

**PAGES
MISSING**

January 12, 1906

Wonderful
S
EAT

e particularly

your custo-
double them-

3 DOZ. TO A CASE

ice Meat

imited
ADA

in 7-lb.

tins.

on

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, JANUARY 19, 1906.

NO. 3.

The Trade are all handling

COLMAN'S No. 1 White RICE STARCH

Attractively put up in 

Pounds, Halves and Quarters

to sell at convenient and profitable figures

COLMAN'S STARCH is all Starch, no admixtures
all crystals, no dust or powder.

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

Just the time to sell Syrup—

"Crown"  Brand

TABLE SYRUP

is a line that will secure and hold the confidence of your trade. Nothing in the Syrup line shows you as steady and good a profit as "Crown" Brand Table Syrup. An order with any jobber will prove this to you.

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.

EDWARDSBURG STARCH CO., Limited

53 Front St. East,
TORONTO, Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

184 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.

Y. & S. SCUDDER AND
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. McIndoe
Selling Agent, 120 Church St., Toronto

Coughs Have Made

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

It is in constant and ever-increasing
demand.

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

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

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

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

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. MUSSON & CO.,	- - -	TORONTO
JOHN W. BICKLE & GREENING,	- - -	HAMILTON
GEO. H. GILLESPIE,	- - -	LONDON
JOSEPH CARMAN,	- - -	WINNIPEG

Half the Battle is Won

by going on to the fighting line with proper equipment. The boy with the old muzzle loader sometimes gets a bird but more often he loses from sheer waste of time in loading the gun. And his powder horn gets damp, flint lock won't work, ramrod sticks.

Are you wasting time and energy by arguing over "quality" that you're not quite sure of? What's gained—how many customers lost? Half the battle is won by "quality." There's no better time to equip than right now.

Felix & Co.'s Italian Macaroni

Made in the cleanest of factories, by the cleanest of people and made as you would have your own wife make it—with conscientious goodness from start to finish.

Only the finest selected wheat is ever used by Felix & Company.

"Equip" with it.

"Thistle" Brand Maple Syrup

A real true "Simon-pure" Maple Syrup from Maple Sugar that comes from the best Sugar Maple Groves in the country.

Have you ever been to a "sugaring"? Then this Maple Syrup will carry you right straight back to your "Maple days" again.

In pints, quarts, gallons, or in bulk.

ARTHUR P. TIPPET & CO., Agents

8 Place Royale,

Montreal

20 1/2 Front St. East, Toronto

Manufacturers' Agents and Brokers' Directory

BRANDON, MAN.

GROCERIES FOR THE WEST

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

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

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

Wilson Commission Co., Limited
Brandon, Man.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD

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

EXPORTER of Cheese, Butter and Canned Goods.

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

Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE
HALIFAX, N.S.

Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN

Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556

Norman D. McPhie

Broker and Commission Merchant

OFFICE, 58 KING ST. E.

HAMILTON, ONT.

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

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

ST. JOHN'S, N.F.

THOMAS B. CLIFT

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

ST. JOHN'S, N.F.

A warm welcome extended to all Heads of Depart-
ments and Commercial Travellers
from foreign countries.

TORONTO.

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents.

Established 1885.

C. E. KYLE

Wholesale Grocery Broker and
Manufacturers' Agent

27 Front St. E., Toronto

Highest references. Commissions Solicited.

W. G. Patrick & Co.

Manufacturers' Agents

and

Importers

29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.

Limited

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

Correspondence solicited. Address all com-
munications to our head office.

26 Front St. East, Toronto

CURRANTS

ON SPOT.

W. H. MILLMAN & SONS

Grocery Brokers

TORONTO

POTATOES

Let 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

WINNIPEG.

CALGARY STORAGE

In a new brick block centrally located

Dingle & Stewart

Winnipeg, Man. - Calgary, Alta.

COMMISSION BROKERS.

JOSEPH CARMAN

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

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Open for good Canned Goods Agency Correspondence
Solicited.

STUART WATSON

Manufacturers' Agent and Whole-
sale 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

CALGARY.

Solid brick and stone Wholesale Warehouse
to let in Calgary, on Stephen Avenue, just about
completed. Two stories and basement 100x25,
cement cellar, steam heated, electric elevator,
truck facilities at back, and driveway at side.
Wired for electricity and piped for gas. Rent
\$200.00 per month on lease. Apply to

GEO. T. YOUNG,

52-3

Box 623, CALGARY, P. O.

EXPERIENCED ADVERTISEMENT WRITERS

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

*Quality
is Remembered
long after
Price is Forgotten*

CEYLON Tea Talks

No. 7

The features of a really good tea are of course consequent upon all constituent parts being properly proportioned and equally balanced. The fact, however, remains that lack of care in the handling and treatment of the leaf, after plucking, will greatly deteriorate its value.

The manufacture of Ceylon Tea is conducted on the most approved methods.

The handling is reduced to a minimum.

Perfect cleanliness rules throughout the entire process.

The old-fashioned hand procedure with its consequent unsanitary results is completely obliterated.

(To be continued)

Remember !

CEYLON TEA — Perfectly clean — Free, absolutely, from
extraneous coloring matter.

(Green and Black)

DES

ar of my celebrated
Potatoes
station.

NAH

Toronto

ORAGE

entrally located

ewart

Calgary, Alta.

OKERS.

RMAN

and Manufacturers
Wholesale Brokers

ns 722 and 723

Man.

Correspondence
Solicited.

ATSON

nt and Whole-
n Broker.

Man.

pondence Solicited.

ur business to this
OUNTRY
account to our
PAGE.

ublished over 12 years

m & Co.

mission Merchants
SITABA

MPSON

nd Commission
nt

- WINNIPEG, MAN.

CAPSTAN."

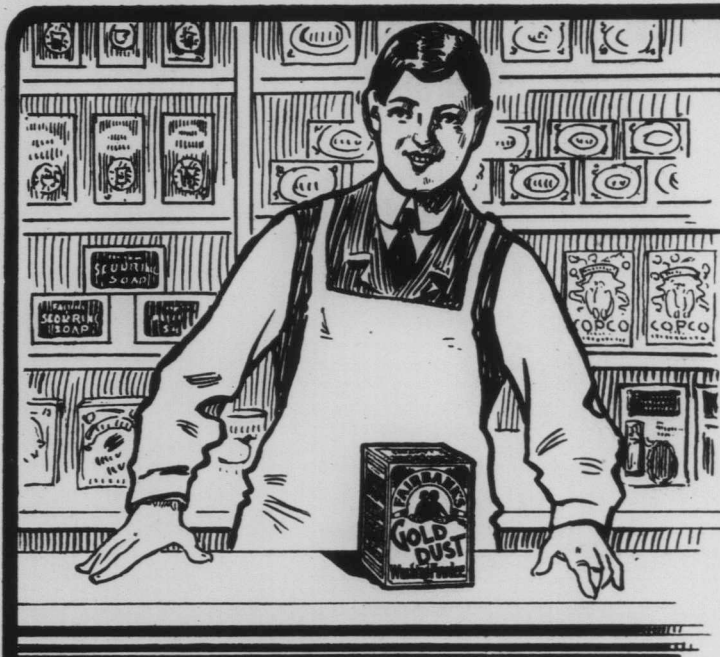
spondence solicited

olesale Warehouse
Avenue, just about
basement 100 x 25,
d, electric elevator,
d driveway at side.
iped for gas. Rent
s. Apply to

NG,
CALGARY, P. O.

MENT WRITERS

n are requested to
he MacLean Pub-
ices. Inquiries are
icturers and whole-
e establishing their



The Man Behind the Counter

is the one we recognize. We want the co-operation of the retail clerks throughout the country in extending and increasing the sale of the great Fairbank specialties:

- Gold Dust Washing Powder
- Fairy Soap, Copco Soap
- Fairbank's Glycerine-Tar Soap
- Fairbank's Scouring Soap
- Fairbank's Sanitary Soap

We are willing and anxious to acknowledge the service they can render us by rewarding them in direct proportion to the interest they display in pushing these goods. Our method of rewarding is "The Fairbank Plan," which is a system of couponing our specialties in such a manner that the coupons can be easily removed when the goods are sold, and giving for these coupons useful articles, the best that money can buy. Our whole aim is to give the clerks the best value we can secure.

The products embraced in "The Fairbank Plan" are easily sold because they are the best value and give the greatest satisfaction to the consumer. They increase the trade of the store and "The Fairbank Plan" rewards the dealer or his clerks for selling them.

Send for a copy of "The Fairbank Plan" illustrated premium list. It will pay you.

THE N. K. FAIRBANK COMPANY
MONTREAL, CANADA



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

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

This space \$30 per year.

DAVID SCOTT & CO. Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections a 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 & Schipmanns,** Commission Agents and Merchants.

This space \$15 per year

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

"ENTERPRISE" PAYS

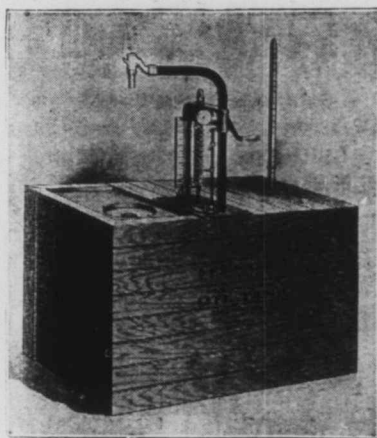
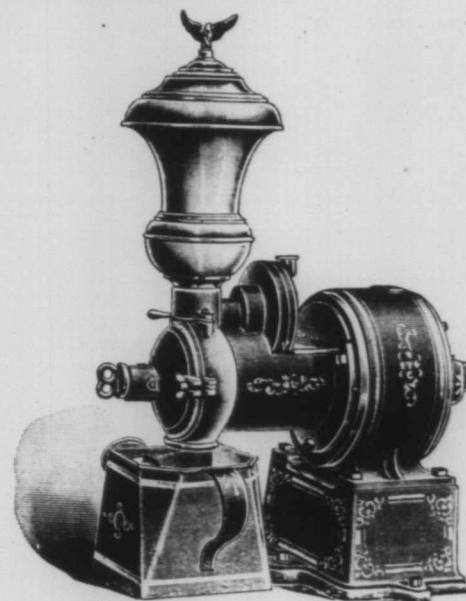
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is Enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: :: :: :: ::

The illustration shows our mill No. 83 fitted with $\frac{1}{4}$ H.P. motor, furnished for either direct or alternating current. It is 30 inches high, 22 inches long, 14 inches wide and weighs 115 pounds.

The nickel-plated hopper has a capacity of 4 pounds of coffee. It will granulate 1 pound of coffee a minute or pulverize $\frac{1}{4}$ pound a minute. Each machine is equipped with pulverizing grinders and can be regulated for fine or coarse grinding while running.

We will be pleased to send prices and practical suggestions; also our catalogue showing complete line of Mills, Food Choppers and other "Enterprise" grocers' specialties.

THE ENTERPRISE MFG. CO. OF PA.,
PHILADELPHIA.



FIRST FLOOR OUTFIT

OIL ECONOMY VERSUS OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over measure, by loss of time and labor—It's all dead loss.

THE BOWSER SELF MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE—ASK FOR OUR NEW CATALOG "B."

S. F. BOWSER & CO.
530 WEST FRONT ST., - TORONTO, ONT.

AGENCIES WANTED

We wish to represent manufacturers and provision dealers in Manitoba, Saskatchewan and Alberta. We have well established sales agents in every important town. At Winnipeg we have first-class warehouse accommodation. Interested parties are referred to The Eastern Townships Bank of Canada.

CANADIAN CO-OPERATIVE CO., Limited
Box 559 WINNIPEG, MANITOBA
Capital \$250,000.

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

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.

inter

eration of
nding and
es:

ip

he service
proportion
ods. Our
which is a
anner that
ds are sold,
e best that
clerks the

easily sold
tion to the
Fairbank

premium

ICKES & CO.,
2, EASTON ST., LON.
TREET, LIVERPOOL.
as made in Canned
Vegetables. Consign-
ment solicited.

EKER & CO.
Hotel Chambers,
Garden,
- ENGLAND
representatives and
Fruit Co.,
U.S.A.
LIES,
CANNED FRUITS
ulate.
and Lieber's.

D & CO.,
LIVERPOOL,
kinds of CANADIAN
references. Wide
), 4th and 5th ed.,
Lieber's Codes. T. A.

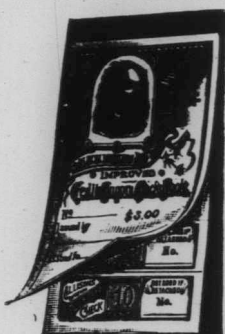
KELL & CO.
ANTS, LIVERPOOL,
f Spare Ribs, Hooks,
lid outlet for all kinds
Best prices—prompt
Established 1883.

ondon, Eng

TEY.
We buy outright

W. P. KAUFMANN
19 Gaer Howell Street, TORONTO
Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



The Nibble of a Mouse

will eventually consume the biggest cheese, and the loss of pennies, nickels, dimes and dollars, if it don't "bust" the biggest business, will reduce the profit to an alarming extent. And you're bound to lose more or less if you do a credit business, and depend on ledger balances taken from the day-book. Throw out your day-books and other time-wasting devices, and adopt the modern Allison Coupon System.

IF A MAN WANTS CREDIT

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

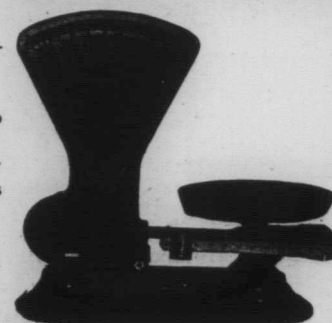
For Sale in Canada by

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

ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices throughout the Civilized World

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

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

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and 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.

**100
CANDLE
POWER**



**1/2¢
PER
HOUR**

AUER GASOLENE LAMP

Gives more light than

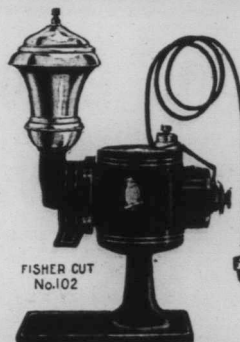
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

Catalog and discounts on request.

AUER LIGHT CO., 1691 Notre Dame Street, **MONTREAL**

ELECTRIC POWER COFFEE MILLS



FISHER CUT No.102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

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

Write us for Prices.

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



"WALKER BINS"

"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.

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

SALES

on, Ont.

S

The Civilized World U.S.A.

Financial condition and be defined as of the getting information no justify its claim as an and connections have sons throughout the

ble wholesale, jobbing business corporations. dependence invited.

NTREAL, QUE. BONTTO, ONT.

E MILLS

one of the de- ag.

4 H.P. Motor, t or Alternating

lb. of Coffee a

lb. of Coffee a

r Prices.

- TORONTO

ires."

r Bin Fixtures

lating changes cery Fixtures." pplication.

TURE CO.

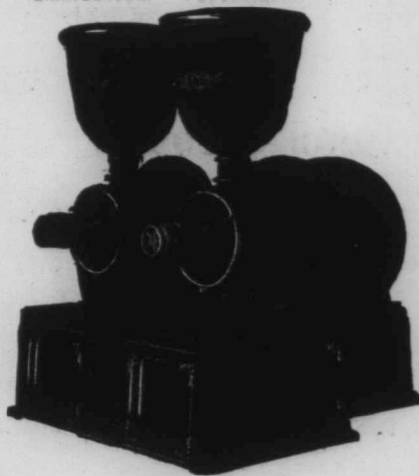
B.O. NTREAL, P.Q.

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

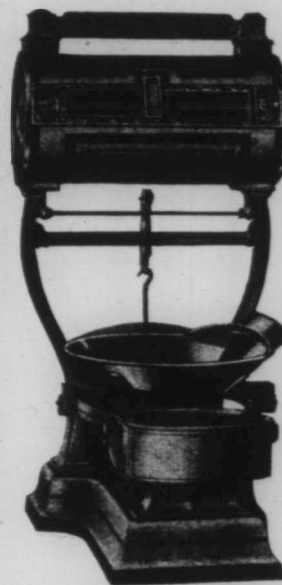
No. 65
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.
GRINDING CAPACITY.
Granulating 2 pounds per minute. Pulverizing 1/2 pound per minute.
Capacity of Iron Hoppers, 5 lbs. of Coffee.

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.

A MARVEL THE LATEST DEVELOPMENT IN SCALEDOM.



No. 88 Boston Junior

Seven pounds capacity, and the value of each half ounce is shown in plain figures. Whenever demonstrated it is simply **Captivating the Grocers.** For butter, tea and groceries in general it is unexcelled, and is creating a great demand for itself. **Ask to see it.**

Prices range 5c. to 80c. per pound. Its simplicity of operation is a marvel to those who have seen it, and as it is

ABSOLUTELY AUTOMATIC

in its operation, it saves much time and requires no weights or poises to weigh or compute to its full capacity.

Send your card to any district office or local agent, or direct to

THE COMPUTING SCALE CO.
OF CANADA, LIMITED
164 King Street West, TORONTO

and we shall be glad to explain any feature of this scale on which you may wish information. **INVESTIGATE!**

curved 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 100000

\$2000 Lost

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.

Tear off here and mail to us today

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

Name _____
Address _____
No. of men _____

Guarding the health of your customers

is not only the duty of the **family doctor** but also the duty of the **family grocer**.

To sell **Tea** is part of every grocer's business, but to sell teas that are known to be so full of **tannin** as to play havoc with a customer's nerves is both wrong and **poor business**.

Of all Teas those of **JAPAN** are the freest from objectionable elements and are the **healthiest, purest** and safest to drink.

Educate your customers to use the Best, to use

JAPAN TEAS



ECONOMY

is successfully combined with high quality in

PATERSON'S WORCESTER SAUCE

It sells for less than other high-grade sauces. That is one of the reasons it is so popular with prudent housekeepers.

ROSE & LAFLAMME,
Agents, Montreal.



"KLAUS'S" IMPROVED SWISS MILK CHOCOLATE

Is the best of all Swiss Milk Chocolate. Acknowledged to be the most delicious and wholesome. Manufactured with the finest cocoa, pure sugar and milk, retaining its entire quantity of cream. It is bound to be asked for more than ever this year, as it is held in high repute by everybody. It also possesses great nourishing qualities for invalids and children. Shows a nice profit to you and is a good seller.

Don't Be Without It.

Agents for Canada :
ROSE & LAFLAMME, Montreal



MOREW
GAS-HE

with Ho

Write for putting c
n

T
Cole Street

Keep

Having be
sections of this
mail and wire
largest concern
information w

SMI

BUY

Sta

COT TWI

Cotton Lin
and much l

Fe

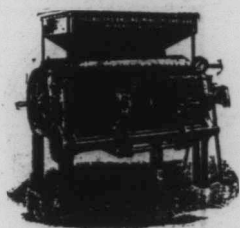
See that you

TRADI

Every
success
should

"Comm
(The

The cost
scription, in
Moreover,
advertise wi
rules.



**MOREWOOD'S PATENT
GAS-HEATED ROASTER**
with Hot-Air Gas Blast.

Write for particulars before
putting down any other
machine.

Machinery for the preparation of
**TEA, COFFEE, COCOA, CHICORY,
PATENT FOODS, FRUIT, ETC.**

PATENT GAS-HEATED ROASTERS, INTERNAL OR
EXTERNAL FLAME. IMPROVED ROASTER. FOR
USE WHERE GAS IS NOT AVAILABLE, FOR COKE,
WOOD, STRAW, ETC., FUEL. COOLERS. FANS.

**PATENT AUTOMATIC TEA MILLING, BLENDING,
SIFTING AND PACKING MACHINERY.**

**QUICK MIXERS FOR BAKING POWDER, COFFEE
AND CHICORY, SPICES, ETC. STEEL AND STONE
MILLS. FRUIT CLEANING AND DRESSING MACHIN-
ERY.**

The GROCERS' ENGINEERING CO.

Cole Street, Swan Street (Late WAYWOOD-TUPHOLME LTD.)
LONDON, S.E., ENGLAND

Illustrated Catalogue
Mailed (Post) Free.

Keep Posted on Sugar

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, No. 138 Front Street, NEW YORK.

BUY

Star Brand

**COTTON
CLOTHES
LINES**

- AND -

**COTTON
TWINE**

Cotton Lines are as cheap as Sisal or Manila
and much better.

For sale by all Wholesale Dealers
See that you get them.

TRADE WITH ENGLAND

Every Canadian who wishes to trade
successfully with the Old Country
should read

"Commercial Intelligence"

(The address is 185 Fleet St.,
London, England)

The cost is only 6c. per week. (Annual sub-
scription, including postage, \$4.80).
Moreover, regular subscribers are allowed to
advertise without charge in the paper. See the
rules.

THE PEOPLE OF
JAMAICA

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

**KINGSTON
"GLENER"**

might bring inquiries. Better
write for rates to

i. G. STEWART, Halifax.

To Manufacturers' Agents

THE CANADIAN GROCER has en-
quiries from time to time from manu-
facturers and others wanting repre-
sentatives in the leading business
centres here and abroad.

Firms or individuals open for
agencies in Canada or abroad may
have their names and addresses
placed on a Special list kept for the
information of enquirers in our vari-
ous offices throughout Canada and
in Great Britain without charge.

Address, **BUSINESS MANAGER,**
CANADIAN GROCER,
Montreal and Toronto.

**IT'S
HOLBROOK'S**



"THEN WE

KNOW IT'S

GOOD"

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

GENUINE Worcestershire
IMPORTED SAUCE.

LISTEN!

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

YOU SELL IT TOO.



\$1000 Reward

Recent investigations have disclosed the fact that unscrupulous handlers of flour are endeavoring to take advantage of the great popularity of Ogilvie's "ROYAL HOUSEHOLD" Flour by refilling, with cheap, inferior flour, the bags and barrels bearing the Ogilvie Brand, and selling it as the genuine article. In order to bring the guilty parties to justice we offer the following reward:

The Ogilvie Flour Mills Co., Limited, will pay one thousand dollars (\$1,000.00) for such evidence as will result in the conviction of any person, persons, firms or corporations who may be refilling their bags or barrels with flour of other manufacture and selling the same as flour manufactured by the Ogilvie Flour Mills Co., Limited.

The Ogilvie Flour Mills Co.

Montreal

Limited





"The firm behind the label" is an English trader's expression, and a good one. Solomon says: "A good name is better than great riches." H. O. Havemeyer put that into modern phrase when he testified: "A good trade-mark is worth one million dollars."

DO YOU consider "the firm behind the label" when buying your **Canned Goods**?

If not, isn't it important that you should?

The **CANADIAN CANNERS, Limited**, are the **largest packers** of Canned **Fruits** and **Vegetables** in the world. They **have a great reputation** to maintain. They are **sparing no expense** in material or labor to send out the very highest quality of Canned Goods.

QUALITY IS GUARANTEED

Remember, a guarantee is more or less valuable, according to the reputation of the guarantor.

Remember, "the firm behind the label," and order only brands such as "**Canada First**," "**Little Chief**," "**Log Cabin**," "**Horseshoe**," "**Auto**," "**Lynnvalley**," "**Maple Leaf**," "**Kent**," "**Lion**," "**Thistle**," "**Grand River**," etc., etc.



"The Brand



of Quality"

We can now offer the trade the following:

APPLE JELLY IN CUPS AND JARS

A Limited Quantity of "Gallon Apples."

APPLE BUTTER IN JARS AND PAILS

Prepared Pumpkin, "Threes," the Pure Thing

and Tomato Catsup in Tins and Bottles

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

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

THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO, CANADA

STERLING

Brand

PICKLES

and

RELISHES

Determined to supply the best custom of the community, the grocer will always carry a good stock of Sterling Brand goods. There's no doubting the splendid satisfaction they give customers.

**ALL LEADING JOBBERS
SELL STERLING GOODS.**

**The T. A. LYTLE CO., Limited
TORONTO, Can.**

**A SUCCESSFUL NEW YEAR
DEPENDS
ON CAREFUL BUYING**

**The MILK and CREAM to
buy in 1906 is**



Sweetened



Unsweetened

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

Condor Coffee
Without an equal
at 30c.

E. D.

Va

D

QUEBEC

Condor Coffee
without an equal
at 30c.

MADAM HUOT'S COFFEE

Old Crow Coffee
The Finest
at 25c.

THE GEM OF ALL

A Good Stock of Teas to Select from

2710	Pkgs. of Japan Teas, all kinds, leaf nibbs, siftings and fannings	from	6c. to 42½c.
1725	Pkgs. of Gunpowder Teas; Moyune and Ping Suey; Pea Leaf, Imperial, etc.....	from	10½c. to 45c.
549	Pkgs. of Young Hyson Teas; Moyune and Ping Suey; Sifted Leaf, firsts and Sow Mee, etc., from		10½c. to 45c.
345	Pkgs. Ceylon and Indian Green Teas, natural and fancy-finished leaf	from	12½c. to 22½c.
432	Pkgs. China Black Teas of all descriptions; half-chests and boxes	from	12½c. to 40c.
795	Pkgs. Ceylon and Indian Black Teas; specialty of fine flavory kinds	from	12½c. to 50c.
6556	total		

All bought when the market was at its lowest, and I will sell them right.

Ask for samples, it pays!

E. D. MARCEAU, - - Montreal

Valencia Raisins

Tarragona Almonds

Sicily Filberts

Cleaned Currants

Consignments on spot and to arrive. Lowest Prices.

D. RATTRAY & SONS

IMPORT AND EXPORT AGENTS

QUEBEC

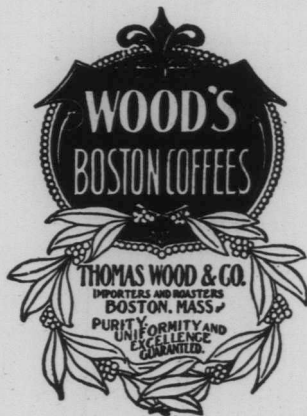
Montreal

OTTAWA

25-Cent Japan Tea

Are you looking for the finest value in Japan Tea that can be bought in Canada to-day to retail at 25 cents? We have it—at 18½ cents—that could not be sold (if bought on to-day's market) at less than 20 cents. If this interests you write Also a nice sweet drawing Gunpowder in Caddies, at 11 cents. And exceptional values in low priced Ceylon and India Teas. We are headquarters for tea values.

W. H. GILLARD & CO., HAMILTON,
Wholesale Grocers, Tea and Coffee Importers.



DON'T RUN RISKS

These are days of pure food and pure drink. Medical experts are on the watch to see that external surroundings are kept clean and wholesome. The Grocer has his share in maintaining the public health—an important one, too. Look out for so-called "Scientific" substitutes for old-time wholesome beverages. Nature's laboratory is trustworthy and good enough. Insist on **Purity** as the first requisite, and as found in

WOOD'S COFFEES

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

IMPERIAL
CREAM TARTAR
BAKING POWDER
PUREST, STRONGEST, BEST.
Contains no Alum, Ammonia, Lime, Phosphates, or any injurious.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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

THE LATEST

WHITE'S
Worcestershire Sauce

PINT BOTTLES

The Largest 10-cent Sauce
in the Market

TRY A SAMPLE ORDER

Warren Bros. & Co.

Wholesale Grocers
Toronto

With c
farmers
twenty-n
Eastern
opened i
boro, at
uary 10.
Among
associati
the conv
ing: D.
J. R. I
Gallaghe
Newboro
Levi Pat
ton, Wel
denning,
ville; M
Coo, Lo
Brockvill
tawa.
Mayor
morning
tion he
the dair
in Peter
one.

THE

Preside
nual add
isfactory
ests. He
to meet
Peterbor
of this i
on behalf
for the
us.

"With
I might
regate
1905 has
certainly
about th
formerly,
beaten a

"Our c
the seas
estimate
at the c
boxes, w
es, value

"Our
were 573
ed stock
so we m
ages, va

"The 1
with the
about \$1

"In th
has been
and this
for butte
consumin
ery butt
sumption
packages

ANNUAL MEETING OF EASTERN ONTARIO DAIRYMEN'S ASSOCIATION.

With over two hundred representative farmers and dairymen in attendance the twenty-ninth annual convention of the Eastern Ontario Dairymen's Association opened in the Grand Opera House, Peterboro, at ten o'clock Wednesday, January 10.

Among the prominent officials of the association and speakers present when the convention opened were the following: D. Derbyshire, M.P., Brockville; J. R. Dargavel, M.P.P., Elgin; L. L. Gallagher, Wilton; J. H. Singleton, Newboro; Wm. Eager, Morrisburg; Levi Patton, Brockville; James Whittton, Wellman's Corners; Henry Glendenning, Manilla; R. G. Murphy, Brockville; Morden Bird, Stirling; Wm. C. Coe, London, Ont.; H. G. Somerville, Brockville, and J. H. Grisdale, of Ottawa.

Mayor Best acted as chairman at the morning session. In opening the convention he extended a hearty welcome to the dairymen and hoped that their stay in Peterboro would be a most enjoyable one.

THE PRESIDENT'S ADDRESS

President Derbyshire delivered his annual address, which referred to the satisfactory condition of the dairy interests. He said: "It is a great pleasure to meet the enterprising citizens of Peterboro, and especially the dairymen of this important section, and I desire, on behalf of our directors, to thank you for the very cordial reception extended us.

"With reference to the dairy industry, I might point out that both in the aggregate production and returns realized, 1905 has been the banner year. It is certainly very gratifying that we made about the same quantity of cheese as formerly, and our butter production has beaten all previous records.

Cheese Exports.

"Our cheese exports from Montreal for the season just closed were 2,121,101. I estimate the cheese on hand in Canada at the close of navigation at 450,000 boxes, which would make 2,600,000 boxes, valued at \$22,000,000.

Butter Exports.

"Our butter exports from Montreal were 573,449 packages, and the estimated stock in Canada is 125,000 packages, so we made in the season 700,000 packages, valued at \$9,000,000.

Bacon Exports.

"The bacon trade, so closely allied with the dairy industry, amounted to about \$15,000,000.

"In the above estimates, no account has been taken of our home markets, and this must be looked into, especially for butter, for our Canadian people are consuming large quantities of fine creamery butter each year. Our home consumption in 1905 was about 3,500,000 packages.

A Big Increase.

"You will be glad to know that we received about \$10,000,000 more in 1905 than in 1904 for cheese, butter and bacon. It will be noticed that our dairymen produced (excluding condensed milk, milk for our cities, towns, etc.), cheese valued at \$22,000,000; butter, \$8,000,000; bacon, \$15,000,000; and the home consumption was \$50,000,000, or a grand total of \$95,000,000. We are sending our goods not only to the mother country, but to the Orient and Japan as well, and in increasing quantities each year.

"We are also making advancement. Our factories are being improved and some really first-class ones are being erected, and our makers are becoming better educated. A large number and better qualified instructors have been employed, and doing very satisfactory work. This has been made possible by the liberality of our Provincial Department of Agriculture. We had twenty-six instructors besides our chief instructor, and they have all done good work—visiting, giving instructions and attending meetings—so we have given better service to our factories than in any previous year.

Refrigerator Service.

"Our goods have been finer and more uniform than ever before. Our Dominion Department of Agriculture has rendered splendid assistance by giving us regular refrigerator service, not only on cars to Montreal, but on the steamships from Montreal to the British market, and employed inspectors at Montreal and the different English ports to examine our goods and report weekly to our dairy commissioner at Ottawa the temperature of our goods on arrival at destination. This has been of great importance to dairymen, for the goods were never before delivered to their ultimate market in as fine condition. We want this refrigerator service enlarged and improved, as well as our transport facilities, so our goods the coming season may be landed in perfect condition.

Care in Handling.

"The watching of our goods arriving at Montreal, as well as the different ports on the other side, is working well, for they do not now lie around on the docks, but are quickly taken care of. The erection of two large warehouses at the Surrey Commercial Dock, fitted up with cold storage at London, is of great importance. Our goods are taken from the ships and immediately placed in these warehouses. Bristol is coming to the front with new docks, and other ports will have to do the same or lose the trade. So you see the result is we have finer goods and had them delivered in better condition, thus receiving better prices and increased demand. With the improvement of trade in every line, and high prices assured, we should do very much better in 1906, and I ask for your hearty co-operation in building up the dairy industry.

"While we have had such a splendid season, I think this would be a good time to urge all makers to attend our dairy school at Kingston, which has been greatly enlarged and improved, with a competent staff in charge, where the latest and best instruction is given. I would like to urge all factories to join our syndicate system and assist us to make a uniform high quality of goods."

MR. WHITLEY'S ADDRESS.

At the conclusion of his address Mr. Derbyshire introduced Mr. C. F. Whitley of the Dominion Department of Agriculture, Ottawa, who gave an interesting address on "The Improvement of Dairy Herds." He commenced by saying that there was great room for improvement of the dairy herds of Canada and it was for this reason that the Department of Agriculture had undertaken the work of taking a "cow census," as it was called for want of a better name. He referred to the systematic manner in agriculture, especially dairying, as carried on in Denmark. A hearty spirit of co-operation was prevalent among the farmers of that country. The butter production of each cow in Denmark had been increased by thirty to fifty pounds per year by systematic testing. Mr. Whitley, in concluding, referred to the greatness of the Canadian dairy industry and urged on his auditors the necessity of them making this business the greatest of its kind in the world.

Thursday's session was probably one of the most interesting of the gathering. The attendance was large and the interest manifested of the most lively character. It was cheesemakers' day, and in consequence the discussions were from the viewpoint of that trade. Addresses were delivered by Prof. Dean, of Guelph, Prof. Ruddick, of Ottawa, A. W. Woodard and A. J. Hodgson, of Montreal.

PROF. DEAN'S ADDRESS.

Prof. Dean, of Guelph, opened his remarks in a happy vein. The speaker had been assigned no particular topic for his address, and though his remarks covered a considerable latitude, he turned his attention largely to the question of cheese and butter making, which he discussed from several viewpoints.

Good cows, being the foundation of successful cheese or butter making, were, therefore, the prime essential to be considered. The position which the speaker took on this question was that the men who are selling pure-bred dairy stock must be compelled to produce an authentic record of the animals. What we need in this country in dairy cattle is not so much the fancy physical points as the cows with the "power to perform."

The Feeding Question.

Prof. Dean next turned his attention to the question of the most desirable

varieties of fodder. The results of several interesting experiments were cited by the speaker.

"Are we going to continue paying every man the same amount for 100 pounds of milk, regardless of the quality?" asked the speaker, in discussing the question of proper milk tests. While, as a class, the cheesemakers were competent men, there was still considerable inefficiency. He was convinced that inside the next five years a much higher standard of efficiency would be required. In his opinion, the maker who used the least acid was the most expert. He thought that some means would be devised whereby the percentage of curd moisture may be accurately determined.

That a mistake was being made in the present methods of butter manufacture was the speaker's conviction. It should be, in his opinion, manufactured as quickly after it was milked as possible.

The relative returns from milk in its manufacture into cheese and butter were next considered, and the conclusion reached was that the cheese was slightly more profitable, if the by-products were not considered. Taking these into the computation, a difference of one cent per hundred pounds in favor of butter was the result.

MR. J. A. RUDDICK'S ADDRESS.

Mr. J. A. Ruddick, Dairy Commissioner, of Ottawa, was next introduced. He spoke upon "The needs of the dairy industry."

Much had been said in recent years of the necessity for better dairy buildings. He regretfully admitted that the Canadian dairy buildings of our country were, on the average, the poorest in the world. The construction of curing-rooms was next discussed. The speaker was convinced that the cool-curing systems were most desirable.

