadowed. It is a consideration of this fact that leads a compositor of ability to choose his type faces by degrees of size rather than by indiscriminate selection.

It also leads him to make his display lines strong, but not grotesque, his indentations few, his ornaments tasty, but not gaudy, the divisions between the important and the less important clear, but not glaring.

The various parts of an advertisement must be harmoniously put together or the advertisement will not be successful.

You may say, "But the people do not bother about all this." Display and taste in the typography of your advertisement are like cleanliness and order in your store—they attract.

A. A. B.

For

Pure Groceries

AND

CHEAP

GO TO

E. C. Armand,

JOHN STREET, ARNPRIOR

Telephone No. 29

Farm produce taken in exchange for goods.

neat panel inside the border and set his matter within the panel? This arrangement would have given a complete white

The compositor who was responsible for Toye & Benedict's announcement fared a little better than his confrere

BA
Following a
some two
Mann Co., Lim
entertained thei
mentary banquet
ter Vancouver,
February 6. So
best of the staff
down to the bot
titled honored te
ment, which is
for anything.
The toast list
to, and the men
groceries proved
well, too, on occ
added to the pl
the announcement
Mr. W. H. Mal
sharing of profit
employees who h
with the firm. I
instance in which
has made a sim
of the members
with the house
tribution is bas
earnings, each in
fits in proportic
Some of the
back of the men
"Take hold an
"He that dot
will drive it hor
"Every man i
know it."
"The greatest
scious of none."
"All things co
But that is me
of the case—you
you're waiting.
Oyster
G
Spring salmo
Potato
Broiled c
Ribs be
Roast turki
Ro
Boiled potatoes.
G.
Plum pud
ince pie.
Cha
Nuts and raisin
"Victor
NEWFOU
weather:
for his time o
important neve
a letter.
Clarence
in the Armour
society. has be
these weeks,
pleasant smile
original book mu
Red Ro
the hands of M
said to say tha
hand

BANQUET OF W. H. MALKIN & CO.

Following a precedent set by themselves some two years ago, the W. H. Malkin Co., Limited, wholesale grocers, entertained their employes at a complimentary banquet in the Badminton Hotel, Vancouver, on Tuesday evening, February 6. Some thirty of the members of the staff and the principals sat down to the board, which deserved the time-honored term "festive," if the menu, which is given herewith, counts for anything.

The toast list was heartily entered into, and the men who sell and ship staple groceries proved that they could speak well, too, on occasion. Not a little was added to the pleasure of the event by the announcement made by the president, Mr. W. H. Malkin, that a substantial sharing of profits would be given those employes who had been twelve months with the firm. This, too, is not the first instance in which the W. H. Malkin Co. has made a similar distribution. Some of the members of the staff have been with the house many years. The distribution is based on the total yearly earnings, each individual being given profits in proportion to his salary.

Some of the mottoes printed on the back of the menu cards were:

"Take hold and lift."

"He that doth hammer on one nail will drive it home at last."

"Every man is a genius did he but know it."

"The greatest of faults is to be conscious of none."—Carlyle.

"All things come to him who waits." But that is merely stating one feature of the case—you've got to hustle while you're waiting.

Menu.

Oysters on half shell.

Green turtle.

Spring salmon, Hollandaise sauce

Potatoes, Parisienne.

Broiled chicken on toast.

Ribs beef, horse radish.

Roast turkey, cranberry sauce.

Roman punch.

Baked potatoes. Baked sweet potatoes.

Green peas.

Plum pudding, hard sauce.

Lemon pie. Apple pie.

Charlotte russe.

Nuts and raisins. Assorted cake.

Fruit.

"Victoria Cross" coffee.

NEWFOUNDLAND NOTES.

The weather so far has been very mild for this time of year, in fact the oldest inhabitant never saw or heard of such a winter.

Clarence Crussbanks, representing the Armour Packing Company, Kansas City, has been in the colony the past three weeks, and, judging from the pleasant smile he wore when he left, his report must show good results.

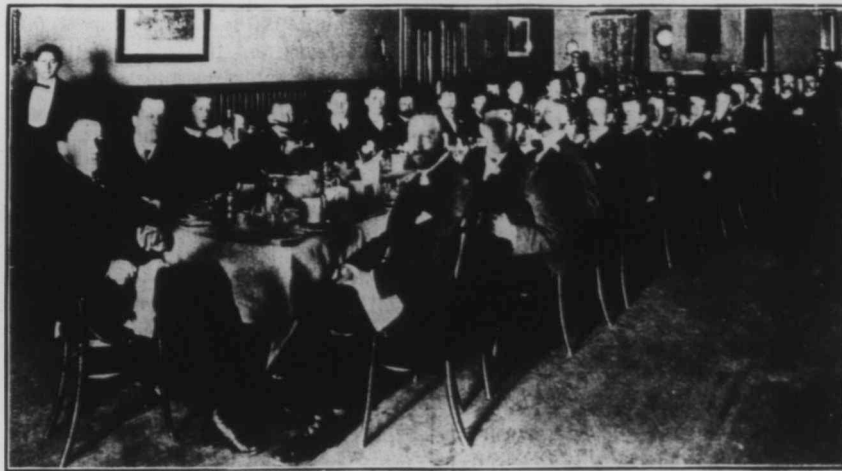
The Red Rose Tea agency is now in the hands of Mr. J. Urquhart, and it is safe to say that it will not suffer in his hands.

There promise to be queer developments in the tea business. It is on the tapis that there will be a fight to the finish in a very short time between two parties formerly interested in each other. The fur is sure to fly as both parties are fighters.

J. H. Roberts, Esq., general manager for the Vim Tea Company, of St. John, N.B., made a lightning visit to headquarters a few weeks ago. Mr. Roberts is one of the hustlers in the trade, bright, energetic, and full of work. He is sure to make a name for himself in the tea world, in fact he has already done so in this colony.

Mr. H. McConbrey, manager Standard Manufacturing Company, left by last Bruce on a trip to the States and Canada. He expects to be gone about four weeks.

Mr. T. T. Cartwright has returned from a visit to the States and Canada,



W. H. Malkin & Co., Vancouver, B.C.
The staff at their annual banquet.

where he went on business and pleasure. He brought with him several new agencies for his company.

Mr. Thos. Smyth, president of the Thos. Smyth Company, Limited, will leave shortly on an extended business trip in Canada and the United States.

Most of the buyers for the large houses are now in England for their respective firms.

Manager W. S. Harkins, who is a great favorite with the boys, has just closed a five weeks' engagement here. The company played to full houses each night.

The price of molasses seems to have gone about as low as it will go. There is a large stock held in this city.

Mr. Harry Crowe, manager Newfoundland Timber Estates, left for England last week in connection with the large Pearson deal.

The Newfoundland Produce Company shipped \$37,000 worth of dry cod-fish to England by steamer, as they could not wait for a schooner.

Capt. Charles Dawe, one of the backbones of the country, was elected to the House of Assembly the other day. Capt. Dawe is senior member of the firm of C. & A. Dawe, one of the largest mercantile houses we have. This firm ships more fish from Labrador than any two other houses.

The addition to the Crosbie Hotel is almost completed and it will give them a lot more room.

At the annual meeting of the Thos. Smyth Company, our old friend, T. T. Cartwright, was again elected a director.

It is reported that Harveys, Bowering and Baine Johnston will make a merger in the sealing business.

Reports from Newfoundland say that business is excellent on the Island. The price of fish the past three years has been quite suitable to the business of dealers and if this state of affairs continues, the jobbers expect to do good business. The fishermen, a great many of them, will not take paper money in

settlement of their sales, and consequently there are quantities of gold stored in different parts of the Island.

Provisions are quite high. The molasses market is "away off," and as is the case in Montreal and district, much money has been lost on it.

SHELLED ALMONDS ADVANCE.

New York cables from Malaga, says the New York "Journal of Commerce," reported an advance in the price of Valencia shelled almonds of more than a cent a pound in the lay down cost, now fully 25 1-4c. Stocks in the primary market are reported to be very small.

QUICK WORK.

A letter sent by The Grocer to San Francisco, Cal., on the 29th ult., reached its destination on Feb. 2nd, in the remarkably short time of three days and nineteen hours.

ABLES

read it on a screen and dry. When the fruit is not eaten give it the second

high these experiments were ripe cherries, peaches and strawberries not selected, but direct vendors and marketing shows the number that had received remained perfectly or quantity of the same lot, had been decayed: Cherries, 7 days; grapes, 7 days; strawberries, 7 days were perfectly and results were obtained; was not quite ripe in the course of ripening are not interfered when kept in a re-

own that the decay comes from bruises on the surface spreads internally; so well known that it is entirely due to the substances liberated in the parts, and develop a short time after maturation and decay, which affects the rest of the same package, the way outlined, the position can be stayed time at least.