Diagrams illustrating suggestions for curing-room construction were explained by the speaker. The air space has been abandoned in all modern cold storage buildings, and in its place has been substituted a filling of shavings. The space between the walls should be lined with damp-proof paper.

The erection of central storage warehouses was, in Prof. Ruddick's opinion, somewhat impracticable. The proposal was widely discussed, but the increased cost entailed in the handling of cheese would be too great for the successful working out of this system. A system which had engaged his attention was the erection of a receiving station at Montreal, where auction sales might be held daily. There was certainly much room for improvement in the present system of disposal of the cheese.

Probably the most important feature of the meeting on Friday was the presentation of the report of the committee appointed to secure information as to the advisability of licensing cheese and butter factories. It was as follows:

"We, the committee appointed by your association to gather information and report upon the advisability of licensing cheese factories and creameries in the Province of Ontario beg leave to report that in our opinion, while the dairymen of Ontario may not yet be prepared for such a measure, we believe that a thorough measure of sanitary inspection of cheese and butter factories and dairies is in the interests of the dairymen of

Ontario absolutely necessary, and this association would most respectfully petition the Government of Ontario to provide such legislation as may be required to insure our cheese factories, creameries, and dairies being kept in a clean and sanitary condition, with a pure water supply.

"J. R. Dargavel,
"H. Glendenning,
"R. G. Murphy,
"Committee."

Mr. Dargavel, commenting upon the provisions of the resolution, very strongly urged the necessity of placing sanitary inspection under government control. He felt that no local effort would be effective; what was required was a thorough and unbiased inspection.

The resolution was passed unanimously.

J. W. MITCHELL, B.A.

Mr. J. W. Mitchell, B.A., superintendent of the Dairy School, Kingston, was the first speaker at the morning session. He gave a most interesting talk upon "Creamery butter making."

While we fell off slightly in our exports of cheese last year, this was more than compensated for in the butter industry. He gave some statistics which, when analyzed, are of a most gratifying character. Speaking with regard to the butter industry, he said that our total exports of butter last year had aggregated almost 8,000,000 lbs., the total production being 48,000,000 lbs. The exports of 1905 had exceeded by 80,000 packages those of 1904, and by 225,000 packages those of 1903. The price conditions had been equally satisfactory, 3½ cents per pound being the average increase over 1904. The prices in the two respective years had been 21½ cents and 18 cents per pound.

As an illustration of the progress made, the speaker instanced the case of twelve creameries in Eastern Ontario, of which the output had been in 1905, 1,280,000 pounds, which represented an increase of 300,000 pounds over that of the previous year.

Mr. Mitchell next turned his attention to a discussion of the best methods to employ in order to secure an improvement in the quality of the butter. He urged the necessity of cleanliness.

He advocated the use of the acid-meter test. Its simplicity and general excellence made its use desirable. The quality of the cream in recent years has shown a decided improvement over that which formerly prevailed.

The better results now being obtained in the butter industry the speaker attributed to the present prompt shipment from Montreal. He advised the pasteurization of cream in the Winter months.

Mr. A. W. Woodard.

Mr. A. W. Woodard, official referee, Montreal, gave one of the most interesting talks of the morning. His principal theme was the best conditions for the cure of cheese. A source of considerable trouble was the fact that in many instances the boxes in which cheese is shipped are frequently too low, the result being that the cheese, when packed on top of each other in the warehouse or on board ship, frequently became disfigured before their arrival in England. We can make, Mr. Woodard asserted, as

good butter in Canada as in any other country in the world.

The speaker next dealt briefly with the loss entailed through defective or "under-grade" cheese. There were last year 154,000 boxes under first grade. The greatest loss in this respect was in the hot weather of July and August, when 45 per cent. of the defective cheese had been "acid" and sour, and of these, 20 per cent. had been third grade. The loss from this was entirely to the cheese maker. If it could be arranged that a fair proportion of this loss would fall upon the patrons, the result, he felt, would be beneficial.

Other speakers present covered much the same ground as those mentioned. The proceedings were enlivened from time to time by a deal of animated questioning on the part of the audience.

The convention reached a conclusion on Friday afternoon, after what may, without exaggeration, be classed as the most important gathering in its history. From the viewpoints of the milk producer, the manufacturer and the exporter alike, was the convention a decided success, and that it will prove pregnant with results is an assured fact. Every possible aspect of the dairy industry has been discussed intelligently and minutely. The speakers have included the foremost men in the dairying industry in the Dominion, and the views and principles enunciated in the course of the discussion abounded with suggestions which can scarcely fail to result in improved conditions in all departments of dairying.

The election of officers took place before the meeting closed. Mr. Derbyshire was re-elected president amid much enthusiasm. He wanted to retire and allow Mr. Dargavel to step up to the position, but the convention would not hear of it. The officers elected for 1906 are: President, D. Derbyshire, M.P., Brockville; first vice-president, John R. Dargavel, M.P.P., Elgin; second vice-president, G. G. Pūblow, Kingston; third vice-president, T. B. Carlow, Warkworth; fourth vice-president, J. H. Singleton, Newboro.

Directors—Ed. Kidd, North Gower; William Eager, Morrisburg; Levi Patton, Brockville; James Whitton, Wellman's Corners; Alex. Hume, Menie; Henry Glendenning, Manilla; hon. director, T. D. Young, Central Smith; secretary, R. G. Murphy, Brockville; treasurer, John R. Dargavel; auditors, Morden Bird, Stirling; F. W. Brenton, Belleville.

MONTREAL BROKER MARRIED.

Mr. C. Fairall Fisher, who has been connected with Mr. J. W. Windsor, Montreal, for some seventeen years, journeyed "down to the sounding sea" on Wednesday, 10th inst., and Charlotte-town, P. E. I., was the scene on the 11th inst. of the marriage of Mr. Fisher to Miss Alberta Smith, daughter of Mr. and Mrs. Richard Smith, of that city. After the ceremony Mr. and Mrs. Fisher left for the balmy orange grooves of Florida, where amidst sunny skies and waving palms the honeymoon will be spent. On their return the young couple will take up their residence in St. Lambert. The Grocer wishes "bon voyage" through life.

"The la
greatest
mercial li
says Ken
modern b
this growt
than in th
present w
small cou
both to sl

These m
industrial
movement
It is the
Western l
plished it.
ties—adapt
tation. G
secret of n
ity to get
get there
good in bu
stores hav
growing ne
wants.

Wana

Such a n
owner of t
the early
along these
at 6.30 and
on Saturda
closed at 1
selling pric
asking pric
hagbling of
price was :

Wages we
the making
dom paid
fortnightly
groceries, c
manufacture
only two th
ideas and 1

Wanamake
make swee
shall give
on the con
we shall st
not have th
ly we are w
sold and rel

He and th
ed these nev
mand higher
planning an
ness we sha
than they h
try to elimi
as well as
shall give th
prices possib

Create

They naile
their early e
new colors i
created a ne
sumption, e
making them
tor. They

POINTERS FOR THE INDUSTRIOUS CLERK.

AMERICA LEADS THE WORLD IN ART OF SELLING.

By Delia Austrian, in Workers' Magazine.

"The last few years have shown the greatest strides in industrial and commercial life the world ever has known," says Kendall Banning, an authority on modern business methods. "Nowhere is this growth and prosperity more evident than in the large retail stores. They represent wonderful achievements over the small country store where people went both to shop and gossip."

These merchants all declare that this industrial advancement lies in the improvement of modern business methods. It is the ingenuity that exists in the Western Hemisphere that has accomplished it. This includes the two qualities—adaptability and the power of imitation. General Early once said: "The secret of military success lies in an ability to get there with the most men and get there first." This same fact holds good in business. Many owners of great stores have been pioneers—they saw the growing needs and set out to satisfy the wants.

Wanamaker Pioneer of Reform.

Such a man was John Wanamaker, the owner of the first large retail stores. In the early '60s business was conducted along these lines: Men began to work at 6.30 and continued until 7.30, except on Saturday nights, when the stores closed at 11.30. There was no settled selling prices for goods; there was an asking price and the most persistent haggling often took place until some price was agreed upon.

Wages were as unstable as prices. In the making of clothes wages were seldom paid to the working people. The fortnightly payments usually came in groceries, coal, and orders on which the manufacturer had his percentage. The only two things that were plentiful were ideas and plans.

Wanamaker was the first merchant to make sweeping reforms. He said: "We shall give cash payment to workpeople on the completion of their work, and we shall shorten their hours. We shall not have two prices—only one—and lastly we are willing to take back anything sold and return the money."

He and the other retailers who adopted these new ideas said: "Our times demand higher business standards. In the planning and systematizing of our business we shall aim to do things better than they have ever been done. We shall try to eliminate error; work to please as well as to market our wares. We shall give the best goods at the lowest prices possible."

Create New Business System.

They nailed up flags with the stars of their early experiences and the stripes of new colors in business practice. They created a new system, thus helping consumption, economic distribution, and making themselves an educational factor. They knew that they benefited

people by treating people courteously before they reach the store, giving them helpful information in a form respectful to their reason. They were bettering economic distribution by reducing prices without reducing qualities. They were making themselves an educational factor by the confidence they were winning from customers and by cultivating the popular taste.

Good Leader Seeks Good Followers.

The successful merchant not only sees new conditions and knows how to meet them but he gathers men about him who also have these talents. For a fountain cannot rise higher than its source, and a leader to be successful needs good followers.

Said one of the managers in one of Chicago's largest stores: "The successful business man makes a still hunt for men possessing the powers of initiation and adaptability. I do not want men working for me to whom I must say, 'Now do this and then do that.' I am looking for men who can carry out ideas and improve on the ones I suggest. To be sure they must be systematic, but must have the judgment necessary to distinguish the essential from the non-essential. They must recognize the due proportion of things along with the size.

"I want as head of my departments men who can see when our employes need training in business methods and will organize such schools. I want men who, when they see how the comforts of our patrons are being slighted, will better the conditions."

But the power to meet conditions is as important to the successful business man as that of initiation. Each day the managers or the heads of departments, and even the clerks, have problems to solve and they must be solved quickly and with judgment. This is true when the powers of people are tested.

The experiences and ideals of our successful retail houses are not the accomplishment of chance, but of superior intelligence and ingenuity—the power to foresee conditions, and to solve problems in a hurry.

MIND YOUR OWN BUSINESS.

Common as this expression—"Mind your own business"—has become, there are still many persons who do not seem to know how to apply the principle which it suggests to the most ordinary affairs of life. To mind your own business means that you must cease prying into other persons' affairs, but that is not its only meaning. You may not be a busybody, and yet be one of those individuals who do not mind their own more important lesson, a far more suggestive warning.

It is one of the rarest things in the world to meet a man who is really cap-

able of attending exclusively to his own affairs; a man who can do the work that he is told to do without bothering his superiors with worthless suggestions or worrying himself into a state of utter dissatisfaction with the world because some other individual receives a larger salary than he does.

The successful worker is the man who does not keep the question of wage continuously in mind. If he is employed to perform a stipulated task he goes about it as if that was the only object in life for him, and he finally succeeds in finishing it properly. The man who is always thinking about the small price that he is to be paid for his work is almost certain to make a botch of it. The man who is fearful that he will give his employer too much time and labor in return for the wage he receives, too often ends in cheating the man who hires him by giving him inferior workmanship. The successful man is the man who doesn't spend his time thinking about his wages. If he has made a bad bargain in accepting the terms of remuneration that were offered him he simply makes the best of it until he can find an opportunity to better himself. He does not spend the hours in which he is supposed to be at work moping about and kicking because his pay is no larger. He does the very best work that he is capable of performing just as long as he remains in that position, and his reward, eventually and inevitably, comes.

Having an opportunity to talk with one of these "successful men" a few days ago, I took advantage of the opportunity to ask him how he had succeeded in obtaining a position that brought him such a princely salary, and he promptly told me that he had no doubt but that he owed his success entirely to his method of attending to details.

"When I came to work for this firm it was as an office boy," he said. "My father had taught me that no work could be 'done' until it had been properly done. As the result I made up my mind that I would do all my work properly, and I tried to live up to that mark. My wages were three dollars a week then, but that did not trouble me. When I was told to do anything I did it just as carefully as I could do it, and if the result did not suit me I did it over again. Some of the work was very distasteful to me, for I had been brought up in a nice home and did not know how unpleasant some menial tasks could be until I went to work, but I did not worry my employers with any complaints. If I was told to wash the windows, or clean up some kind of a dirty mess, I took pains that those windows, or that floor, should be so clean that everybody would notice it, and, by-and-by, I didn't have to do such things any more, and I haven't done them since."

This is the story of one man's experience, but it is applicable to every one of us, for any man who will mind his own business and mind it properly may comfort himself with the assurance that his reward is sure to come.

GOOD ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

CRITICISM OF McHENRY'S NEWSPAPER ADVERTISING

Seven newspaper advertisements come for review from McHenry's, Brockville, the work of J. H. Saffney. Two of the best are reproduced.

There is a certain similarity between McHenry's advertising and that of T. A. Rowat & Co., London, whose work was reviewed in this department some weeks ago.

The chief difference is that McHenry's ads are more distinctive in design but less distinctive in composition.

Mr. Saffney is a facile writer, but sometimes he is rather effusive. There is an instance of this in the ad headed

If from McHenry's its good.

GOOD

G
R
O
C
E
R
I
E
S

Navel Oranges, large, sweet and juicy, 40c doz.	Healthy Sour Lemons 20c doz.
---	------------------------------

Are what every housekeeper wants. At the same time the economical buyer insists on low prices. It is easy to get good groceries at some stores and low prices at others, but it is not often you find both at the same store as you do at McHenry's.

Lawrie Bacon.....17c lb.	Fearman's Hams.....16c lb.
Mathew's Bacon.....17c lb.	Red Brand Lard.....15c lb.
Mathews' Pure Lard.....12½c lb.	

Have a look in our east window for
TEA BARGAINS.

McHENRY'S

"Lunch Tongue." When dealing with concrete particulars Mr. Saffney writes clearly and forcefully.

I think it would be better if the street address, etc., appeared in McHenry's ads. I think the points I brought out in last week's talk when discussing special sales announcements might apply here too.

The phrase, "If From McHenry's it's Good," is attractive, and serves to fix the name upon the mind. Of course the phrase is not original, nor is it in substance confined to one grocer.

The "Good Groceries" ad here shown is irregular in makeup, and in that respect scores a point. The reader's eye is attracted by the horizontal and vertical arrangement intermixed. But the ad could not be called a balanced one. There is an excess of detail in the lower portion.

"Lunch Tongue" ad is neatly set and spaced, and the panel work is appropriately conceived. The introduction to the ad proper is overdone considering the size of the total space. This ad is distinguished from the other six in that the designation "R. C. McHenry & Co." is to be found at the close. In the other ads there is just "McHenry's."

"Christmas Groceries and Candies" shows careful preparation and a good conception of arrangement. The typography is chaste and every word stands out clearly. Mr. Saffney appears to be at his best when tied down to details.

"Tea Bargains" is too solid. The general talk about tea could easily be omitted and the space thereby gained be used to lead the matter. The items themselves are businesslike.

In "Where to Secure Pure Wines and Liquors" Mr. Saffney starts to paint a picture and then leaves it. Statements are made, arguments are advanced, but the ad is not "particular." "McHenry's" should have been worked in after the reader was led on to believe in reliability, etc. It was an error somewhat similar to this that I pointed out in Rowat's advertising. Writers should never allow sentences to get ahead of them.

A neat design is employed in the "Easy Buying" ad and no doubt in the newspaper it was attractive. The chief fault of the ad is a paucity of details. "New figs," etc., should have been set in black-face type.

Mr. Saffney fares better in "Tea" than in "Tea Bargains." He gives more facts and fewer explanations, as it were.

McHenry is an enterprising advertiser and his attitude on publicity matters is to be commended. He evidently has confidence in the efficacy of the press, for in many instances he gives as much as fifty lines to a single theme—tea, wine, lunch tongue, etc.

McHenry's advertising is poignant and persistent in tone. But to know one of the ads. is to know them all. McHenry's ads are different from others

but virtually they are all alike themselves.

There is always the same prolix reasoning, appeals along the line of general necessity, and more or less unsubdued ostentation. The heart-to-heart talk is missing where one would expect it, and, strange as it may seem, little is left to the reader's perception.

Mr. Saffney writes too much from the manufacturer's viewpoint. He forgets he is not called upon to deal with elementary principles. The fact that people drink tea is always assumed; the suitability of lunch tongue for "quick lunches" is understood. It is the maker's duty to educate the public. The retailer merely supplies their needs.

Because a grocer sells more bulk than packet tea is no reason why he should

LUNCH TONGUE

If it's from McHenry's it's Good.

Company drops in—unexpectedly—cook's out of sorts—no one to send to the store—happy thought—the lunch tongue in the pantry. If you could only think of these things, how much worry we could save. Lunch tongues can be served as they come from the can. Remove the white skin, cut lengthwise into slices, arrange nicely on a dish and serve either plain or with vinaigrette sauce, or with potato salad.

Temporarily priced, 40c tin.

R. C. McHENRY & CO.

expend money advertising the former. Other grocers are apt to get some of the benefits.

Neither is it necessary that a retail ad should be breasted up on what might be called abstract argument. There is no space so cheap that it is not valuable, and the public are usually more inclined to read "particulars."

As briefly noted elsewhere, McHenry's ads are strongly designed. In that respect they will do good service. In this department I have said enough about type and the art preservative for



RISI

ANOTHER DAMN
using liquid stove polish
Remember, RISI!

most grocers t
time that "any s

Ad-writing, al
thing, though th
people who think
millionaire is cre
"any person can
takes a man of s
tisement." The c
ly-too strongly-
statements ought
piler of the store
sity of going slo

It is a good
critic in ad-writi
pigeon-hole your
One often sees t
standpoint after
four hours. The
does noble service

Just here I mi
that advertisers s
in duplicate and
possible. A com
gestion will help
cising and repro

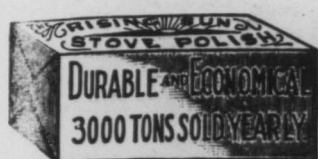
NO CHANGE IN

The boards of it
won their conten
dian Manufacture
ing the proposed
freight schedule
old rule 2.

NOW

JAM

WORKS



THE WELLKNOWN
AND RELIABLE
CAKE.

SUN PASTE

STOVE POLISH

TINS

GUARANTEED
TO
THE TRADE

ANOTHER DAMAGE SUIT—Dangerous liquid stove polish brings more trouble to dealers. The daily papers report the filing of a suit in Nashua, N. H., against the U. K. Fease Co. of that city, by Miss Miamie E. Cunningham, also of Nashua, who alleges that she was severely burned while using liquid stove polish which she claims to have purchased at the store of the defendants. It exploded with the usual results. Remember, **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are now and always have been absolutely safe under all circumstances.

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

most grocers to understand by this time that "any style" will not do.

Ad-writing, also, is not an easy thing, though there are a number of people who think it is. An American millionaire is credited with saying that "any person can write a book, but it takes a man of skill to write an advertisement." The case is here put strongly—too strongly—but even such strong statements ought to impress every compiler of the store news with the necessity of going slowly but surely.

It is a good rule to be your own critic in ad-writing. Whenever possible pigeon-hole your ads for a few days. One often sees things from a different standpoint after the lapse of twenty-four hours. The blue pencil sometimes does noble service.

Just here I might make the request that advertisers send in their specimens in duplicate and in the best condition possible. A compliance with this suggestion will help in the work of criticizing and reproducing.

A. A. B.

NO CHANGE IN MIXED CARLOTS.

The boards of trades of the west have won their contention against the Canadian Manufacturers' Association, touching the proposed revision of the carload freight schedule and the restoration of old rule 2.

Secretary Patterson, of the Calgary Board of Trade, has received a communication from the Railway Commission, in which it was stated that the schedule could not be changed, except perhaps in some minor instances that would not interfere with the existing scheme of freight transportation in Canada.

The complaint against the carload schedule arises in the small towns which desire to trade directly with the manufacturers and ignore the recognized distributing centres. The same rate is not made on a car of mixed merchandise such as hardware and sugar, as on a car of sugar under the present schedule.

Few retailers can handle a full car of sugar, but it would be possible for a grocery representative, a hardware drummer and a shoeman to travel over a given territory and sell directly to retailers, giving them a very cheap rate on a full car of mixed stock. Therefore, the Manufacturers' Association urged the railroads to make the same rate on full cars of mixed goods as for full cars of single lines.

The boards of trade, all over the west especially, resisted this motion on the theory that recognized distributing centres for wholesale were an absolute necessity to the trade of the Dominion and a recognized factor in commerce, and this new classification would result in infinite confusion.

USEFUL YEAR BOOK.

"Surety Sayings" is the title of a convenient red cloth-bound year book, issued by the United States Fidelity & Guaranty Company, of Baltimore, Md., for which A. E. Kirkpatrick is Canadian manager with office at 6 Colborne street, Toronto. The book provides a blank page for every day of the year at the top of which appears a quotation, each quotation makes a pointed allusion to the surety business. Occasionally a cartoon is inserted with the same object. The book is about as clever a production in its line as could be imagined.

TARIFF POLICY IN P. E. I.

They have a perfectly clear and intelligible tariff policy in Prince Edward Island. They are not divided into the farmers' class or the manufacturers' class. They ask for higher duties on the staple products of the Island, so as to ward off undue competition by the United States, and lower duties where the consumer has to import.

The Tariff Commission was invited to consider lower duties generally for the farmers' benefit, but not to forget higher duties on starch, oatmeal, corn, cornmeal and pork.

This policy is sometimes called protection, but the Islanders are wise in giving it no name, leaving the Government to accede to their wishes, while describing it as free trade, tariff reform, adequate protection, or anything suited to the occasion.

NOW'S THE TIME

to sort up your stock of

JAMES' DOME BLACK LEAD

The demand for this Stove Polish is greater than ever.

WORKS WELL

PAYS WELL

SELLS WELL

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

JAVARICE

SACKS, 224 LBS.

ASK FOR SAMPLE AND PRICE

THOMAS KINNEAR & CO.

Wholesale Grocers

TORONTO and PETERBORO



UPTON'S

**Orange
Marmalade,
Jams
and
Jellies**

have the call for the very
good reason that they
are made right and
taste right.

THE
T. UPTON CO.
LIMITED.



**Monthly Account
Binder.**

"We are more than pleased with it. It saves us a very great deal of work and worry. We would not go back to the old way for a great deal more than the System cost us."

The above testimonial is from F. J. & C. G. Hamilton, Port Credit, about our Monthly Account System which they adopted some time ago. It speaks for itself.

Write Us for Information.

The Rolla L. Crain Co.
LIMITED
OTTAWA, Canada

TORONTO OFFICE	-	18 Toronto St.
MONTREAL OFFICE	-	74 Alliance Bldg.
ST. JOHN, N.B.	-	Schofield Bros.
WINNIPEG, MAN.	-	Sylvester-Willson Bldg.
VANCOUVER, B.C.	-	White & Bindon

Mention this Paper.

NEW COMPANIES INCORPORATED.

Provincial charter has been granted to McLaren's, Limited, to manufacture, prepare, grind and roast, buy, sell, and deal in coffees, spices, baking powders, flavoring extracts, jelly powders and other goods and articles, the head office of the company to be at the city of Hamilton. The share capital of the company to be two hundred thousand dollars, divided into two thousand shares of one hundred dollars each. The provisional directors of the company to be William Humphrey McLaren, John Inglis McLaren, Robert Murray McCheyne Moneur and Campbell Leckie.

Provincial charter has been granted to the Couch & Schneider Company, Limited, to carry on the business of a general merchant. The share capital of the company to be forty thousand dollars divided into four hundred shares of one hundred dollars each, the head office of the company to be at the town of Mitchell and the provisional directors of the company to be Richard Thomas Couch, John Benjamin Schneider and John Chappel.

A SERIOUS FAILURE.

On Thursday evening, the 4th inst., F. M. Scott, former merchant and dairyman, assigned to J. K. Dowsley. The failure is a big one and affects the whole district. F. M. Scott had several farm properties, four cheese factories and a butcher shop and butter factory in Prescott. He has been operating the lot since last Spring and did a big business with the farmers of the south ends of both Edwardsburg and Augusta townships. He purchased practically all the farmers' milk for the butter factory, paying about \$2 a ton more than the cheese factories. All the farmers who patronized him are out two months' milk and some few are out more, having received checks for previous months which they neglected to cash. It is a severe blow to most of them and will have a general effect on business.

It is estimated that the liabilities will amount to about \$40,000. The assets consist of four cheese factories, four farm properties, the Prescott stock and cattle. The Traders' Bank hold mortgages on one farm and on two or three factories, and there are lien notes on a good part of the machinery in the factories. The ordinary creditors are numerous and the farmers' claims alone will run up to about \$11,000. It is thought the estate may pay ten cents on the dollar.

MO

LUC

Jar

O

Write 1
Price L

MOLASSES TRADE—

If you have been selling poor goods during the past year

Turn Over a New Leaf

Buy our "Barbados Special" in hf. bbls. or 3-lb. tins, and you will gain trade.

LUCAS, STEELE & BRISTOL, Wholesale Grocers, Hamilton

STOCK TAKING

We have finished our annual stock taking, and have placed a large list of short lines of stock in the hands of our travellers to sell at specially reduced prices.

If you are looking for snaps or leaders, see their lists.

If they don't call on you write or call us up by phone.

James Turner & Co., Hamilton, Ont.

OIL.

How ESSENTIAL to get a **PURE OIL**

How VALUABLE to have a **PURE OIL**

How PROFITABLE to sell **Suaut & Co.'s**

Write for Price Lists to

J. RUSSELL MURRAY
6 St. Sacramento St., MONTREAL.

Sole Canadian Representative of Messrs. Mengert, Gagnoli & Co.,
Nice, Barri, Lucca.

KEEP UP TO DATE AND HANDLE

RED FEATHER

SPICES

ABSOLUTELY PURE. THE FINEST QUALITY MADE.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO

BUSINESS CHANGES.

John Keefer, baker, Merlin, Ont., sold out.

J. L. Weber, baker, Montreal, Que., dissolved.

L. R. Belanger, grocer, Montreal, Que., assets sold.

Regal Cigar Co., Toronto, Ont., sold to S. L. Stein.

E. Leonard, grocer, Montreal, Que., has compromised.

Daragon & Picard, bakers, Montreal, Que., have registered.

E. Leonard, grocer, Montreal, Que., offering compromise.

Prout & Cheyne, tobacconists, Winnipeg, Man., dissolved.

Joseph Sauviat, general merchant, L'Islet, Que., assets sold.

M. J. Lavoie, general merchant, St. Anaclet, Que., assets sold.

Charles Young, tobacconist, Brockville, Ont., has assigned.

David Purdie, general merchant, Malvern, Ont., has sold out.

J. H. Elgie, general merchant, Dawn Mills, Ont., has sold out.

Nap. Bouthillier, grocer, Montreal, Quebec, assets to be sold.

R. W. Dryden, grocer, Moncton, N.B., sold out to E. Schurman.

Joseph Morand, grocer, Valleyfield, Que., demand of assignment.

Wm. J. Dodds, grocer, Caledon, Ont., has assigned to Wm. Rutledge.

J. W. Meloche, general merchant, St. Denis, Que., assets to be sold.

Perkins & Rands, general merchants, Lavenham, Man., dissolved.

Meloche & Co., general merchants, Thurso, Que., assets to be sold.

Louis J. Phaneuf, grocer, Montreal, Que., offering business for sale.

Sylvanus Wray, grocer, London, Ont., has sold out to Alfred Wray.

D. Ducharme, grocer and hardware dealer, Magog, Que., has assigned.

A. Desjardins, grocer and baker, St. Therese, Que., offering compromise.

Sauve & Huneault, bakers, St. Anne De Bellevue, Que., have registered.

(Est. of) F. G. Casey, general merchant, Balcarres, Sask., stock sold.

Chas. Choquette, general merchant, Village Richelieu, Que., has assigned.

H. W. Legare, general merchant, Labelle, Que., has consented to assign.

William White, tobacconist, Blind River, Ont., business advertised for sale.

B. Margolius, general merchant, Somerset, Man., has sold out to L. Goldstein.

Emery Lalonde, general merchant,

The Brook, Ont., has offered to compromise.

G. Berube, general merchant, St. Pamphile, Que., V. E. Paradis appointed curator.

Fairfield & Co., general merchants, Rockland, Ont., stock sold at 67c. on the dollar.

Foulston Bros., general merchants, Birnie, Man., compromised at 75c. on the dollar.

McKerley & Co., grocers and confectioners, Montreal, Que., have dissolved partnership.

Frs. Bois, general merchant, St. Louis De Ha Ha Station, Que., has assigned to V. E. Paradis.

Jas. F. Atkinson, general merchant, McLeod's Mills, N.B., has sold out to S. E. Vaughan & Co.

Joseph M. Murray, tobacconist and fruiter, Port Colborne, Ont., has assigned to Henry Allan.

Knight & Graham, general merchants, Providence Bay, Ont., have assigned to Osler Wade, Toronto.

Hugh Allan, cheese, etc., Montreal, Que.; meeting of creditors was to have been on the 17th inst.

W. G. Pennington, general merchant, Cartwright, Man., has been succeeded by McCoullough & Bice.

Baker & Skelding, grocers and imple-

Tartan
BRAND

OUR ANNUAL TEA SALE NOW ON

Some big values in all lines, also many snaps.

See our travellers or write for samples.

If in a hurry for goods phone 596.

BALFOUR & CO.,

Wholesale
Grocers,

HAMILTON, Ont.

ments,
style to
Poiri
assigne
have be
W. (C
Westbo
was to
W. J
chant,
ceded
P. M
George,
Morin,
guardia
Cope
Creight
Charles
was to

Mr. C
tario ar
F. F. I
was a
this we
Mr. G
Bros., I
at the
last Sat
light son
ing rays
Mr. J.
five year
Alpin T
between
joined

Now's the season for

"PICKANINNY" Pancake and Buckwheat **FLOUR**

You can make more money selling "Pickaninny" **2-lb.** than you can with all the other brands put together. package retails at
-QUALITY COUNTS 10c.

A snap in **FINNAN HADDIES** 15-lb. boxes.

Mild cured—Nothing finer ever offered the trade.

Be sure to include a box or two with your next order—you'll make money on them.

Don't place your orders for

GEM JARS before receiving our quotations
OUR PRICES ARE RIGHT

THE EBY, BLAIN CO., LIMITED Wholesale Grocers, TORONTO.

ments, MacLeod, Alta., have changed style to MacLeod Supply Co.

Poirier & Co., grocers, Lachine, Que., assigned; meeting of creditors was to have been on the 17th inst.

W. G. Graham, baker, grocer, etc., Westboro, Ont.; meeting of creditors was to have been on the 13th inst.

W. Johnston Walker, general merchant, Edmonton, Alta., has been succeeded by W. Johnston Walker & Co.

P. Mailloux, general merchant, St. George, Que., premises closed; Joseph Morin, of St. Joseph, Que., provisional guardian.

Cope & Thompson, general merchants, Creighton Mine, Ont., have assigned to Charles V. Price; meeting of creditors was to have been on the 19th inst.

BUSINESS PERSONALS.

Mr. Chas. H. Farnworth, Eastern Ontario and Quebec representative of the F. F. Dalley Co., Limited, Hamilton, was a caller upon the Montreal trade this week.

Mr. Geo. Fielders, representing Lever Bros., Limited, Toronto, was a caller at the Montreal offices of The Grocer last Saturday. Mr. Fielders says Sunlight soap is still shedding its comforting rays throughout the land.

Mr. Joseph White, who for the past five years has been representing the McAlpin Tobacco Co., Limited, Toronto, between Toronto and Quebec city, has joined the traveling staff of S. H.

Ewing & Sons, Montreal. Mr. White will represent S. H. Ewing & Sons in the territory from Ottawa to Quebec and the Eastern Townships, covering both north and south shores of the St. Lawrence. As his personality is one well known to the trade in this district he will no doubt give a good account of himself for S. H. Ewing & Sons.

Mr. J. H. Gilbert, formerly with the Frontenac Cereal Co., Limited, Kingston, is now with S. H. Ewing & Sons and his territory will be in Western Ontario. Mr. Gilbert has had good experience on the road and is recognized as a pushing and energetic salesman.

Mr. A. W. McKenzie, Montreal representative of the Tuckett Cigar Co., Limited, Hamilton and Montreal, was visiting the company's head offices at Hamilton last week.

The case of Harold Lambe, commission merchant, Hamilton, is surprising the doctors. His spinal cord was fractured some time ago, and his lower limbs were completely paralyzed, but he is improving from day to day, and his friends have hope of his ultimate recovery.

Hugh Allan, wholesale produce merchant, member of the Montreal Board of Trade, and a well known business man, has disappeared, and it is thought that the tangled condition of his accounts is responsible for his absence.

Some months ago the cheese and butter warehouse at the corner of King and William streets, and occupied by Mr. Allan, took fire and was damaged to a considerable extent. An investi-

gation by the fire underwriters was held, and it developed that Mr. Allan had made a claim for considerable more cheese than was warranted by the evidence at hand.

The last seen of Mr. Allan he was making his way toward Smith's Falls. He is supposed to have left Montreal over a week ago.

PRICE DEMORALIZERS.

This is a free country and every man who goes into business has a perfect right to demoralize prices if he wants to. But in the great majority of instances the price demoralizer is in the crawfish class before the other fellows are through with him. We can learn by the experience of others. It is undoubtedly due to this fact that the percentage of new merchants who think they can slash their way into trade is growing remarkably less. That is one tendency toward saner methods in merchandising. The public is quite wise. It accepts all of the goods the new merchant will offer below cost and buys the best of the order where it is sure reliable merchandise is being sold at sensible prices. A review of the price slashing campaigns yields very little encouragement to the man who is tempted to go into the slashing business. The day is here when we must win business on smoother methods than selling staples below cost. The merchant who cannot win business on these better methods is due for a shoot down the slide sooner or later.

**Smoked Hams
Smoked Backs
English Breakfast Bacon
Rolled Bacon**

With the close of the poultry season, smoked meats now in good demand.

Our Mild Cured Meats give best of satisfaction and are trade holders.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3980

MINCE MEAT

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

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

F. W. FEARMAN CO.,

HAMILTON LIMITED



**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 che
New bush
but holde
as the av
so light t
under any
before the
the differe
meanwhile
brisk, and
kets are
prices, th
actually s
quoted 1s.

But the
shipments
the mom
trade and
pected unt
dom show
when a rei
prices may

The conv
Dairymen's
held at Pe
made it in
president,
Brockville,
association
viewing t
butter dur
was a pa
the farmer
ther impro
only to ho
our dairy
increase th
first-class

Many abl
fowed. Mr.
perimental
subject of
der to gra
standard o
Dairy Com
spoke of th
cheese."

Mr. G. G
structor for
a report of
ern Ontario
number of f
struction w
of patrons
had been m
milk on the
tary conditi
milk supplie
been conside
causes, prin
turnips to
ber of fern
season was
quality of c
was above
made in pi
made a com
ed cheese fr
those from
supervision
While they h
ies in Easte
quarter of th
dicated facto

PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

The cheese market remains unchanged. New business is very limited at present, but holders remain firm in their views, as the available supplies are considered so light that there may be a shortage under any ordinary consumptive demand before the new season's goods can reach the different British markets. However, meanwhile the demand is anything but brisk, and while all other British markets are reported firm at unchanged prices, the cable report from Bristol actually shows weakness and prices are quoted 1s. lower.

But the recent sharp demand and large shipments of cheese would naturally fill the momentary requirements of the trade and a lull may reasonably be expected until stocks in the United Kingdom show a further material reduction, when a renewed demand may be felt and prices may still be forced higher.

The convention of the Eastern Ontario Dairymen's Association was this year held at Peterboro. The large attendance made it interesting and successful. The president, Mr. D. Derbyshire, M.P., of Brockville, opened the meeting of the association with an able address, reviewing the production of cheese and butter during the past season, which was a particularly prosperous one for the farmers, and urging upon them further improvements and vigilance, not only to hold the position obtained for our dairy products, but to improve and increase the demand by producing only first-class quality.

Many able and interesting speeches followed. Mr. J. H. Grisdale, of the Experimental Farm, Ottawa, spoke on the subject of individual cow testing in order to grade up a dairy herd to a high standard of production. The Dominion Dairy Commissioner, Mr. J. A. Ruddick, spoke of the advantages of "cool curing cheese."

Mr. G. G. Publow, the chief dairy instructor for Eastern Ontario, presented a report of the syndicate work in Eastern Ontario during the past year. The number of factories that had received instruction was 632, with a total number of patrons of 28,241. Great progress had been made regarding the handling of milk on the farm, and also in the sanitary conditions of the factories. In milk supplied to the factories there had been considerable bad odor from different causes, principally from the feeding of turnips to the dairy cows. The number of fermentation tests during the season was 65,631. On the whole the quality of cheese manufactured in 1905 was above the standard of the cheese made in previous years. Mr. Publow made a comparison between the inspected cheese from syndicate factories and those from factories not under the supervision of the dairy instructors. While they had about 314 of the factories in Eastern Ontario, only about one-quarter of the rejections came from syndicated factories.

Mr. W. A. Woodard, the official referee at Montreal, gave some of his observations regarding the cheese which passed under his notice at Montreal during the past season. A noticeable defect was in the boxing of the cheese. Boxes of inferior quality were used, with the result that they were badly broken when they reached Montreal, and were totally unfit for the long trip across the ocean. Mr. Woodard referred to the excellence of the butter which he had inspected. Canada, he said, could produce as good butter as any country in the world.

Mr. J. W. Mitchell of the Kingston dairy school, spoke of the rapid development of the butter industry. Mr. Mitchell advocated the "gathered cream system." We beg to disagree with Mr. Mitchell on this point and may refer to this in some of our future articles. However, Mr. Mitchell urged on his auditors the necessity of the utmost cleanliness in handling the product of the dairy and in care of the separator and other utensils.

At a subsequent meeting of the board of directors it was decided that the inspectors of the association shall in the future be required to pass a written or oral examination before they can act in the capacity of instructors.

THE PROVISION SITUATION.

It cannot be said that trade has shown any improvement since our last. It is clearly evident that the pork packing industries are in a somewhat awkward fix at the present juncture. Trade will naturally recover itself very shortly and what will be the result is easy to see. With the export trade good and the large packing houses using all they can control to keep that market supplied, the home trade will have to suffer considerably, and the present dissatisfaction will spread to those packers who up to the present have been silent, and have not yet entered the arena simply because their trade has been kept going with local supplies.

There is a rather dark prospect for the pork packing industry if the present condition of things is allowed to continue. The importation of hogs is practically prohibited by a duty of \$1.50 per cwt., which means either the farmer must raise more hogs or the packers must be permitted to get their raw material elsewhere, else the packing industry will surely decline.

It is arrant nonsense for the farmers to accuse the packers of combining to depress the price of hogs. The facts are against those who make such a charge.

Instead of grumbling and making unfounded charges against the packers, the farmers would be better employed in raising the raw material for the packing factories. Even if a large increase in the supply were to depress prices somewhat, the margin of profit would still be large enough to make it worth their

while to go into this branch of farm work more extensively.

At the present moment, however, and whilst the packers are waiting the revival of supplies, it looks as though not only will packers have to face their difficulties, but the public will have to face greatly inflated prices.

OUR LONDON LETTER.

By Our Own Correspondent.

The position of the cheese market, particularly as regards Canadian, is very satisfactory, and good business is reported for the past week. The public consumption is apparently slightly in excess of recent receipts, and prices are consequently firm. The choicest lines of Canadian white are making 64 to 65 shillings per cwt., and colored 65 to 66 shillings. Prices for New Zealand cheese, for which there is a ready sale, although supplies are very small, are one shilling lower than for Canadian. Between 10 and 11 shillings more is being asked and realized on both Canadian and New Zealand cheese this year than at the same time last year. Taking London, we find that 65,156 boxes of Canadian cheese were received between November 30 and January 3 at the Surrey Commercial Docks, which receive practically all the cheese that comes to this market; we also find that, whereas in November the stocks held in warehouse at the docks were 152,958 boxes, on January 4 they stood at 114,782 boxes. This will show that the demand has been somewhat heavier than the supply. As a matter of fact supplies of Canadian cheese were not very plentiful during the middle of December.

It is worth mentioning, in passing, that there was a little American cheese offered at this time last year at 50 and 51 shillings, but nothing this year. There was a time when the United States had a small share of the cheese business, but it was never much, and gradually disappeared. Australia also once tried to build up a cheese trade with Britain, but the effort was futile.

There is a rumor which, though it requires confirmation, is worth noting, that New Zealand cheese is going to run short. The domestic supply also goes rapidly into consumption.

One cannot help saying that it is a pity Canada cannot spare any butter for export to this country at the present moment. The market is very firm indeed, Australian and New Zealand butter selling well at from 114 to 118 shillings for choicest parcels, and 108 to 112 for finest. There are no prospects, as far as can be seen, of any falling off in values, and any supplies of Canadian origin would be certain to realize good prices.

The retail butter trade have advanced prices a further penny, butter, which is really shilling quality, now being sold at fourteen pence. Even the daily papers, which as a rule do not concern themselves with such topics, have in various instances referred to the shortage of butter and the high prices prevailing.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

The provision market maintains its strong tone. Packers complain seriously of the extreme difficulty in obtaining live hogs and considerable complaint is heard against the recent decision of the Minister of Agriculture in prohibiting the importation of American live hogs. Prices to-day are from 7c to 7½c per lb. off cars. There has been a strong advance made in the price of pure lard and compound lards are also much higher, as will be noted by our price list below.

We quote:

Lard, pure tierces	0 10½
" " 50-lb. tubs	0 11
" " 20-lb. pails, wood (104)	0 11½
" " cases, 10-lb. tins, 50 lbs. incase	0 11½
" " 5-lb. "	0 11
" " 3-lb. "	0 11½
Lard, Boar's Head brand, tierces, per lb.	0 07½
" " tierces, per lb.	0 08
" " 60-lb. fancy tubs.	0 08
Cases, 20 3-lb. tins, per lb.	0 08½
" " 12 5-lb. tins	0 08½
" " 6 10-lb. tins	0 08½
20-lb. wood pails, each	1 65
20-lb. tin pails, each	1 65
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 12½ 0 13½
Extra plate beef, per bbl.	11 50 12 00

Butter.

The demand for butter during the week has been light and foreign inquiries are also few. The continued mild weather has had an effect of weakening the market somewhat, and as supplies are fairly liberal, particularly of fresh made creamery, dealers are expecting poor business. Good to fine creamery is quoted 22c to 23c, fresh dairy in tubs 20½c, in rolls 21½c.

We quote:

Choice creamery	0 23	0 23½
Finest creamery	0 22½	0 23
Good to fine creamery	0 21½	0 22
Western dairy	0 20½	0 21
Manitoba dai y.	0 19½	0 20
Fancy Townships	0 20	0 21
Fresh dairy tubs	0 20	0 20½
Fresh rolls	0 21	0 21½

Cheese.

The cheese market is on the quiet side and little business doing. Cable inquiries are also few, but as holders are firm on this side, holding out for 13½c to 13¾c for finest makes, little business is being done in the way of export. Cheese men generally seem to be resting on their oars.

We quote:

Selected	0 24	0 25
Strictly new laid	0 30	0 32
Pickled and limed	0 20	0 21

Eggs.

The egg market has shown considerable weakness. Supplies are coming in from Western Ontario, where, owing to the mild weather, it is reported that hens have started laying. The price here in consequence of this report has receded considerably and cold storage stock are sold as low as 18c, with limed at 20c and select cold storage 23c, with new laid obtainable at 28c. This is quite a considerable drop from last week's quotations. The weather owing to its extreme mildness has been very disappointing to the trade, and unless firm cold weather sets in shortly a further weakening will no doubt have to be reported.

TORONTO.

Provisions.

There has been little activity since our last report. Trade appears somewhat

slow in movement since the holiday closed. A good deal of dissatisfaction is still manifest in regard to the bonding privilege removal, and hope is still expressed that some basis of compromise may be established. In some few lines there is a tendency to firmness with slight advances on quotations. Dressed hogs show an advance of some 25c.

We quote:

Long clear bacon, per lb.	0 10½
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11
Small hams, per lb.	0 12
Medium hams, per lb.	0 13
Large hams per lb.	0 12
Shoulder hams, per lb.	0 10½
Backs, per lb.	0 16
Heavy mess pork, per bbl.	18 00
Short cut, per bbl.	21 00
Shoulder mess pork, per bbl.	14 50 15 00
Lard, tierces, per lb.	0 10½
" tubs	0 10½
" pails	0 11
" compounds, per lb.	0 07½ 0 07½
Plate beef, per 200-lb. bbl.	12 00 12 50
Beef, hind quarters	4 50 5 00
" front quarters	4 50 5 50
" choice carcasses	6 00 7 00
" common	3 50 5 00
Mutton	0 08 0 09
Spring lamb	0 10 0 10½
Veal	0 10
Hogs, street lots	8 75 9 00
" dressed car lots	8 25 8 50

Butter.

There is no new feature to report. Arrivals continue to be satisfactory and many factories are well settled down to straight work. Prices show a decline of ½c off previous quotations.

We quote:

Creamery prints	Per lb.	0 25
" solids, fresh	0 24	
Dairy prints	0 22	
" in tubs	0 18 0 21	
" large rolls	0 20½ 0 21	

Eggs.

Egg stocks are being drawn upon pretty freely, the new laid article is still scarce, although showing considerable improvement. Prices are showing easier by 1c to 2c.

We quote:

New laid eggs, per doz. (nominal)	0 24	0 25
Fresh	0 22	0 23
Pickled	0 20	0 21

WINNIPEG.

Butter.

The steadily increasing demand coupled with the short stocks has resulted in still firmer prices. The advance in the east has had its effect on local values. Prices to the retail trade are as follows:

Finest fresh creamery, in 56-lb. boxes	0 27
" " in 28-lb. boxes	0 27
" " in 14-lb. boxes	0 27
" " in 1-lb. bricks	0 29

Lard.

Prices are unchanged at:

Tierce basis, per lb.	0 10½
Small packages take the following advance:	
50-lb. tin cans, per lb.	0 00½
20-lb. tin pails, in 80-lb. cases, per lb.	0 00½
10-lb. " in 60-lb. "	0 00½
5-lb. " " "	0 00½
3-lb. " " "	0 01
20-lb. net white wood pails, per lb.	0 00½

Cheese.

Prices are a shade higher with a good demand for nearly all grades. We quote:

Finest Ontario, large	0 14
" Manitoba, large	0 13½
" " twins	0 14
" " small	0 14

Cured Meats.

Quoted as follows:

SMOKED MEATS.

Hams, selected stock, special mild cure	0 15
Bacon	0 15
Backs, " " "	0 14
Picnic, " " "	0 09½
Hams, sugar cured, assorted sizes	0 13
" heavy, 20 to 30	0 12½
Picnic, " assorted sizes	0 09
Shoulders, " "	0 08½
Bacon, " breakfast bellies	0 14
" " breakfast backs	0 14
" " Wiltshire sides	0 15½
" " spiced rolls, long	0 10
Manitoba butts	0 09½
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " smoked	0 12
" " boneless backs	0 12
Shoulders	0 08½

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " per ½ bbl	9 25
Standard mess pork, per bbl	16 50
" " per ½ bbl	9 00

PICKLED GOODS (COOKED).

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

Eggs.

Prices are somewhat easier at 25c per dozen for fresh gathered eggs, delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork high prices are still quoted. Domestic stock is scarce. Mess pork continues higher than clear. In the latter there is a wide range in quality. Beef dull and unchanged. Pure lard still very high. Refined quite low and moving freely. Smoked meats are firm. Fresh beef dull and prices lower. There is a fair inquiry for lamb. Mutton has very little call. Veal is scarce and not in demand. Pork is high.

We quote:

Mess pork, per bbl	\$19 00	\$20 00
Clear pork, "	18 00	20 00
Plate beef, "	13 00	15 00
Domestic beef, per lb.	0 05	0 06½
Western beef, "	0 09	0 08½
Mutton, "	0 05	0 06
Veal, "	0 07	0 08
Lamb, "	0 08½	0 09
Pork, "	0 09	0 09
Hams, "	0 13	0 14
Rolls, "	0 10	0 13
Lard, pure, tubs, "	0 11½	0 12
" pails, "	0 12½	0 12½
Refined lard, tubs	0 08	0 08½
" pails	0 08½	0 09

Butter.

Really good dairy butter hard to get. Western prices too high for business. There is no cheap butter.

We quote:

Creamery butter	0 26	0 28
Best dairy butter	0 24	0 25
Good dairy tubs	0 22	0 23
Fair	0 20	0 20

Eggs.

Market is better supplied, though for so-called fresh eggs high prices are asked. Little change in the price of case eggs expected.

We quote:

Eggs, fresh	0 30	0 35
" case stock	0 23	0 24

Cheese.

Sales dull. Market is firm, stock is small.

We quote:

Cheese, per lb.	0 13	0 13½
-----------------	------	-------

VA

In produce l upward in ter fresh creamery had a streng price of east 30c.

Cured meats United States little, quotatio for hams with Lard is 11½c of package. Fresh eggs, at 40c, but c proves the sup

A PROSE

The Townsh est area of an Counties of Glengarry, but stories within factories near the adjoining mers of Finch men of Finch mately) from their milk as fetories during

POULTRY EX

An enthusias peg Poultry A south fire hall, made for its Committees we hall and revise er committee and forward to city a circula operation towa industry locally ment went ur \$100,000 went ly, and an ef conserve this i culation.

It was furthe prizes in the varieties of the ion was expre cases, such a Rocks, White Wyandottes, B utility classes entries, shoul both in value a

R. McLennan ronto, but now hood, was hear addressed the were done in

The meeting p.m. on Janua definite plans a the forthcoming

The exhibitor council, and Provincial Gov handsome for t annual venture.

CHANGE C

The Edwards in issuing the have made sor slight advance and No. 2 Laundry. The more in the wa gular advance i is better prop

VANCOUVER, B.C.

In produce lines the butter market is upward in tendency, the rise in local fresh creamery noted last week having had a strengthening influence on the price of eastern, which may go up to 30c.

Cured meats, which are mainly from United States packers, have eased off a little, quotations now being 15c to 15½c for hams with bacon 1c higher.

Lard is 11½c to 12½c, according to size of package.

Fresh eggs, local production, remain at 40c, but continued fine weather improves the supply.

A PROSPEROUS TOWNSHIP.

The Township of Finch has the smallest area of any township in the United Counties of Stormont, Dundas and Glengarry, but it has sixteen cheese factories within its boundaries and five factories near the boundary lines in the adjoining townships to which farmers of Finch furnish milk. The dairy-men of Finch will be paid (approximately) from \$400,000 to \$450,000 for their milk as patrons of the aforesaid factories during the season of 1905.

POULTRY EXHIBIT FOR WINNIPEG

An enthusiastic meeting of the Winnipeg Poultry Association was held at the south fire hall, when arrangements were made for its first poultry exhibition. Committees were appointed to secure a hall and revise the poultry list. Another committee was appointed to draft and forward to all the merchants of the city a circular seeking help and co-operation toward extending the poultry industry locally. The astonishing statement went uncontradicted that nearly \$100,000 went from the country annually, and an effort should be made to conserve this immense sum for local circulation.

It was further decided to increase the prizes in the case of the more popular varieties of the utility breeds. The opinion was expressed that prizes in some cases, such as the Black Plymouth Rocks, White Rocks, White and Buff Wyandottes, Buff Orpingtons and such utility classes as might attract large entries, should be greatly increased, both in value and number.

R. McLennan, a poultryman of Toronto, but now settling in the neighborhood, was heartily received, and briefly addressed the association on how things were done in Toronto.

The meeting adjourned to meet at 8 p.m. on January 24, when it is hoped definite plans and dates can be made for the forthcoming exhibition.

The exhibitors are grateful to the city council, and have great hopes of the Provincial Government doing something handsome for the association at its first annual venture.

CHANGE OF STARCH PRICES.

The Edwardsburg Starch Co., Limited, in issuing their price list for 1906, have made some slight alterations. A slight advance is noted in both No. 1 and No. 2 corn starch and Canada Laundry. These changes are, however, more in the way of adjustment than regular advance in prices, and the list now is better proportioned.

You Should Handle

Clark's Sliced Smoked Beef

- Because** every can is guaranteed to be of the first quality.
Because of its fine Flavor and Texture.
Because it will please your customers and a pleased customer is the best advertisement you can have.
Because it is canned by the most perfect and cleanly method known.
Because its price is within the reach of all.



GROCERS!

It's to your interest to order

GROCERS!

Nicholson's Mince Meat

The people are asking for it. Good once, good always—that's NICHOLSON'S.

Don't let your stock of these goods run down:

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.

O. 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.

Butchers, Merchants and Hide

Buyers Should write to CARROLL S. PAGE, Hyde Park, Vt., U.S.A., who wishes to purchase their Hides, Calfskins, Sheep Pelts, Tallow and Bones. He pays spot cash. He pays the freight. He pays full market value. He wishes to arrange with some one in every village, where he has no agent, to sell Poultry Supplies and to pick up for him Hides, Calfskins, Sheep Pelts, and Bones. He furnishes money with which to buy and he keeps his agents thoroughly posted at all times as to market values; write him for full particulars.

White Spruce

BUTTER TUBS

10-20-30-50 lb.

EGG CASES AND FILLERS

Order now, for delivery later,

it will **Pay You**

WALTER WOODS & CO.

Hamilton and Winnipeg.

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

WINDOW AND INTERIOR DISPLAYS

THE WHITELAW CO., LIMITED, EDMONTON.

The illustration in this issue is that of an internal display of groceries and crockery, and speaks well for the push and go-ahead style of our more western cities.

The store is that of the Whitelaw Company, Limited, of Edmonton, Alberta, and has only been started a little more than a year ago. The arrangement of this store must have absorbed a good deal of thought, care, and ingenuity. No space appears to be lost which is available for display. The adopting of good sized, substantial shelving, above all others, provides an excellent display for canned and such like goods, which are not easily damaged by heat or exposure, besides which it utilizes space for storage of such goods, the space thus provided being sufficient for an ordinary grocer's stock, readily seen and easily accessible.

The show of crockery, etc., on the right of the picture is certainly one to

Altogether the interior forms an excellent illustration of how well a store can be arranged to combine utility of space, economy of labor and attractiveness of appearance. One feature of great importance is the arrangement of abundance of space in the centre of store. This is often lost sight of, and many otherwise well-ordered stores have a cramped appearance, and lack in attractiveness.

The store is 42x102 and has two large plate glass fronts, concrete cellar, electric lights, cash carrier system, silent salesman, hard wood floors, and in fact every facility for carrying on a first-class grocery business. Both the interior decorations and the windows show the hand of an experienced and up-to-date trimmer.

MOVING OBJECTS IN SHOW WINDOWS.

Moving objects in windows invariably attract much attention.

In many cities in the United States

moth bird cage, the interior arranged in a rustic manner. Small swings and sticks so arranged that they would move back and forth when birds alighted on them were arranged, and the birds, little prettily-feathered things, were flying about in lively style. There was plenty for them to feed on in the "cage," and there must have been as many as a dozen birds. It drew a crowd, and would anywhere.

Acrobats who do stunts in windows attract much attention. They are mechanical toys considerably smaller than Tom Thumb of old. In a drug store window not long ago the miniature image of a man, wearing a full dress suit, large "diamond," and silk hat, went through a continuous performance of turning around and then striking the plate glass window with a little cane he held in his hands. This striking the window made much noise. The thing was operated by a clock-work arrangement.

BUSINESS NOTES.

L. G. Thouin, grocer, Montreal, Que., deceased.

Jos. Lebrun, grocer, River Ouelle, Que., deceased.

A. C. Witham, confectioner, St. John, N.B., has been burnt out.

The Molsons Bank have opened a branch at Merlin, Ont.

Bank of Nova Scotia are opening a branch at Sackville, N.B.

A. E. Vallerand, glassware, Québec, Que., burnt out, partly insured.

The Union Bank of Canada are opening a branch at Swift Current, Sask.

Bank of British North America have opened a branch at Alexander, Man.

The Canadian Bank of Commerce are opening a branch at Wetaskiwi, Alta.

Thomas G. Merritt, president Imperial Bank of Canada, Toronto, Ont., is dead.

Morris Michaels, tobacconist, Montreal, Que., stock damaged by water, insured.

Boivin & Grenier "grocers' specialties, Quebec, Que., stock damaged by smoke and water, insured.

The Canadian Bank of Commerce are closing branch offices at Sackville, N. B., and Canning, N.S.

The general store of Crawford & Co., one of the oldest and finest in Indian Head, was totally destroyed by fire recently. The loss will reach a total of \$25,000, about half of which is covered by insurance. Several tenants who had apartments in the block had a narrow escape, and lost all their personal effects.



Interior display.—The Whitelaw Co., Edmonton, Alta.

be greatly commended, and appears to be so arranged that there is no excuse for careless breakages.

The show-case immediately on the right as the store is entered—a corner of which is shown in the illustration—adds greatly to the effectiveness of the store, keeping the higher grade china safe, clean and always attractive.

The grocery counter arrangement, too, on the left of the illustration, is well worth noting. No possible space for display is lost; the open-face counter forms a very fine and inviting display, and one well worth copying.

moving objects in window displays have been all the go of late and the merchants who used them are extremely enthusiastic over the results obtained.

Watch the pedestrians on a prominent thoroughfare as they go along glancing or looking into the show windows. When they come to a window in which there is something in motion they all stop. Many will linger a long time.

A short time since a crowd was noticed standing in front of a Boston store. A basement window about 8 feet wide had been transformed into a mam-

Baking Po
Gillett, E. I.
McLaren's

Biscuits, C
Bode's Gu
Canadian
Falls, J.

Cowan Co
Jacob, W.
McLauchl
Mooney H.
Mott, John
National I
Stewart C

Brooms an
Woods, W.

Canned G
Balfour &
Canadian
Essex Can
Manitoba
Man.

Turner, Ja
Cash Reg
National

Cheese Cal
Walker P
Co., T.

Cigars, T
American
Empire To
McDougal
Payne, J.
Sherbrook
Tonkett, G.

Clothes Li
Hamilton

Cocoas an
Baker, W.
Cowan Co
Dunn, W.
Epps, Jan
Mott, Job
VanHoutt

Computin
Computin

Concentra
Gillett, E.

Condense
Borden's-
Truro Con
Truro.

Consultin
Kaufman

Counter C
Allison Co

Crockery
Campbell
Gowan, J.

Dairy Pro
Clark, W.
Dawson C
Fearman,
MacLaren
Toron

McLean,
Park, Bla
Rutherford
Ryan, W.

Financial
Bradstreet

Fish.
Bickle, Jo
James, F.
McWilliam
Milman,

Adam, Ge
Adamson,
Albert So
Allison Co
American
Auer Ligh

Baker, Wa
Battor &
Bate, H. N
Bickle, Jo

Biermann,
Blue Ribb
Bode's Gu
Bowser, S.

Boyd, Tho
Bradstreet
Braid, W.
Brantford

Campbell's
Canada P
Canada Su
Canadian
Canadian
Canadian

Capstan B
Carman, J
Ceylon Te
Chaput, I
Chase & S
Church &

Clark, W.
Clift, Tho
Codville &
Coles Man

Colson, C.
Common &
Computin
Cowan Co.

Cox, J. & I
Craio, Ro
Orichton,

Davidson
Dawson C
Dingle &
Distributo
Dominion

Doughty,
Dunn, W.
Eby, Bl

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

Biscuits, Confectionery, Etc.
Bode's Gum Co., Montreal.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
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 Canners Hamilton.
Essex Canning and Packing Co., Toronto.
Manitoba Canning Co., Grande Pointe, Man.
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.

Coccos and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
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.

Couster Check Books, Etc.
Allison Cupon Co., Indianapolis, Ind.

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

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

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

Financial Institutions & Insurance.
Bradstreet Co.

Fish.
Bickle, John W., & Greening, Hamilton.
James, F. T., Co., Toronto.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.

Maconochie Bros., London, Eng.
Winnipeg Fish Co., Winnipeg, Man.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.

Foreign Importers.
Biermann, E., & Co., Cardiff, Wales.
Boyd, Thos., & Co., Liverpool, Eng.
Crichton, Alexander, Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitakell, 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.O.
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.
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.
Ratray, D., & Son, Montreal.
Robinson O. E., Ingersoll.
Rose & Laflamme, 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 Pure Food Co., Montreal.
Frontenac Cereal Co., Kingston.
Greig, Robert, Co., Toronto.
Kironau, 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.
Ogilvie Milling Co., Montreal.
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, Herbert & Co., Montreal.
Kinnear, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Sloan, John, & Co., Toronto.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfr. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Grocers Engineering Co., London, Eng.

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 and Store Fixture Co., Toronto.

Jams, Jellies, Etc.
Batger's—Rose & Laflamme, Montreal.
Goodwillie's—Rose & Laflamme, 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.
Cameron, J. McA., Vancouver, B.C.
Carman, Joseph, Winnipeg, Man.
Clift, Thos. B., St. John's, N.F.
Dawson Commission Co., Toronto.
Dingle & Stewart, Winnipeg.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle, C. E., 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.
Nicholson & Bain, Winnipeg.
Nicholson, Bain & Johnston, Calgary.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Thompson, G. B., Winnipeg, Man.
Thomson & Matheson, Glasgow, Scot.
Tippet, A. P., & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Wilson Commission Co., Brandon, Man.

Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wetley J. H., St. Catharines.

Oils.
Queen City Oil Co., Toronto.

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

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

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

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

Paterson's—Rose & Laflamme, Montreal.
Suat Co.
Sutton, G. F., Sons & Co., London, Eng.

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

Pollishes—Stove.
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.
The Duncan Co., Montreal.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
Brantford Starch Works, Brantford.
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.
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.
Codyville & 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.
Tothunter, 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.

INDEX TO ADVERTISERS.

Adam, Geo. & Co.	2	Edwardsburg Starch Co.	outside front cover	McDougall, D., & Co.	61	"Salada" Tea Co.	34
Adamson, J. T., & Co.	2	Empire Tobacco Co.	51	McFall, A. A.	48	Salter & Stokes	4
Albert Soaps	inside front cover	Enterprise Mfg. Co.	5	McLaren's Cooks' Friend Baking Powder	inside back cover	Sawyer Crystal Blue Co.	42
Allison Cupon Co.	6	Essex Canning and Preserving Co.	43	McLean, J. A., Produce Co.	24	Scott, David, & Co.	4
American Tobacco Co.	61	Ewing, S. H. & A. S.	53	McLaughlan, J. K.	2	Sells Commercial	9
Auer Light Co.	6	Ewing, S. H., & Sons	45	McLaughlan & Sons Co.	59	Smith, E. D.	54
Baker, Walter & Co.	54	Fairbank, N. K. Co.	4	McLeod Milling Co.	48	Smith & Schipper	9
Batouir & Co.	22	Fearman, F. W., Co.	24	McPhie, Norman D.	2	Southwell & Co.	56
Bate, H. N., & Son	inside back cover	Fisher, A. D., Co.	6	McWilliam & Everist	52	Sowerbutts, A. E., & Co.	4
Bickle, John W., & Greening	55	Frontenac Cereal Co.	46	MacLaren's Imperial Cheese Co.	2, 47	Stevens, H. J.	2
Biermann, E., & Co.	4	Gaitakell, J. H.	2	Maconochie Bros.	49	Stewart Co.	56
Blue Ribbon Tea Co.	50	Gibb, W. A., Co.	52	Magor, Frank	outside front cover	St. Lawrence Starch Co.	58
Bode's Gum Co.	51	Gillard, W. H., & Co.	14	Manitoba Canning Co.	24	Stringer, W. B., & Co.	53
Bowser, S. F., & Co.	5	Gillett, E. W., Co., Ltd.	11	Marsson, E. D.	13	"Sugars" Limited	57
Boyd, Thos., & Co.	4	Gorham, J. W., & Co.	2	Marshall, James	4	Sutcliffe & Bingham	51
Bradstreet's	6	Gowans, Kent & Co.	outside back cover	Mathieu, J. L., Co.	inside front cover	Sutcliffe-Muir Milling Co.	47
Braid, Wm., & Co.	69	Gray, Young & Sparling Co.	48	Meeker, G. R., & Co.	4	Sutton, G. F., Sons & Co.	54
Brantford Starch Works	34	Greig, Robt. Co.	30	Mengert, Cagnoli & Cie.	21	Thompson, G. B.	2
Campbell's, R., Sons	55	Griffin & Culverwell	50	Millman, W. H., & Sons	2	Tillson Co.	48
Canada Paper Co.	59	Grimm Mfg. Co.	50	Montreal Maple Co.	58	Tippet, Arthur P., & Co.	1
Canada Sugar Refining Co.	34	Grocers Engineering Co.	9	Mooney Biscuit and Candy Co.	57	Tothunter, Mitchell & Co.	58
Canadian Canners	11	Hall, R. C., & Co.	4	Morse Bros.	19	Toledo Computing Scale Co.	27
Canadian Co-operative Co.	5	Hamilton Cotton Co.	9	Mott, John P., & Co.	56	Truro Condensed Milk & Canning Co.	12
Canadian Press Clipping Bureau	inside back cover	Hamilton Wickes & Co.	4	National Licorice Co.	7	Tuckett, Geo. E., & Son Co.	60
Capstan Manufacturing Co.	47	Hannah, R. W.	2	Natural Food Co.	47	Turner, James, & Co.	21
Carman, Joseph	2	Hazard, Horace	2	Neubeck & Schipmann	4	Upton, Thos., & Co.	20
Ceylon Tea Association	3	Holbrook & Co.	2	Nicholson, Bain & Johnston	44	Walker, Hugh, & Son	54
Chaput, L., Fils & Cle	51	Hugli, Albert	inside back cover	Nicholson & Bain	44, 47	Walker Pivoted Bin and Store Fixture Co.	6
Chase & Sanborn	30	Jacob, W. & R., & Co.	58	Nicholson & Brock	27	Warren Bros. & Co.	14
Church & Dwight	inside back cover	James, F. T., Co.	53	Oakley, John, & Sons	42	Watson, Boyd & Co.	50
Clark, W.	27	James Dome Black Lead	19	Oakville Basket Co.	52	Watson, Stuart	2
Clift, Thos. B.	2	Japan Teas	8	Ogilvie Milling Co.	10	Watt, J. L., & Scott	59
Codyville & Co.	44	Kaufmann, W. P.	6	Ontario Sugar Co.	71	Wetley, J. H.	outside back cover
Coles Manufacturing Co.	7	Keen, Robinson & Co.	outside front cover	Page, Carrol S.	27	White & Co.	53
Colson, C. E., & Son	outside back cover	Kingston "Gleaner"	9	Patrick, W. G., & Co.	2	Whiteley, Muir & Co.	4
Common Sense Mfg. Co.	7	Kinnear, Thos., & Co.	20	Payne, J. Bruce	60	Wickes, Hamilton & Co.	2
Computing Scale Co.	7	Kironau, Nap. G., & Co.	48	Rapp, Herman & Co.	4	Wilson Commission Co.	2
Cowan Co.	56	Kyle, O. E.	2	Ratray, D., & Sons	13	Windsor, J. W.	55
Cox, J. & G.	41	Lake Huron & Manitoba Milling Co.	47	Robinson, O. E.	44	Winnipeg Fish Co.	44
Crain, Rolla L. Co.	21	Lambe, W. G. A.	13	Rose & Laflamme	8, 79	Wood, Thomas, & Co.	14
Crichton, Alexander	4	Lamont, Corliss & Co.	59	Royal Baking Powder Co.	63	Woods, Walter, & Co.	27
Davidson & Hay	22	Lethem, John, & Sons	4	Rutherford, Marshall & Co.	27	Young, G. T.	2
Dawson Commission Co.	53	Little, Geo.	4	Ryan, Wm., Co.	27		
Dingle & Stewart	2	Lucas, Steele & Bristol	21				
Distributors Co.	53	Lytle, T. A., Co.	12				
Dominion Molasses Co.	inside front cover						
Doughty, A. C., & Co.	4						
Dunn, Wm. H.	72						
Eby, Blain Co.	23						

An Exacting Taste

is hard for a grocer to satisfy, unless he carries Standard brands of high-grade groceries. For a great many years a discriminating public has chosen—above all others—**CHASE & SANBORN'S HIGH-GRADE COFFEES.**

Chase & Sanborn

The Importers, - MONTREAL

GREIG'S WHITE SWAN PREPARED COCOANUT

We make the best Cocoanut in Canada—bar none. Cocoanut that is fine in texture, bright in color, good in appearance and pleasing in taste. Cocoanut that will satisfy the most exacting.

Then, too, it does not cost you any more—perhaps not as much—than inferior and poorly made Cocoanut.

Try a lot, and if all we claim for it is not abundantly proved—send it back at our expense.

Our **WHITE SWAN** guarantee is behind every pound.

Inquiries for samples and quotations are cordially invited.

The Robert Greig Co., Limited, ^{White Swan} Mills, Toronto



JOHN I

The MacLear

Publishers of Trade
the Provinces of Br
chewan, Manitoba,
New Brunswick,
abroad.

CANADA—

MONTREAL

TORONTO

WINNIPEG

VANCOUVER
St. JOHN, N.B.

GREAT BRITAIN

LONDON

MANCHESTER

FRANCE—

PARIS

SWITZERLAND—

ZURICH

Subscription, Can
Great Britain and
Publ

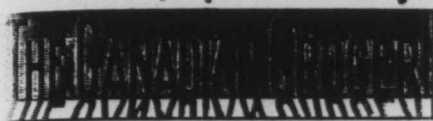
Cable Add

EASTERN OI
AS

The annual m
ciation, held a
which will be f
this issue, clos
inst. after thre
ful convention.
teen years exis
has there been
unqualified succ
were such as
and practically
with which the
and the distri
sant.

The importan
cannot be over
ly depends the
the Dominion ;
soon find her p
finances demor
produce is no n

It was with
tion that we s
the convention
which the dai
staff of assista
the country. I
ake heed to t
were laid befo
bear no valid r



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** 229 McGill Street
Telephone Main 1255
 - 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. No3 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.

EASTERN ONTARIO DAIRYMEN'S ASSOCIATION.

The annual meeting of the above association, held at Peterboro, a report of which will be found in another part of this issue, closed its sitting on the 12th inst. after three days of most successful convention. Never before in the nineteen years existence of the association has there been held a convention of such unqualified success. The subjects treated were such as are of vital importance, and practically covered the whole ground with which the farmer, the manufacturer and the distributor should be conversant.

The importance of the export trade cannot be over estimated. Upon it really depends the commercial prosperity of the Dominion; without it, Canada would soon find her progress arrested and her finances demoralized. Canada's dairy produce is no mean part of that export.

It was with a good degree of satisfaction that we saw clearly manifested at the convention the very valuable work which the dairy commissioner and his staff of assistants are doing throughout the country. If the farmers will only take heed to the many pointers which were laid before them there would appear no valid reason why Canada should

not soon become the greatest producer in the world of the highest grades of butter and cheese. As it is our produce stands high in the estimation of the European market. With the extra care and attention portrayed by the several instructors who took part in the proceedings, quality will be advanced, condition will be improved, and the packing for shipment will be more thoroughly done.