OF GRADING.

Dominion conference of Growers' Associations in 1904, and a matter of what will come up for the securing of the "No. 2" fruit grades. As it now under the Act of 1901 and in dealing with the market, clearly defines "No. 1" and "No. 2" grades, must be first class, but gives no particular for "No. 2," which is to ship very inferior quality fruit that is not the trade. About 100,000 tons are expected in addition from allied industries of the most important kind held in the Dominion, which will probably attract a great number of fruit-growers and dealers and delegates.

B.C. SALMON HATCHERIES.

Thirty million salmon is a quantity almost too large for the ordinary individual fully to understand its meaning, and that is the number being taken care of at the Harrison Lake hatchery this season, says the Vancouver "Province."

They are all getting along splendidly and are now being liberated. Should they all return to the Fraser river, and only per cent. of them should be caught and canned, it would mean alone a pack of over half a million cases, so it can be readily seen how important the work of the hatcheries is.

The young salmon which are now being hatched at the Harrison Lake institution are sockeye, cohoes and spring salmon, but the sockeyes compose by far the greater part of the hatch. There are approximately twenty-six million sockeyes, two million spring salmon.

The ova were collected over a long season and consequently are hatching at various periods. The first eggs taken hatched out several weeks ago, and the young salmon are now being liberated, but the last eggs collected will not be out for a month yet, and it will be the end of March or the beginning of April before the last young salmon are given their liberty.

The young salmon are being placed in Morris and Silver creeks and other streams flowing into Harrison lake. Practically all the ova hatched there this year were collected at Morris creek.

AVAILABLE STOCKS OF BEANS.

A Western Ontario buyer estimates that there are probably 30,000 bushels of beans held by large shippers in Western Ontario, but that there are in the neighborhood of 20,000 bushels held by the farmers of Orford township, the same by both Howard and Harwich townships, while Aldborough has 10,000 and Dunwich 5,000, making a total of 75,000 held by the farmers, besides what is held by the local dealers, which is put at 25,000 bushels, or a total of 100,000 bushels in all.

MONTREAL MARKETS.

Green Fruits.

The demand in this market is fair. The prices have not changed very much since last week. California navel oranges are selling quite freely at \$3.25 to \$3.50. Valencias have advanced 50c. per crate on account of light receipts and a good demand. Grape fruit is going

| | | |
|---|-------|------|
| Florida blood oranges, half box..... | 2 50 | 2 75 |
| Valencia, Florida, case..... | 5 00 | |
| Valencia, Florida, per box..... | 3 25 | |
| Valencia, Florida, per lb..... | 3 25 | 3 50 |
| Valencia, Florida, per 100..... | 0 04 | |
| Valencia, Florida, per bag of 100..... | 1 85 | 2 25 |
| Valencia, Florida, per 100..... | 3 75 | 5 50 |
| Valencia, Florida, per box..... | 5 00 | |
| Valencia, Florida, per box..... | 2 50 | 5 50 |
| Valencia, Florida, per box..... | 2 50 | |
| Valencia, Florida, per box..... | 5 25 | |
| Valencia, Florida, extra fancy Longkeepers..... | 6 00 | 7 00 |
| Valencia, Florida, Fancy..... | 6 50 | |
| Valencia, Florida, Choice..... | 6 00 | |
| Valencia, Florida, N. S., nominal..... | 20 00 | |
| Valencia, Florida, Cape Cod..... | 30 00 | |
| Valencia, Florida, cases..... | 2 75 | |
| Valencia, Florida, Florida..... | 6 50 | |

FISH NECESSITIES

FOR LENT

Everything of the best and at bargain Prices

- Smelts**—No. 1, frozen, 8c. lb.
- Flounders**—20 lb. boxes, frozen, 2c. lb.
- Lake Superior Herrings**—in 100 lb. bags, special, 3c. lb.
- Lake Trout**—Frozen, fresh, 7½c. lb.
- Lake Trout**—Pickled, 100 lb. kegs, \$6.25 per keg.
- Labrador Herrings**—½ bbls., \$3.50, large bbls., \$6.25.
- Fletched Cod**—100 lb. cases, a snap, \$5.75 case.
- Finnan Haddie**—15s. and 30s. 5½ and 6c. per lb.
- Northwest Whitefish**—Finest winter caught, 8½c. lb.
- Frozen Sea Herrings**—Newfoundland, extra large, \$2.10 per 100.
- Home Cured Bloaters**—Mild, finest quality, \$1.35 basket.

ORDERS SOLICITED

WHITE & CO., LIMITED
TORONTO, branch at HAMILTON

W. B. STRINGER

90%

J. J. McCABE

About 90% of the lemons that come to Ontario are Franc Tracuzzi's brands, 50% of which is his famous "ST. NICHOLAS" and still it is not unusual to be unable to buy a box of "ST. NICHOLAS" on this market for as much as a week at a time—THEY CERTAINLY MEET WITH READY SALE.

W. B. STRINGER & CO., Sole Agents, Toronto and Montreal.

Lent Commences Wednesday, Feb. 28th.

We have a full supply of Fresh Frozen, Salt and Smoked Fish. If you do not receive our weekly quotation cards write us.

The F. T. JAMES COMPANY, TORONTO

Wholesale Fruit, Fish and Oysters
33 Church St., 76 Colborne St.

CALIFORNIA CAULIFLOWER, \$3.50 Case.

Extra Fine Goods.

NAVEL ORANGES

Two Cars Fancy, just arrived.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

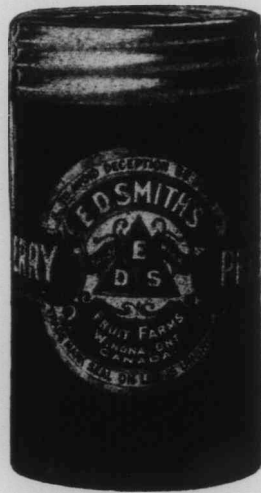
SPANISH ONIONS—Large case, \$3.00.

“ “ Small “ 1.15.

EX. FANCY NAVEL ORANGES—At \$3.50 box.

FANCY ALMERIA GRAPES—At \$5.50. Only a few left.

DEMAND A GUARANTEE



There is so much "doctoring" in Jams and Jellies that you have a right to demand a guarantee as to purity. If you don't demand it there may be a few \$25.00 fines.

I will readily give a guarantee and stand by every jar of my Jams, Jellies, and Sealed Fruits in Glass.

When you order the E.D.S. Brand you can recommend the goods with confidence.

The Eby, Blain Co., Limited, are Toronto agents for my 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; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

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

We have JUST RECEIVED Car Extra Fine CALIFORNIA CELERY, Car SEVILLE (Marmalade) ORANGES, Car FANCY WASHINGTON NAVELS. We have also due end of this week, Car EXTRA FANCY CALIFORNIA NAVELS. The CELEBRATED "GOLDEN ORANGE" brand, excelled by NONE, and very desirable sizes.

Above all, at most favorable prices. Send us your orders and they shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO. INGERSOLL
Established - - 1886

Vegetables.

The market is fair. Few changes are noticeable in the quotations. Parsley is now selling at 40c. to \$1.25, quite a jump since last week, and home grown cabbage has also gone up. The peculiar state of the weather so far has not affected the state of the market a great deal. Dealers are never quite sure about their shipments arriving without being frozen. With mild weather they may ship in perfect safety, but business is not so good as it is when the temperature is low, as there is more money in circulation, and business generally is better when the latter state of weather prevails.

Cauliflowers are selling well at \$3.75 to \$4.00 per crate. Celery is going well at \$4.75 to \$5.00 but it is expected that prices will advance from 50c. to 75c. a case in the course of the next few weeks.

| | | |
|---------------------------|------|------|
| Potatoes, per bag | 0 65 | 0 85 |
| Parsley, per doz. bunches | 0 40 | 1 25 |
| Sage, per doz | 1 00 | |
| Savory, per doz | 1 00 | |

| | |
|-------------------------------|-----------|
| Green peppers, per basket | 1 00 |
| Home-grown cabbage, per bbl | 0 75 1 25 |
| Tomatoes, Florida | 6 50 |
| Egg plant, per doz | 2 75 |
| Red onions, bbl | 3 00 |
| Turnips, bag | 0 60 |
| Water cress, per doz | 0 75 |
| Grand Rapids lettuce, per doz | 2 00 2 25 |
| Boston lettuce, per doz | 0 80 1 35 |
| Sweet potatoes, per basket | 2 25 |
| per bbl | 5 00 |
| Celery, per crate | 4 75 5 00 |
| Spinach, per bbl | 3 25 |
| Cucumbers, per doz | 3 00 |
| New potatoes, per bbl | 7 50 |
| Mushrooms, per lb | 0 60 |
| Brussels sprouts, per quart | 0 13 |
| Carrots, per bag | 0 50 |
| Horse radish, per lb | 0 15 |
| California cauliflowers | 3 75 4 00 |

ONTARIO MARKETS.