A point upon which great stress was laid by one speaker was the importance of quickly cooling the milk after milking, and in his remarks he very forcibly pressed this on the dairymen. He mentioned that much of the dirt which found its way into the milk at the time of milking was covered with infinitesimal animalculae which instantly commingles with the fatty properties of the milk, and were really the main feature in destroying the flavor and keeping properties of the finished product. The only cure for this was to quickly get the milk below 40 degrees, at which temperature they were inoperative and ceased to exist, but as much lower as possible. No amount of screening after the milk has found its way into the milk would ever remove these microbes; the only two courses to be followed was either to prevent their getting in altogether or to quickly destroy them when in.

There are, however, chemical reasons as regards the milk itself why it should be rapidly reduced, and then maintained at a low temperature, and therefore the lower it was kept the better. Mr. J. A. Ruddick, the dairy commissioner, some time ago issued a report on this very subject strongly advising the laying in of plentiful supplies of ice by both the creameries and the farmers, and it is much to be hoped that this course will be adopted and that the result of this convention, will be the perfecting of a system which has already done much towards building up the trade and commerce of our fair Dominion.

LOBSTER INSPECTION NECESSARY

Lobster fishing has been most successful this season. Weather conditions have been exceptionally favorable, and larger quantities have been shipped, one consignment of a thousand cases being despatched to Boston on one day recently. There are, however, serious rumors of dissatisfaction and Inspector Robertson was sent to inquire into the matter. It is understood that gentleman will make a report to Ottawa of great interest. It is said that there are many unsatisfactory features and that the only remedy is a sweeping inspection by officers from the first shipping place.

THE CALIFORNIA ORANGE MARKET.

The California orange market for the past few weeks has been in a demoralized condition, not so much in Canada as in the States, where, directly following the New Year, hundreds of cars of green immature fruit were thrown on the market, knocking the bottom out completely. The invariable remedy has been applied, that of closing the California packing houses for two weeks, which will give all markets a chance to clean up and regain their normal condition. This, coupled with the fact that the fruit now produced is very fine eating, and specially rich and sweet, will be a great feature in not only restoring, but increasing, consumption and create a renewed healthy demand. Oranges are running smaller this season than last, and the crop will also probably run 2,000 or 3,000 cars short of last year.

CHANGE IN BONDING SYSTEM.

New regulations of the Customs Department are making quite a change in the working system of bonded warehouses. Heretofore there were in the city of Montreal about ninety such warehouses, each paying a tax of \$40 per year. But, as some of them required the services of an officer during the whole day, while others needed one for only an hour or two, this arrangement was considered unfair, and a new system introduced.

These latest regulations, which went into force last week, provide that warehouses which require the services of an officer during the whole of the day shall pay \$480 per annum. In the smaller warehouses taxes are to be levied in proportion to the length of time daily in which an officer's services are required, based on a charge of \$5 per month for a warehouse needing the attendance of an officer for one hour a day only.

Merchants in Montreal have been quick to see the advantages of this new scheme, and arrangements have been made by which a group of merchants having bonds in a district may have an officer to use as they see fit by paying the maximum tax.

Judging from the large number of applications for first-class bonds at \$480 per annum which have already been received, it is anticipated that the annual revenue from this source will amount to nearly fifteen thousand dollars, as against thirty-five hundred under the old regulations.

DISHONEST POULTRY PACKING.

Our attention has been again directed to the matter of dishonest packing of poultry practiced by country shippers upon city merchants and provision dealers. Buyers find upon opening their cases or barrels of poultry that they are top-dressed with fine choice birds, while below are thin, scrawny goods worth about a third of the price paid for the lot.

The proverbial "big-apple-on-top" scheme seems to be practiced by country shippers with considerable success in the matter of shipments of poultry, if the number of complaints that are met with are any criterion of the case.

The department of inspectors appointed by the Government for the detection of fraud in the packing of apples and other fruits might be conveniently enlarged and authorized to deal with the improper packing of turkeys, chickens, etc. As it is, the trade are put to great loss and inconvenience by the present method, which gives many opportunities to shippers to impose upon the commission houses and dealers, and it is necessary that some action be taken by the trade to protect themselves.

It has always seemed to us a rather poor way of gaining the confidence of dealers by improperly packing and grading fruit, fowls, butter and other country produce, and under the conditions prevailing to-day of ready markets, prompt shipments, etc., it would seem better policy on the part of country shippers to pack honestly. The returns from the commission houses will in the end be better and the relations more satisfactory.

REPACKING AND GRADING JAMAICA ORANGES AT HALIFAX.

There is every prospect of establishment at Halifax of a large receiving and packing warehouse for Jamaica oranges and other West Indian fruits. The volume of business with Canada during the past few years has grown to such an extent, and the establishment of a proper depot in Canada has practically become a necessity. Jamaica oranges have been laboring under a serious disadvantage as regards grading of the fruit, and as the quality of same is considered by many connoisseurs superior to California, shippers and growers have felt that if the fruit were handled and packed in same way as Californias the trade would more readily take hold of them, as the loss by poor grading and packing would be done away with. The fruit would arrive at Halifax and be repacked and shipped from there to interior points, the saving of time in shipping

would be considerably in favor of the Jamaica fruit, and the dealer would be sure of securing some clean stock.

It is expected that the steamship company now operating between Halifax and Jamaica will have arrangements completed for next season's trade.

CO-OPERATION INADEQUATE.

Co-operation is at various times suggested by some as a remedy for farmers and working men to use against merchants and manufacturers, but in America the producing sections of the community have never shown that they are able to hold together long enough to build up an enterprise sufficiently large to make its success certain. In Great Britain the co-operative movement is a powerful factor in the commercial world, but it gained its strength before the era of trusts and combines had been ushered in throughout the world.

But has the co-operative movement been of much value to the working class of the Mother Country? Charles E. Russell answers this question in Everybody's Magazine for November in his first instalment of "Soldiers of the Common Good." He clearly shows that co-operation, like trades unionism, is a purely selfish movement organized for the benefit of those "on the inside."

That he sees co-operation as practical under capitalism is inadequate to affect the real cause of poverty is shown in the following extract:

"The slums grow for all of co-operation, the slums and Mayfair, Whitechapel and Park Lane. The enormous estates are no smaller, the great fortunes gather their increment, surplussage and deficiency. Waste and want are exactly as before. Still unchecked in any way, greed accumulates and penury gnaws crusts and remainder old bones.

"In London are 129,000 registered paupers. What is co-operation to them? There are 1,500,000 persons that are practically starving. What is co-operation to them? There is a vast population that crawls about in sub-cellars and filth and misery unutterable. What is co-operation to these?

"In every English city, one-fifth of the inhabitants never know what it is to have enough to eat, never sleep in a decent bed, never know wealth nor decency, nor comfort. What is co-operation to them? Co-operation! They have nothing to buy; they have

nothing to save. While the co-operators increase in numbers, steadily increase also the ranks of the paupers, the starving, the degenerate, the brutish, the prowling, and the slinking creatures of the East End:

"Are these the poor we are to have with us always? Not at all, not at all. They are the awful menace and the awful retribution of a system of civilization that must have in it something radically wrong. Wise men in England are under no hallucination as to the meaning of the gaunt, sickly forms that herd and doze about the greasy arches of Whitechapel.

"Royal commissions, appalled at the statistics of the increasing ratios of pauperism, insanity and disease, are laboriously trying to find a remedy for a monstrous and sinister evil against which co-operation avails nothing.

"For the truth is that, compared with the real disease that drags down England and threatens every other nation, co-operation works to save only those that are already saved."

Time spent in trimming a window is never wasted—if the trim is any good at all. Therefore do not think that when the clerk is fixing up a display that his time is being poorly spent. If he has any ability he is earning money for you—more, maybe, than when he is behind the counter:

CHANCE IN MAKE-UP.

On February 1st THE GROCER will inaugurate a new system of make-up which has become necessary to the proper development, and which it is expected will improve the appearance, of the paper, to the consequent advantage of reader, advertiser and publisher alike.

The change will be a development of the departmental idea that has proved so successful heretofore.

With the first issue of February all advertisements not connected with the special departments will be placed in the front and back of the paper, and thereafter no advertising will be placed between the advertising department in the front and the end of the markets. Nor, indeed, has any new advertising been contracted for in this position during the past two years, although the old advertisements have been continued as before.

This will give straight-away advertising followed by straight-away reading matter to about page 40.

This re-arrangement will necessitate a change in the position of some advertisers who have long had certain positions, but as the result will be to make THE GROCER a still better paper, we trust we shall have the co-operation and forbearance of our advertisers until the new arrangement be given a fair trial and its advantages fully recognized.

THE CANADIAN GROCER.

THE RETAIL THE M

The following by Mr. Wilfrid

Editor Canada

"Whether it is at this time of a great deal from retailers about slow col the same old money in the

"I think that tailors should cause the ones more than any ly associated we may say w him, and the pends on his. ful every one c be, from the turer.

"First we n trouble and in of the farmer, cessful and of debts.

"The farmer hours a day; average labore or spends mo takes a vacatio to leave home more actual ca of manufactur to make a prof

"It was a s mission sitting when it was po farmers of W mal conditions profits on the

"The balan acres was prod ing the revenu farm, for a r shown, that a tor and his fa \$125.00 per y the good, whi on investment

"The Comm that farm lan prices if that looked the fac our population up on farms, turned their h ing, and know ness.

"The farm call home, for mortgagee step sell out the fa pay their deb in most cases

WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

THE RETAILERS' PROBLEM AND THE MONEY QUESTION.

The following letter has been sent us by Mr. Wilfrid Ledoux, Arnaud, Man.:
January 13, 1906.
Editor Canadian Grocer.

"Whether the crops are good, or poor, at this time of the year, there is always a great deal of dissatisfaction heard from retailers and wholesale jobbers about slow collections; it appears to be the same old story that there is no money in the country.

"I think that it is time that the retailers should take this matter up, because the question affects our interests more than any one else. We are closely associated with the farmer; in fact, we may say we are in partnership with him, and therefore our success depends on his. If farmers are successful every one of us in the trade will also be, from the retailer to the manufacturer.

"First we must go to the root of the trouble and inquire into the conditions of the farmer, and see why he is not successful and often cannot pay his honest debts.

"The farmer works from 10 to 15 hours a day; he lives cheaper than the average laborer; seldom goes to theatres or spends money foolishly; he never takes a vacation, because he has no time to leave home; he produces eight times more actual cash products than any class of manufacturers, and still he is unable to make a profit.

"It was a surprise to the Tariff Commission sitting at Brandon recently, when it was pointed out to them that the farmers of Western Canada, under normal conditions, were not making any profits on their investment.

"The balance sheet of a farm of 160 acres was produced by Mr. Benson, showing the revenue and expenditures of the farm, for a number of years. It was shown, that after allowing the proprietor and his family the lordly salary of \$125.00 per year, he had \$14.00 left to the good, which represented his profits on investment.

"The Commissioners asked how it was that farm land could be sold at good prices if that was the case? They overlooked the fact that the largest part of our population were born and brought up on farms, have never, in their life, turned their hands to anything but farming, and know nothing of any other business.

"The farm is a place that they can call home, for the time being, until the mortgagee steps in and takes it. If they sell out the farm, they are compelled to pay their debts with the proceeds, and in most cases would have nothing left

and would be homeless; the most prefer to stick to the farm, and this is what is keeping up the price of farm land.

"Why is the western farmer not prosperous? Because he is developing a new country, and he is unable to obtain the necessary capital in order to carry on his business on business principles. The banks have practically closed down on all farmers' 'paper,' and he is therefore unable to obtain the working capital which is absolutely necessary to carry on any business.

"If the banks were to close their doors to our manufacturers, this would compel them to buy the largest part of their raw material and labor on credit; how long would they carry on business successfully? At the same time, this is the position that the farmers are in at the present time.

"The reports in the papers as we see them almost every day, picturing the western farmer as being speculating in land with his money, etc., are misleading in most cases, and are sent broadcast through the country by interested parties.

"I do not deny that a small percentage of our western farmers have made money in Western Canada; but I am safe in saying that only about 10 per cent. have made money; 40 per cent. have made small wages; 25 per cent. are keeping about even; and the other 25 per cent. have failed altogether, and gone behind from year to year.

"The best proof of my assertion is that the farmers this year, with the largest crop on record, are unable to meet any more than 50 to 60 per cent. of their current indebtedness.

"We have, in Western Canada, the finest lot of farmers in the world; they are using all the very latest machinery, and are carrying on farming, not as good as they know how, but as well as they could possibly do it under the present system.

"If the farmers of Western Canada could borrow a reasonable amount of working capital, at say, about 5 to 6 per cent. interest, they would, inside of three or four years increase their production by 25 per cent., and the whole country would benefit by it, because the extra product would be exported, and turned into cash. A country does not begin to make money until its exports exceed its imports. The policy of our money institutions, therefore, should be to assist the farmer financially, in order to enable him to produce more.

"At the present time, the whole country is kept in debt by a simple cornering of money transactions.

"The working capital of the country is being supplied to the manufacturers

and wholesale jobbers almost exclusively, although the transaction seems simple enough, but it means millions of dollars every year to those few who are so fortunate as to be in the money business.

This transaction keeps every man in the trade in debt, and all paying interest on the same money. The estimated loss to the farmers could be figured about as follows:

"The jobbers' interest paid to banks is 6 per cent., their cash discounts, 3 per cent. Retailers' interest is 8 per cent., their cash discounts, 5 per cent. Farmers paying interest to retailers, 8 per cent., making a total of 30 per cent.

"These items are all figured out, and added to the price of the goods, and paid for by the consumer.

"Now let us see if the money was supplied at the other end, (or to the farmers), what effect it would have? The farmer would save on his goods, by buying for cash, as follows: The jobber's interest and discount, 6 and 3 per cent.; the retailer's interest and discount, 8 and 5 per cent.; and we have saved 22 per cent.; less 8 per cent. paid the banks for borrowed money. It would thus be a net gain of 14 per cent. Add to this a loss, under the present system, of 30 per cent., as shown above, and we have a total saving of 44 per cent. on everything the farmer buys to-day.

"Money being supplied to the farmer, would enable the farmer, the retailer, the wholesale jobber, and the manufacturer to buy and sell for cash. This same money would be handed from the retailer all around to the manufacturer, and from there back to the banks again, everybody in the trade would have paid their debts, and be free and happy, saving all the interests, collection and exchanges which are being paid by the trade to-day.

"The farmers and the retailers have to pay interest on what? Not on money, because they never had the privilege of using same, but on their debts or paper, so when a wholesale jobber borrows \$100.00, to pay the manufacturer, that money draws, say 6 per cent. interest from him, but the retailer, who owes the jobber that amount, has to pay 8 to 10 per cent interest also, not on that \$100, but on the debt or the paper which represents that amount; and the farmer, who is also indebted to the retailer for that amount, has to pay interest also, on the same debt, which would be 10 per cent.; so you will see, by this process of distribution, that this \$100.00 has an earning power of 24 per cent. Who has to pay for it all? The last man who buys the goods, the farmer.

"This will explain why the farmer is unable to make a profit on his investment, and he can not even make fair wages.

"By this circulation of money, in the wrong direction, is increased its earning power by two-thirds; to the benefit of the few, and to the detriment of the masses.

"Thanking you for your space in The Canadian Grocer."

the co-operate steadily in the pauperize, the slinking

are to have at all, not at a menace and a system of evil in it some-wise men in illusionation as gaunt, sickly oze about the pel.

appalled at rearing ratios d disease, are find a remedy er evil against nothing.

compared with gs down Eng- other nation, ve only those

a window is is any good t think that up a display oorly spent. If earning money an when he is

MAKE-UP.

GROCER will in-make-up which proper developed will improve er, to the con-, advertiser and

velopment of the has proved so

bruary all adver- with the special n the front and after no advertis- the advertising l the end of the ny new advertis- in this position s, although the en continued as

way advertising eading matter to

ll necessitate a some advertisers positions, but as e THE GROCER st we shall have bearing of our arrangement be advantages fully

ADIAN GROCER.

MARKETS AND MARKET NOTES

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Sugar—Declined 10c. per hundred.
Eggs—Declined from 4c. to 8c. per dozen.
Lard—Advanced.
California Raisins—Weaker.

TORONTO.

Sugar—Declined 10c. per 100 lbs.
Hides— $\frac{1}{2}$ c. advanced.

Quebec Markets.

GROCERIES.

Trade during the week has been quiet. Travelers do not appear to be able to stimulate much business since going out on their first trips last week. In many sections in the east roads are in very poor condition, which is always detrimental to business. The feature in the grocery trade is a decline of 10c. per hundred in sugar, an advance in lard and provisions, a decline in the price of eggs and butter.

Canned Goods—There is nothing of interest this week in the canned goods situation, and jobbers report trade quiet and about on a par with business in these goods at this season of the year. It is expected that there will be a firmness in tomatoes in the near future, with every prospect of improved business in consequence. At the low price at which teas are quoted, this line is considered good buying. Canned fruits are in fair demand. Salmon and lobsters are also receiving more attention.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also a private brand.
Group No. 2 comprises—
"Lynn Valley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
Group No. 3 comprises—
"Globe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS

	Group No. 1.	Group No. 2.
Cherries —		
2s, red, pitted	2 02	2 00
2s, red, not pitted	1 57	1 55
2s, black, pitted	2 02	2 00
2s, black, not pitted	1 57	1 55
2s, white, pitted	2 22	2 20
2s, white, not pitted	1 82	1 80
Currants —		
Red, heavy syrup	1 60	1 57
Red, preserved	1 80	1 77
Black, heavy syrup	1 77	1 75
Black, preserved	2 07	2 05
Gooseberries —		
Heavy syrup	1 90	1 87
Preserved	2 12	2 10
Lawtonberries —		
Heavy syrup	1 77	1 75
Preserved	1 95	1 92
Peaches —		
Yellow, flats, 1 $\frac{1}{2}$	1 70	1 67
" " 2	1 90	1 87
" " 2 $\frac{1}{2}$	2 60	2 57
" " 3	2 85	2 82
whole 2	2 37	2 35
White —		
2	1 75	1 72
3	2 50	2 47
3	2 70	2 67
Pie, not peeled, gal.	1 27	1 25
Pie, peeled	2 57	2 55
Pears —		
Flemish beauty 2	1 65	1 62
" " 2 $\frac{1}{2}$	1 97	1 95
" " 3	2 12	2 10
Bartlett 2	1 80	1 77
" " 2 $\frac{1}{2}$	2 17	2 15
" " 3	2 32	2 30
Pie, not peeled, gal.	1 27	1 25

Pie, not peeled, 3	3 81	3 77
Pie, not peeled, gal.	3 27	3 25
gal.		2 50
Pineapple —		
2s sliced		2 25
2s " grated		2 35
3s " whole		2 50
Plums —		
2s, Damson, light syrup		1 00
2s " " heavy syrup		1 20
2s " " " "		1 57
3s " " " "		1 85
Gals. " " standard		2 95
2s " " Lombard, light syrup		1 05
2s " " " heavy syrup		1 35
2 $\frac{1}{2}$ s " " " "		1 62
3s " " " " "		1 90
Gals. " " standard		3 15
2s " " Green Gage, light syrup		1 15
2s " " " heavy syrup		1 47
2 $\frac{1}{2}$ s " " " "		1 72
3s " " " " "		2 00
Gals. " " standard		3 45
2s " " Egg, heavy syrup		1 52
2 $\frac{1}{2}$ s " " " "		1 80
3s " " " " "		2 10
Raspberries —		
Red, light syrup	1 42	1 40
Red, heavy syrup	1 67	1 65
Red, preserved	1 87	1 85
Black, heavy syrup	1 62	1 60
Black, preserved	1 77	1 75
Strawberries —		
2s, heavy syrup	1 52	1 50
2s, preserved	1 67	1 65
Gallons, standard	5 27	5 25

VEGETABLES

Asparagus —		
2s, tips	52	2 50
Beets, sugar	0 85	0 95
Beans —		
2s, wax	80 82	80 80
2s, refuguee	0 85	0 82
Corn —		
2-lb. tins, per doz.	0 85	
Gallon, per doz.	5 00	
Peas —		
2s, standard (No. 4)	0 62	0 60
2s, early June (No. 3)	0 70	0 67
2s, sweet wrinkled (No. 2)	0 82	0 80
2s, extra fine sifted (No. 1)	1 22	1 20
Pumpkins —		
3-lb. tins		0 72
Rhubarb —		
2s, preserved	1 17	1 15
3s, preserved	1 92	1 90
Gallons, standard	2 65	2 62
Spinach —		
2s, table	1 42	1 40
3s, table	1 82	1 80
Gallons, table	5 02	5 00
Squash —		
3-lb.		1 00
Tomatoes —		
3-lb. tins, per doz.	0 95	
Gallon tins, per doz.		0 92

FISH

Lobster, tails	3 50
1-lb. flats	3 85
1-lb. flats	2 00
Mackerel	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf	
1-lb. Tails, 5 cases and over, per doz.	1 55
1-lb. " less than 5 cases, "	1 57
1-lb. Flat, 5 cases and over, "	1 67
1-lb. " less than 5 cases, "	1 70
Arrow brand, 7 $\frac{1}{2}$ cents less, "	
1-lb. " 5 cases and over, "	1 00
1-lb. " less than 5 cases, "	1 02
Low Inlet —	
1-lb. Flat, 5 cases and over, "	95
1-lb. " less than 5 cases, "	97

Sugar—The feature this week in the sugar market was a decline of 10c. per hundred, put in force by the refiners on Tuesday. There was little buying by the jobbing trade, who also report country orders light, attributing same, aside from the general weakness of the market, to poor country roads. The continued weakness of the foreign beet and raw market was a disturbing factor in buying by the jobbing trade. Many of them are as well engaged in taking stock and naturally do not desire to load up. We quote:

Granulated, bbls.	\$4 20
" " 1-bbls.	4 35
" " bags.	4 15
Paris lump, barrels	4 70
" " half-barrels	4 80
" " boxes, 100 lbs.	4 70
" " boxes, 50 lbs.	4 80

Extra ground, bbls.	4 55
" " 50-lb. boxes	4 75
" " 25-lb. boxes	4 85
Powdered, bbls.	4 35
" " 50-lb. boxes	4 55
Phoenix	4 15
Bright coffee	4 10
" yellow	4 05
No. 3 yellow	4 00
No. 2 " "	3 90
No. 1 " bbls.	3 80
No. 1 " bags.	3 75

Syrups and Molasses—The molasses market continues unchanged, with holders firm. It is not expected that much interest will develop in these goods until advices as to new crops become more definite. The jobbing trade report only fair buying from country points. The corn syrup trade keeps up well and these goods in some quarters are reported as making good headway. We quote:

Barbadoes, in puncheons	0 35
" " in barrels	0 37
" " in half-barrels	0 38
New Orleans	0 22
Antigua	0 31
Porto Rico	0 45
Corn syrups, bbls.	0 02
" " 1-bbls.	0 02
" " 1-bbls.	0 03
" " 35-lb. pails	1 30
" " 35-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. "	2 35
" " 10-lb. " 1 doz. "	2 25
" " 20-lb. " 1 doz. "	2 10

Tea—A somewhat better trade has been reported during the week. The market in teas generally continues firm. Cable advices received on Tuesday report Ceylon blacks advanced a farthing, with green teas very firm, and nothing under 7d to 7 1-4d for Young Hysons obtainable. There is very little doing in spinpowders. Pinheads are not obtainable on the market. There has been somewhat better demand for Japans, although trade not be considered as active. Taking the tea business as a whole, dealers are satisfied with the somewhat better conditions. We quote:

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—Pingsuey gunpowder, low grade	0 11	0 15
" " " pea leaf	0 19	0 21
" " " 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 17	0 15
Pakling—boxes	0 15	0 20
" " fine	0 21	0 30

Coffee—The coffee situation remains unchanged with business quiet. Jobbers report only a small amount of business and light demand in sight. Prices remain unchanged. We quote:

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

Foreign Dried Fruits—In dried fruits trade keeps moving on quietly, without any excitement to report. Shelled almonds retain their firmness and Tarragona soft shell almonds are reported to have advanced 3s. per bag at shipping

nds for us sale

most for- it. con- ising, when LOSS starch

TARCH

s who tising stock

S, Limited

port. Shelled walnuts also show a slight advance since last report, and strong bull advices from France, based on smallness of the supply, and undiminished demands, notwithstanding the material advance from lowest point. Although California prunes are, in common with other dried fruits, somewhat quiet, holders are not pressing sales, as they expect as soon as the demand arises to see an improvement in prices. The stock remaining at coast is now pretty well concentrated in the hands of very strong holders. In California raisins, however, the expected has happened and holders have been obliged to yield considerably in their prices. Currants, although unchanged in prices, remain very firm, and it seems impossible to expect any lower prices this season. Comadre figs are row exhausted at places of growth, and the very small stocks are in first hands on this side. Holders, therefore, are obtaining their prices without difficulty. We quote:

Valencia Raisins—	
Fine off-stalk, per lb.	0 04 0 04
Selected, per lb.	0 04 0 05
Layers,	0 05 0 05
Dates—	
Dates, Hallowees, per lb.	0 04 0 04
Californian Evaporated Fruits—	
Apricots, per lb.	0 13
Peaches,	0 10
Pears,	0 13
Malaga Raisins—	
London layers	2 00
"Connoisseur Clusters"	2 50
"Royal Buckingham Clusters," 1/2-boxes	0 80
"Excelsior Window Clusters," boxes	1 10
"	3 50
"	4 50
"	1 35
Californian Raisins—	
Loose muscatels, per lb.	0 07 0 08
" seeded, in 1-lb. packages.	0 08 0 09
" " 2 crown	0 06
" " 3 crown	0 06 0 06
" " 4 crown	0 08
Prunes—	
30-40s	Per lb. 0 08
40-50s	0 08
50-60s	0 07
60-70s	0 06
70-80s	0 06
80-90s	0 05
90-100s	0 05
Oregon, prunes (Italian style), 50-60s	0 07
Oregon prunes (French style), 60-70s	0 06
" 90-100s	0 04
" 100-120s	0 04
Currants—	
Filiatras, uncleaned	0 04
Fine Filiatras, per lb., in cases	0 04 0 05
" " cleaned	0 05 0 06
" " in 1-lb. cartons	0 05 0 06
Finest Vostizzas "	0 06 0 07
Amalias "	0 06
Sultana Raisins—	
Sultana raisins, per lb.	0 06 0 08
" 1-lb. carton	0 09
Eleme Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13
Four crown, fancy, 10-lb. boxes	0 09
Three crown	0 07 0 07
Glove boxes, fine quality, per box	0 11
Fancy washed figs, in baskets, per basket	0 20
" pulled figs, in boxes, per box	0 22
" stuffed figs, "	0 28
12-oz. boxes	0 06 0 07

Rice and Tapioca—The rice market shows no change since the recent advance of 20c. per hundred. Business is reported steady. Tapioca continues to show strength, with somewhat better business reported by the jobbing trade. We quote:

B rice, in 10 bag lots	3 05
B rice, less than 10 bags	3 15
C rice, in 10 bag lots	3 35
C rice, in less than 10 bag lots	3 05
Tapioca, medium pearl	0 05 0 06

Spices—The market continues unchanged. Market firm, with business light. Local trade does not look for any great business under present conditions. We quote:

Peppers, black	Per lb. 0 16 0 22
" 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

Beans—The market is unchanged, with firm tone. Stocks, however, are plentiful and equal to all requirements. We quote:

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

Evaporated Apples—Strong market and better inquiries for evaporated apples. Light stocks and firm position of evaporators in the west has had effect of buyers looking for supplies. Some sales are reported at a shade under our quotations, but these are the exception and no basis for business. We quote:

Winter varieties	0 10 0 10
------------------	-----------

Maple Products—Markets are dull and little inquiry. Business is light and anything doing is for fancy maple sugar. The demand for syrup is nil; little business is looked forward to until the Lenten season. We quote:

Maple syrup, in wood, per lb.	0 05 0 06
" in large tins	0 06 0 07
Pure Townships sugar, per lb.	0 07 0 07
Pure Beauce County, per lb.	0 08 0 09

Honey—Honey is proving better seller, and the demand is better than for some weeks past. Prices are firm. We quote:

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

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Jan. 18th, 12.30 p.m.

BUTTER—Quiet. Easier feeling. Trade looking for decline. Choice fresh creamery, 23c.; finest, 22 to 23c. Fancy dairy, 21c.

CHEESE—No change. Business dull. Stocks in few hands and small. Finest, 13 1/2 to 13 3/4c.

EGGS—Weakness noted. Weather colder, but no noticeable effect towards advance in prices. Pickled stock, 19c.; cold storage, 20c.; selects, 23c.; new laid, 28c.

PROVISIONS—Unchanged. Market firm. Dressed hogs, fresh abattoir killed, \$9.50 to \$9.75. Country dressed, scarce \$8.75 to \$9.25 per 100 lbs.

Fish.

The fish trade is reported as being good, in fact very good for this season of the year, in all lines. The weather has been rather on the mild side lately and with the advent of settled cold weather a greater improvement is looked forward to. Receipts of all kinds are equal to demand, with the exception of tommy cods, which are somewhat scarcer this week. On the return of the fish from the spawning beds (in about two weeks), supplies will be more plentiful. Fresh Newfoundland frozen herring are now on the market and meeting with ready sale at quotations. In smoked fish, haddies, which are excellent quality, are in good demand. Shell oysters are practically out of the market, but bulk oysters are selling well. We quote:

Fresh fish—	
Fresh haddock, per lb.	0 03 0 04
" market cod, per lb.	0 03 0 04
" steak cod, per lb.	0 04 0 05
Frozen fish—	
B.C. salmon, per lb.	0 08 0 09
Qualla, hard	0 17 0 08
Halibut, per lb.	0 08 0 09
Gaspé salmon, per lb.	0 15
Dore, per lb.	0 06 0 07
Whitefish, per lb.	0 03 0 04
Sea trout, per lb.	0 08 0 09
Lake trout	0 18 0 09

Striped bass, per lb.	0 15
Large herring, per 100 fish	2 00
Medium	1 50 1 60
Smel. No. 1, per lb.	0 09
Mackerel	0 12
Smoked fish—	
Haddies, 15 and 30-lb. boxes, per lb.	0 06
Kipper herring, per box	0 90
Bloaters, 10s in box, per box	1 25
Ya. mouth bloaters, 60 in a box	1 25
New herring, in small boxes, per box	0 11
Oysters and Lobsters—	
Hand-picked Malpeque oysters, per bbl.	11 00 12 00
Standards per imp gal	1 40
Selects, per imp gal	1 60
Oyster pails, pints per 100	1 00
quarts, "	1 25
Prepared fish—	
Boneless fish, 1 and 2-lb. bricks, per lb.	0 05
" cod,	0 06
" fish, 25-lb. boxes, per lb.	0 04
Skinless cod, 100-lb. cases, per case	6 00
Salt and pickled fish—	
No. 1 Labrador herring, per bbl.	6 00
" " per half bbl.	3 00
" " per pail.	0 80
" " salmon, tins	18 00
" " in 1/2 bbls.	13 00
" " in 1/4 bbls.	7 50
" B.C. salmon, bbls.	12 50
" half bbl.	7 00
" Labrador sea trout, bbls.	9 50
" lake trout, per keg	4 50
" mackerel, per pail.	2 00
" large green cod, per bbl., 200's	9 00
" medium, "	7 50
" small, "	6 50
Pollock, md., green	6 50
Haddock	7 00
Salt eels, bbls.	0 07
Sardines, bbls., 200 lb.	5 00

Ontario Markets.

GROCERIES.

Toronto, Jan. 19, 1906.

Trade has been somewhat more interesting during week under review, although it has still a holiday character. Some little surprise has been expressed at the sudden reverse in the sugar situation. There has been a general idea that bottom had been touched, although some are now professing to have been expecting a decline. Anyhow, it is noticeable that many firms have only recently bought ahead. In other lines conditions are normal with no great feature of interest, the exception perhaps being in seeded raisins. The whole dried fruit situation is showing strength.

Canned Goods—Wholesalers report fair trade since our last issue. No feature of interest has transpired, and no change in previous quotations. We quote:

Group No. 1 comprises—	
"Canada First," "Little Chief," "Log Cabin," "Horse shoe" and "Auto" brands, also all private brands.	
Group No. 2 comprises—	
"Lynnvalley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.	
Group No. 3 comprises—	
"Globe," "Jubilee," "White Rose," and "Deer" brands.	
	Group Groups
	No. 1 2 and 3
Apples, standard, 3's	1 00
" preserved, 3's	1 25
" standard, gal	2 50
" preserved, gal	1 50
Blueberries—	
2's, standard	0 92 0 90
2's, preserved	1 42 1 40
Gals., standard	4 52 4 50
Cherries—	
2's, red, pitted	2 02 2 00
2's, " not pitted	1 57 1 55
2's, black, pitted	2 02 2 00
2's, " not pitted	1 57 1 55
2's, white, pitted	2 22 2 20
2's, " not pitted	1 82 1 80
Gallons, standard, not pitted	7 02 7 00
" pitted	8 52 8 50
Currants—	
2's, red, H.S.	1 60 1 57
2's, red, preserved	1 80 1 77
Gals., red, standard	4 72 4 70
" " solid pack	7 02 7 00
2's, black, H.S.	1 77 1 75
2's, " preserved	2 07 2 05
Gals., black, standard	5 02 5 00
" " solid pack	8 02 8 00
Grapes—	
2's, white Niagara	1 42 1 40
2's, white Niagara	1 77 1 75
3's, white Niagara	1 97 1 95
Gal., white Niagara	3 52 3 50

Glascberries—	
2's, H.S.	
2's, preserved	
Gals., standard	
" solid pack	
Lambonberries—	
2's, H.S.	
2's, preserved	
Gals., standard	
Peaches—	
1 1/2's, yellow (data)	
2's, yellow	
2's, yellow	
2's, yellow (whole)	
2's, white	
2's, white	
3's, white	
Gal., pie, peeled	
Gal., pie, not peeled	
Pears—	
2's, Flemish Beauty	
2's, Flemish Beauty	
2's, Bartlett	
2's, Bartlett	
2's, Bartlett	
3's, pie	
Gal., pie, peeled	
Gal., pie, not peeled	
Pineapple—	
2's, sliced	
3's, grated	
3's, whole	
Plums, Damson—	
2's, light syrup	
2's, heavy syrup	
2's, heavy syrup	
3's, heavy syrup	
Gal., standard	
Plums, Lombard—	
2's, light syrup	
2's, heavy syrup	
2's, heavy syrup	
3's, heavy syrup	
Gal., standard	
Plums, greengage—	
2's, light syrup	
2's, heavy syrup	
2's, heavy syrup	
3's, heavy syrup	
Gal., standard	
Plums, egg—	
2's, heavy syrup	
2's, heavy syrup	
3's, heavy syrup	
Raspberries, Red—	
2's, L.S. (Shafferbe)	
2's, H.S.	
2's, preserved	
Gal., standard	
" solid pack	
Raspberries, Black—	
2's, black, H.S.	
2's, preserved	
Gals., standard	
" solid pack	
Asparagus—	
2's, tips	
Beets—	
2's, sliced, sugar an	
2's, whole	
3's, sliced	
3's, whole	
Beans—	
2's, golden wax	
2's, refuce	
3's	
Gals.	
2's, crystal wax	
2's, red kidney	
2's, Lima	
Gals, standard	
1's, Baked, plain	
1's, " tomato	
1's, " chili sa	
2's, " plain	
2's, " tomato	
2's, " chili sa	
3's, " plain (f	
3's, " tomato	
3's, " chili	
Cabbage—	
3's	
Carrots—	
2's	
3's	
Cauliflower—	
2's	
3's	
Corn—	
2's	
Gal., on cob	
Paranips—	
3's	
Peas—	
Extra fine sifted, f	
Sweet wrinkle	
Early June	
2's, standard	
Pumpkin—	
3's	
Gal.	
Rhubarb—	
2's, preserved	
3's	
Gal., standard	

Table listing prices for Raspberries (H.S., preserved, standard) and Loganberries (H.S., preserved, standard).

Table listing prices for Peaches (yellow/white, sliced/whole) and Pears (Flemish Beauty, Bartlett).

Table listing prices for Pineapple (sliced, grated, whole) and Plums (Damson, light/heavy syrup).

Table listing prices for Plums (Lombard, light/heavy syrup) and Raspberries (Red, L.S., H.S., preserved).

Table listing prices for Raspberries (Black, H.S., preserved) and Plums (egg, light/heavy syrup).

Table listing prices for Raspberries (Black, H.S., preserved) and Plums (egg, light/heavy syrup).

Table listing prices for Asparagus (tips) and Beets (sliced, whole).

Table listing prices for Beans (golden wax, refugee, crystal wax, red kidney, Lima) and various tomato sauces.

Table listing prices for Cabbage (tips) and Carrots (sliced, whole).

Table listing prices for Cauliflower (sliced, whole) and Corn (black, on cob).

Table listing prices for Parsnips (sliced, whole) and Peas (extra fine sifted, sweet wrinkle, early June, standard).

Table listing prices for Pumpkin (sliced, whole) and Rhubarb (preserved, standard).

Table listing prices for Spinach (2s, 3s), Squash (2s, 3s), Succotash (2s), and Turnips (2s, 3s).

Table listing prices for Tomato sauce (1s, 2s, 3s) and Chili sauce (same as tomato sauce).

Table listing prices for Catsups (tins, jugs) and Fish (Lobster, Mackerel).

Table listing prices for Salmon (Horse Shoe, Maple Leaf, Clover Leaf) and Sardines (French, Portuguese).

Table listing prices for Haddies (per doz, per case) and Herrings (tomato sauce, imported).

Table listing prices for Meats (Beef, Chicken, Turkey, Duck, Tongue, Soup, Pig's feet).

Sugar—The domestic market has not been an over active one. It has been noticed on several occasions that buyers showed little disposition to increase their holdings.

Following the advance in raws all refiners marked up their prices 10c per 100 lbs., to basis of 4.60c. less 1 per cent. cash for granulated.

Withdrawals are being made in fairly large volume to fill depleted stocks. Notwithstanding the comparatively small meltings recently, all the refiners are able to make prompt shipments.

San Francisco advanced 15 points and New Orleans advanced 10 points.

Table listing prices for Paris lumps, St. Lawrence granulated, Acadia granulated, Berlin granulated, Phoenix, Bright coffee, No. 3 yellow, No. 2, No. 1.

Syrups and Molasses — Trade in these has been of small volume and uninteresting. Previous quotations remain unchanged.

Table listing prices for Syrups (Dark, Medium, Bright) and Molasses (New Orleans, Barbadoes, Porto Rico, West Indian).

Table listing prices for Maple syrup (Imperial, 1-gal. cans, 5-gal. cans, Barrels, 5-gal. imp. brand) and Coffee (1-gal., 5-gal., Qts).

Coffee—The volume of trade continues good and wholesalers express satisfaction in the outlook of the coffee situation.

A very important improvement is going on in the statistical position of coffee and there will be a decided shrinkage of supplies during the next six months. The American visible (Brazilian) supply is now about the same as this time last year.

A year ago exaggerated estimates of the then growing crop were circulating, and the same sort of thing is indulged in now.

Table listing prices for various items (0.15, 2.00, 1.50, 0.09, 0.12, 0.06, 0.90, 1.2, 1.25, 0.11, 11.00, 12.00, 1.40, 1.60, 1.00, 1.25, 0.05, 0.06, 0.04, 6.00).

Table listing prices for various items (6.00, 3.00, 0.80, 18.00, 13.00, 7.50, 12.50, 7.00, 9.50, 4.50, 2.00, 9.40, 7.50, 6.50, 6.50, 7.00, 0.07, 6.00).

Table listing prices for various items (0.97, 0.85, 1.24, 1.30, 1.52, 1.50, 1.77, 1.75, 3.17, 3.15).

Table listing prices for various items (1.02, 1.00, 1.27, 1.25, 1.52, 1.50, 1.82, 1.80, 3.47, 3.45).

Table listing prices for various items (1.42, 1.40, 1.67, 1.65, 1.87, 1.85, 5.27, 5.25, 8.27, 8.25).

Table listing prices for various items (1.62, 1.60, 1.77, 1.75, 5.02, 5.00, 8.72, 8.25).

Table listing prices for various items (2.52, 2.50, 0.87, 0.85, 0.87, 0.85, 0.97, 0.95, 0.97, 0.95).

Table listing prices for various items (0.82, 0.80, 0.85, 0.82, 1.27, 1.25, 3.77, 3.75, 0.95, 0.92, 1.02, 1.00, 1.12, 1.10, 4.52, 4.50).

Table listing prices for various items (0.40, 0.45, 0.45, 0.70, 0.75, 0.75, 0.87, 0.85, 0.95).

Table listing prices for various items (0.80, 0.77, 2.52, 2.50, 0.92, 0.90, 0.02, 1.00, 1.22, 1.20, 0.82, 0.80, 0.70, 0.67, 0.62, 0.60, 0.80, 0.77, 2.52, 2.50).

Table listing prices for various items (1.17, 1.15, 1.92, 1.90, 2.65, 2.62).

to rational deductions, and the actual position itself points the way. "The steady markets of the past few days bring out inquiries from all directions.

"Brazil seems in earnest with its scheme to help the planters or to protect the industry of its principal product, coffee, and with decreasing production, success is to be expected."

Tea—The local trade has been fairly active since our last report, and some good samples have been seen in evidence on the street, showing attractive flavor and liquoring properties. Sales have been renewed on the London market and opened in good form. W. J. & H. Thompson in their latest report remark:

"The healthy tone which has characterized the current week's auctions is in marked contrast to that experienced at the opening sales in 1905, when prices were feeling the depressing effect of an 8d duty and shrinking clearances. Present conditions, however, are more favorable; with satisfactory deliveries buyers can afford to operate with some degree of confidence in the future, and as a consequence quotations for teas above common have on the whole tended upwards. Opinion on the market is hopeful for an uninterrupted volume of trade during the next few months.

"The London figures for the past twelve months show how remarkable has been the progress of Ceylon; with the exception of 2,000,000 lbs., the entire excess of 13,000,000 in imports has been forced into consumption, while India, though landings were only 1,500,000 lbs. behind, fell short of 1904 by some 5,000,000 lbs. in deliveries."

Foreign Dried Fruits—Trade on the domestic market has been naturally slow and uninteresting since the holiday. Reports from primal markets denote considerable development of strength. Shelled walnuts are showing strong advance on prices quoted at opening of season, a feature which is usually reversed. Dates have sold freely and are now scarce. Markets abroad are high. Currants at primal points are strong, without quotable changes. Raisins are also firm, quotations for spot deliveries are irregular, the irregularity being accounted for by irregular quality. California seeded raisins are somewhat unsettled. Prices have considerably strengthened during the past few days and reports from primal market with regard to the combine purchase are causing a degree of uneasiness.

We quote:

Prunes, Santa Clara—			
	Per lb.		Per lb.
90-100s, 50-lb boxes	0 06½	0 06½	60-70s, 50-lb boxes
80-90s	0 06½	0 07	50-60s
70-80s	0 07	0 07½	40-50s
			30-40s
			0 10
			0 10½
Candied and Drained Peels—			
Lemon	0 09½	0 10½	Citron
Orange	0 10½	0 11½	
Figs—			
Elmes, per lb	0 10	0 14	
Apricots		0 04	
California evaporated, in 50-lb boxes	0 14	0 15	
Peaches—			
California evaporated, " "	0 14	0 15	
Pears—			
California evaporated, per lb	0 13		
Currants—			
Fine Filiatras	0 35½	up	Vostizzas
Patras	0 06	0 06½	
Raisins—			
Sultans	0 05½	0 07	
" Fancy	0 10	0 14	
" Extra fancy	0 15	0 16	
Valencias, selected	0 05½	0 06	
Seeded, 1 lb packets	0 11	0 12½	
California, loose muscatels—			
3-crown	0 07½		
4-crown	0 09		
Dates—			
Hallowees	0 04½	0 05	Fards new choicest
Hairs	0 04	0 04½	" new choice,
Domestic evaporated apples			0 10

Foreign Nuts—We quote:

Almonds, Tarragona, per lb	0 12	0 12½
shelled Valencias	0 25	0 28
Grenoble	0 15½	0 16
Walnuts, Bordaoux	0 11½	0 12
shelled	0 20	0 25
Filberts, per lb	0 10	
Pecans, per lb	0 14	0 17
New Brazils, per lb	0 14½	0 15

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

Selected Spanish	0 08½
A 1s, banners and suns	0 08
Japanese Jumbo's	0 08½
Virginia	0 10

Rice and Tapioca—Trade continues good in these lines, with prices firm, but no quotable change is manifest at present moment. Tapioca is in good demand and exceedingly firm. We quote:

Rice and Tapioca—	
	Per lb.
Rice, stand. B.	0 03½
Rangoon	0 03½
Patna	0 06
Japan	0 06
Carolina rice	0 03½
Sago	0 08
Louisiana rice	0 05
Tapioca, staple	0 05
" double goat	0 06

Spices—Trade in spices is uninteresting, and no new feature of interest is manifest. We quote:

Spices—	
	Per lb.
Peppers, blk	0 18
white	0 27
Ginger	0 18
Qassia	0 21
Nutmeg	0 45
Cloves, whole	0 25
Cream of tartar	0 25
Allspice	0 15
Mace	0 80

Honey—The market is still reported active, with no new feature of importance to remark. Prices remain unchanged, with firm indications. Quality is continuing to maintain a good report. We quote:

Honey, extracted clover, in 60-lb. cans, per lb	0 08
" " in 5 lb. & 10 lb. cans, lb.	0 08½
" sections, No 1, per doz.	2 00
" No. 2, " "	1 50
" Buckwheat, per lb.	0 04½
" sections per doz.	1 00

Beans—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality. There has been little difficulty in placing goods. Prices are distinctly of an upward tendency, and quotations in consequence are likely to be advanced. We quote:

Beans, handpicked, per bush	1 85
prime, No. 1	1 75
Lima, per lb	0 07

Hides—The market has a still further downward tendency, but no quotable change is apparent. The conditions are still those of uncertainty, and little confidence is expressed by dealers. Arrivals are still in fair quantity, but no more than demand requires. Chicago shows no material strength, and the Canadian market is unaffected by it at present moment. We quote:

Hides, inspected, steers, No. 1	0 11
" No. 2	0 10
" cows, No. 1	0 10½
" No. 2	0 09½
Country hides, fat, per lb.	0 09
Calf skins, No. 1, selected	0 13
" No. 2	0 11
Sheep skins	1 20
Horse hides, No. 1	3 00
Rendered tallow, per lb.	0 04
Pulled wools, super, per lb.	0 22
extra	0 24

Fur Skins.

	No. 1	No. 2	No. 3	No. 4
Badger	\$0 50	\$0 10	\$...	\$...
Bear				
" Black	15 00	8 00	3 00	1 00
" Yearlings	7 00	5 00	2 00	0 30
Fisher	6 00	4 00	2 00	1 00
Fox	2 50	1 50	0 50	0 20
" Cross	5 00	4 00	2 00	0 50
Lynx	4 00	2 75	1 50	0 50
Marten	10 00	5 00	2 00	0 50
" Pale	4 00	2 75	1 25	0 50
Mink	5 00	4 00	1 00	0 25
" Pale	3 25	2 00	1 00	0 25

Muskrat, Ont. & E. Fall	0 12	0 08	0 03
" N.W.T. & W.	0 11	0 07	0 03
Rabbit	0 01	0 00½	
Raccoon	1 25	0 70	0 30
Skunk	1 50	1 00	0 50
Weasel	0 50	0 25	0 20
Wolf	1 50	0 75	0 40
" Prairie	1 00	0 50	0 0
Wolverine	4 00	2 50	1 00

Fish.

The market reports good trade for current week, the demand covering all lines that are readily available. Oysters especially have been well maintained, and supply regular and good. Since the holiday season sales continue to make steady advancement, and the prospects this season are considered as unusually good. Prices of haddock and cod steak are easier.

We quote:

Frozen halibut, per lb	0 10
Fresh haddock	0 05
Frozen trout	0 09
Fresh cod steak, per lb	0 06½
" lobsters, boiled, per lb	0 25
Frozen B. C. salmon, per lb	0 10
Shrimps per gal.	1 25
Whitefish, per lb.	0 09
Herring	0 01
Pickrel	0 07
Oysters, standard, small pail	4 00
" selects, pail	4 80
Finnan haddies	0 07
Clacoes	1 25
Kippers, 80 to box	1 25
Bloaters, 80 to box	1 15
Mackerel, per lb	0 10
Labrador herring salt, No. 1, half bbl.	3 25
Frozen sea herring, per 100	2 25

Dried and Cured Fish—We quote:

Boneless fish, per lb	0 05
Cod fish, 1-lb. bricks	0 07½
Quail-on-toast, per lb	0 05½
Filched cod fish, in cases of 100 lbs., per lb	0 07½

N. S. Markets.

Halifax, January, 1906.

The grocery markets do not present anything really new since last report. The holiday dullness still prevails and prices continue firm and steady, there being nothing of special note as regards prices. The dullness following the holiday season is usually looked forward to, therefore the dealers have no special complaint to offer.

Collections on the whole are considered to be very good, and this is one of the most satisfactory points at this season of the year. The commercial notes falling due at the close of the year's business are always quite large, but payments have been pretty well met.

Travelers have been off the road a good deal up to the present, and the orders coming to hand are largely by mail.

Popped Rice a Ready Seller.

An article new on this market, and one which the jobbers say is selling freely, is popped rice, and some of the retail dealers say that it sells so fast that they are unable to keep a sufficient supply on hand for the wants of their customers. The retail price is thirty cents per pound.

Canned Goods.

All canned goods are selling freely, perhaps the most call being for beans, corn, peas and tomatoes, the latter two perhaps having the most call.

Demand for Celery and Lettuce.

The Halifax grocers are handling more green goods at this season of the year than ever before. The hothouses are growing large quantities of lettuce. The demand for it is very great. The first-class grocers handle probably from 25 to 50 dozen of heads per week. The

keeping of l other respect sters having lettuce being ster salad which is co city, and from the gr year. The g lars in the weekly with handle as m per week.

There has fresh laid e obtainable The demand consumption ceptibly. T now are pr land stock, to 24 cents storage or

The butt There is ve market. S hard to get butter hand from Quebe creameries the home d being expor of the pre about the :

Cheese is ises to con about 13½ erved large

There is this marke have large several ves the hatches less than t wharves, w The price l per bushel. Scotia pot; Havana ma grown prin they are b are shippe They conn Prince Edv

The Princ appeared b last week : as being i They asked starch, and kerosene of flour, impo barrelled p of ships' st Scotia fish creased dut British gur pork, whic the Island

B.

Vancouver C.P.R. bo Board of th tary of th trade of tl from the made othe had decide ciation of ed on this

0 08	0 03
0 07	0 03
0 00 1/2	0 16
0 70	0 30
1 00	0 50
0 25	0 20
0 75	0 40
0 50	0 0
2 50	1 00
	0 25

Trade for cur-
covering all lines
le. Oysters es-
maintained, and
Since the holi-
inure to make
the prospects
ed as unusually
and cod steak

0 10
0 05
0 09
0 06 1/2
0 25
0 10
1 25
0 09
0 01
0 07
4 00
4 20
4 80
0 07
1 25
1 25
1 15
0 10
3 25
2 25

We quote:
0 05
0 07 1/2
0 05 1/2
per lb 0 07 1/2

Markets.

January, 1906.
do not present
ince last report.
ill prevails and
nd steady, there
note as regards
llowing the holi-
oked forward to,
have no special
ole are consider-
d this is one of
oints at this sea-
commercial notes
se of the year's
te large, but pay-
well met.
off the road a
esent, and the or-
are largely by

Ready Seller.

this market, and
ay is selling free-
some of the re-
sells so fast that
p a sufficient sup-
ants of their cus-
ce is thirty cents

oods.

re selling freely,
being for beans,
es, the latter two
st call.

r and Lettuce.

are handling more
ason of the year
ie hothouses are
es of lettuce. The
great. The first-
probably from 25
per week. The

keeping of lettuce benefits the trade in other respects, the sale of canned lobsters having increased very greatly, the lettuce being used largely in making lobster salad. Celery is another article which is consumed very largely in this city, and it is even obtainable fresh from the ground at this season of the year. The growers keep it in their cellars in the earth, and supply the trade weekly with it. Some of the dealers handle as much as two hundred bunches per week.

Butter and Eggs.

There has been a drop in the price of fresh laid eggs, good stock being now obtainable at thirty cents per dozen. The demand for case eggs is light, the consumption having fallen off very perceptibly. The case eggs on the market now are principally Prince Edward Island stock, and they are jobbing at 22 to 24 cents per dozen. They are all cold storage or limed stock.

The butter situation is unchanged. There is very little local butter on the market. Small tubs of fresh butter are hard to get at any price. Nearly all the butter handled by the large dealers is from Quebec and Ontario. The local creameries cannot commence to supply the home demand. Very little butter is being exported from here, in consequence of the present situation. Prices are about the same as last quotation.

Cheese is firm and the outlook promises to continue so. The price here is about 13 1/2 cents, the market being governed largely by the price in Montreal.

There is no scarcity of potatoes on this market. The commission houses have large stocks on hand, and there are several vessels at the wharves filled to the hatches. At Sydney there are no less than twenty vessels tied up at the wharves, waiting for prices to advance. The price here is from 30 to 32 cents per bushel. Large shipments of Nova Scotia potatoes are being sent to the Havana markets. These potatoes are grown principally in Cornwallis, where they are barrelled, and in many cases are shipped direct from points there. They command a higher price than the Prince Edward Island grown potatoes.

The Prince Edward Island farmers who appeared before the Tariff Commission last week strongly expressed themselves as being in favor of a revenue tariff. They asked for increased duty on potato starch, and a reduction of the duty on kerosene oil, favored a duty on sago flour, imported from Singapore, and on barrelled pork imported under the name of ships' supplies for the benefit of Nova Scotia fishermen. They also seek increased duty on mutton, lamb, fresh fish, British gum and dextrine, and American pork, which comes in competition with the Island pork.

B. C. News.

Vancouver, Jan. 15, 1906.

Vancouver wholesale men now fight the C.P.R. boycott alone. The Victoria Board of Trade has notified the secretary of the Vancouver board that the trade of the capital city has withdrawn from the contest. No statement was made other than that the Victoria board had decided to withdraw from the Association of Coast Boards of Trade formed on this question.

Naturally motives are imputed, and it is freely asserted that expected favors from the C.P.R. in the way of developing the island by a railway running its entire two hundred and fifty miles of length, with various branches, have had their influence. Possibly the apparent hopelessness of the struggle as viewed at present has had equal effect.

So far the Vancouver men show no signs of weakening, and leaders in the movement express their determination to continue the fight indefinitely. It is certain that west-bound freight traffic has been largely diverted from the C. P. R., and receipts at Vancouver by that line are at present very light.

Northward at present turn the eyes of all the race of restless, hardy pioneers, who sigh Alexander-like for new worlds to conquer. One and all join in waiting with keen expectancy for the announcement of definite action of the G. T. P. with reference to construction of the coast section. But next Spring there will be a rush of people into all that section of Northern British Columbia through which the line is to pass, whether railway work begins or not. Last season many prospecting parties spent several months in the Cassiar country. Coal and mineral lands, timber and agricultural lands were all sought and bought, and many companies have been formed this Winter to operate and develop much of the valuable territory secured. Large capital has been interested and a good deal of money is to be spent. Already the public hears much of "New British Columbia," and business men are preparing for the trade which will follow the advent of population and industrial operations.

From Sechart Bay, on the west coast of Vancouver Island, where Capt. Balcom last Summer established a whaling station, the first on the British Columbia coast, a large shipment of whale oil, 142 tons in all, was received at Victoria, to be shipped to Liverpool by Blue Funnel steamer Oanfa. Other shipments are being made regularly to San Francisco, the Queen taking out a large quantity this week.

S.S. Tartar, which sailed Monday for the Orient, carried on her cargo list a goodly proportion of western produce. Big shipments of flour from the Columbia Flour Mills, Enderby, B.C., and from Raymond, Alberta, and a consignment of Government creamery butter from Calgary were among the items.

A new brokerage firm handling importations and indent orders has been formed in Vancouver. Messrs. A. K. Evans, formerly of C. F. Jackson & Co., Limited, and W. J. Davidson are the members.

Mr. J. W. Berry, late of Thorne, Berry & Co., and formerly manager of John Tobin & Co., Limited, has begun business in the wholesale tea trade on his own account. Mr. Berry is an expert in tea and his experience, covering Canada both east and west, was begun in London, where he had many years of practical work. He has also spent much time in the tea-producing districts of India and Japan.

The Standard Soap Co., which recently erected a large factory at Calgary,

is to establish a plant in Vancouver also. Mr. A. Nelson, who is to have charge, is in the city making arrangements. P. Burns, the western cattle king, who is president, is heavily interested in the company.

A cargo of raw sugar from Peru was received this week by the British Columbia Sugar Refinery Company. The Kosmos liner Centaur, from Hamburg, brought the consignment.

Groceries show little movement, trade being still dull, the after Christmas torpidity not yet having worn off.

Canned goods are unchanged in price. Dried fruits are still firm, while other staple stocks have no features of note.

FORTY-THREE YEARS SUCCESS.

Forty-three years in the grocery business in Toronto, as man and boy, clerk, retailer, jobber and wholesaler, is the record of Mr. Thomas Kinnear, of T. Kinnear & Co., wholesale grocers, Toronto, who has recently been



Mr. T. Kinnear.
Of T. Kinnear & Co. President of Grocers' Section,
Toronto Board of Trade.

elected president of the grocers' section of the Toronto Board of Trade.

Mr. Kinnear's record is one of which he may be justly proud. He was born, as have been many fine lads ere this, at Ballynerra, County Antrim, near the staunch old city of Belfast, coming to Toronto with his father and family as a small boy, in the year 1863, and Toronto has, without interruption, been his place of abode and business ever since.

Much depends on a good start, and the subject of this sketch started in the grocery business, as a boy of sixteen, with Swan Bros., a splendid school. Mr. Henry Swan, in Mr. Kinnear's judgment, was perhaps one of the best salesmen he ever met, and had he not been so cautious, would very likely have been the leading wholesale grocer in Toronto today. Since the day he first put on the apron behind Swan Bros.' counter, Mr. Kinnear has been in the grocery busi-

ness within the radius of a five minutes' walk from where he first started.

On gathering together, at the age of 25, a capital of \$2,000, Mr. Kinnear decided to try fortune for himself, entering upon the retail jobbing trade on the East Market Square, under the firm name of Kinnear & Lang. From the first the new firm was wonderfully successful, and in a little over eight years had increased their capital to nearly \$60,000.

By this time, in 1880, the young grocer was again eager to try his wings. He decided to dissolve and enter upon the wholesale trade, leaving the old business to his partner, Mr. Lang.

There were those who were mildly skeptical of the new venture, but Mr. Kinnear never had a doubt. His faith has been amply justified and in the 25 years that have since elapsed, in lean years and fat years, there has never been a twelvemonth in which the firm of T. Kinnear & Co. has not been able to add largely to its capital. "I have never known," Mr. Kinnear is fortunate enough to be able to say, "what it is to be hard up, as my system has been to finance when I buy." Mr. Kinnear has always made it a practice to pay cash and take the discounts whenever discounts are given.

Such uniform success is not so usual as to pass without comment. The explanation is probably Mr. Kinnear's system of "thorough." Beginning as a boy, he knows the trade from the ground up, and has never allowed a detail to escape him.

Mr. Kinnear is acknowledged by the trade, generally, to be thoroughly up on every department of the business. Teas he has made his pet study. Mr. Kinnear knows teas.

This factor is particularly noticeable in his buying operations. In dealing with the brokers, Mr. Kinnear decides quickly. He knows his goods, knows a bargain when it is offered, knows when to say yes or no, and says it, unreservedly, unalterably. As a consequence he has the reputation of being one of the keenest and most far-sighted buyers in the market.

First judgments are best in Mr. Kinnear's experience. "I have found," he says, "that when I depend on my own first judgment I am right, whereas, if

I allow myself to be influenced by other considerations, or other people's judgments, I am generally wrong."

The founder of T. Kinnear & Co. has great faith in the younger generation. It is a known fact that he has been the means of helping not a few young men to get a start, young men who now occupy prominent places in the retail trade, both in Toronto and in other places throughout the province. Nothing has been of greater pleasure to Mr. Kinnear than to watch the success of these young men on whose integrity and business ability he placed his faith. Of all the parties thus helped, only one has failed to make good.

Mr. Kinnear is training up his sons to take the burden of responsibility off his shoulders, as time rolls on, if one can imagine Mr. Kinnear ever relaxing that eternal vigilance which has been the price of his success.

He is now fifty-nine years of age and his business hours are from half past eight to six o'clock, taking a half hour for lunch in the middle of the day.

HINTS TO BUYERS.

Mr. E. D. Marceau, Montreal, is offering this week some excellent values in teas, in Japan, gunpowder, Ceylon, India and Young Hyson.

White & Co., Toronto and Hamilton, in calling attention to the demoralized state of the California orange market, mention that their storage capacity is so perfect that it has been quite possible for them to hold their consignments until maturity, and thus in great measure rectify the errors of the primal market in consigning imperfectly matured fruit. Their customers have been quite satisfied with their shipments.

BUSINESS PERSONALS.

Mr. William Mann, for several years in charge of the tea business of the Milliken, Tomlinson Co., of Portland, Maine, will act as manager of the tea department of Charles de Cordova, 78-80 Wall street, New York.

Mr. Albert Hugli has opened a manufactory at 15 Fisher street, Toronto, and will put on the market an entirely new line of washing sodas, soaps, etc. Mr. Hugli has had considerable experience and thoroughly understands every branch of the industry. He is particularly acquainted with the Canadian trade, having traveled from coast to coast.

NEW PARTNERSHIP.

When nearly a year ago Mr. C. E. Kyle decided to enter the wholesale grocery brokerage field his wide circle of friends extended generous wishes for success. Those wishes it appears have been pretty well filled, and Mr. Kyle with the beginning of the year has decided to take in a partner to help him look after his growing business.

The partner will be Mr. S. Hooper, for the past seven years manager of the grocery department of the Robert Simpson Company, Limited, and before that manager of Homer & Co.'s store at Rosseau. Mr. Hooper is a practical grocer of wide experience and together with



Mr. S. Hooper

Who enters the grocery brokerage firm of Kyle & Hooper.

Mr. Kyle's connection and thorough acquaintance with the trade the new firm should be a very strong one. Their bankers are the Imperial Bank of Canada.

Among the agencies held by Kyle & Hooper, the style of the partnership, are: Thornett & Fehr, spices, oils, etc., London; Cosmelli, Meyer & Co., London, Denia and Valencia; Bernard & Co., Japan tea; Dandicolle & Gaudin, fancy groceries; A. J. Reggio & Co., fruits, Smyrna; N. A. Mathias, currants, Patras; Parkinson Cereal Co., the Napanee Canning Co., and the Pacific Selling Co.

Diar



Montreal C

- Pineapples— 2s, sliced, 2 doz. case
- 2s, whole, "
- 2s, 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 "
- Sweet tash— 2s "
- Tomatoes— 3s "
- Salmon, Fraser River so
- " Skeena River,
- " River's Inlet,

To Who

is our Mo orders for

- 1/4 Oil Sa
- 1/4 Oil S
- 1/4 Mustar
- 1/4 Tomat
- 3/4 Mustar

Also Here Herring, Clams, etc lists and on request

CONN BL

Selling

Lea & Perrins' Worcestershire Sauce

indicates to your customers that **The Best** in all lines may be depended upon in your store.

The only inimitable sauce is—**LEA & PERRINS'**

J. M. DOUGLAS & CO., Canadian Agents

Montreal

IP.

Mr. C. E. Wholesale grocer circle of shelves for success appears have Mr. Kyle year has de- to help him less.

S. Hooper, nager of the Robert Simp- before that 's store at ractical gro- together with

Diamond E. Blend

Makes Delicious Coffee



If you want a rich, heavy-bodied, flavory coffee—Try "DIAMOND E." There is a peculiar aromatic quality about it that appeals to lovers of good coffee. So sure of the success of DIAMOND E. BLEND that we will ship on a 30-day trial basis—if it doesn't suit, send it back at our expense. Drop us a line and let us send you a sample. A trial is the most convincing argument we can suggest—remember there's a reputation of over half a century behind it.

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills,

55 Cote Street, Montreal

Apples— 2's, sliced, 2 doz. cases, per case	4 25
2's, whole, " "	3 75
2's, whole, " "	4 50
2's, grated, " "	4 50
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— 3's " "	2 39 2 34
Corn 2's " "	1 98 1 93
Peas— (No. 4) 2's " "	1 53 1 48
(No. 3) 2's " "	1 68 1 63
Sweet tash— 2's " "	2 63 2 58
Tomatoes— 3's " "	1 98 1 93
Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River's Inlet, " "	5 90

" Red Spring, " "	5 75
" humpback, " "	3 75
" cohoes, " "	4 85
" Clover Leaf, Fall delivery, 1 to 4 cases.	6 30
" " " " 5 to 9 cases.	6 20
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " " " 2's, " "	1 90
" " " " 3's, " "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " "	3 25
" ducks " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey " "	3 25
" chicken (Aylmer), per doz	3 30
" " (Delhi), " "	3 20
" turkey (Aylmer), " "	3 30
" " (Delhi), " "	3 20
" duck (Aylmer), " "	3 30
" " (Delhi), " "	3 20
Corned beef " 2's " "	2 75
" " 1's " "	1 55
Roast beef (Man. Can. Co.), 2's, per doz	2 65
" (Clark's), 1's, per doz	1 50
" " 2's, " "	2 65
Potted meats, 1's, per doz.	0 55
Veal loaf (Libbey's), 1 lb., per doz.	1 25
" " 1 lb. " "	2 50

Ham loaf " 1 lb. " "	1 25
" " 1 lb. " "	2 50
Chicken loaf " 1 lb. " "	1 85
" " 1 lb. " "	3 05
Luncheon (Clark's), 1's, " "	3 00
" (Aylmer), 1's, " "	2 90
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 80
" " " " 1-lb. tins, " "	3 10
" " " " 1-lb. glass, " "	3 35
Chipped " " 1-lb. tins, " "	1 45
" " " " 1-lb. tins, " "	2 50
" " " " 1-lb. glass, " "	3 05
Sliced bacon, " 1-lb. tins, " "	3 10
" " " " 1-lb. glass, " "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" " 2-lb. " "	2 65
Lobsters (new), 1-lb. flats, per 3-doz. case	16 00
" " 1-lb. tails, per 4-doz. case	10 25
" " " " 1-lb. tails, " "	14 50

Sugar—Prices throughout the list are the same with a quieter tone to the market following the falling off in the Christmas demand. Prices are quoted below.

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.

THE SALE OF

"KKOVAH" JELLIES IS

RAPIDLY SPREADING OVER THE WHOLE OF THE DOMINION.

"KKOVAH" JELLIES

"KKOVAH" CUSTARD

"KKOVAH" BLANC MANGE

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

Montreal granulated, in bbls.	4 95
" yellow, in bbls.	4 90
" in sacks.	4 55
Wallaceburg, in bbls.	4 85
" in sacks.	4 80
Berlin, granulated in bbls.	4 80
" in sacks.	4 80
icing sugar in bbls.	5 51
" in boxes.	5 75
" in small quantities.	6 15
Powdered sugar, in bbls.	5 35
" in boxes.	5 55
" in small quantities.	5 80
Lump, hard, in bbls.	5 65
" in 100-lb cases.	5 65
Raw sugar.	4 25 4 50

Syrups and Molasses—The demand continues fairly steady at prices which hold at last week's level.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 15
" " 5-lb tins, per 1 " "	2 60
" " 10-lb tins, per 1 " "	2 50
" " 20-lb tins, per 1 " "	2 40
" " barrel, per lb.	0 03 1/2
" Sugar syrup, per lb.	0 03 1/2
" "Kairomel" syrup, 2-lb. tins, per 2 doz. case	2 30
" " 5-lb. " "	2 65
" " 10-lb. " "	2 40
" " 20-lb. " "	2 45
Barbadoes molasses in 1/2-bbls, per lb.	0 04
New Orleans molasses in 1/2-bbls, per lb.	0 02 1/2
" in barrels.	0 02 1/2
Porto Rico molasses in 1/2-bbls., per bbl.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" 1/2 gal. bats., each.	0 33
" 3 gal. bats., each.	2 25

Coffee—The local coffee market is steady and sales are of average volume. We quote:

Whole green Rio, per lb.	0 10 1/2
" roasted, per lb.	0 15
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 15 1/2
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—There is a good demand for cocoa at the present time and prices are steady. We quote as before:

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
Baker's, in 1-lb tins, 1/2-lb tins, per lb.	0 42

Chocolate—We quote:

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

Marmalade—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " tins.	1 50
" " 7-lb. tins, per lb.	0 05
" " 4-lb. tins.	0 10 1/2
" (Upton's), 7-lb. pails, per pail	1 20
" 1-lb. glass.	1 20

Jam—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " 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 1/2
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—Quoted as follows:

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

Foreign Dried Fruits—Prices are unchanged from a week ago. Market holds firm, but is quiet. We quote:

Sultana raisins, bulk, per lb.	0 6 1/2
" cleaned,	0 08
" 1 lb pkgs "	0 09 1/2

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 1 50
" selected.	1 60 1 75
" layers.	1 70 1 85
California raisins, muscatela, 2 crown, per lb.	0 09
" " 3 " "	0 09 1/2
" " 4 " "	0 10
" " choice seeded in 1/2-lb. packages	0 09 1/2
" " fancy seeded in 1/2-lb. packages	0 09 1/2
" " per package	0 09 1/2
" " choice seeded in 1-lb. packages	0 11 1/2
" " fancy seeded, 1-lb. packages,	0 11 1/2
" " per package	0 12
Prunes, 90-100 per lb.	0 06 1/2
" 70-80 " "	0 07 1/2
" 60-70 " "	0 07 1/2
" 50-60 " "	0 07
" 40-50 " "	0 07 1/2
" choice silver, per lb.	0 10 1/2
" silver, per lb.	0 08 1/2
Courants, uncleaned, loose pack, per lb.	0 05 1/2
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06 1/2
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 07
" Vostizas, uncleaned.	0 06 1/2
Hallowee dates, new per lb.	0 05
Figs, cooking in tins and sacks	0 04 1/2
" boxes	0 04 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11 1/2
Peaches, choice, per lb.	0 13
" standard	0 12 1/2
Pears, choice (halves), per lb.	0 15
" standard	0 11
Plums, choice (dark pitted) per lb.	0 11
Nectarines, choice.	0 12

Candied Peels—The demand has fallen off sharply. The Christmas trade was exceptionally good at firm prices. We quote:

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

Nuts—No change in prices and the demand has fallen off since the Christmas needs were filled. Prices hold unchanged from those of a week ago at:

Almonds, per lb.	0 12 1/2
" (shelled), per lb.	0 30
Filberts " "	0 10
Peanuts " "	0 11 1/2
Jumbos " "	0 14
Walnuts, new, Grenoble, per lb.	0 15 1/2
" Marbots " "	0 13 1/2
Pecans, per lb.	0 15
Brazils, per lb.	0 15

Spices—Prices have been steady since the recent revision. We quote:

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 1/2
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 1/2
Ginger, per lb.	0 10
Allspice, per lb.	0 08 1/2
Mace, per lb.	0 70
Mixed spices, for pickling	0 12
" 4-oz. packets, per doz.	0 75

Rice, Tapioca and Sago—Tapioca is still firmly maintained at the high price quoted below. Rice and sago are steady. We quote:

Rangoon rice, per lb.	0 03 1/2 0 03 1/2
Patna " "	0 04 1/2 0 04 1/2
Tapioca, per cwt.	5 50
Sago, per lb.	0 04

Pot and Pearl Barley—No change in prices, which are as follows:

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

Evaporated and Dried Fruits—Evaporated apples have advanced to 11 1-2c. per pound for 50-lb. boxes and for 25-lb. boxes the price holds unchanged to 12c. per lb. New dried apples, 50-lb. boxes, are quoted at 8 1-4c. per lb.