Green Fruits.

The fruit trade flourished this week. The larger California oranges are scarce and slightly higher; the smaller are a shade lower. Pines are in again from Cuba after being out of the market for two weeks. They are quoted at \$5. Bananas are a shade higher.

| | |
|--|-----------|
| Oranges, California, 96's, per box | 3 75 |
| 126's to 176's, per box | 3 50 |
| 200's to 216's, per box | 3 25 |
| 250's to 288's, per box | 3 00 |
| Mexican, 96's to 250's, per box | 2 50 |
| Valencia, 420's, to 714's, per case | 4 50 5 75 |
| Marmalade, 160's to 240's, per box | 2 50 |
| Lemons, Messina, 300's 360's, per box | 2 75 3 00 |
| Grapes, Almeria, per barrel | 5 50 6 50 |
| Cranberries, fancy Jersey's, per barrel, nominal | 13 00 |
| per case | 4 50 |
| Apples, fancy spies, per box | 1 50 |
| greenings, per box | 1 40 |
| Winter varieties, per barrel | 3 75 |
| cooking, per barrel | 3 75 |
| Bananas, per bunch, firsts | 1 75 2 00 |
| Jumbos | 2 00 2 50 |
| Pineapples, per case | 4 75 5 00 |
| Grape fruit, Florida, 46's, 96's, per box | 4 75 |

Vegetables.

There is a slight falling off in the hot-

house output, but prices remain steady. If this weather continues the dealers look for a big opening by first of April of all southern stuff. That will be a time for the Easter trade.

California celery is about done and reports indicate a considerable shortage. It is said as much as 300 carloads have been destroyed in the ground, and a dealer said that if they got 50 per cent of their final orders which are now they would do well.

| | |
|---|-----------|
| Potatoes, kiln dried sweet, bushel hamper | 2 25 |
| Potatoes, per bag | 0 90 1 00 |
| Onions, per bag | 1 25 1 50 |
| Onions, Spanish, per small crate | 1 00 |
| large cases | 3 00 |
| Onions, green, per doz. bunches | 0 10 0 15 |
| Cabbage, per bbl | 2 00 |
| Cauliflowers, California, per crate | 3 25 3 75 |
| Beets, per bushel | 0 60 |
| Carrots, per bushel | 0 60 |
| Lettuce, per doz. bunches | 0 50 |
| imported, per doz | 0 35 0 40 |
| Radish, per doz | 0 50 0 60 |
| Cucumbers, hothouse, per doz | 2 00 |
| Mushrooms, 1 lb. boxes, per lb | 6 50 |
| Celery, Californian, per case | 5 00 |
| pony case | 2 25 |
| Beans, white, prime, bush | 1 15 |
| hand-picked, bush | 1 25 |
| Lima, per lb | 0 60 |
| Tomatoes, Floridas, 6 basket crates | 5 00 |
| extra choice, 6 basket crates | 4 50 |
| Rhubarb, 1 doz. bnds | 1 00 |
| Broccoli sprout, pck | 0 40 |
| Spinach, bush | 1 00 |

MANITOBA MARKETS.

Green Fruits.

California navels are strengthening at the coast. We quote:

ORANGES AND LEMONS.

| | |
|--|-----------|
| Fancy California navels, 126's, per case | \$3 50 |
| 150's to 250's, per case | 3 75 4 00 |
| California lemons, 300's and 360's, per case | 4 50 |

ONTARIO WINTER APPLES.

| | |
|--------------------------------|--------|
| Northern spies, XX, per bbl | \$5 00 |
| XXX | 6 50 |
| 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.

| | |
|--------------------------------|--------|
| Valencia onions, (large cases) | \$1 50 |
| Spanish onions, per case | 1 25 |
| Native onions, per lb | 0 03 |

ST. JOHN, N.B.

Green Fruits.

The mild weather has rather aided in this line of business. There is a fair steady sale at present.

In apples a good demand for the best grades at full figures. Stocks are getting fairly well cleaned up. Ontario northern spies are considered the best apples in the market. There is still a fair stock of cheap Nova Scotia apples. In oranges, Valencias, which have been low, show higher values. This is the principal grade sold. Jamaica oranges are about out of the market. Such stock as is offered is very good. California oranges have not been successful this year. Prices have been high, and quality below the average. Florida oranges have not been given much attention. They prove wasty and high.

Lemons continue low, with just a fair average business.

Malaga grapes have kept well. Season is getting late. Prices have been unchanged.

Cape Cod cranberries are too high for business.

ices remain steady. Continues the dealers' buying by first of April. That will be a trade.

is about done and considerable shortage as 300 carloads have been taken off the ground, and they got 50 per cent which are now

| | |
|-----------------|------|
| Del hamper | 2 25 |
| ..... | 0 90 |
| ..... | 1 25 |
| e..... | 1 00 |
| ..... | 3 00 |
| s..... | 0 10 |
| ..... | 2 00 |
| ate..... | 3 25 |
| ..... | 0 75 |
| ..... | 0 50 |
| ..... | 0 35 |
| ..... | 0 50 |
| ..... | 2 40 |
| ..... | 0 25 |
| ..... | 5 00 |
| ..... | 2 00 |
| ..... | 1 75 |
| sh..... | 1 00 |
| ..... | 0 75 |
| crates..... | 5 00 |
| set crates..... | 4 50 |
| ..... | 1 00 |
| ..... | 0 40 |
| ..... | 1 00 |

MARKETS.

Fruits.
are strengthening at e:

RED LEMONS.

| | |
|-------------------------|--------|
| per case..... | \$3 50 |
| to 250's, per case..... | 3 75 |
| 0's, per case..... | 4 50 |

WATER APPLES.

| | |
|-------|--------|
| ..... | \$5 00 |
| ..... | 6 50 |
| ..... | 4 50 |
| ..... | 5 50 |
| ..... | 3 50 |
| ..... | 12 00 |

Tables.

| | |
|-------|--------|
| ..... | \$1 50 |
| ..... | 1 25 |
| ..... | 0 03 |

HN, N.B.

Fruits.
has rather aided in ss. There is a fair amount.

demand for the best res. Stocks are getting cleaned up. Ontario considered the best set. There is still a Nova Scotia apples, which have been values. This is the id. Jamaica oranges e market. Such stock ery good. California been successful this been high, and quality. Florida oranges ven much attention and high.

low, with just a few

ave kept well. Season prices have been

berries are too high for

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your orders for Canned Sea Foods:

- 1/4 Oil Sardines (Sanitary can) 100 tins to case
- 1/4 Oil Sardines (Hand made) 100 " "
- 1/4 Mustard " " 100 " "
- 1/4 Tomato " " 100 " "
- 3/4 Mustard " " 50 " "

Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

Season 1906
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.

Don't Starve Your Business

The best business needs the nourishment supplied by a good advertisement.

THE CANADIAN GROCER is just the tonic your "system" requires.

A space this size in THE CANADIAN GROCER every issue (52 times) for a year, will cost you only \$6.73 per week.

Its results will appear in the larger totals in your travelers' order books.

The Canadian Grocer, Montreal - Toronto - Winnipeg



Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

THE WALTER M. LOWNEY COMPANY,

No. 447 Commercial Street, **BOSTON, MASS.**

CANADIAN BRANCH: 530 St. Paul St., Montreal

A COMPARISON IN
POINT OF QUALITY OF
STEWART'S

Chocolates and Confectionery
with goods made in competition
is our strongest argument for

PURITY and EXCEPTIONAL VALUE

WHY
Sell Inferior Confections?

Your Customers expect the
Best and Purest

THAT MEANS STEWART'S

THE
STEWART COMPANY
TORONTO LIMITED

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

MOTT'S
CHOCOLATES

"DIAMOND"

and

"ELITE"

Brands

are the two lines that
will keep your customers' trade.

There are **NO BETTER** goods made.

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
E. S. MCINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

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

MILK CHOCOLATE

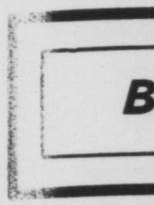
*produced in the world, and are using
pure Canadian Milk.*

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED
TORONTO



THE AI

It is remark
aceme by judi
district. First
keeper must b
should be the l
grade goods.
article will
Second. It sh
tively gotten
is the lasting
sample, the
thing—the fir
success. Thir
the name, add
it.