Beans—New white beans are still quoted at \$2.05 per bushel.

Woodenware—Prices as follows:

Butter tubs, wooden hoops, 2 in nest, per nest.	0 42 0 45
" " 3 hoops, 2 in nest, per nest.	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest.	0 06
" " 3 hoops in nest, per nest.	1 00 1 25
Pails, 2 hoops, per doz.	1 85
Pails, fibre, per doz.	3 25
Wash tubs, common and wire hoop, per nest of 3	2 00
" " No. 0, per doz.	41 00
" " No. 1, per doz.	8 75
" " No. 2, per doz.	7 50
" " No. 3.	5 40
Nests of Nos. 1, 2 and 3.	1 90
Butter boxes, per nest of 3, to hold 14, 23 and 56 lb.	0 56
Butter tubs, fibre and cover, per doz.	0 25
Butter moulds, for 1-lb. bricks, per doz.	1 85

Honey—New honey is now on the market and is meeting with ready sale. Prices are as follows:

Clover honey 1-lb glass, 2 doz. in case, per doz.	2 00
" " 5-lb tins, 1 doz. in case, per tin.	0 50
" " 10-lb tins, 8 in case, per tin.	1 00
" " 60-lb tins, per lb.	0 07
Fancy comb honey, 2 doz. to the case, per doz.	2 50
" " per case.	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.	6 75
" " 10-lb. tins, 6 in case, per case.	6 40
" " 60-lb. tins, per lb.	0 10

Glass Fruit Jars—Prices for the season of 1905-06 are quoted as follows:

Glass fruit jars, pints, per gross.	7 75
" quarts, per gross.	8 75
" half gallons.	11 75

Salad Dressing—There is some demand still at following prices:

Durkee's, per 2-doz. case.	7 00
Royal, small, per doz.	2 85
" large.	4 75
Vinegar (C. & B.), bottles, pints, per doz.	1 20
" quarts,	2 10

Sauces—Quoted as follows:

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

Buckwheat—Quoted as before at \$1.70 per half sack.

Breakfast Cereals—Prices hold steady at last week's advance. We quote:

Rolled Oats, 80-lb. sacks, per cwt.	2 15
" 40-lb. " "	2 30
" 20-lb. " "	2 25
" 8-lb. " "	2 55
Cormeal, in sacks.	1 85
" in 1/2 sacks.	1 80

Fish and Oysters—The past week has seen no changes in prices. We quote:

Lake Superior trout.	0 09
Gold eyes.	0 05
Blue fish.	0 12 1/2
Mackerel.	0 15
Red Snapper.	0 09
B.C. Salmon.	0 08 1/2
Halibut.	0 07
White fish (L. Winnipeg), per lb.	0 07
Pickered.	0 05 1/2
Jackfish.	0 03 1/2
Finnan haddie.	0 08
" Halifax brand salt cod, fish cakes 24-1's.	0 07 1/2
" Acadia " " 2-1's.	0 13
" " " 20-1's.	0 07
" Bluenose " " 2-lb. boxes.	0 09
" Acadia " " 4-lb. boxes.	0 09
" " " shredded, 24 cartoons, per bx	2 00
" " " bulk, in 15-lb. bxs.	0 08
Large Labrador and Nfld. salt herrings per 100 lb.	4 00
" " per 2-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails.	0 12 1/2
Smoked halibut strips.	0 11
Kippered gold eyes, per doz.	0 45
Yarmouth boaters, 60 in box, per box.	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviar, extra, small jars, per jar.	0 40
Frog legs, 6 doz. in box, per doz.	0 40
Oysters, selects, per gal.	2 25
Standards, per gallon.	2 00

Green Fruits.

Market quiet with few, if any, changes in prices. We quote:

ORANGES AND LEMONS.	
Fancy California navel, 125's, per case.	\$3 50
" " 130's to 250's, per case.	4 00
California lemons, 300's and 360's, per case.	6 00
ONTARIO WINTER APPLES.	
Northern spies, XX, per bbl.	\$4 50
" XXX " "	6 00
Russets, per bbl.	4 50
Almeria grapes, per keg.	6 50
Winter pears, (B.C.), per case.	3 50
Cranberries, (Jersey), per bbl.	12 00

VEGETABLES.

We quote:	
Valencia onions, (large cases)	\$1 50
Spanish onions, per case	1 25
Native onions, per lb.	0 03

MADE
COFFEE
The line in which requires attention than A particular person discover the best. You build up the We buy qualities of roast them you exactly and ship it roasted.
ard Java and the Chaffless one and two one of our e for prices
& CO.
D BRANDON
OBA
FISH CO.
GAME AND OYSTERS.
STAGE AVE.
—Mail P.O. Box 701 WINNIPEG,

Right Price

Orange Meat sells at the right price—right for your customers, right for you.

We never cut the price of the 15c package. But we put up a **Jumbo** package which sells at 25c. This package is put up principally for the people who want 2 packages of **Orange Meat** for 25c.

The **Jumbo** package really contains more than double the quantity of a 15c package of other goods. It contains 2½ times as much.

So you see the **Jumbo** package price compares favorably with 10c goods.

Putting up **Orange Meat** in different size packages at fixed prices gives a security as well as a constancy to **Orange Meat** trade—of benefit to you.

That accounts for **Orange Meat** being regarded as standard goods.

Are you keeping in close touch with the "right-price" goods?

Agents in Montreal: R. B. Hall & Sons.
Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.
Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

GENERAL CONDITIONS.

Reports to hand are more or less indicative of a general depression at all points of the Dominion. There has, of course, been a certain amount of general trade, which at some points has given a measure of activity, but by no means can business be said to be booming.

At Ontario points the demand during the week under review has at times looked more healthy, and perhaps been a little difficult to execute, but this has been caused by a tendency to hold back supplies rather than to any important demand.

The recent fall in values has had no appreciable effect in stimulating buying, and the general feeling is one of weakness.

No improvement is reported in demand from eastern provinces. Export trade has shown a slight improvement, brokers are reporting more active inquiry, and in some instances fair business has resulted.

The milling demand for Manitoba wheat during the week has been very light, the advance in the price for May shipment putting it above millers' views. Immediately after the holidays, cable bids received by exporters were about one cent out of line, but the last half of the week they have been able to work considerable business, mostly for May-June seaboard at a fair margin over the May price.

A prominent Kingston business man was recently in Port Arthur, and made the statement that Winter navigation on Lake Superior, as proposed by MacKenzie & Mann, was not only feasible but will be in operation in the course of a few years. He was of the opinion this will be the route through which a great deal of the shipping would pass, and as a result Port Arthur would benefit greatly. It would make that port one of the most important of the chain of lakes.

It is reported that a construction company is under contract to begin the erection at Fort William early next Spring of two new elevators. One of the proposed warehouses will be built for the Canadian Pacific, while the other is for an independent firm. The vast increase in acreage to be brought under cultivation next year in the west is said to be responsible for the Canadian Pacific's decision to add to its storage capacity at the head of the lakes.

THE DOW CEREAL AND MILLING COMPANY.

The Dow Cereal & Milling Co., manufacturers of rolled oats, oatmeal, pot and pearl barley, rolled wheat and mill feed, of Pilot Mound, Manitoba, are situated in one of the finest oat belts in Manitoba. The oats from this district have long been recognized by the grain trade of the west as grading with the finest and cleanest oats grown in the great west.

The plant is modern and up-to-date, fitted with the latest and improved machinery to turn out an A1 article, and is equipped throughout with electric light. Since the first of September the mill has been operating 24 hours per day, capacity of plant 300 barrels per day.

Their Buffalo brand (emblem of Manitoba) of rolled oats has a sale from Vancouver to Halifax, and beyond the seas into Great Britain. The Dow Cereal & Milling Co. are also shipping to South Africa, and in time they hope to place their Buffalo brand of rolled oats in every part of the British Empire, on which the sun never sets. They pack Buffalo brand of rolled oats in 90, 80, 40, 20, 8, and 5-lb. sacks. Buyers of car lots east of the Great Lakes can obtain from their sales agents, Nicholson & Bain, Winnipeg, Manitoba, C. & F. prices delivered on track any city, town, or village in Canada, and for C. I.F. price any port in the world.

THEIR OWN GAS GENERATOR.

The Peterborough Cereal Company will have in operation a gas plant of its own, installed by the Gas Supplies and Construction Company, of Toronto. Hitherto the Peterborough Cereal Co. has secured its supply of gas from the plant of the Peterborough Light & Power Co. As is generally known, the Cereal Company employs gas for toasting Canada Flakes, one of the foods they manufacture.

The generator being installed by the Gas Supplies & Construction Co. of Toronto is built along different lines from the ordinary gas generator. This style of generator is in use largely in Europe, but very few are in operation in Canada and the United States. The new system of procuring heat and power is known as "producer gas," and it is claimed that a great deal more energy is derived from the coal than by the ordinary method. The ordinary method of procuring power and heat from coal is by the grate or direct firing, thereby transferring the energy in the coal through the energy of steam generated. Producer gas works upon a different principle. It is made in a generator which allows no escape of the products of the coal from which the gas is generated. Steam which is made from the waste heat from the generator is automatically injected through the heated coal, which is decomposed into the form of hydrogen gas and the smoke and gases which are lost with direct firing are combined in the producer gas and form a part thereof.

CEREAL NOTES.

Manitoba flour dropped thirty cents in price a day or so ago. It is now retailing at \$5.60 per barrel. Further decrease in the price is looked for in the near future. Ontario flour is still selling at \$5.10 per barrel retail. A drop in the price of Ontarios will

The
the

W

It is
BISCU
TRISC
fast fo
ordina
for whi
merce
Shred
wheat
fast, o
year.
whole
seller

The Ca

A Gro

INCR
quality of
INCR
celebrated
flours.
They g
other.
The lo
FLAVOR.
We ha
ADA and
MILLER
Selecte
Capaci
Deliver

Lake H

GOI

"MADE IN CANADA"

*The Best Cereal Food to Eat, and
the Best Cereal Food to Sell is*

Shredded Whole Wheat

It is made in two forms, Shredded Wheat
BISCUIT and **TRISQUIT**.

TRISQUIT is a **CRACKER**, not a "break-
fast food." It is used as toast in place of
ordinary bread toast, and for all purposes
for which the common white cracker of com-
merce is used.

Shredded Wheat **BISCUIT** is the standard
wheat food of the world, delicious for break-
fast, or for every meal for every day in the
year. It contains all the nutriment in the
whole wheat in digestible form. A good
seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Money in it

There is money for a grocer in handling first-
class flour. The best Northwest wheat is
used in

"Gold Crown" Flour

Our methods are scientific and we are not
ashamed of the product.

WRITE FOR PRICES

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

2-lb. Pails, 2 doz. in Crate
1/4 " 1/2 " "
25-lb. Pails. 75-lb. Tubs.
1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for it.

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

A Grocer's Bank Account

HOW TO SWELL IT.

INCREASE your business by selling a better
quality of flour.

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

They give **MORE** and **BETTER** bread than any
other.

The loaf will have the genuine **MANITOBA
FLAVOR**.

We have the most **MODERN MILL** in **CAN-
ADA** and practical and experienced **HARD WHEAT
MILLERS**.

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.

**THE
DOW CEREAL
AND MILLING CO.**

90  LBS



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

**Eastern
and**

**Western
Buyers**

of

**Car Lots
ROLLED
OATS**

Wire or write us
for prices on

up-to-date,
approved ma-
article, and
with electric
pember the
hours per
barrels per

em of Mani-
a sale from
beyond the
ie Dow Cer-
shipping to
hey hope to
rolled oats
Empire, on
They pack
s in 90, 80,
Buyers of
Lakes can
nts, Nichol-
anitoba, C.
ck any city,
and for C.
world.

ERATOR.
al Company
gas plant
y the Gas
Company, of
Peterborough
uplv of gas
Peterborough
is generally
employs gas
one of the

alled by the
tion Co. of
ferent lines
erator. This
e largely in
in operation
States. The
at and power
" and it is
more energy
n by the ory
method of
from coal is
ing, thereby
in the coal
m generated.
n a different
a generator
the products
gas is gen-
ade from the
ator is auto-
the heated
nto the form
smoke and
direct firing
cer gas and

S.
thirty cents
It is now
rel. Further
ooked for in
flour is still
l retail. A
ntarios will

not be surprising. At present there is a feeling that the price asked for these flours is too great in proportion to the figure at which the Manitoba flours sell.

Superintendent of Transportation Price, speaking of conditions at the lake, stated that there was any amount of room for storage in the company's elevators at Fort William. Only about two million bushels are stored there at the present time. This amount is not liable to be increased, as four or five trains leave Fort William every day carrying wheat east by the all-rail route.

NO NEED TO HESITATE

You may be hesitating about stocking any more breakfast foods. But with **RALSTON HEALTH FOOD** it is different. In face of the splendid advertising now appearing in the magazines there is bound to be a demand.

NOW MADE IN CANADA

by

THE TILLSON COMPANY
Limited

TILLSONBURG, - ONTARIO

Cases 36—2 lb. packages
Cases 24—1 lb. packages

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.

The **GRAY, YOUNG & SPARLING CO., Limited**

Salt
Manufacturers

Granted the highest awards in competition with other makes.

WINGHAM

Established 1871

A. A. McFALL

Miller and Grain Merchant

Bolton, Ontario, Canada,

Write for Samples and Prices.

About one hundred cars are thus shipped out of Fort William daily.

The annual meeting of the Grain Exchange at Winnipeg declared almost unanimously for the establishment of a grain clearing house at Fort William and Port Arthur. This would insure prompt shipments, as the clearing house officials would have power to order any one elevator to deliver a complete cargo to a vessel, thus avoiding loss of time. Expense bills, weight certificates, etc., would receive careful attention, insuring proper and prompt distribution of the grain trade in Winnipeg. The vessel owners, being the ones to obtain the most benefit, would be expected to contribute the largest proportion of the cost.

MONTREAL MARKETS.

Flour.

Sluggish conditions prevail. There has been no further drop in price during the week, but buyers are afraid to take chances on quantities, preferring to wait until the market gets steady. Practically the only sales are to merchants who are in immediate need of stock. Stocks are very heavy, some 20,000 barrels more than same week last year. Western Ontario millers are working on half time and holding off supplies. We quote:

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	2 00	2 10
Royal Household.....	4 80	
Glenora.....	4 40	
Manitoba spring wheat patents.....	4 70	
" strong bakers.....	4 10	
Buckwheat flour.....	2 10	

Rolled Oats.

A great deal of cutting has been going on owing to new firms trying to secure a footing in the market. This does not mean that oats are declining; they are, if anything, firmer this week than for some time past. The drop in rolled oats is, in consequence, not a legitimate one, and for this reason an impression exists in some quarters that the market is now on the bottom, and no further decline is to be expected. Certainly prices are now very close to cost, and should additional reductions be made producers would be making no profits. We quote:

Fine oatmeal, bags.....	2 40	2 50
Standard oatmeal, bags.....	2 50	2 60
Granulated ".....	2 40	2 45
Rolled oats.....	2 45	2 50
" 90-lb. bags.....	5 30	
" 80-lb. bags.....	2 80	
" 80-lb. bags.....	2 65	

Feed.

The firmness which characterized last week's market is still manifest. Bran in particular is very scarce, and can scarcely be obtained under any circumstances. The supply of middlings, however, is pretty well up to the demand,

and the market remains very steady. Manitoba bran is in good demand, but supplies are light. We quote:

Ontario bran.....	17 00	17 50
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 50	20 00
" bran.....	18 00	18 50
Mouillie, milled.....	21 00	24 00
" straight grained.....	25 00	28 00

Hay.

The market is exceedingly quiet, supplies are plentiful, particularly of No. 2. No. 1 is selling fairly well at quotations. Advices from abroad report markets dull, with supplies sufficient for requirements; export, in consequence, is dull. We quote:

No. 1.....	8 50	9 00
No. 2.....	7 25	7 50
Clover mixed.....	6 00	6 50
Clover, pure.....	5 50	6 00

TORONTO MARKETS.

Flour.

Business has been uninteresting and without distinctive feature since our last report. Orders have been mainly of a sorting up character. Export trade has shown better demand and a few orders have been in evidence at prices which had to be shaded to close the transactions. Prospects, however, are considered more promising, and buyers and sellers are getting nearer together. We quote:

Manitoba wheat patents, per bbl. in bags.....	4 30	4 70
Strong bakers.....	4 10	4 50
Ontario wheat patents " ".....	3 75	4 00
Straight roller " ".....	3 50	3 75

Grain.

Trade has not been over active since our last report; arrivals have been coming in pretty freely. At outside points reports denote fair deliveries at the mills, and tend to show that farmers are disposed to market their grain, although at the same time the opinion is that a good deal is being held back for expected developments. In a few lines prices have firmed up a little, as will be seen from quotations. We quote:

All on track Toronto.....		
Manitoba wheat, Northern No. 1.....	0 88	0 89
" " hard, No. 1.....	0 85	0 86
" " No. 2.....	0 83	0 84
Red and white, per bushel.....	0 48	0 50
Barley.....	0 38	0 39
Oats, new.....	0 55	0 56
Peas.....	0 84	
Buckwheat.....	0 55	0 56
Rye, per bushel.....	0 70	

Breakfast Cereals.

The delivery of grain for breakfast cereals is reported as fairly good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last report. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.....	5 30	
Rolled wheat in boxes, 100 lbs.....	2 40	
" " 50 lbs.....	1 30	
Rolled oats, standard, carlots, per bbl., in bags.....	4 70	
" " " in wood.....	5 00	
" " " for broken lots.....	5 10	

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour prices unchanged since the late decline. Market seems quite firm. Oatmeal unchanged at the lower prices. Cornmeal easier. Beans, while rather firmer, have little movement. Seeds begin to receive attention. Prices all round are high, particularly Canadian clovers. The working of the new law regulating the quality of seed will be watched with interest.

THE NAME

Pickles
Sa

T
terial,

T
consist
figure

T
to do i

by sell
are go
trade v
the t

Mc

Agents

mains very steady
good demand, but
We quote :

.....	17 00	17 50
.....	20 00	21 00
.....	19 50	20 00
.....	18 00	18 50
.....	21 00	24 00
.....	25 00	28 00

7.
edingly quiet, sup
particularly of No
airly well at quota
abroad report mar
es sufficient for
in consequence,

.....	8 50	9 00
.....	7 25	7 50
.....	6 00	6 50
.....	5 50	6 00

MARKETS.

r.
uninteresting and
feature since our
have been main
eter. Export trade
mand and a few or
vidence at prices
shaded to close the
ects, however, are
mising, and buyers
ng nearer together

bl. in bags.....	4 33	4 70
"	4 10	4 50
"	3 75	4 00
"	3 50	3 75

in.
n over active since
rivals have been
reely. At outside
note fair deliv
and tend to show
disposed to market
at the same time
a good deal is be
ected developments.
have firmed up a
n from quotations.

1	0 88	0 81
2	0 85	0 80
.....	0 83	0 31
.....	0 48	0 50
.....	0 38	0 25
.....	0 55	0 81
.....	0 55	0 50
.....	0 70	0 70

Cereals.

rain for breakfast
as fairly good at
hout the province
disappointing even
h is always consid
Prices are unchang
ported in our last

lated, carlots, on	5 30
.....	2 40
.....	1 30
per bbl., in bags	4 70
in wood	5 00
for broken lots	5 10

IN, N.B.

and Meal.
unchanged since the
seems quite firm
at the lower prices
beans, while rather
ovement. Seeds be
ention. Prices all
rticularly Canadian
ng of the new law
ty of seed will be
st.

AN ABSOLUTE GUARANTEE OF QUALITY

THE
NAME

MACONOCHIE

ON

Pickles

Canned Herrings

Sauces

Jams and Jellies

Marmalade

Candied Peels

and all Oilman's Stores

The quality of Maconochie's lines is as good as the best raw material, skill in preparation, cleanliness and care can make them.

The price of Maconochie's lines is as low as it is possible to be, consistent with that same high quality. Our enormous output enables us to figure the cost low—so low that competitors wonder how it is done.

The sale of Maconochie's lines is an assured fact. All YOU have to do is to show them. Discriminating consumers do the rest.

To-day Trade is Won and Held

by selling provisions of irreproachable quality. The best people—the people who are good pay—will not insult their stomachs with second-grade food. This is the trade we cater to—the trade we want you to get—the trade it pays to get, **and the trade you can get if Maconochie's name is on the label.**

Maconochie Bros., Limited

LONDON - ENGLAND

Agents: **THE A. F. MACLAREN IMPERIAL CHEESE CO., LIMITED**

Head Office: **TORONTO**

PEERLESS IN QUALITY

Did you ever think what a *superior* tea you were handling in *Blue Ribbon Ceylon Tea*?

Did you ever think *how much more* "leaf value" there was in

Blue Ribbon Ceylon Tea

than in "other teas"?

Grocers who have *thought* of this *superiority* and this "*more leaf value*" have *concluded* that *Blue Ribbon Ceylon Tea* is the *tea for them*—offers the *biggest opportunity*, the *greatest satisfaction*.

Red Label Line sells at 40c. *All grocers should carry it.*

REASONABLE IN PRICE

WATSON, BOYD & CO.

TRINIDAD, B.W.I.

COCOA, COMMISSION AND GENERAL MERCHANTS

Dealers in

Canadian,
American

and Eastern Produce

Consignments

Promptly Attended to.

Correspondence
Solicited.

CORRESPONDENTS:

LONDON—Frame & Co., 21 Mincing Lane.

NEW YORK—Frame & Co., 132 Front Street

Cable Address: BOYD--TRINIDAD.

CODES USED: Lieber's, A B C, 5th edn.
A1—Premier
and Standard Shipping

Every grocer has a call for **Maple Syrup** and **Maple Sugar**.

When you get a demand from your customers see that you have the **genuine, absolutely pure** and unblended.

Grimm Pure Maple Syrup

Buy this Brand.

Write Us for Particulars.

THE GRIMM MFG. CO.,

Manufacturers of Champion
Maple Sugar Evaporator and
Maple Sugar Makers' Supplies

Montreal

January 19, 1906

Y
ndling
there

d this
on Tea
great-
it.

E

CO.

TS
led to.
pendence
d.

32 Front Street
Lieber's, A B C, 5th edn.
A1 - Premier
and Standard Shipping

ir.
that you have

rup
Montreal

— TRY —
“OWL CHOP” TEAS

Ceylon Black -:- Green Ceylon
IN PACKAGES

DELICIOUS WHOLESOME ECONOMICAL

One Tea Spoon yielding Three Cups

Ask for Samples and Prices

Freight paid on 5 cases or over

L. CHAPUT, FILS & CIE

WHOLESALE GROCERS and IMPORTERS of
TEAS, WINES and LIQUORS

...Montreal

GET YOUR ORDERS IN

EARLY AS POSSIBLE FOR THE

L. B. SLOT

MACHINES

THE PRICE THE SAME

MACHINE and 1,000 pieces of GUM \$8.00.

Gum for refilling, 65c per hundred.

ORDER THROUGH YOUR JOBBER OR DIRECT FROM

BODE'S GUM COMPANY

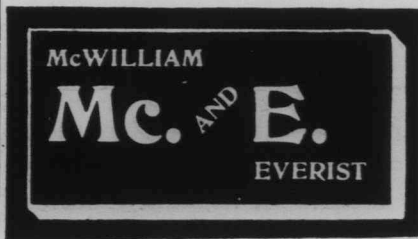
MONTREAL



Prices on **CALIFORNIA NAVEL ORANGES** are very low. We look for a sharp advance as soon as markets get cleaned up. Our arrivals this week will be:

- | car ROSE Brand
- | car CHINOOK Brand
- | car ARCH Brand

and at prices offered they should go out quick.



TORONTO, CANADA.

Also have cars Celery arriving weekly—stock is fine and selling well. Full line of Nuts, Figs, Grapes, etc.

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters
5-7 Market St., HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .
Oakville Basket Co.
Oakville, Ont.

GREEN FRUITS AND VEGETABLES

FEATURES OF INTEREST.

The fruit markets at all points appear to be overtaken by a season of dullness. This is thought by dealers no more than should be expected after the remarkably good time that has been in evidence right through the holiday.

Cranberries are almost an unknown quantity. Prices are ruling high and reaching almost fancy figures.

California navel oranges have met with a sudden check, in sympathy with the U. S. markets, and prices have weakened considerably, showing a decline of some 25c. to 40c.

A feature which is noticeable on the market at this time is the great headway being made in sales of grape fruit. Hitherto it has been somewhat of a slow seller; during the present season, however, more have been already sold than were in the two last seasons combined. The quality of this fruit is particularly good this season.

Apple sales on the British market are reported as very active, with good prices being realized. At most recent sales spies fetched \$7.50 per barrel, Baldwins and Greenings \$6 to \$6.50.

B. C. FRUIT MAKES A HIT AT WINNIPEG.

During 1905 the trade in British Columbia fruit may be said to have reached the importance of an industry in Winnipeg. The exhibits made at the Dominion Exhibition of 1904, and the Industrial of 1905, drew much attention to the quality of the fruit, and the various growers' associations, through Mr R. M. Palmer, of the Bureau of Information, Victoria, made arrangements with the Ottawa Fruit Co. to handle all their fruit on that market.

In all 18,250 packages or parcels of fruit have been handled, comprising peaches, plums, pears, cherries, tomatoes, blackberries, rhubarb, crabapples, apples and onions.

Of these packages no less than 10,000 came from Kelowna, which stands at the head, not only numerically, but also as to quality of fruit and packing. The Kelowna shipments included all the varieties of fruits mentioned.

From Hammond, 450 packages, made up of apples, blackberries, pears and plums.

Peachland, 400 packages, mainly peaches, with some tomatoes and pears. Peaches were excellent.

New Westminster, 100 packages, mainly rhubarb and pears.

Haney, 2,000 packages of splendid fruit, made up of apples, rhubarb, blackberries, plums and pears.

Mission City, 100 packages, rhubarb, pears and plums.

Hatzic, 1,000 packages, comprising rhubarb, blackberries and plums.

Agassiz and Vancouver, small shipments.

Chilliwack, 3,000 packages, mainly plums, with a few pears.

It will be noted that apples, pears and plums seem to be successful all over British Columbia. The blackberries made a splendid record for carrying qualities and for flavor, and another year will find the Winnipeg demand in excess of the supply, unless all signs fail. Apples from British Columbia have been most satisfactory, especially such varieties as russets and northern spys, the latter being of splendid size, magnificently colored, a rich and nutty flavor, and very juicy.

About 1,500 sacks of potatoes were received from Kelowna, and those coming on the market when southern new potatoes were over and local new potatoes had not come in, created a very favorable impression.

The prices obtained for this fruit are interesting, as every housewife will be anxious to compare values. Fine table cherries brought from \$1.50 to \$3.50 per crate; peaches, \$1.00 to 1.80; plums, 80c., \$1.00 and \$1.75, according to variety; pears, \$1.75 to \$3.50 per box; blackberries, \$2.50 to \$4.90 per crate; apples, \$1.00 to \$2.50 per box. The tomatoes, which were very superior in quality, did not make such a good record as to prices, owing to the keen competition from the east; they ranged from 50c. to \$1.50 per crate.

All of the fruit was sold by auction, and may, therefore, be said to have sold upon its merits. The improvement in packing has been most marked this year, and no one who has ever tasted British Columbia fruit has any complaint to make as to its quality and flavor.

Altogether both shippers and handlers have reason to consider the season a success, and the outlook for a fruit supply from the Pacific coast is brighter than it has every been before.

PROPOSED FRUIT SHOW AT ST. CATHARINES.

The St. Catharines Horticultural Society held a well attended meeting Wednesday night, Jan. 10, when the annual reports submitted showed the excellent condition of the society. The officers elected were: President, W. B. Burgoyne; 1st vice-president, W. H. Bunting; 2nd vice-president, Robert Wilker; secretary, H. B. Burgoyne.

A committee was appointed to make arrangements for holding a district fruit, flower and vegetable show in Sep-

tember, since last year. be held in

TO PE

As a re- mens of tl oranges, a the kind i ly and it station be sale. The the whole were gath ese orang inspected and fruct ed. An in the a oranges to

Inspecto steps wer orchards fruit itsel of the sc eating qu scale, if would in harm, rui often foun up to the tion of J; for its pr tor has si were borri ly. Altho ment sinc tinctly al great ten

The fu formed w sulphuric operation the desi that it is is borne

M

Market as last v quiet, as ed from navels ha on accou Jamaica at \$4 a dealers a this fruit as scarce now com any time We quot

Oranges, Flo Tangerines . . . Navel Dates, per lb Bananas . . . Cocomnuts, p Pineapples . . Jamaica gra Apples Lemons, per Jamaica ora Grapes, Alm " Fanc " Choi Cranberries, Spanish onio

Southe ed demar the list doing ve at preser road. F

tember, similar to that held in Hamilton last year. The event will quite likely be held in the new armory.

TO PROTECT THE ORCHARDS.

As a result of the discovery of specimens of the San Jose scale on Japanese oranges, a round-up of all the fruit of the kind in Vancouver was made recently and it will be fumigated at the local station before being again offered for sale. The collections were made from the wholesale houses and 3,500 boxes were gathered in. Hereafter all Japanese oranges coming into port will be inspected similarly to apples and pears, and fruit found infected will be destroyed. An instant result of this action will be the advance in price of Japanese oranges to 60 cents per box.

Inspector Cunningham stated that the steps were taken solely to protect the orchards of the province. As far as the fruit itself was concerned, the presence of the scale worked no injury and the eating quality was not harmed. But the scale, if introduced in the orchards, would in a short time work incalculable harm, ruining the trees. The scale is often found on fruit from California, but up to the present only casual examination of Japanese oranges had been made for its presence. In his office the inspector has seventeen young specimens which were born under the microscope recently. Although they have had no nourishment since their birth, they were distinctly alive when seen, showing their great tenacity of life.

The fumigation of the fruit is performed with cyanide of potassium and sulphuric acid. It is a rather expensive operation and may not possibly effect the desired end, but scientists agree that it is the best course. The expense is borne by the provincial government.

MONTREAL MARKETS.

Green Fruits

Market conditions are much the same as last week. Business continues very quiet, as the trade has not yet recovered from the holiday lull. California navels have declined 25 to 40c. per box on account of lower prices in New York. Jamaica oranges, however, are quoted at \$4 as a steady market, and local dealers are expecting large shipments of this fruit next week. Cranberries are as scarce as ever, and, in fact, they are now commanding a higher price than at any time during the past fifteen years. We quote:

Oranges, Florida, case	4 50
Tangerines	3 00
Navels	3 00 3 25
Dates, per lb.	0 04
Bananas	1 25 2 25
Cocoanuts, per bag of 100	3 75 4 00
Pineapples	5 50
Jamaica grape fruit, per box	3 50 4 25
Apples	2 25 5 00
Lemons, per box	2 51
Jamaica oranges, per bbl.	4 00
Grapes, Almeria, extra fancy Longkeepers	7 00
" Fancy	8 50
" Choice	6 00
Cranberries, N. S., nominal	15 00
" Cape Cod	25 00
Spanish onions, cases	2 75

Vegetables.

Southern vegetables are in very limited demand, as, indeed, are nearly all on the list. Commission merchants are doing very little trading, and there are at present no fruit travelers on the road. Florida tomatoes are being quot-

TO FISH DEALERS

Halifax Sea Herring—Large bright stock, 65 lbs. to 100 count.

Home Cured Bloaters—Our own curing, packed 50 to basket, a great seller.

Flounders—150 boxes, 20 lbs. each, special this week, 75c box.

Frozen Trout, Whitefish, Smelts, etc.

Syda & Cousin's Finnan Haddle—Finest quality.

Long Island Native Oysters

Remember—Cold Storage Facilities on our premises enable us to hold Frozen Goods safe and sound during mild weather.

Orders Solicited and Properly Filled. Send for descriptive Weekly Price List.

WHITE & CO., LIMITED

TORONTO

HAMILTON

W. B. STRINGER Specially Selected J. J. McCABE

For Canadian Trade

is St. Nicholas brand of Lemons—25 years on the market and always the Best. Ask for them.

W. B. STRINGER & CO., Toronto and Montreal. Sole Agents.

RIGHT HERE NOW

Fresh Fancy California Celery. Best been here yet.

\$4.75 to \$5.00 per case—sizes, 6 to 8½ dozen. Also, just arrived, car "St. Nicholas" and "Tree" brand Lemons, 300s and 360s, St. Nicholas \$2.75, "Tree" \$2.50. They're the finest.

The F. T. JAMES COMPANY, TORONTO

33 Church St., 76 Colborne St.

We have, just arrived, 2 carloads of **Ex. Fancy California Navel Oranges**, Magnolia Brand. If you have this brand once you will want it again.

Also a carload of **California Celery.**

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

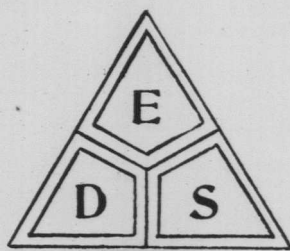
H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

FANCY NAVEL ORANGES.—We have them at prices that will make you money.

FANCY ALMERIA GRAPES.—At \$5.50 while they last.

Send along your orders.



Save your Reputation and \$25.00

Grocers, you will avoid any danger of being fined \$25.00 for handling adulterated jam (and consequently of losing your reputations for being reliable merchants) if you sell the

E. D. S. BRAND

which is fully guaranteed. I stand behind the E. D. S. Brand and will pay any fines that may be inflicted. But I know I will not have to pay any, because the Government analyst has said the E. D. S. Brand is absolutely Pure.

And Right Here Let Me Say I Am Ready For Any Analysis Of My Goods At Any Time.

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, agent for Halifax, N.S.

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

Prompt Shipment is Our Specialty

When you want choice fruit and want it right away wire us. Satisfaction is a foregone conclusion.

Some particularly fine Navels this week.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.

45 HIGHEST AWARDS
In Europe and America

Walter Baker & Co., Ltd.



The Oldest and Largest Manufacturers of

PURE, HIGH GRADE COCOAS AND CHOCOLATES

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels is the best plain chocolate in the market for family use.

Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above trade mark is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 89 St. Peter St., Montreal, Can.

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.

King's Cross

London, Eng.

ed at \$4 to \$4.50, with only a fair demand. Potatoes are dull. Onions better demand at firm prices. We quote:

Potatoes, per bag	0 65	0 67 1/2
Mint, per doz. bunches	0 15	
Paraley,	0 25	0 35
Sage, per doz.	1 00	
Savory, per doz.	1 00	
Beets, new, per doz.	0 12	0 15
Egg plant, per dozen	2 00	
Green onions, per bbl.	1 50	
Cauliflowers, home grown, per doz.	0 70	
Green peppers, per basket	0 40	
Home-grown cabbage, per doz.	10 20	
Tomatoes, box	4 00	4 50
Tomatoes, Florida	2 50	2 75
Spanish Onions, cases	2 50	2 75
Red onions, brl.	0 75	
Turnips, bag	0 75	
Sweet potatoes	2 50	3 00

ONTARIO MARKETS.

Green Fruits.

The market has been particularly slow since our last report. No feature of interest has developed, and no change of importance has transpired. Lemons have made a slightly downward tendency. Pineapples have also eased to the extent of 50c. a case. We quote:

Oranges, California, 96's to 100's, per box	3 00	3 50
" 250's to 288's	3 25	3 50
" Mexican, 96's to 250's, per box	2 00	2 35
" Florida, 93's to 218's	3 25	
" Valencia, 420's, 714's, per case	4 50	5 50
" Marmalade, 210's, per box	3 00	
Lemons, Messina, 300's 360's, per box	2 25	2 50
Grapes, Almeria, per barrel	6 00	7 00
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 50	
" cooking, per barrel	2 75	
Bananas, per bunch, firsts	1 75	2 00
" Jumbos	2 25	2 50
Pineapples, per case	4 50	5 00
Grape fruit, Florida, 46's, 96's, per box	4 50	5 00
Tangerines, Florida, fancy & strap	2 75	

Vegetables.

Particularly slow and uninteresting has been the condition ruling on the wholesale market. Florida tomatoes are added to the list at \$4.25 to \$5.00 per crate. Beans are also quoted at \$1.75 and \$1.90. We quote:

Potatoes, kiln dried sweet, bushel hamper	1 75	2 00
Potatoes, per bag	0 90	1 00
Onions, per bag	1 25	1 30
Onions, Spanish, per small crate	1 00	
" large cases	3 00	
Cabbage, per doz.	0 40	
Cauliflowers, domestic, per doz.	0 75	1 25
Beets, per bushel	0 50	
Carrots, per bushel	0 50	
Lettuce, per doz. bunches	0 30	
" imported, per doz.	0 35	0 40
Radish, per doz.	0 60	
Cucumbers, hothouse, per doz.	2 00	2 25
Mushrooms, 1 lb. boxes, per lb.	0 80	
Celery, Californian, per case	5 00	
" pony case	2 75	
Beans, white, prime, bush	1 75	
" hand-picked, bush	1 90	
" Lima, per lb.	0 09 1/2	
Tomatoes, Florida, 6 ba ket crates	5 00	
extra choice, 6 basket crates	4 25	

B. C. MARKETS.

Fruits and Vegetables.

In vegetables the potato market is short, supply being very irregular. Locals of varying quality are from \$12 to \$16 per ton, while Yakima Valley stock in limited quantities brings \$28 to \$30. Few Ashcroft's offer, and they are worth \$25 per ton.

California navel oranges are 25c. per case cheaper on all grades. The supply is liberal though well regulated by shippers. The quality continues to improve as the season advances.

Good apples are beginning to be sought. The lower mainland supplies of better class have diminished, though large quantities of poorer grades still offer. Coldstream and other Okanagan packings come in regularly, and command \$1.75 to \$2—the top of the market. Other grades bring from 90c. to \$1.50 per box.

A Deal

Our value test i
Try

96-104 KIL
Tel



Choicest Small
Pure Olive Oil
No Scales or B

TH
OBTAINABLE

JOHN W. B

In b

be
Pack

J.

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 65.
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.



**FIT FOR
A KING**

ARE

**King
Oscar
Sardines**

Choicest Small Fish
Pure Olive Oil
No Scales or Bones

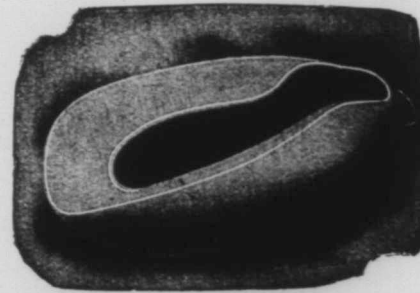
Handsome Package
Moderate Price
Quick Seller

THE ORIGINAL AND THE BEST
OBTAINABLE THROUGH MOST WHOLESALE HOUSES

Canadian Selling Agents:

JOHN W. BICKLE & GREENING, Hamilton, Ont.

The Comfort



Bed and Douche Pan

Made in Yellow-Ware and thoroughly Vitrified

The most Comfortable and
Sanitary Bed Pan ever made

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

R. Campbell's Sons

Hamilton Pottery HAMILTON, ONT.

In buying **CANADIAN SARDINES**

be sure and order the "GOLDEN RULE" brand.

Packed only by **THE McDONALD PACKING CO., FAIRHAVEN, N. B.**

Packed with the greatest care in the new solderless tins. Each and every can guaranteed.

You take no risk, and your profit is good and sure.

Every first-class jobber and retailer should have them.

Insist on getting "The Golden Rule" brand.

J. W. WINDSOR, Sole Agent for Canada MONTREAL

*Another Difference
—Is More Sales*

When you know that goods sell well you don't have to look far to know why they sell well. Just the case with

**Southwell's
Jams and Marmalades**

There is a continuity to Southwell business because the Quality and the Quantity and the Reliability of **SOUTHWELL'S JAMS and MARMALADES** are unmistakable; and because your customers want the best goods—will insist on having them.

FRANK MAGOR & CO.
Canadian Agents
MONTREAL

IMPORTANT

We are offering the trade some new lines packed in Drums and Pails, at surprisingly low prices. These lines have the Style and **QUALITY** so well known in

STEWART'S
DELICIOUS
CONFECTIONERY

*Write for Samples and Prices
DO IT NOW*

THE
STEWART COMPANY, LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

You can always
truthfully answer
"The Purest
and
The Best"

when offering
**MOTT'S
CHOCOLATE**

Two brands unequalled
"DIAMOND" and "ELITE"

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

SELLING AGENTS:
R. S. MOINDOE TORONTO JOS. E. HUXLEY WINNIPEG

MONTREAL

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

BIS

SEASONAL

Now is the time around and see what of his energy a slacken up too so season. Everyone extra spurt to Christmas trade. decorated, and sp all sorts of confe use of dropping ri rut? It's so easy drum way of doin ing to enliven thi bit of variety, and ly get thinking th do. Just now, w ing over a new l good time to take ness methods and change cannot be i tage to all concer

Confectionery st front as a very p Christmas trade. this line of goods success it should? you have given it your store, there you have proved profit getter. Ta therefore, withou apportion a sectio exclusive display; the goods you hav sellers, and keep Confectionery ha it is undoubtedly ing grocer's oppor

**USEFUL CA
N**

Take two pounds and dried almonds dored sugar. Pl small copper pan, the pan over a n the sugar with a melted. As soon pearl up on the s small bubbles, add juice, then throw ing all together ed, pour out on out with a grease into small square caramel cutter. T a variety of purp for pyramids, va pies, etc., or else ornamental shap molds previously As each mold is s level with the cai nougat becomes qu brittle and breaks. these nougat mold caramel sugar ha afterwards filled and a strawberry basket, form a ch side dish. When s season, a French

Cream
The filberts can bus they taste

BISCUITS AND CONFECTIONERY

SEASONABLE ADVICE.

Now is the time for the grocer to look around and see what has been the result of his energy and enterprise. Don't slacken up too soon after the holiday season. Everyone has been making an extra spurt to catch a share of the Christmas trade. Windows have been decorated, and special displays made of all sorts of confectionery. What's the use of dropping right back into the old rut? It's so easy to drift into a humdrum way of doing business, with nothing to enliven things or give the least bit of variety, and a great many actually get thinking that this is all they can do. Just now, while the time for turning over a new leaf is at hand, is a good time to take an inventory of business methods and see if some sort of change cannot be introduced with advantage to all concerned.

Confectionery stands boldly to the front as a very profitable part of the Christmas trade. How have you treated this line of goods? Has it been the success it should? If not, why not? If you have given it a prominent place in your store, there is little doubt that you have proved its advantage as a profit getter. Take up the question, therefore, without further hesitancy; apportion a section of your store for its exclusive display; order in a full line of the goods you have proved to be ready sellers, and keep your stock up-to-date.

Confectionery has come to stay, and it is undoubtedly one of the enterprising grocer's opportunities.

USEFUL CANDY RECEIPTS.

Nougat.

Take two pounds of blanched, shredded and dried almonds, two pounds of powdered sugar. Place the sugar in a small copper pan, without water, set the pan over a moderate fire, and stir the sugar with a small spatula until melted. As soon as the sugar begins to pearl up on the surface in the form of small bubbles, add a few drops of lemon juice, then throw in the almonds, stirring all together gently until well mixed, pour out on an oiled marble, roll out with a greased rolling pin, and cut into small squares or oblongs with a caramel cutter. This nougat is used for a variety of purposes. It can be used for pyramids, vases, baskets, cornucopias, etc., or else it can be cast into ornamental shapes by lining small molds previously slightly oiled inside. As each mold is so lined, cut the edges level with the candy shears, before the nougat becomes quite cold, for it is then brittle and breaks. A certain number of these nougat molds with an ornamental caramel sugar handle fitted to it, and afterwards filled with whipped cream and a strawberry on the top of each basket, form a charming garnish for a side dish. When strawberries are out of season, a French cherry may be used.

Cream Filberts.

The filberts can be used as they are, but they taste better when partly

roasted, cleaned and then run up. Place the filberts in the revolving pan after cleaning and while they are still hot, or else heat them in a peanut roaster, then cook three pounds of sugar to every pound of filberts to two hundred and forty-two degrees. Let the pan run and commence to charge the filberts, in small quantities at first, with the hot sugar, having a little heat on the revolving pan also. When the sugar is all used up, cook one pound of sugar to every pound of filberts to two hundred and forty-five or six degrees, flavor it and run this sugar on the filberts as fast as it will dry, and as soon as the last sugar is poured on, and before it gets dry, take them out of the pan and place in trays. The last sugar is generally colored white, pink or chocolate.

IMPORTANT MEETING OF FRUIT DEALERS AT WINNIPEG.

A large meeting of the fruit dealers of Winnipeg, including representatives of all the large firms, was held on January 11 in the city council chamber, to consider the matter of securing amendments to the Fruit Marks Act in the interests of the west, and the advisability of sending a delegate to Ottawa to represent the western fruit trade before the parliamentary committee.

President Farner, of the Horticultural Society, occupied the chair, and Joseph Carman, secretary of the Winnipeg Fruit Exchange, acted as secretary. Among those present were J. Phillips, fruit inspector, who called the meeting; A. Macpherson, R. Scott, K. J. Johnston, A. Sinclair, R. B. Wiseman, R. R. Rublee, R. J. Salisbury, W. J. Dawson, and a large number of others.

A very long and thorough discussion of the Fruit Marks Act took place, and finally a committee was appointed to draft such amendments to it as the western trade seems to desire. This committee consists of Messrs. Macpherson, Wiseman, Farner, Phillips and Carman, and it will report at a general meeting of the trade to be held shortly.

The chief amendment desired is a definition of the "XX" apple. The act defines the "XXX" apple, which is the best, and also the "X" apple, which is the third grade, and it has been the practice of eastern shippers to mark anything between the two grades as "XX" inferior fruit frequently coming under that mark. It is also desired to revise the definition of the "XXX" apple, the present provision requiring a barrel marked "XXX" to contain 90 per cent. of "XXX" apples, but saying nothing as to the grade of the remaining 10 per cent.

The subject of sending a representative to Ottawa to place the views of the western trade before Parliament, was also discussed, and it is not improbable that such a delegate will be sent.

No dealer acquires a reputation for courtesy unless he deserves it.

THE DIFFERENCE

There's a difference
between

PERFECTION CREAM SODAS

and other sodas. That difference is discernible on comparison, and when we tell you how



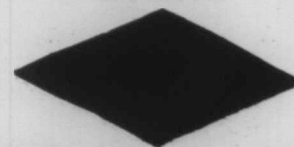
are made, and what they are made from, you should appreciate the difference and the fact that a supply of **PERFECTION CREAM SODAS** can be shipped on short notice.

Soda Biscuits may be made properly and packed improperly. No such mistake in the Mooney factory. Moisture-proof paper and air-tight tins are used in every case. Hence, "Perfections" freedom from dampness, mustiness, etc.

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

Tested and Tried
for
30 Years

Excelsior Coffee

Is it wise risking your coffee trade by experimenting with new short-lived brands, when you may still have this old reliable coffee which has stood every test?

There's no other to compare with it.

TODHUNTER, MITCHELL & Co. IMPORTERS HIGH-GRADE COFFEE **TORONTO**

That 60% Profit

Do you want to handle the most profitable starch?
Just get in a supply of

IVORINE Cold Water STARCH

and you will get 60 per cent. profit on your sales. Remember, too, **IVORINE** gives thorough satisfaction. Women who use it wouldn't go back to the hot-water kind under any consideration.

"Ivorine" is a pretty good article then, isn't it?
\$2.50 per case of 40 pkgs. Ask your jobber for "Ivorine."

St. Lawrence Starch Co.
Port Credit, Ontario Limited

Butter Cream

is a cream sandwich biscuit of lemon flavour. It is also made in assorted fillings; and Lemon, Raspberry, Vanilla and Chocolate are sold separately.

We don't claim anything new about it, but it's one of the tip-top lines for use on tasty occasions,—just rich enough and not too highly flavored.

As usual with our biscuits, it is dainty, pure, and free from any admixture.

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 quart. 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.

The two French Ch... real was l... building of

The ball the follow... C. A. Cho... des Etang... vol; trea

The pres viewed the principal c... le stated of the ch... increased... dred. Dur... respondenc... general bu... able incre... its visitor

The rep... portion of who came of entering French fir... good resu... Canadian the "enter... The Frenc... intention... tercourse... the public... number of... edition, p... will be is... be fully i... ing both... a better... tries and... and indus

Regardin... Canada, i... derful pro... the last y

The inc... the excell... tutions, new mine... St. Lawr... proved, a... establishe... —such we... the report

We are that the to France most imp the year, pays a tr to the Ho plished so... terest of

In comm... moting fr... Canada... Commerce... manufactu... calling at... expanding... tries and... work.

Mr. C... president, merchants Canadian... getic and... interests... Commerce... complimer... bers as w... during his... will be f... ability.

ANNUAL MEETING.

The twentieth annual meeting of the French Chamber of Commerce of Montreal was held in the Board of Trade building on the 11th inst.

The ballot resulted in the election of the following directors: President, Mr. C. A. Chouillou; vice-president, Mr. G. des Etangs; secretary, Mr. A. F. Revol; treasurer, Mr. J. Salone.

The president in his annual report reviewed the work of the chamber and the principal commercial events of the year. He stated that the number of members of the chamber from its establishment increased from ten to nearly four hundred. During the past five years its correspondence increased four-fold, and the general business showed also a remarkable increase as well as the number of its visitors.

The report mentions an unusual proportion of English agents and tradesmen who came to inquire about possibilities of entering into communication with French firms. This fact is evidently a good result of the warm reception of the Canadian manufacturers in Paris and of the "entente cordiale" on the other side. The French chamber has, therefore, the intention of pushing on this friendly intercourse between the two countries by the publication next Spring of a special number of its Monthly Bulletin. This edition, published in English and French, will be issued at 10,000 copies. It will be fully illustrated and devoted to giving both French and Canadian tradesmen a better knowledge of their own countries and of their natural, commercial and industrial resources.

Regarding the general prosperity of Canada, the report reviewed the wonderful progress of this country during the last year.

The increase of the national income, the excellent situation of financial institutions, abundant crops, discovery of new mines, development of railways, the St. Lawrence channel enlarged and improved, a new direct line of navigation established between Canada and France—such were the points fully covered in the report.

We are especially pleased to point out that the Canadian manufacturers' visit to France is mentioned as one of the most important commercial events of the year, and that the French chamber pays a tribute of regret and admiration to the Hon. R. Prefontaine, who accomplished so many great things in the interest of the country.

In connection with the policy of promoting freer and better trade between Canada and France the Chamber of Commerce are sending out circulars to manufacturers, exporters and shippers, calling attention to the importance of expanding trade between the two countries and asking for co-operation in the work.

Mr. C. A. Chouillou, the newly elected president, is one of Montreal's prominent merchants and an extensive shipper of Canadian products. He is most energetic and enthusiastic in furthering the interests of the French Chamber of Commerce, and his election is not only complimentary to him but to the members as well, and "se va sans dire" that during his tenure of office the position will be filled with credit, honor and ability.

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

Cultivate your Biscuit trade by ordering
**McLAUCHLAN'S
Cream Soda Biscuits**

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

**IRRESISTIBLY
DELICIOUS**



SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Renoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. J. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE
LAMONT, CORLISS & CO., Agents, 27 1/2 Common St., MONTREAL



This design a guarantee of quality.

GREY BREAD WRAPPER

SPECIALTY

ALSO TASTELESS AND ODORLESS
PARCHMENT PAPER FOR CAKE BAKING

SAMPLES AND PRICES
WITH PLEASURE.

CANADA PAPER Co.

TORONTO LIMITED MONTREAL

After You Get Started It's Easy

Grocers, take my word for it, if you start the right way it is easy to sell cigars. I make such a declaration because I have the testimony of grocers to support me.

I know that certain arguments are whispered to you against "starting"; but I can tell you that such arguments got life through certain grocers handling cigars that no smoker would buy twice.

I believe—more than that, I know—the

Pebble and Pharaoh

Cigars, if given a fair trial, will prove my claim to their being the "grocer's ideal cigars." All I ask is that you give them a trial. I'll make you an offer that removes every element of risk—from your standpoint. It will be the fairest offer you ever had made to you.

Write to me NOW.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

The Powers Behind the Tobacco Throne

1. The Name on the Package

Prestige is a great force for sales in the tobacco business. The experimenting spirit is not strong in smokers. They become attached to the package "with the name."

Just the reason why you never hear of a

T. & B.

smoker changing. If he wasn't satisfied he would change quick enough. He knows what "T. & B." on the package means. He has the strongest proof. If smokers are guided by the name on the package, why not grocers? You know there is no better advertised tobacco than T. & B.; and as the name on the package is always the same, so the tobacco in the package is always the same. Because T. & B. is a **sure** tobacco you should make it your selection.

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

HANDLING CO

Probably the capability and element of customer complaint and slight provocation of the equanimity necessary to success

In justice to that few of the treatment on the good will and the It pays, therefore, ing or resentment plaint be just reason and con- tify the trouble

AMBER AT

Amber, which the mouthpiece and on the It is a resin composed to be the merged pine kinds used by "stone" amber ranging in size pea up to seven is a manufacture to the trade a of small pieces a secret process tory of it—the shore of the B by the German ever heard of : man that the an artificial pi it; but if it is it is very sure honest pipema is none the v comes in cakes thick, three in long. One of and looks lik soap. Stone a 1x1x3 inches much as ambro it is cheaper ticle. You a likely to get s a pipe with than you are amber or an makes a briar

TO COL

Don't put a if you want will sound l people, who h lieve that a to be sewed o the tobacco is an old pipema advice. He or er and gran

TOBACCOS, CIGARS AND ACCESSORIES

HANDLING CUSTOMERS WITH COMPLAINTS.

Probably the greatest test of business capability and character is the treatment of customers who come to the store with complaints. Intolerance of complaint and display of temper on slight provocation always reveal a lack of the equanimity of temperament necessary to success in retail business.

In justice to the public it may be said that few of them make complaints except for cause, and the manner of their treatment on these rare occasions determines whether you are to retain their good will and trade or forfeit both.

It pays, therefore, to suppress all feeling or resentment, whether the complaint be justifiable or not. A little reason and consideration will often rectify the trouble.

AMBER AND ITS IMITATIONS.

Amber, which is used principally for the mouthpiece of pipes, is found only in and on the shores of the Baltic Sea. It is a resinous substance, and is supposed to be the petrified product of submerged pine forests. There are two kinds used by pipemakers. One is the "stone" amber, which is found in pieces ranging in size from the dimensions of a pea up to several inches long. The other is a manufactured article, and is known to the trade as "ambroid." It is made of small pieces of stone amber, fused by a secret process. There is only one factory of it—that at Koenigsberg, on the shore of the Baltic—and it is controlled by the German Government. Few people ever heard of ambroid. Tell the average man that the mouthpiece on his pipe is an artificial product and he will resent it; but if it is more than an inch long, it is very sure to be ambroid. And any honest pipemaker will tell you that it is none the worse for that. Ambroid comes in cakes about an inch and a half thick, three inches wide, and ten inches long. One of these blocks weighs 2 lbs., and looks like an exaggerated bar of soap. Stone amber in pieces larger than 1x1x3 inches costs about five times as much as ambroid, but in very small bits it is cheaper than the manufactured article. You are, therefore, much more likely to get stone amber when you buy a pipe with a very short mouthpiece than you are to get ambroid. It is the amber or ambroid mouthpiece that makes a briar pipe expensive.

TO COLOR MEERSCHAUM.

Don't put a cover on your meerschaum if you want it to color nicely. That will sound like rank heresy to some people, who have been educated to believe that a chamois skin jacket ought to be sewed on a new meerschaum before the tobacco is placed in it at all. But an old pipemaker is the author of the advice. He ought to know, for his father and grandfather before him made

meerschaum pipes for a living. In smoking a meerschaum, a "top bowl" should be placed in the pipe bowl proper. This prevents the fire from coming in contact with the bowl. If the fire touches the bowl it is made "raw" and will not color.—Cigar and Tobacco Journal.

A BAN ON CIGARETTE SMOKING.

An unprecedented stand in the matter of smoking has been taken by the cigarmakers' union of Worcester, Mass., who voted that any member of the organization found guilty of smoking a cigarette should be fined \$5 for each offence.

The new rule of the union was taken, it is said, to protect the sick benefit fund. An investigation by the sick committee showed that of the members who drew sick benefits the cigarette smokers were in the majority, and it was also argued that more death claims were paid to the families of men who had been addicted to the habit. The members of the union are permitted to smoke pipes or cigars, the rule applying only to paper cigarettes.

FINE TOBACCO CROP.

It is estimated that the crop of tobacco grown in Essex county last season was about twelve million pounds. The crop averaged 1,200 pounds per acre in Essex county. The average yield in Kentucky is 500 pounds per acre.

"Mrs. Nagget," said the doctor, "your husband needs a rest. He must go to Europe for three months."

"Oh, splendid!" she exclaimed, "I'll be delighted to go there."

"Very good. You can go for three months after he comes back. That will give him six months' rest."

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

CLAY PIPES

None equal. Insist upon McDougall's
There IS a Difference.

D. McDOUGALL & CO., Glasgow,
Scotland

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

PROGRESSIVE RETAILING

FORTUNES IN 10c. STORES.

By Jonas Howard.

An active man of good common sense, having no mercantile training of any kind, yet with industry, willingness, and a cash capital of \$800 as a minimum, perhaps commands more chances in the mercantile field through the medium of the 5 and 10 cent store to-day than are to be rounded up in all the horizon of business.

For ages man has been despising the day of small things. All his civilized life he has been disposed to consider the house which sells nothing for less than a dime. He has had to be coached in recognizing the house which cannot charge any more than 10 cents for anything on shelf or counter. Thus the jobber in 5 and 10 cent goods at wholesale is meeting the retailer in these special lines more than half way to the establishment of a business which the prospective retailer has known nothing whatever about in any period of his life.

Common sense, industry, activity and tactfulness are the necessary forces in the man. The possession of \$800 in addition should establish him in a mercantile line out of which millions a year have been earned by just such novitiates in the world of mercantile business. The up-to-date jobbing house in his lines will assist him in finding the location for his store; it will prepare the outline of a stock suitable to the community in which the venture is to be made; he will be coached in the foundation principles of business, and if the man is all that the credit man of the house desires as a risk, the jobber will credit \$200 to \$300 worth of goods to the adventurer into business.

Department Store in Miniature.

The 5 and 10 cent store is a department store in little, from which the department store of to-day was evolved. In its experimental stages this prototype of the department store existed when the possibilities of the penny were not to be guessed at. The daily newspaper sold for a nickel, and when three boxes of sulphur matches sold for a dime it was a bargain to be spoken of as the purchaser walked home with them. Then the question was, what are the things that we can sell for 10 cents? Now it might be asked of the small necessities of the household, what can't we sell for a dime?

When the man with the necessary \$800 has fixed upon a location for his business the population of the town or of the city neighborhood will have been considered and canvassed. The 5 and 10 cent store has its population limits. At the least 12,000 population in a town will be necessary to an exclusive business in 5 and 10 cent goods, but in a town of 3,000, for instance, the 5 and 10 cent counters in a variety store, with other goods marked to a 50 cent or \$1 limit, still can be run for all they are worth. As a proposition for the novice, however, the 5 and 10 cent lines are better from all points of view, and for

these reasons the beginner in merchandising should attempt to find the field for a store confining itself to these small lines.

Window Display is Important.

These are the goods of all others which sell themselves largely by attracting first the attention of the purchaser. This purchaser has put down sugar and coffee on a purchasing list; the things she will buy of the 5 and 10 cent store have not been thought of at all — she will need to see them in a window. Therefore the beginner needs to make sure of his window. Even with the window, however, the window must be fronting a street where women and children are accustomed to walk freely and without hindrance of any kind. This will mean a rental above the average for a street, but within the bounds of reasonableness rental will not drive a good man from a good location to a poor one. Better pay \$50 a month for a store by which people pass and repass than to pay only half as much for a place to which customers will have to be led.

As a general proposition the 5 and 10 cent stores find the likeliest environment in a town which has a fair share of factories and which is surrounded by a thrifty farming community. Between the farm and the factory the small merchant may count upon the most promising constituency. In the larger cities a location in some provincial sort of neighborhood where the residents as a rule do not get down town to the department stores suggests the best opportunities. Necessarily the business of the small store is for cash. But in the case of the person who may be slow pay at the grocer's and drygoodsman's, he is reassured at the door of the 5 and 10 cent shop by recalling that at the most he will not have to pay more than a dime for the thing he wants. Buying the one thing he wants, it remains with the notion dealer to have his stock so arranged and so inviting that another sale or two will be made before the customer gets away.

Stock is Simplicity Itself.

The young man venturing into the small 5 and 10 cent lines may have things all his own way if only he is competent in dealing with human nature and resourceful in his business schemes. His stock is simplicity itself. Most of his 10 cent goods will have cost him from 48 to 72 cents a dozen; his 5 cent lines will have cost him from 20 to 36 cents a dozen, delivered at his door. He will have an almost unlimited freedom in the selection of the goods he shall sell. His grocer friend next door will have to carry large lines of sugar, flour, soap, and the like, upon which he has virtually no profit at all; the notion man may throw out a novelty line at any time it is not paying and substitute something else that will pay. The customer who could not buy the profitless sugar from the grocer would

be incensed at the grocer's being "out"; the same customer in the 10 cent store probably finds something else for the nickel or the dime.

The advantages to be summed up for the investor in the 5 and 10 cent lines appeal especially strong to the uninitiated young man who may want to start out for himself in a new business without having had a previous training. The store of this kind is at once an all season store, knowing neither Winter nor Summer as affecting stocks. If the store site is chosen with reference to its accessibility for women and children, a good plate glass front for the window displays will cover a multitude of shortcomings in the price of interior fixtures and decorations. Tables, counters, shelves and decorations may be had at lowest figures, and yet serve every purpose of display if only good taste, neatness and judgment are exercised by the storekeeper. The stock of the average successful 5 and 10 cent store should be turned from six to twelve times a year, as against the possible twice turning of a hardware stock, and in the turning of these goods the merchant has an eye always for the "sellers"—for the stuff that does not lie long on counters, gathering dust. To prevent dust gathering, too, the plain, cash figures on each individual article are essential.

What was Done With \$1,500.

As an example showing what may be done with a stock of 5 and 10 cent goods in a town of average possibilities the experience of a live young man in such a field under such circumstances may be given. This man had no experience as a merchant, but he had common sense, and his store was equipped and stocked on a common sense basis. His \$1,500 investment was apportioned in stock as follows:

Tinware	\$ 200
Enameled ware	80
Hardware	200
Cutlery	40
Woodenware	40
Brushes	40
Glassware	150
Crockery	60
China	50
Sporting goods	30
Horse goods	30
Staple toys and dolls	100
Cheap jewelry	60
Notions	75
Pictures and mirrors	25
Stationery	50
Books	30
Perfume and soap	50
Smokers' goods	20
Dry goods	100
Dry goods notions	50
Clothing, hats and caps	20
Total	\$1,500

Before the opening of the store he had done some effective advertising, and the first day's sales were \$150. For the first week the sales were \$350. Then came a lull in business, until finally the new house struck its gait of \$200 a week, with Saturday's sales representing \$50 to \$75 of this.

Stern Mother: Willie! Willie Get-back: Yes'm. Stern Mother: There's a whole lot of the contents of this jar missing. What did you take it for? Willie: I took it for jam, mamma; what was it?

being "out";
10 cent store
else for the

ammed up for
10 cent lines
the uninitiat-
vant to start
business with-
training. The
ce an all sea-
r Winter nor
cks. If the
eference to its
nd children, a
r the window
itude of short-
terior fixtures
es, counters,
ay be had at
ve every pur-
d taste, neat-
ercised by the
f the average
tore should be
times a year,
vice turning of
the turning of
has an eye al-
-for the stuff
counters, gath-
lust gathering,
s on each indi-
ul.

with \$1,500.

what may be
and 10 cent
ge possibilities
young man in
circumstances
n had no ex-
ut he had com-
was equipped
on sense basis.
was apportioned

.....	\$ 200
.....	80
.....	200
.....	40
.....	40
.....	40
.....	150
.....	60
.....	50
.....	30
.....	30
.....	100
.....	60
.....	75
.....	25
.....	50
.....	30
.....	50
.....	20
.....	100
.....	50
.....	20

.....\$1,500

the store he had
ertising, and the
\$150. For the
ere \$350. Then
until finally the
gait of \$200 a
sales represent-

e! Willie Get-
Mother: There's
tents of this jar
you take it for?
r jam, mamma;

A DOUBLE PROFIT

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

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

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

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

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

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

ROYAL BAKING POWDER CO., NEW YORK

THE BUSINESS SITUATION IN CANADA

Mr. Byron E. Walker at the Annual Meeting of the Canadian Bank of Commerce.

The thirty-ninth annual meeting of the Shareholders of the Canadian Bank of Commerce was eminently satisfactory, for they had a most prosperous year. The directors' report showed, in addition to a balance of \$28,726 39 from last year, net profits of \$1,376,167 63, premiums on new stock \$564,996 63, so that, in addition to paying dividends at 7 per cent. to the amount of \$666,784.27, writing off bank premises \$219,233.99 and transferring to the Pension Fund \$25,000, there remained \$1,000,000 to be transferred to the Rest Account, together with a balance forward of \$58,871.76. The reserve fund is now \$4,500,000 and the capital \$10,000,000.

The feature of the gathering and the talk in Canadian financial circles was the address of the General Manager, Mr. B. E. Walker. It is probably the best review of the business situation in Canada that has ever been presented. We publish his remarks in full. This address, taken in connection with Lord Strathcona's recent prophesy of a population of 80,000,000 for Canada within the century, is flattering to Canadian sentiment and should encourage a conservative investment in both public and private enterprises of a permanent character.

GENERAL MANAGER'S ADDRESS.

In reviewing the business situation a year ago we found it a much more difficult task than usual because of the very varying state of many of the factors which influence our progress. We began the year 1904 expecting some curtailment of a prosperity which had perhaps lasted too long without a check. But although the results from the forest, from agriculture, pasturage and fishing, were all less than we had hoped, the end of the year found us prosperous and more confident than ever. Beyond a doubt, however, we were spending money in all matters, public and private, on an unexampled scale for this usually prudent and economical country, and nothing but large results from industry for the past year would have justified our course. Throughout the whole of 1905, however, there has been no moment of national doubt, and nature seems to have furthered almost every effort we have made. This has clearly produced an optimism which is fraught with great danger, and it is to be hoped that everywhere in Canada the many who did not hesitate to incur debt because they believed in the future, will now that partial fruition of their hopes has come, hasten to get out of debt before they consider what new expenditure the still further removed future will justify. In saying this I need not apologize for repeating what has already been said elsewhere; indeed, it can hardly be said too often.

It may be well before dealing with details, to consider the main facts which seem to influence our immediate future. So far as our interests are in common with those of the rest of the world, the end of the Russo-Japanese war seems the most important event of the year. The cost of money in the markets of Europe, owing to recent wars, has been abnormally high for many years. If, after the final loans caused by this last war are placed, we are to have a long period of peace, then the value of money in Europe should gradually decline, and this would have a most favorable effect not only in the ease with which money could be got for Canadian enterprises, but in the cost of the fixed charges upon the enterprises arising from such borrowings. Of course the present terribly disordered state of Russia must pass away before Paris and other continental money markets are restored to a normal condition. But in any event, unless China intends to resent her bad treatment by the western nations, it seems as if we may reasonably

expect peace and great industrial development in that part of Asia which looks across the ocean to our own Provinces and to those States in the American Union which have their shores on the Pacific Ocean. If so, we are reasonably certain that this bank will share largely in the trade which must come to both Canada and the United States. While the purchasing power of each individual of these Japanese and Chinese peoples may be very small—and that part of it which represents what is called foreign trade is certainly very trifling—still the aggregate, owing to the vast population, will be very large as soon as they are well enough off to buy such staples as wheat, flour, timber, railroad supplies, etc., in any proportion to their desire to obtain these commodities.

Another great factor in the gradual restoration of the money markets to a normal condition is the rapidly increasing new gold supply. The addition in each year to the world's store of precious metals of about \$350,000,000 worth of gold and about \$100,000,000 worth, at present market prices, of silver, is large enough not only to steady the money markets in the course of time, but also to give great impetus to the efforts being made in some countries to escape from a mere paper basis, and in others which are on a silver basis, to advance to a gold basis. We have entirely recovered from the decline in the volume of production caused by the South African war; indeed the output of \$350,000,000 for 1904 means an increase in the annual production of \$150,000,000 in nine years. So that we may soon be able to say that the world has doubled its annual new supply of gold in twelve or fifteen years.

Other important facts, but of more local and direct concern to Canada, are our good crops, the enlarged scale of our railroad building, the satisfactory inflow of immigration, the development of steel and iron making, and the tremendously enhanced interest shown regarding Canada in both Great Britain and the United States, particularly exemplified by acute discussions of tariff preference and reciprocity.