Suppose yo
fectionery. A
at the busiest
tasty confectio
by an equally
with a well-w
your usual ad
local journal,
result. A suc
United States.
ness in this wa

NOVEL

With the m
that are used
five window c
is endless. B
a multitude o
so that no m
window dress
the material
so arranged t
effect can be

Nothing so
tion of the pa
that has some
usually seen i
presentation o
ing particular
well-known,
Perhaps a chu
of what migh
the amate
safety sh
board, i
elevations
in it. T
can be n
from the
lanchstone
The fl
the foo
distance to r
foundation.
the foundatio
a lighter color
ing and a lit
y show cream.
It should be
only laid co

BISCUITS AND CONFECTIONERY

THE ART OF SAMPLING.

It is remarkable the results which will accrue by judicious sampling of a given district. First and foremost the store-keeper must be certain of his article. It should be the best of its kind, no second grade goods. The giving of a poor article will kill trade, not make it. Second. It should be neatly and attractively gotten up. The first impression is the lasting one. Given an attractive sample, the recipient expects a good thing—the first more in the direction of success. Third. Do not fail to have the name, address, and price clearly upon it.

Suppose you try this with your confectionery. A good corner of the street at the busiest time of the day; a neat, tasty confection handed to the passer-by by an equally neat and well-dressed boy with a well-worded notice of the fact in your usual advertisement space in the local journal, and you will welcome the result. A successful candy dealer in the United States has built up a large business in this way.

NOVEL CONFECTIONERY DISPLAY.

With the many kinds of confectionery that are used now, the variety of effective window displays that can be made is endless. Bon-bons and candies are of a multitude of shapes, sizes and colors, so that no matter what the particular window dressing calls for in this line, the material can be readily found, and so arranged that a novel and striking effect can be produced.

Nothing so quickly arrests the attention of the passerby as a centre display that has some striking characteristic not usually seen in windows, such as a representation of a church or public building, particularly if it is fashioned after a well-known, or locally known edifice. Perhaps a church offers the best example of what might be done in this respect by the amateur. The structure, to insure safety should be made of thin wood or cardboard, of the desired proportions and elevations, with windows and doors in it. The arches over these openings can be made of cardboard projecting from the wall far enough to receive the archstones that will be laid upon them. The floor should also project from the foot of the wall a sufficient distance to receive the "masonry" or foundation. The first few courses for the foundation would look well to be of a lighter color than the rest of the building and a little heavier—say white or yellow cream. After this the walls properly should be built up with symmetrically laid courses of caramels or any-

thing of that nature that are square and flat. The roof could be made to represent either shingles or tiles by using small flat chocolate bars. The tower, or steeple will perhaps present the greatest difficulty, particularly if it be of the round, spiral shape. This can be built, however, by putting fewer, and smaller "stones" in each succeeding course. A square tower with a belfry would be simply a continuation of the same class of work as the walls, and would be very easy to build. Mica would do nicely for windows, and the doors could be made of cardboard suitably colored and marked. A touch of green made from finely cut tissue paper, would serve as a lawn, and would give the whole a finished appearance.

Such effects as these are not lost. It is one way of advertising and keeping up-to-date in the public eye; and the amount of comment a store receives for a nice piece of work of the nature outlined, makes it well worth the time and thought given it.

A NEW CONFECTIONERY FACTORY

A four-storey factory and store building will be erected on Yonge street, Toronto, for Huyler's, of New York, confectionery manufacturers. It is expected that it will be opened early in May. The building will be thoroughly modern in style and conveniences, and will be built after the plans of Huyler's New York Fifth avenue store. The Toronto branch, which will be the manufacturing and distributing point for Canada, will be under the management of J. T. Roberts, of Buffalo.

COMPANIES INCORPORATED.

Provincial charter has been granted to the Hillhurst Wine Manufacturing Company, Limited, to grow grapes and to manufacture and sell wine produced therefrom. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to be at the township of Thorold, the provisional directors of the company to be Edgar Gould Brown, Emma Victoria Brown, George Hamilton Brown, William Thomas McNeil and LeRoy Lewis.

Provincial charter has been granted to the Metropolitan Oils and Soaps, Limited, to acquire by purchase or otherwise petroleum and oil producing lands, to manufacture, buy, sell, trade and deal in soaps, oils, petroleum and greases and wood preservatives, varnishes, paints and engineers' and mill supplies, and in any and all articles which may be manufactured or produced by or from any of the same. The share capital of the company to be one hundred thousand dollars divided into one thousand shares of one hundred dollars each, the head office of the company to

Get Ready For Trade

Are you getting the biscuit business you ought to get? Is your trade permanent? Do you sell

PERFECTION CREAM SODAS?

When you put "Perfections" on your shelves you have to get ready for trade. They are made to sell. They are easily digested. They are standard quality.

Order a case of

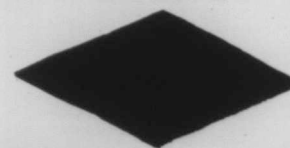


and Get Ready For Trade

3-lb. cards or tins.

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

DIAMOND Brand

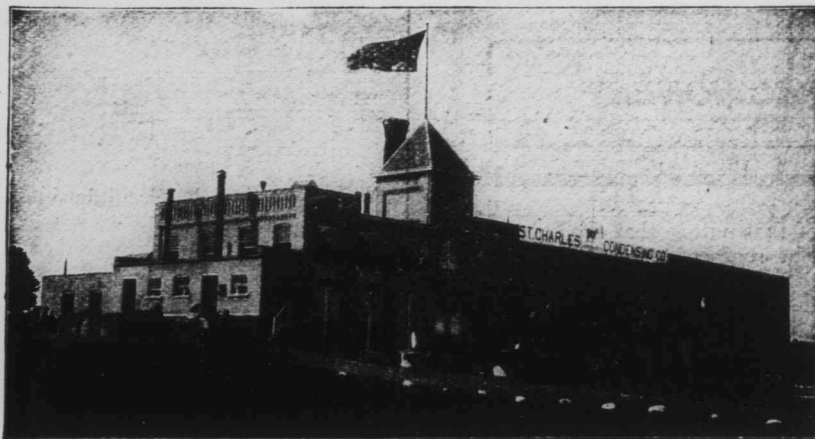


MAPLE SYRUP

has that delicate flavor of New Sap Syrup direct from the bush. Try it.

ALL JOBBERS

Sugars Limited, Montreal



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.

Fortify yourself against inclement season.

**VAN HOUTEN'S
COCOA**

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

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

In the making of

WAFERS

We take particular care to ensure lightness, crispness, and delicacy of flavour. We pride ourselves on the fact that our customers express unqualified satisfaction with our wafers, some of which are

- | | |
|--------------------------|------------------------|
| Windsor Wafers | Delicious, cool, cream |
| Cinderella Wafers | Sandwiches of assort- |
| Palace Wafers | ed flavors, amongst |
| Alpine Wafers | which are Lemon, |
| | Raspberry, Rose, |
| | Vanilla, and Choco- |
| | late. |

W. & R. JACOB & CO.,
Limited

Canadian Agents:
Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

| | |
|--|---|
| 6 1-gal. tins to case, wine measure, \$4.50 per case | 24 pints to case, wine measure, \$2.50 per case |
| 12 ½-gal. " " " 4.80 " | 12 qt. bottles, 2.40 " |
| 24 ¼-gal. " " " 4.80 " | 5-gal. tin, Imperial measure, 1 to case, 3.90 " |

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

be at the cit
visional direc
James McLa
sabet, John
Bryce Young

WILLIAM

The age u
ently one
ble opport
utilize for t

A folder,
has received
real is perh
and yet inc
rising. The
illustrated
ducts of th
altogether
their goods
readily sele
tal for his

CANADIA

Mr. W.
Commission
for London
main for ab
business.
tion with th
Kensington
ment is pla
Canada's n
minerals,
shipped aw
turns will
of it in th

A

Fla

IMP

ONE.

sortment of
LB.

D CREAM

World's Fair St.
e purest and best
REFERABLE TO
urchased through

Condensing Co.

RS

htness, crisp-
ourselves on
ualified satis-
are

cool, cream
s of assort-
s, amongst
e Lemon,
ry, Rose,
nd Choco-

& CO.,
Limited
IN,
CLAND

RUP

it is cheap.
\$2.50 per case
2.40 "
3.90 "

will be sure of

be at the city of Toronto, and the pro-
visional directors of the company to be
James McLaughlin, Walter Alexander
Wishet, John Davidson Pringle, Robert
Bruce Young and Frank Arnoldi.


WILLIAM CLARK'S SUGGESTIVE LIST.

The age in which we live is pre-emi-
nently one of advertising, every avail-
able opportunity is eagerly seized to
utilize for that purpose.

A folder, such as the Canadian Grocer
has received from Wm. Clark of Mont-
real is perhaps one of the most effectual
and yet inexpensive methods of adver-
tising. The one referred to is freely
illustrated with cuts of the many pro-
ducts of the firm, and the "get up" is
altogether a fine recommendation for
their goods. From it the grocer can
readily select the lines particularly use-
ful for his trade.

CANADIAN EXHIBIT IN LONDON.

Mr. W. A. Burns, Deputy Exhibition
Commissioner, left Ottawa on Feb. 12th
for London, England, where he will re-
main for about a month on departmental
business. His work will be in connec-
tion with the Imperial Institute at South
Kensington, London, where the depart-
ment is placing an up-to-date exhibit of
Canada's natural wealth. A carload of
minerals, grains, grasses, etc., was
shipped away a few days ago, and Mr.
Burns will superintend the arrangement
of it in the space allotted to Canada.



Sixty Years of Popularity

COX'S GELATINE
should be used in every Canadian household, because:

- (1). It is **STRONG.**
- (2). It is **CLEAR.**
- (3). It is **PURE.**

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



**MAPLE SYRUP
MAPLE SUGAR**

Get the brands of Maple Syrup called "Stony Creek" and "Royal" firmly fixed in your mind. Kenney makes them, and also an excellent line of **MAPLE SUGAR**

Make it a point to ask your dealer for Kenney goods. For sale by

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard **Forbes Bros.**
Ottawa, Ont. Montreal, Que.

T. KENNEY & SON
Hallerton, Que. Manufacturers

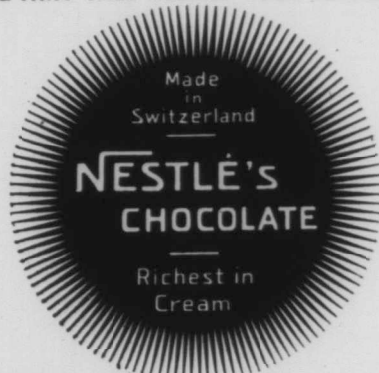
Cultivate your Biscuit trade by ordering
McLAUCHLAN'S
Cream Soda Biscuits
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

EPPS'S **GRATEFUL COMFORTING**

IN 1/4-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**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

It Will Pay You to Handle the Best
Shirriff's
Flavoring Essences
are all of that

IMPERIAL EXTRACT CO., - Toronto

WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking; these three should go hand in hand and when they do, then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.

THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

McDONALD & MURPHY, Saskatoon, Sask.
Plumbers, etc. January 16, 1905.

I received copy of **The Busy Man's Magazine** for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. **W. MURPHY.**

Send for Sample Copy

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

TOBACCOS, CIGARS AND ACCESSORIES

PUT LIFE INTO YOUR TOBACCO TRADE.

Tobacco sales are good, gradually and decidedly increasing each year; this year shows an increase on sales of the same season last year. There is little question that the use of tobacco has come to stay. The question for the grocer to ask himself is, "Am I getting my full share of the trade?" To judge from the small amount of interest taken by the average grocer in his tobacco department, it would not do for him to expect to materially increase his turnover on the lines he is going.

"Anything worth doing at all is worth doing well." If it is worth while running a tobacco department, then have a tobacco department in right down earnest; run it as up-to-date as your tea department. Set yourself to discover what are the lines in demand in your locality. Stock those lines, and find out all about them, the character of each, and the virtue of every one in particular. You will then be in a position to recommend the right brand to the right man. Get enthusiastic about your goods, be sure and have the best of its kind, believe in the goods yourself and your customer will soon believe the same, and catch on. The world approves of an earnest man in business, and there will be little difficulty in holding your trade if you know and believe in the goods you sell. If the grocer is indifferent to his tobacco goods, the customer will think the goods are indifferent, and the other fellow will get the trade.

Not only is there tobacco, but there are many accessories to it, all bearing good profit, and a demand all ready at your door. Have them nicely displayed in a good light, and marked in plain figures. Many a customer from time to time wishes to make a present to a friend, and a show like this will go a long way to make him decide.

Then, there are the women folks, constantly in and out of the store, they can often be induced to add the husband's tobacco to their weekly purchases, especially when the grocer's knowledge as to the most suitable is thrown in. Your tobacco opportunities are certainly great.

LIGHT COLORED CIGARS MAY BE SCARCE.

The U. S. Tobacco Journal in a recent issue says: "A possible benefit which may result to the retail trade from the leaf tobacco 'famine' is the mitigation of the craze for light-colored cigars. In a recent letter our Havana correspondent

stated that the American market does not seem to be so exacting any more as regards color, and more of the Colorado and Colorado maduro cigars are being shipped to this country than hitherto. Of course, this only applies to imported cigars, which form but a small, and to the average retailer an unimportant branch of the trade; but still it may have a bearing on the domestic clear Havana product, for when good leaf is so difficult to secure, manufacturers are likely to be less particular as regards color, and ultimately the public may be forced to accustom themselves as to dark cigars, for lack of choice.

"As the demand for light-colored cigars is, in the main, a fad, and one of comparatively recent origin, it may be that these conditions will bring about a revolution in public taste, and one for which the trade in general would be profoundly grateful."

AN IMPORTANT DECISION.

The case of Granda Hermanos y Ca. vs. Joseph Hoolahan was decided in favor of the defendant. Justice Tellier occupied the bench in the Superior Court, where the case was tried. Mr. Hoolahan ordered from the plaintiffs a quantity of cigars, and had given in payment his cheque for \$100. The cigar company did not, however, comply with one of the conditions of the sale, namely, to deliver the goods at a certain hour, and

for this reason the defendant told his bank not to cash the cheque. The Grandas Hermanos y Ca. then took action, which was dismissed with costs, the court's decision being, as stated, in favor of the defendant.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

There is a difference.

CLAY PIPES

made by us are the best in the world.
Specify them in your order.

D. McDOUGALL & CO., Glasgow, Scot.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

"Find my Methods in my Cigars."—*J. Bruce Payne.*

I naturally have a high opinion of the

Pebble and Pharaoh Cigars

because I know personally what they represent.

It would be unfair, perhaps, to ask you to form your opinion from my opinion. I ask you to form your opinion from the cigars themselves. If you are a smoker try one. If you are not a smoker get a friend to try one. No matter who the smoker is, he will find that there has been methodical care in the selection of the tobacco and directed skill in the handling of the tobacco—combining to form "perfect taste."

Now, cigars like **Pebble** and **Pharaoh** have a great many adherents. But I do not say to you stock up. I merely say order 1,000 on trial, selling the **Pebble** at 5c. and the **Pharaoh** at 10c. At the end of three months, I will take back, at invoice price, all of your order unsold. Isn't that a generous offer?

P.S. I have never had to take any of my cigars back yet, though the offer always stands good.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

Comparisons Make Sales For Us

Compare **T. & B.** with other Tobaccos from any standpoint. If you are a seller of

T. & B.

you will find that to remain such is your best policy.

If you are not a seller of **T. & B.**, but are looking for the most profitable lines of Tobacco, you cannot help being convinced that **T. & B.** is worth enquiring about.

Remember, **T. & B.** is no experiment. Remember, the name **T. & B.** is a household word with smokers. Remember, **T. & B.** is made by the highest Tobacco standard.

Enquire about **T. & B.**

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

Oakey's
The original and only Genuine
Preparation for Cleaning C
lery, 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.**

**VICTORY
DINNER RELISH**



is the sauce for
every dinner—
hot or cold, and
the sauce for
every Grocer,—
large or small.

Awarded 16 Medals.

**SPECIFY IT
IN YOUR NEXT
ORDER.**

**G. F. SUTTON,
SONS & CO.**
King's Cross
LONDON, ENGLAND



OUR SYSTEM IS ENTIRELY LEGAL

**Aluminum
Trade Checks**

HOW THE MERCHANT BENEFITS:—

He is saved the time, trouble and labor of writing out Due Bills, entering them in books and the purchase on back of Due Bills; the checks avoid all possibility of disputed accounts and the loss of customers' patronage as a result; avoid dishonesty on the part of customers—such as erasing items—as is sometimes the case when written Due Bill are used.

These checks are transferable, so many new customers are gained. Merchants all over the country can testify to this.

Write for list of retailers who are using our checks.

THE CRANSTON NOVELTY CO.

Advertising Novelties with Merit our Specialty
157 Bay St., - Toronto, Canada

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80). Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

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

ORIGIN OF THE "BREVA."

In 1797, when the original Cabanas opened his cigar factory in Havana, he packed his cigars intended for shipment to England, in cases, but before they were sent on shipboard they were pressed tightly together, exactly as they are pressed for packing, and from that custom originated the fashion of calling such cigars "brevas," that being the Spanish word for figs.

KEEP UP ASSORTMENT.

It is a bad plan for a dealer to get out of any line which he is handling regularly—no matter if it be for the purpose of reducing stock. When a retailer gets a trade on any certain line, he should always have some of the brand in stock. No matter what substitute he may offer when he is out of a smoker's favorite brand, the smoker is apt to go elsewhere and buy, and a customer may thereby be lost. It is saving at the spigot and wasting at the bung-hole.

"Duty first, pleasure afterwards," the custom house officer observed to the gentleman from abroad who had brought over with him a couple of boxes of cigars for his own personal smoking.

An amusing scene occurred the other day in a Falkirk grocer's shop. Early in the day a little boy came in for a pound of a certain article which had gone up in price, and the change passed over the counter with the parcel was accordingly a less amount than would have been in ordinary circumstances. A couple of hours after the transaction of the sale the boy came back, this time accompanied by his mother, who did not seem to be in the best of humor. She demanded to know what change the salesman gave to her boy, and on being told an amount by twopence less than she expected, she was quite taken aback, while the boy's face clearly showed signs of a victory. The mother stormed, and wanted to know why the boy was not told that the article purchased had gone up in price. The boy, she explained, had brought home the change all right, had been charged with losing part of it, had stoutly affirmed his innocence, but had nevertheless got a sound thrashing from the pater-familias!

ALL GROCERS SHOULD KNOW

that selling good cigars is profitable. Keep

HOGEN-MOGEN and ROYAL SPORT

5 CENTER

10 CENTER

and you are on the right track for steady, constantly increasing, profitable trade.

JUST ASK FOR OUR PLAN

THE SHERBROOKE CIGAR CO.,

SHERBROOKE, P.Q.

THE

The recent certain comp government t started tin pl ne which, if most importa industries, by manufactured on account o the canned g The Canad someinstruc leading man who are alr denation of

Would He

A represent Mfg. Co., To consumes a l and sheets, change was a og, as it did in the tariff. built up by and a duty put them ou which ease a advantage, se cerned, to a try, because which they r enhanced tha better advant into this cou the promoter prise desired order to help stock to buye by Governm undertaking.

Winnipeg

"Yes, you r ly opposed to on tin plates the Miller-Mc pez, when a "The impo plates would consumers of imposed it w Davidson, an of tinwa advancing th and this wou burner and ce I think I am that when I increase in tl and I certain free a duty

Oppositio

British Col the propo: use a duty free list last year are disposition of were ab manufactory representatio nly respo tation, develop comes up bei these quantit

THE PROPOSED TARIFF INCREASE ON TINPLATE

ITS EFFECT ON THE GROCERY TRADE

The recent movement on the part of certain company promoters to induce the government to increase the duty on imported tin plate to prohibitive basis, is one which, if successful, would have a most important bearing on the grocery industries, by reason of the many lines of manufactured tinware carried, and also on account of the enormous extent of the canned goods trade.

The Canadian Grocer has obtained some instructive information from the leading manufacturers of these goods, who are almost united in their condemnation of such measures.

Would Help Foreign Manufacture.

A representative of the Macdonald Mfg. Co., Toronto, an enterprise which consumes a large quantity of tin plates and sheets, said that the proposed change was a most drastic one, affecting, as it did, a large number of items in the tariff. Their industry has been built up by using free raw material, and a duty of 33 1/3 per cent. would put them out of business entirely, in which case a high duty would be of no advantage, so far as they were concerned, to a so-called tin plate industry, because the cost of the articles which they manufacture would be so enhanced that they could be made to better advantage abroad, and imported into this country. Their view was that the promoters of the tin plate enterprise desired to secure a duty solely in order to help them to unload their stock to buyers who could be influenced by Government recognition of their undertaking.

Winnipeg Jobber Opposes Duty.

"Yes, you may say that I am decidedly opposed to the imposition of any duty on tin plates," said Hyman Miller, of the Miller-Morse Hardware Co., Winnipeg, when asked his views.

"The imposition of a duty on tin plates would work a hardship on the consumers of the west. If a duty were imposed it would give McClary, Kemp, Davidson, and other large manufacturers of tinware a reasonable excuse for advancing the price of their products, and this would certainly be felt by every trader and consumer in Western Canada. I think I am voicing the feeling of the west when I say we are opposed to any increase in the present tariff as a whole, and I certainly think it inadvisable to place a duty on tin plates."

Opposition from British Columbia.

British Columbia is vitally interested in the proposal, again renewed, to impose a duty on tin plates, hitherto on the free list, writes our correspondent. Last year the same applicants who are now active, urged the imposition of a 33 1/3 per cent. duty, as they were about to establish a tin plate factory at Morrisburg, Ont. The representations from this province were mainly responsible for the defeat of the proposition, and the same opposition will develop when the matter again comes up before the House. The very large quantities of tin plate used in can-

making for the seventy or more canneries in British Columbia, are largely drawn from the Old Country markets and brought by cheap freight across the ocean direct to this port. Were it not for the fact that it is on the free list and that no long rail haul has to be encountered, the cost of tin plate would seriously affect the salmon industry. To put on a high duty such as is asked for would virtually create a monopoly for the concern which proposes to enter the tin plate industry.

"When this subject was on the tapis last year," said a Fraser River canner, "the canners strenuously opposed any duty being placed on tin plate, which forms a most important item in connection with the canning industry. Mr. Macpherson, M.P. for Vancouver, was heartily in accord with the canners, and owing to the representations made by him the object of the applicants for a duty was defeated. It appears, however, from subsequent developments that it was only 'scotched' and not killed, as the message from Ottawa shows.

Tin Can Manufacturer's Views.

W. C. Breckenridge, president and general manager of the Norton Manufacturing Company, Hamilton, one of the largest consumers of tin plates in Canada, is decidedly opposed to the proposed duty and states his position as follows:

"The proposal to put a duty of 33 1/3 per cent. ad valorem upon tin plate and sheets imported into Canada, lately submitted to the Tariff Commission, appears to us to be open to most serious objection from a number of views.

Seriously Affect Industries.

"First, because of the disturbance such a duty would work in a great variety of industries of which tin plate or packages of tin plate are a raw material. The packers of hermetically sealed food products—fruits, fish, vegetables and meats—the manufacturers of biscuits, baking powders, concentrated lye, paints, ground spices, coffee, starch, syrups and cereals would all be seriously affected by a duty which would inevitably and materially enhance the cost of the package in which their product is put into the consumer's hands. For example, the manufacture of the ordinary corn or pea can requires not two boxes, as the special pleaders for the duty lately alleged, but practically two and three-quarters boxes of 14x20 tin plates for every thousand packages. The making of tomato cans takes three and three-quarter boxes of plates per thousand cans. A duty of a dollar a box on plates would increase the first cost of these packages at least \$2.75 and \$3.75 per thousand respectively, or 3.3 and 4.5 cents per dozen cans. The first cost of the familiar square biscuit tins would be enhanced at least 1 2/3 or 2 cents per tin, of coffee tins, 3/4 cent each, and so on all through the list of cans and boxes, caddies and pails commonly made of tin plate. Furthermore, roofing materials, the stuff for eave troughs and conductors, the galvanized iron used for covering buildings and making tanks, and all manner of sheet steel products would be

increased in cost. New and grievously burdensome outlays would be imposed, in short, upon industries established under existing conditions, and well adjusted to them, in favor of a trade in which, as yet, there is not even one going concern.

Need of Industry Not Proven.

"Second, because of the lack of sufficient evidence that a tin plate industry is needed in the Dominion. That promoters have obtained favorable concessions from this or that municipality in respect of power does not prove the point, nor does their willingness to make plates at a third more than the price at which they can be brought over seas complete the case. Further, it is by no means clear that a market of but some hundred and fifty thousand tons per annum of tin plates, terne plates, black plates, and galvanized sheets, is any wise so broad that enough competition would develop, under a duty, to bring domestic selling prices down to the basis now established by the enormous producers of Britain and the United States. Hence, without other, as yet invisible support, the argument, from analogy, that American prices no longer being equal to foreign prices, plus freight, plus duty, falls flat to the ground. In all events, the American analogy is anything but reassuring, for domestic prices in New York are even now, after fourteen years of duty and with an estimated output of 600,000 tons of tin plates alone per annum, nearly fifty cents a box above the cost of foreign plates in bond.

Canada's Favorable Market.

"Third, because Canada, freight rates from producing points considered, is today the cheapest market for tin plates and sheets that can be found the world over. Both the English and American makers, keen to keep their mills busy, and willing to dispose of surplus over domestic needs at some concession, are in active competition for Canadian trade. They are making now, as they have both made for years, exceptional and persistent efforts, each to keep or better his hold. The consequence is that such material is sold in Canada, these days, at prices extraordinarily low.

Have to Import Labor.

"Fourth, because the proposal to impose a duty on tin plates is a proposal, on the one hand, to benefit persons who, if they have money to invest in exotic industries, can scarcely be said to need the country's help, and, on the other, to enable high wages to be paid to a few persons not now living in Canada and hardly to be considered as against the millions of Canadian consumers already here. For as the petitioners for the duty have themselves admitted, "the labor will have to be largely obtained from abroad." In other words, the Canadian workman or the Canadian householder is to be obliged to pay more, to the tune of a million dollars a year, for what he buys in tins or uses in the way of black, galvanized or lead coated sheets, simply that three or four hundred imported mechanics now in the United States or Wales may be drawing high wages down in Morrisburg."

SURPRISE SOAP

MAKES CHILD'S PLAY OF WASH DAY



YOU CAN USE Surprise Soap in hot water or cold water, by any method, or in any way. We recommend a trial the "Surprise" way without boiling or scalding the clothes. See the whiteness of the clothes. Note the easy work.

READ THE DIRECTIONS ON THE WRAPPER.

While Surprise Soap is the highest Grade of Laundry Soap, it is sold at the same price as ordinary Soap.

Made by
The St. Croix Soap Mfg. Co.,
St. Stephen, N.B.

Quota
The f
inserting q

Quotations for
etc are supplie
agents, who alor
accuracy.

Bak
Ammonia Pow
Bee" brand, 48
" " 27
" " 21
Cook's Friend—
Size 1, in 2 and 4
" 10, in 4 doz. 1
" 2, in 6 " "
" 12, in 6 " "
" 3, in 4 " "
Pound tins, 2 doz
12-oz. tins, " "
5-lb. " 1/2 "

W. H.
Diamond—
1-lb. tins, 2 doz. 1
1-lb. tins, 3 " "
1-lb. tins, 4 " "

IMPERIA

Cases.

4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.

JERSEY ORJ

Size, 5 doz. in c
" 4 " "
" 3 " "
" 2 " "

Ocean Baking Po

" "

Borax, 1/2 lb

Cornstarch

Freight pa

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "

" "



ROYAL

Size

Royal-Dime

" 1 lb.

" 8 oz.

" 1 lb.

" 12 oz.

" 1 lb.

" 3 lb.

" 5 lb.

Barrels—When 1

cent. discount

CLEVELAND

Size

Cleveland's—Dim

" 1 lb.

" 8 oz.

" 1 lb.

" 12 oz.

" 1 lb.

" 3 lb.

" 5 lb.

Barrels—When 1

cent. discount

VIENNA

1-lb. tins, 4 doz. 12

1-lb. tins, 4 doz. 12

1-lb. tins, 4 doz. 12

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "

" " " "



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.

Feb. 23, 1906.

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 |
| " " 27 10c. pkgs. " | ..... | 2 00 |
| " " 10 25c. pkgs. " | ..... | 1 75 |
| Cook's Friend— | | |
| Size 1, in 2 and 4 doz. boxes | ..... | \$2 40 |
| " 10, in 4 doz. boxes | ..... | 2 10 |
| " 2, in 6 " | ..... | 0 80 |
| " 12, in 6 " | ..... | 0 70 |
| " 3, in 4 " | ..... | 0 45 |
| Pound tins, 2 doz. in case | ..... | 3 00 |
| 12-oz. tins, " " | ..... | 2 40 |
| 5-lb. " " " | ..... | 14 00 |

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. | 8-oz. | 1 75 |
| 1-doz. | 12-oz. | 3 50 |
| 3-doz. | 12-oz. | 3 40 |
| 1-doz. | 2 1/2 lb. | 10 50 |
| 1-doz. | 5 lb. | 19 75 |

| | | |
|-----------------------------|-------|--------|
| JERSEY CREAM BAKING POWDER. | | |
| Size, 5 doz. in case | ..... | \$0 40 |
| " 4 " " " | ..... | 0 75 |
| " 3 " " " | ..... | 1 25 |
| " 2 " " " | ..... | 2 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, 1/2 lb. packages, 4 doz. | ..... | 0 40 |
| Cornstarch, 40 pkgs. in a case | ..... | 0 78 |
| Freight paid 5 p.c. 10 days. | | |

MAGIC BAKING POWDER.

| Cases. | Sizes. | Per doz. |
|--------|-----------|----------|
| 6 doz. | 5c. | \$0 40 |
| 4 " " | 4-oz. | 0 80 |
| 4 " " | 8 " " | 0 75 |
| 4 " " | 12 " " | 0 95 |
| 4 " " | 12 " " | 1 40 |
| 4 " " | 16 " " | 1 45 |
| 4 " " | 16 " " | 1 65 |
| 2 " " | 16 " " | 1 70 |
| 1 " " | 2 1/2 lb. | 4 10 |
| 1 " " | 5 oz. | 7 30 |
| 1 " " | 5 oz. | 7 30 |
| 1 " " | 12 " " | Per case |
| 1 " " | 16 " " | \$4 55 |

ROYAL BAKING POWDER.

| Sizes. | Per Doz. |
|------------|----------|
| Royal-Dime | \$ 0 95 |
| " 1 lb. | 1 40 |
| " 2 oz. | 1 95 |
| " 1/2 oz. | 2 55 |
| " 12 oz. | 3 85 |
| " 1 lb. | 4 90 |
| " 3 lb. | 13 60 |
| " 5 lb. | 22 35 |

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

| Sizes. | Per Doz. |
|------------------|----------|
| Cleveland's-Dime | \$ 0 93 |
| " 1 lb. | 1 33 |
| " 2 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 |

"KING" BAKING POWDER.

| | | |
|----------------------|-------|--------------|
| 16-oz. cases, 2 doz. | ..... | Dozen \$2 40 |
| 8-oz. " 4 " | ..... | 1 50 |
| 4-oz. " 4 " | ..... | 0 90 |

Lot 5 cases, freight paid.



EAGLE BAKING POWDER.

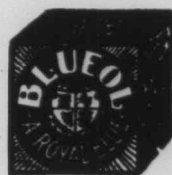
| Cases of 48-5c. tins | Per doz. |
|----------------------|----------|
| 48-5c. tins | \$0 45 |
| 34-35c. tins | 0 75 |
| 48-25c. tins | 1 25 |

T. KINNEAR & CO.

| | | |
|----------------------------|-------|--------|
| Crown Brand— | | |
| 1 lb. tins, 2 doz. in case | ..... | \$1 20 |
| 1 lb. " 2 " " | ..... | 0 80 |
| 1 lb. " 4 " " | ..... | 0 45 |

Blue.

| | | |
|---------------------------------------|-------|-----------|
| Keen's Oxford, per lb. | ..... | \$0 17 |
| In 10-box lots or case | ..... | 0 16 |
| Reckitt's Square Blue, 12-lb. box | ..... | 0 17 |
| Reckitt's Square Blue, 5 box lots | ..... | 0 16 |
| Gillett's Mammoth, 1/2 gross box | ..... | 2 00 |
| Nixey's "Cervus," in squares, per lb. | ..... | 0 16 |
| " " in bags, per gross | ..... | 1 25 |
| " " in pepper boxes, | ..... | 0 02 |
| according to size | ..... | 0 02 0 10 |



J. M. DOUGLAS & CO.—Laundry Blues.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each, per lb. 16c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb. 12c
"Sapphire"—14-lb. boxes, 1/2 lb. pkgs. per lb. 12c
"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 1/4 gross, 4 oz. | | |
| Reckitt's Zebr. paste, 1-gro. boxes, 10.20 | ..... | per gross. |

JAMES' DOM—BLACK LEAD.

| | |
|------------|--------|
| Per gross. | |
| 2a size | \$2 40 |
| 2a size | 1 50 |

AMERICAN PURE FOOD COMPANY.

| | |
|--|------|
| Borax "Queen." | |
| 0-oz. case, 4 doz. | 0 40 |
| 8-oz. " 4 " | 0 50 |
| Lot 7 cases, freight paid. | |
| Conditions—2 per cent. 10 days; net 30 days. | |

Cereals.

| | | |
|---------------------------------|-------|------|
| Wheat OS, 2-lb. pkgs., per pkg. | ..... | 0 08 |
| 7-lb. cotton bags, per bag. | ..... | 0 08 |

Chocolates and Cocoas.

THE OOWAN CO., LIMITED.

| | |
|---------------------------------------|-----------------|
| Cocoas— | |
| Hygienic, 1-lb. tins | per doz. \$6 75 |
| " " 1-lb. tins | " 3 50 |
| " " 1-lb. tins | " 2 00 |
| " " fancy tins, | " 0 85 |
| " " 5-lb. tins, for soda water | |
| fountains, restaurants, etc., per lb. | 0 50 |
| Perfection, 1-lb. tins, per doz. | 2 40 |
| Oocoa Essence, sweet, 1-lb. tins, | |
| doz. | 2 55 |

Chocolate—

| | | |
|----------------------------------|-------|--------|
| Queen's Dessert, 1/2's and 1/4's | ..... | \$0 40 |
| " " 6's | ..... | 0 42 |
| Mexican Vanilla, 1/2's and 1/4's | ..... | 3 35 |
| Royal Navy Rock, " " | ..... | 0 30 |
| Diamond, " " | ..... | 0 25 |
| " " 6's | ..... | 0 28 |

Ingredients for cake—

| | | |
|------------------------------------|-------|--------|
| Chocolate, pink, lemon color, lbs. | ..... | \$1 75 |
| Orange, white and almond, 1-lb. | ..... | 1 00 |

Confections—

| | | |
|-------------------------|-------|--------|
| 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— | | |
| Caracac, 1/2's, 6-lb. boxes | ..... | \$0 42 |
| Vanilla, 1/2's | ..... | 0 42 |
| "Gold Medal," sweet, 1/2's, 6-lb. boxes | ..... | 0 32 |
| Pure, unsweetened, 1/2's, 6-lb. boxes | ..... | 0 48 |
| Fry's "Diamond," 1/2's, 14-lb. boxes | ..... | 0 34 |
| Fry's "Monogram," 1/2's, 14-lb. boxes | ..... | 0 24 |

Cocoas—

| | | |
|---------------------------------------|-------|------|
| Concentrated, 1/2's, 1 doz. in box | ..... | 3 40 |
| " " 1-lb. | ..... | 4 50 |
| " " 1-lb. | ..... | 3 25 |
| Homeopathic, 1/2's, 14-lb. boxes | ..... |  |
| " " 1/2's, 12 lb. boxes | ..... |  |
| Epps's Cocoa, case of 14 lb., per lb. | ..... | 0 25 |
| Smaller quantities | ..... | 0 25 |

BENSCHER'S COCOA.

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

| | | |
|----------------------------|-------|----------------|
| 1 lb. tins, 4 doz. to case | ..... | per doz. \$ 90 |
| " " 2 " " " | ..... | 2 40 |
| " " 1 " " " | ..... | 4 75 |
| " " 1 " " " | ..... | 2 00 |

SUCHARD'S CHOCOLATE AND COCOA.

| | | |
|-----------------------------------|-------|----------------|
| Milka, 36's (36 tablets in a box) | ..... | Per box \$2 25 |
| " " 24's (24 tablets in a box) | ..... | 3 00 |
| Velma, 24's (24 tablets in a box) | ..... | 3 00 |

Milka Croquettes

| | | |
|------------------------------------|--------|-------|
| Per doz. | \$2 25 | |
| Per lb. | \$0 32 | |
| Economique, in 1/2 and 1-lb. cakes | ..... | 80 32 |
| Premium, unsweetened | ..... | 0 35 |

SUCHARD'S SOLUBLE COCOA.

| | | |
|------------------------------|-------|--------|
| 1 lb. tins (4 doz. in a box) | ..... | \$2 25 |
| 1 lb. tins (2 doz. in a box) | ..... | 4 20 |
| 1 lb. tins (1 doz. in a box) | ..... | 7 80 |

JOHN F. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



| | | |
|--|-------|----------------|
| Elite, 1/2's | ..... | Per lb. \$0 30 |
| 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 |
| " " Navy " 1/2's | ..... | 0 27 |
| " " Vanilla sticks, per gross | ..... | 1 00 |
| " " Diamond chocolate, 1/2's and 6's | ..... | 0 23 |
| " " Confectionery chocolate, 2-lb. to 0 31 | | |
| " " Sweet chocolate liquors, 20c. to 0 34 | | |

WALTER BAKER & CO., LIMITED.

| | | |
|---------------------------------------|-------|----------------|
| Premium No. 1 chocolate, 12-lb. boxes | ..... | Per lb. \$0 35 |
| Vanilla chocolate, 6-lb. boxes | ..... | 0 47 |
| German sweet, 6-lb. boxes | ..... | 0 25 |

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 a, per box | ..... | 3 00 |
| Soluble chocolate (hot or cold soda) | ..... | 0 42 |
| 1-lb. cans | ..... | 0 42 |
| Vanilla chocolate wafers, 48 to box, per box | ..... | 1 56 |

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEE CO.

| | |
|---|--|
| Canadian Branch 530 St. Paul St. Montreal. | |
| Breakfast cocoas— | |
| 12-lb. boxes, 5 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. 40c. | |
| 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. | ..... | 33c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. tins. | ..... | 34c. |

Premium chocolate—

| | | |
|--|-------|------|
| 6-lb. boxes, 12 boxes in case, 1-lb. pkgs. | ..... | 33c. |
| 12-lb. boxes, 6 boxes in case, 1-lb. pkgs. | ..... | 35c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. pkgs. | ..... | 35c. |
| 12-lb. boxes, 6 boxes in case, 1-lb. pkgs. | ..... | 35c. |

Medallion sweet chocolate—

| | | |
|--|-------|------|
| 3-lb. boxes, 24 boxes in case, 1-lb. pkgs. | ..... | 44c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. pkgs. | ..... | 44c. |

Milk chocolate—

| | | |
|--|-------|------|
| 3-lb. boxes, 24 boxes in case, 1-lb. pkgs. | ..... | 35c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. pkgs. | ..... | 35c. |

Vanilla sweet chocolate—

| | | |
|--|-------|------|
| 3-lb. boxes, 24 boxes in case, 1-lb. pkgs. | ..... | 33c. |
| 6-lb. boxes, 12 boxes in case, 1-lb. pkgs. | ..... | 33c. |

Tid-Bit chocolate—

| | | |
|--|-------|------|
| 3-lb. boxes, 12 boxes in case, 1-lb. pkgs. | ..... | 30c. |
| 12-lb. boxes, 6 boxes in case, 1-lb. pkgs. | ..... | 30c. |

Diamond sweet chocolate—

| | | |
|--|-------|------|
| 6-lb. boxes, 12 boxes 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.

| | | |
|------------------------------|-------|---------------------------|
| "Eagle" brand (4 doz.) | ..... | Cases. 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 |



TRUBO CONDENSED MILK & CANNING CO., LIMITED.

| | | |
|---|-------|--------|
| "Jersey" brand evaporated cream per case (4 doz.) | | \$4 65 |
| "Reindeer" brand per case | | |

Batger's

Purity in manufacture; nothing but the finest Kent County (England) strawberries being used. The fruit is whole and tastes as good as it looks. Put up in attractive, new style, square glass jars.

It will be easy to sell the first package. After that your customers will ask for Batger's. Shows you a nice profit and, what is more, gives satisfaction to your trade. Order from your jobber or

ROSE & LAFLAMME
MONTREAL

Strawberry Jam

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.

GRANULATED SUGAR *Extra Standard* A Strictly CANADIAN PRODUCT



*As Pure as the Purest
As Sweet as the Sweetest.*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.



Coupon Books-

For sale in Canada by The Limited, Toronto. C. File, Montreal. \$1, \$2, \$3, \$5, \$10 and

In lots of less than 100 books, 1 kind assorted.
100 to 500 books
100 to 1,000 books

Allison's Coupon

1 00 to \$3 00 books
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "



The Davidson & Hay

Fly Pad



Wilson's Fly Pads, in box \$3 per box, 33

RECK

COMMON TUMBLERS

Are You Supplied?

WRITE US FOR PRICES
ON ALL KINDS OF
TUMBLERS

GOWANS, KENT & CO.
TORONTO LIMITED

*We would like to ask
You, Our Grocery Friend,
a question.*

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and without suggestion or protest on your part, you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line.

It will pay you.

It has no equal as a trade-winner.

3 Dozen in a Case.

Sold by All Jobbers.

Write us.

J. H. WETHEY, Limited
ST. CATHARINES, CANADA

C & B

Preserved Ginger, Ginger Chips, Sweet Stem Ginger in 7-lb.

boxes, Plum Puddings, 1-lb., 2-lb., 3-lb. and 4-lb. tins.

C. E. Colson & Son

MONTREAL, Agents.

THE
CA

A V

VOL. XX.

RO

Is a S
With

Your sto
therefore

RO

Frank Ma

N

2-lb. tins—c
5 " "
10 " "
20 " "

Freight paid
stations east

ED

Front St. East
TORONTO, Ont.