It is hardly necessary to enter as fully into the details of our foreign trade as we did a year ago. The fiscal year covered by the Dominion Government reports ended 30th June, 1905, and the effect of the harvest of 1905 on our exports is therefore not yet evident. We again show a serious loss in exports, the total falling to \$203,316,000, about

\$10,000,000 less than in 1904, and \$22,500,000 less than the high-water mark of 1903. The loss is practically all in agricultural products, other increases and decreases about offsetting each other. Doubtless in the first half of the present fiscal year the loss will have been made up. The more serious aspect of our foreign trade is on the import side. We had \$10,000,000 less to pay with by way of exchanging commodities, and yet we bought \$7,500,000 more than for the previous year, widening the unfavorable balance between exports and imports to \$63,500,000. From 1895 to 1901 inclusive, but deducting the small contra balance of 1899, the excess of exports over imports was \$51,000,000. This has been followed by an excess of imports over exports from 1902 to 1905 inclusive, but practically for only three years, of \$125,000,000. As we said a year ago, we are spending money in public and private improvements, looking to the future for a return, but do not let us overlook the fact that we are putting a heavy mortgage on the future. It is well to notice that we imported a little less from Great Britain in the year under review than in the previous year, while our imports from the United States were nearly \$11,000,000 greater. Of our imports iron and steel in all forms, including rails, account for nearly \$40,000,000. This gives a concrete illustration of what it would be worth to Canada to make these articles entirely, or as nearly as possible, in our own country.

The Clearing House returns help us to understand the growth of the internal trade of Canada. In 1904 the total of the operations of eleven clearing houses was \$2,735,744,235. For 1905 the total is \$3,336,602,170.

THE MARITIME PROVINCES.

In view of the rather unhappy conditions we had to report last year regarding the Maritime Provinces, it is pleasant to have to deal with a much improved state of affairs this year. The Provinces experienced another unusually severe winter, and this had a somewhat adverse effect on business. For instance it increased the cost and lessened the cut of lumber. The cut, it will be remembered, was being in any event intentionally reduced because of a sharp fall in the price of deals. The usual result of this curtailment of product has happily been obtained, and returns for all lumber products are again high while the prices offered for the next season's cut of spruce deals are almost a record, and the demand for freight space at St.

John. N.B., rates, For which have results in satisfactory tails in this are worth ou and the bay the average with better cept in lobst so-called dog sions of whi the time be and herring red in money is certainly t ments of the material deci fish, may be

The enforce Bait Act, has fishing vesse of the Marit Newfoundland the matter t cause for re not in the time for Can vivendi arriv the United the Chambe should we gi sels the ve them to unc We realize i must be vie of view is s we have as that. Can gether own large enoug fish markets ous countri wealth and mand for fis other, must prosperity o Provinces de manence an fisheries. take every s develop sucl it is most p partment of the late Mi considerable

The yield 60 per cent. are high. which last was at lea parts, a ve almost all k and while where prog general resu tion of th Railway sho of Nova Sec to report t manufactur been, as a r in many e again been very impor hand are quantity of creased. and import ther improv rounding t steel, and the manuf quality of demonstrat

DA

isfactory,
ast year,
cent. to
00, there
e reserve

er, Mr. B.
ish his re-
0,000 for
t in both

and \$22-
ter mark
ly all in
increases
ing each
alf of the
will have
ous aspect
he import
ss to pay
mmodities,
more than
ng the un-
ports and
1895 to
the small
cess of ex-
0,000. This
ess of im-
2 to 1905
only three
said a year
in public
ooking to
do not let
are putting
ure. It is
ted a little
the year
vious year.
ited States
er. Of our
forms, in-
early \$40-
te illustra-
th to Can-
ntirely, or
vn country.
help us to
he internal
he total of
ring houses
the total is

INCES.

appy cond-
st year re-
nces, it is
ith a much
year. The
r unusually
a somewhat
For m-
und lessened
t, it will be
y event in-
a sharp fall
usual result
ct has hap-
urns for all
high while
ext season's
st a record,
space at St.

John, N.B., has very greatly increased rates. For fish, prices have been paid which have not been reached before, and results in some kinds of fishing are quite satisfactory. There are, however, details in this important industry which are worth our attention. While the bank and the bay fishing have been equal to the average of the last three seasons, with better prices, the shore fishing, except in lobsters, is nearly ruined by the so-called dog-fish, the predatory incursions of which have almost ruined for the time being the valuable mackerel and herring fisheries. The loss incurred in money is very large indeed, and it is certainly to be hoped that the experiments of the Government, looking to the material decrease of the numbers of dog-fish, may be successful.

The enforcement of the Newfoundland Bait Act, as it applies to United States fishing vessels, is helping the fishermen of the Maritime Provinces as well as of Newfoundland, and the importance of the matter to us makes it an additional cause for regret that Newfoundland is not in the Confederation. Is it not time for Canada to reconsider the *modus vivendi* arrived at after the rejection by the United States Senate, in 1888, of the Chamberlain-Bayard Treaty? Why should we give United States fishing vessels the very privileges which enable them to undersell us in their markets? We realize that this is a matter which must be viewed broadly if any breadth of view is shown by our neighbors, but we have as yet seen little evidence of that. Canada and Newfoundland together own magnificent fishing areas, large enough to influence greatly the fish markets of the world. As the various countries of the world increase in wealth and purchasing power, the demand for fish, cured in one form or another, must steadily increase. The prosperity of our Atlantic and Pacific Provinces depends virtually on the permanence and increased volume of our fisheries. Why should we hesitate to take every step necessary to protect and develop such a national asset? Indeed it is most pleasant to see that the Department of Marine and Fisheries, under the late Minister, has been exhibiting considerable energy in this direction.

The yield of apples was only about 60 per cent. of a normal crop, but prices are high. In hay, from the lack of which last year great loss arose, there was at least a normal, and, in some parts, a very large crop. Produce of almost all kinds has brought good prices and while there are a few localities where progress has not been made, the general results are excellent. The completion of the Halifax & South-Western Railway should do much for some parts of Nova Scotia. We are able once more to report that the various branches of manufacturing in these Provinces have been, as a rule, very profitable, and that in many cases the yearly output has again been the largest known. In some very important industries the orders in hand are particularly large, and the quantity of coal mined has somewhat increased. Perhaps the most gratifying and important industrial fact is the further improvement in the conditions surrounding the manufacture of iron and steel, and particularly the beginning of the manufacture of rails, the excellent quality of which seems to have been demonstrated at once.

ONTARIO.

To the people of Ontario, as a whole, the year has been one of very general prosperity. The industries of the Province, whether on the farm or in the town, the geographical situation, and the conditions of soil and climate, are all so varied that we can hardly have years in which there are no localities which differ in prosperity from the general average. What is clear, however, is that, while we have not had a year so good for the farmers as 1903, we have had a very much better year than 1904. Crops of wheat, oats, barley and other grains have varied more than usual in yield in different parts of the Province, and in some grains prices have not been as good as last year, but the total result is satisfactory. These crops, except to the extent that they affect the value of cattle fed for the market, are no longer of prime importance. The crop of hay has been heavy in some parts, not so in others, but a good crop as a whole, while pasturage has been abundant almost everywhere. Roots, as a whole, have been unsatisfactory, but this does not apply to sugar beets, which are being grown more extensively each year in several parts of Ontario. Fruit crops have been variable, but shipments of apples from Montreal are larger than in any year except 1903. The total for 1905 from that port is 530,000 barrels, against 348,000 for 1904, and 732,000 for 1903. When we turn to the great farming interest, that of the dairy, the figures become very interesting. Taking, as we should, the results from cheese and butter together, the figures for the past year are almost the largest in the history of shipments from Montreal. The quantity of cheese shipped is about 10 per cent. less than in 1903, and not appreciably more than in 1897, 1902 and 1904; but the average price is so high that 1905 remains the largest in money value except 1903, when both quantity and average price were the largest ever known. It is in the more lately established export of butter that pronounced gain has been made. The total shipments were 573,449 packages, valued at \$7,400,000. The price is better than last year, but not as good as for several years previous to 1904. The only year which surpasses 1905 in results is 1902, when a somewhat smaller quantity brought a larger sum of money owing to a much higher price. Taking the two articles together, the totals for the last four years, three of which exceed all other years, are as follows:

1905	\$25,426,000
1904	20,704,000
1903	26,366,000
1902	25,863,000

The other great farming interest of Ontario, that of live stock, is less satisfactory, taken as a whole, than is desirable. Shipments of cattle have been larger than for any year except 1903, when they exceeded the shipments of 1905 by 25 per cent. The business, however, has been unprofitable to both grazier and shipper. The grazier paid too much for the cattle he put on grass, and at present prices feels forced, in many cases, to feed them over the winter in the hope of better prices next spring. The home and United States markets for sheep have been good, and

the prices paid in Canada for hogs particularly so. Horses also have been in good demand. The general result of all farming industry in Ontario is shown by larger purchases, and by payments on mortgages, implement notes, and other debts, indicating a most healthy and prosperous condition. In the lumber trade in Ontario there has been a reduction in the cut, as in New Brunswick, but prices for pine and hemlock are about at the highest, and the year has been a prosperous one. While there may, in the coming season, be a still further advance in the cost of production, prices are so high as to ensure a good profit, and unless there is a scarcity of water in the streams we shall probably have an increased quantity manufactured.

Interest in mining has been stimulated by the publicity given to the discovery in northern Ontario of rich deposits of silver-nickel-cobalt ores. So far as is yet known, the area in which these ores exist is very limited, all the discoveries of any real value being within about four miles of the new town of Cobalt, where we have recently established a branch. At present nothing definite can be said as to the extent of the deposits or the probable life of the *cam*. Comparatively little development has taken place, and to what depth the veins of ore may run is uncertain, although a diamond drill has traced one rich vein to a depth of over 300 feet. But it may safely be said that from the veins already discovered several million dollars' worth of ore will be taken, while there is hardly any question but that within the small area which is known to contain the ores further discoveries will yet be made. A large proportion of the ore produced is of a very refractory nature, and difficulty is being experienced in disposing of it at prices which will give returns for all the valuable constituents. It is to be hoped that before long a satisfactory method of treatment will be made available, and that it will be found practicable to treat the ores within the Province of Ontario.

It is probable that during the coming summer there will be a considerable influx of population into the district surrounding Cobalt, and signs are not wanting that an attempt will be made to create not only a mining but a mining stock boom. Serious losses to the public have in the past resulted from attempts to capitalize mere prospects at prices when only producing mines should command, and it is to be hoped that no encouragement will now be given to any movement of the kind.

In the manufacturing centres, large and small, there is, with scarcely an exception, but one experience, that of continued growth. Factories are still being enlarged, manufacturers in the United States are still opening branch manufacturing establishments in Canada, and in important businesses, which have an unbroken record of increased sales for several years, further increases of 20 and 25 per cent. are still not uncommon. This growth again is causing, in cities and towns, an unusual activity in building and a great increase in the saleable values of real estate. Such questions as the building of workmen's dwellings are becoming acute, and it is evident that the larger manufacturers

may have to do what has already been done occasionally in Canada—build houses for their men. Manufacturers, contractors, and even the class of smaller builders, are, as a rule, behind in deliveries of goods or in work being executed. One of the specially noticeable features is the resumption, on a more stable basis, of the manufacture of steel rails at Sault Ste. Marie. While we are speaking particularly of Ontario, many of these remarks apply to Canada as a whole, and of course much of this activity is the result of the great growth of the West. Unfortunately, we cannot have prosperity, apparently, without a general increase in the cost of everything, and in this connection the cost of building and the consequent cost of house rent should be a matter of great concern. When hard times come, as come they must, there will be a sharp adjustment in some direction, because clearly the wage-earner will not be able to continue to pay such rents as are being paid now by the workmen in our larger cities, both in the east and in the west.

The Province of Quebec has shared fully in the general prosperity of Canada and the only reason for not enlarging upon this fact is the absence of branches of this bank, apart from that in Montreal, and therefore of natural sources of information regarding industrial matters.

In Ontario and Quebec railroad building is proceeding at a pace which marks a new era in transportation in this part of Canada. The Canadian shipping on the lakes is increasing in volume most satisfactorily, while at Montreal there were increases in the number of ocean arrivals and departures, in freight and passenger traffic, in the revenue of the port, and in local canal traffic. Shipbuilding in Canada is now very active, terminal facilities at Montreal and Quebec are being gradually improved, and in almost every direction progress is evident.

We have had, however, on the St. Lawrence route another season of heavy losses. This must be a matter of very great disappointment to most Canadians who have been indulging the hope that the condition of navigation on the St. Lawrence would, before long, be sufficiently improved to warrant the belief that it is in every way a satisfactory highway. We need not hesitate to say that this is one of the most important points in connection with the development of Canadian transportation. There is little use in spending money and energy in the development of the railway systems of this part of Canada unless we can be sure that the communication by sea is as perfect as it is humanly possible to make it. We believe great improvements are being made and are in contemplation, in the way of lighting, and, if there are obstructions to navigation which can be removed, we presume that this will be done, but investigations seem to show that many of the accidents are due solely to the carelessness or incompetency of the pilots. This is a grave charge, and if true no time should be wasted in dealing with it, as well as with any other defects which are capable of remedy. We feel sure that the people of Canada will sustain the Government in practically any expenditure that is necessary in this connection.

NORTHWEST PROVINCES.

At the moment, Canada, to many people in the United States and Europe, means our three Northwest Provinces, and we who live in the east may as well become used to the fact. Having regard to present population, few places are more talked about than Winnipeg. We waited long to come into possession of this country, guarded as it was so carefully from the settler, and in the short time during which we have controlled its destiny we have struggled hard with the two great problems of settlement—transportation and immigration. It now looks as if we are to have our reward. Many claims have been made for this part of Canada which fail to take into account the laborious part which man must play in its development and the probability that, being inherently lazy, he will not quite do his best. On the other hand, there have been writers about the Northwest whose pessimistic views are obviously the result of holding a brief which calls for the counsel of despair instead of hope. The plain statement of the truth, however, as far as it has been ascertained, is all that the country needs. It is clearly a part of the world where many millions of people may work out their material independence; may, in proportion to their industry and intelligence, become owners of property; and where a larger proportion than is often the case in the world may become actually wealthy.

When in August many were estimating the wheat crop at 90,000,000 to 100,000,000 bushels, we sent to London the estimate of our Winnipeg manager, which was 82,540,000 bushels. For all grains together his estimate was 174,125,000 bushels. The crop has now been harvested and largely marketed, and the revised report of the Northwest Grain Dealers' Association at October 15th, was as follows:—

	Acres.	Bush. per acre.	Ttl. bush.
Wheat	4,019,000	21.6	86,810,400
Oats	1,423,000	46.8	66,311,800
Barley	433,800	31.0	13,447,800
Flax	34,900	13.7	478,130

A total of 167,048,130 bushels.

The conditions under which the crop was sown, ripened and harvested were all more favorable than we have the right to expect every year, and a marked contrast to those of the previous year. Perhaps the most satisfactory feature of the wheat crop is the proportion, said to be as high as 80 to 85 per cent., which is classified as high-grade milling wheat. And it is to be remembered that our wheat, when compared with the wheat similarly graded in the United States, is really so superior to the latter as to put our farmers to some disadvantage in obtaining what their wheat is really worth.

The money value, although seriously affected by the fall in the price of wheat, must, nevertheless, be from \$70,000,000 to \$75,000,000, and to this must be added that of the cattle, hogs, horses, dairy produce, etc. This is not a large sum of money compared with agricultural figures in older parts of the world, but it is a very large sum of money for a country so young in everything which contributes to industrial success. Statistics regarding new countries have much greater significance as indications of the possibilities of the future than as illustrations of the present, and those we submit, regarded in connection with the very small proportion of the available area which has yet been settled, are

enough to dispose of doubt as to our ability at some time in the not distant future to supply Great Britain with her requirements in cereals.

When nature is willing to do so much for us it is depressing to consider how badly man often does his part. There is unfortunately no longer any room for doubt that many of the more early settled of the Manitoba farms are decreasing in productive power because the land has been allowed to deteriorate. Farmers who are careless year after year in the selection of seed, who neglect to destroy noxious weeds, who will not consider their land in changing crops from year to year, or protect their crops when being harvested, are simply enemies to the public good, and should, as far as the law permits, be treated as such. If the municipal authorities would carry out the law, both as to farmers who allow noxious weeds to grow on their farms, and as to their own road allowances, a change would at once result so great as to show how criminally reckless is the neglect of such a course. We are glad to hear that the Canadian Pacific and the Canadian Northern Railways, working in conjunction with the officers of the Experimental Farms, are sending over their lines special cars filled with samples of grain and of noxious weeds, and in charge of lecturers who will illustrate the advantage of good seed, the best methods of cultivating grain and of exterminating weeds, and the effect and the loss in money from diseases of wheat. By far the most interesting fact in grain-growing in the Northwest at present is what might be called the discovery that we have great winter wheat areas where until lately we had not even considered that winter wheat could be grown. In 1903 we raised less than 30,000 bushels of winter wheat, while last year the quantity in Alberta is estimated at over 1,500,000 bushels. The highest authorities in the United States are most enthusiastic as to its quality, and as to the value of land which produces such an article of commerce, while in competition with winter wheat from all parts of the United States the best of our varieties carried off the gold medal at the Lewis and Clark Exhibition, recently held in Portland, Oregon. To add to the importance of the discovery, this wheat has, thus far in Alberta, been most largely grown in localities which were not by eastern people included in the wheat, but rather in the cattle country. Winter wheat has also been grown successfully in other localities, notably in the Swan River Valley in northern Manitoba, where, for four years, experiments have demonstrated its success. These two districts are so remote and so different geographically that it is hardly safe to venture a guess as to what we may not hope to accomplish in this very important development.

There has been a large increase in the shipments of cattle to the east, and as a whole prices were better than last year. While conditions for the profitable grazing of cattle by farmers are not as favorable as we could wish, there will doubtless be a steady increase in live stock shipments, and in time this will be a most valuable feature in farming throughout the three Provinces. There is a noticeable improvement in the character of the breeding of cattle and horses in several localities, but hogs are

not increasing nor are dairy junctos of good raising, obtain Our Northwest delay too long which have be as Iowa, Minn ly in view of land to which

In the ranc tions under w have varied, parts and in not quite satis larger than la the industry h one of the ranches in Alb orties of the price which ranch for far of many indic the large ran There are und more suitable thing else, wh Alberta are de successful far things the be in this conne the important ing in Albert crops, grown

One wonder adians realize Manitoba also way. When have done fc agne the in Provinces in Trunk Pacific up another gr In the entry Railway into proposal of t way to build same point. sected by mai railways, will of branch line development

Saskatchewan much larger new settlers extent going that it will most to keep other aids to new Province great possibi and cattle, t quantities, c natural reso last year for north of the tributary to value at ove immigratic numbers con being still m Europe, whi adians from Superior is immigration The land sa railway, lan ies have prices. In draw attenti speculation men should where land set is inevi buy and tr they can ea

not increasing satisfactorily in number; nor are dairying and the smaller adjuncts of good farming, such as poultry-raising, obtaining sufficient attention. Our Northwestern farmers should not delay too long developing along lines which have been successful in such States as Iowa, Minnesota and others, especially in view of the deterioration of the land to which we have referred.

In the ranching districts the conditions under which cattle were fattened have varied, being excellent in most parts and in others while not bad, still not quite satisfactory. Sales have been larger than last year, prices better, and the industry has prospered. The sale of one of the largest and best-known ranches in Alberta, however, to the authorities of the Mormon Church, at a price which means the re-sale of the ranch for farming purposes, is only one of many indications that the future of the large ranch is at least uncertain. There are undoubtedly large areas much more suitable for ranching than for anything else, while other parts of Southern Alberta are destined to be converted into successful farms, growing among other things the best of winter wheat. And in this connection we must not forget the important enterprise of sugar-making in Alberta, based entirely on beet crops, grown in that Province.

One wonders how many eastern Canadians realize that there are already in Manitoba alone over 3,000 miles of railway. When we consider what railways have done for Manitoba, we may imagine the intense interest in the new Provinces in the building of the Grand Trunk Pacific Railway, which will open up another great stretch of fertile lands; in the entry of the Canadian Northern Railway into Edmonton; and in the proposal of the Canadian Pacific Railway to build from the southeast to the same point. These new Provinces, transected by main lines of transcontinental railways, will need rapidly many miles of branch lines, and we may expect great development of this kind.

Saskatchewan and Alberta are each so much larger than Manitoba, and the new settlers are to so much greater an extent going into these new Provinces, that it will try our ability to the utmost to keep pace in railways and all other aids to material progress. These new Provinces are not only possessed of great possibilities as producers of grain and cattle, they also contain in large quantities, coal, lumber, oil and other natural resources. The fur trade of last year for that part of the Territories north of the new Provinces which is tributary to Edmonton, is estimated in value at over a million dollars.

Immigration is now very large, the numbers coming from the United States being still much greater than those from Europe, while the movement of Canadians from the east to the west of Lake Superior is almost half as great as the immigration from the United States. The land sales are so large that the railway, land and colonization companies have materially advanced their prices. In this connection we again draw attention to the wide range of land speculation throughout the west. That men should invest or speculate in land where land is almost the one great asset is inevitable; that farmers should buy and try to hold more land than they can easily cultivate, although they

are dependent upon an uncertain labor market, is quite natural under the circumstances; but when an entire community — merchants, manufacturers, farmers, professional men and clerks—is engaged in the effort to increase the price of land, trouble must come sooner or later. There are, of course, many things transpiring which will legitimately advance the market value of land in town and country, but these influences are at the moment probably less powerful than the mere views of a community bent on holding for a rise in land for which many have no personal use. Some day or other an uncomfortably large number will wish to sell at the same time, and grievous loss will doubtless result.

Public improvements by municipalities and the erection of buildings of all kinds throughout the three Provinces have been proceeding at a remarkable pace. The increase in building during 1904 in Winnipeg seemed to make it improbable that there would be a much further increase in 1905. The buildings erected, however, in 1905, are almost twice as many as in the previous year, although the aggregate cost is not very much in excess. The supply of houses in Winnipeg seems now about equal to the demand, and it is to be hoped that this will cause some check to building of a speculative character.

The payment of debts is of course materially better than in 1904. It is abundantly evident, however, that people throughout the West have incurred heavy debts for the holding of farm and city property, and but for this and the unsatisfactory crop of 1904 the financial effect of the present crop would have been much more satisfactory. We are glad to notice that throughout the West there is a determination on the part of those extending credit to be much more rigid and careful in future.

BRITISH COLUMBIA.

While the Northwestern Provinces have had more attention from Eastern Canada and from the outside world during the past year, no Province in Canada has had greater prosperity relatively to its immediate possibilities than British Columbia. This huge Province, destined probably some day to outstrip all others in wealth, with resources which require literally millions of people for their development, has at present but a handful, as it were, of people. It is so rich in products of both sea and river, valley and mountain,—fish, fruit, grain, cattle, timber, coal, and almost all minerals; it is so lovely a country for man to live in; and it can eventually be so largely self-supporting because of its possibilities in producing varieties of food and varieties of manufactures, that no one can doubt as to the character of its industrial future. But the physical and financial problem of British Columbia is by far the most difficult of any of the Provinces, and it seems desirable that the other people of Canada should appreciate what the British Columbians have to do. Individually the people of this Province are well off, and the growth of the city of Vancouver is as startling as that of Winnipeg, Calgary or Edmonton, but the number of people in British Columbia is about the same as in the city of Toronto, and a large part is not of white blood. This small body is called upon to make the initial expenditures necessary to render

even the earliest conditions of settlement possible. And these initial expenditures mean roads built in one of the most difficult of countries, bridges across great rivers, etc.; indeed, at every point, the first outlay is most costly, especially as compared with that of the prairie Provinces. And when communication is made, the individual again has to expend unusual labor and money before he can get any return. The ultimate result of such initial expenditure, if wisely made, is not a matter of doubt, but the difficulties explain why British Columbia grows more slowly in population than we all wish.

The lumber business, depending as it still does mainly upon the prairie Provinces, has been very satisfactory, as to both volume and price. In coal mining there has been a handsome increase in production of both coal and coke, and several new mines are being opened. There seems to be no reason why these two staple industries should not grow steadily, especially in view of the almost unlimited raw material, until British Columbia takes its place among the great coal and lumber producers of the world. In anticipation of this several large sales of timber limits have recently taken place at good prices, and among the buyers are a good many Americans. Copper mining and smelting are now established and profitable industries. They require large capital and complete technical knowledge, but the results of such a combination seem to be as sure as in other well-managed manufacturing businesses. The year's output of the Boundary mining district is about 1,000,000 tons. There is a marked improvement in lead and silver mining and the outlook seems better than for many years.

The cattle ranching business has been fairly good; important movements looking to the growing of fruit on a large scale are being made; irrigation in some dry districts is being successfully carried on; farming and dairying in the districts where pursued have been profitable, and, generally, all land operations have yielded a good return for labor bestowed thereon. Increase in the value of real estate and activity in building have been as marked as in other parts of Canada, and in Vancouver especially speculation in real estate has reached proportions which promise trouble for some of the investors.

This being the year for the curious quadrennial recurrence of large returns from the Fraser River, salmon fishing in British Columbia has been successful, and the fish have fortunately brought a high market price. The previous three years have been so unsatisfactory that vigorous steps for the preservation of this great industry have become plainly necessary, and we are glad to know that as one of the results from a Commission appointed by the Dominion Government we are likely to have much more attention paid hereafter to the fishing interests of the Pacific than has hitherto been the case. We cannot expect that the next three years will produce satisfactory results, but if arrangements now in contemplation can be completed, the result should be a steady prosecution of efforts at increasing the number of salmon, and, if these are successful, we may in the course of time build up the three lean years of the Fraser River to the level of the fourth year, and we may also improve all other British Columbia salmon rivers. The

object is so vitally important to British Columbia that we can only hope that politics will not be allowed in any manner whatever to interfere with the desired result. Salmon fishing is, however, only a small part of the great fishing rights possessed by Canada in the Pacific Ocean and the rivers running thereto. The supplies of halibut and herring are almost inexhaustible, and there are large quantities of other fish, such as smelts, cod, whiting, etc., but at present the business of fishing is not well organized, nor is there sufficient skill in the community to make the best use of this great natural source of wealth. It is doubtful if in eastern Canada and in foreign countries any conception has been formed of the extent and richness of the fishing grounds owned by British Columbia. At the present time the United States fishermen are taking large quantities of halibut, using our ports for refuge in case of storm, and shipping their halibut from Vancouver in bond to the United States. We cannot, of course, interfere with any legal rights they have, but surely, as in the case of the Atlantic fisheries, we ought not positively to aid such a diversion of our natural products. In this connection we should also like to draw attention to the unfortunate effect of the exclusion of Mongolian labor. It was of most noticeable value in connection with both fishing and canning, and the lack of such labor must have a very deterrent effect upon progress in this particular industry.

There has been considerable railroad building in southern British Columbia, and sooner or later large developments must follow the building of the Grand Trunk Pacific Railway across the upper part of the Province. The sale of the Esquimalt & Nanaimo Railway to the Canadian Pacific Railway should also have an important effect upon the development of Vancouver Island.

UNITED STATES.

In common with most other portions of North America, the Pacific coast States of Washington, Oregon and California, in all of which we have branches, have enjoyed unusual prosperity during the past year, exceeding in many respects any record in the past.

The wheat crop in Washington has been the largest in its history; the salmon season has been very satisfactory and profitable, both in volume and in price; the lumber business has improved over that of the previous year; the crop of hops is larger than usual, but the great fall in price has made the business unprofitable; the trade with Alaska and the north has been better than for several years; the end of the Eastern war has been followed by a great increase in the trans-Pacific trade; preparations are evidently being made for the entrance into Seattle of new transcontinental roads; and generally the year has been one of the most prosperous in the history of Washington. It would not be wise for any one to venture upon an estimate of the probable effect on Washington of the development of Alaska which is so rapidly going on; of the trans-Pacific trade now only in its infancy; and of the development of its own vast resources in timber, and in lands suitable for wheat culture. While the gold which has reached Seattle from the Yukon shows a total of

only \$7,861,000, the results from Nome, Tanana and other sources bring the total up to \$18,667,000, and it seems clear that, while there must be decreases in various camps, the total is not likely to decrease for some time to come, especially as so little territory has as yet been worked by dredges or hydraulics.

We find a similar prosperity in Oregon. The product in lumber was about the same as last year, with better prices. The State is said to have in standing timber two hundred and thirty-five billion feet, occupying about 54,000 square miles. This must be one of the world's greatest timber reserves. The yield of wheat has increased, with a better outlook for the next crop than for many years past, and flour exports are larger. The results from fishing were excellent, indeed as good as in 1904. Other industries, such as dairying and wool, have done well, while hops, fruit, etc., have had varying success. The total results of all industry have given Oregon a signal year of progress.

California has had some features of an unfavorable kind, but still the year is regarded as the best in the history of the State. The wheat crop was very unsatisfactory, the yield being but about 12,000,000 bushels, against 32,000,000 in 1899. The character of farming in the State is apparently bad, and the decline can be only partially attributed to an unfavorable season. The receipts of salmon from Alaska were the largest since 1901. The manufacture of redwood lumber has increased and the total for 1905 is about 340,000,000 feet, as against 209,000,000 in 1900, each intervening year showing a moderate but steady growth. The receipts of lumber of all kinds at San Francisco for 1905 were 759,000,000 feet, a handsome increase over 1904. The value of the crops of oranges and lemons is about \$40,000,000, as compared with \$30,000,000 in 1904. The crop of grapes for wine, table and raisins was about three-quarters of an average, but the quality was the best yet known. The trade in canned and green fruits was very large and profitable, stimulated particularly by the poor fruit crops of the Eastern and Middle States. California is steadily increasing in wealth and population, railroad building is proceeding rapidly, shipping is again profitable, while real estate and building both here and in Oregon and Washington are exhibiting the same activity as elsewhere in the United States and Canada.

Considering the United States generally, the conditions are distinctly prosperous. With another great corn crop, this year exceeding two and a half billion bushels, with a wheat crop of about 700,000,000 bushels—only once exceeded before, and about 150,000,000 bushels larger than in 1904—with other grain crops slightly larger, and with a cotton crop of about normal proportions, the basis of a great commerce is established. The exports exceeded a billion and a half of dollars, while the imports for the second time exceeded a billion dollars, these figures leaving an enormous balance of trade in favor of the United States. Their internal trade has been on a greater scale than ever. There is evidence of this in every kind of business activity, but in nothing more clearly than the usual test of expanding trade—that of iron and steel. Almost every blast furnace is in operation, the

volume of ore being transported from the mines, and consequently of pig iron manufactured, exceeding all previous experience. This enormous volume of legitimate and profitable trade is unfortunately, but perhaps naturally, accompanied by excessive speculation in securities, with prices which certainly seem perilously high. The country's requirements for bank loans are very large indeed, and the rates paid for money in New York recently, although only from day to day and for speculative purposes, are a sufficient indication of an overstrained condition. One cannot view without concern such an abnormal state of affairs, and it is to be hoped that the real business interests of the country will not suffer because of the volume and the pace of stock speculation.

Before sitting down I would like to remind gentlemen who are here—and I have said the same thing before—that this report, which is filled with many dry facts, and altogether too many figures, is really not prepared so much for those who are good enough to be present and listen to it, as for the 3,500 shareholders and for the customers of the bank in the various Provinces, and in the various States to which I have referred. I make this statement because it may seem curious to you that we should be interested in many facts which seem quite local. They are local so far as people in Toronto are concerned but they are deeply interesting to people in the various sections with which I have dealt.

The motion for the adoption of the report was then put and carried.

WAS OUT OF SODA.

Tom Ricker kept a country store in Shapleigh, Me., years ago. He was constitutionally tired; hated to move unless it was absolutely necessary. One Summer afternoon, when he was enjoying a nap in his old armchair, his head tilted back against a pile of grain bags, a customer came in.

"I want a package of washing soda, Tom," she said.

"Haven't any," the proprietor drawled, as he stretched his arms and rubbed his eyes.

The customer looked along the top shelf, where he had generally kept his washing soda packages.

"Why, yes, you have, Thomas. I see a package of soda up there on the top shelf," said she.

The trader yawned again, and, still holding down his comfortable seat, replied:

"Yes, I know they's one package there, but it's the last I've got in stock, and, yer see, I don't want ter git entirely out er sody."

Then he resumed his nap, and the exasperated customer left.

"Say, you oughtn't to push me so about that account. I really am short."

"Yes, but why should you be short so long?"

"How often do you kill people on this line?" asked a nervous passenger of a trolley car conductor one day.

"Only once, sir," replied the conductor.



Quotations on The following department apply to

Quotations for proprie are supplied by th agents, who alone are accuracy.

Baking F

Ammonia Powder— Bee brand, 48 5c. pkg " 37 10c. pk " 10 25c. pk

Cook's Friend— Size 1, in 2 and 4 doz. pk " 10, in 4 doz. boxes... " 12, in 6 " " " 3, in 4 " " "

Pound tins, 2 doz. in ca 12-oz. tins, " " 5-lb. " " "

W. H. GILLA

Diamond— 1-lb. tins, 2 doz. in case " 1-lb. tins, 3 " " " 1-lb. tins, 4 " " "

IMPERIAL BAKI

Cases.	Size
doz.	10c.
doz.	5-c
doz.	15-c
doz.	24c
doz.	5lb

JERSEY CREAM B.

Size, 5 doz. in case... " 4 " " " " 3 " " " " 2 " " " "

OCEAN Ocean Baking Powder,

Borax, 1/2 lb. pac Cornstarch, 40 Freight paid 5 p.

ported from
y of pig iron
all previous
s volume of
trade is un-
naturally, ac-
culation in
ich certainly
country's re-
are very
s paid for
tly, although
r speculative
indication of
One cannot
an abnormal
to be hoped
erests of the
cause of the
tock specula-

would like to
here—and I
before—that
d with many
too many fig-
i so much for
gh to be pre-
for the 3,500
customers of
Provinces, and
which I have
atement be-
s to you that
n many facts
hey are local
o are concern-
interesting to
ns with which

option of the
carried.

DA.

ountry store
ago. He was
ated to move
ly necessary.
when he was
old armchair,
inst a pile of

washing soda,

proprietor
his arms and

along the top
rally kept his

Thomas. I
there on the

ain, and, still
fortable seat,

one package
I've got in
on't want ter

nap, and the
ft.

o push me so
I really am

you be short

kill people on
rvious passen-

conductor one

plied the con-

BRAID'S BEST COFFEE



Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels

BRAID'S BEST is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

WM. BRAID & CO., - Vancouver, B.C.

Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Jan. 18, 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., "	3 00	
" " 10 25c. pkgs., "	1 75	
Cook's Friend—		Per doz.
Size 1, in 2 and 4 doz. boxes	\$2 40	
" " 10, in 4 doz. boxes	3 10	
" " 3, 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, 4 "	2 40	
5-lb. " 1 "	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.
doz.	10c.	\$0 85
doz.	5-oz.	1 75
doz.	12-oz.	3 50
doz.	12-oz.	3 40
doz.	2 1/2 lb.	10 50
doz.	5 lb.	19 75

JERREY 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 lb. packages, 4 doz.	0 40
Cornstarch, 40 pkts. in a case	0 78

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 80
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
3 "	12 "	1 45
4 "	16 "	1 65
3 "	16 "	1 70
1 "	2 1/2 lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55
1 "	16 "	

ROYAL BAKING POWDER.

Cases.	Sizes.	Per Doz.
Royal-Dime		\$0 85
" 1 lb.		1 41
" 6 oz.		1 95
" 1 lb.		2 55
" 12 oz.		3 85
" 1 lb.		4 90
" 3 lb.		13 60
" 5 lb.		22 31

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per Doz.
Cleveland's-Dime		\$0 93
" 1 lb.		1 33
" 6 oz.		1 90
" 1 lb.		2 45
" 12 oz.		3 70
" 1 lb.		4 85
" 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 48-50. tins	\$0 45
" 48-10c. tins	0 75
" 24-25c. tins	2 25
" 48-25c. tins	2 25

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 gross box	3 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in bags, per gross	1 25
" " in pepper boxes, according to size	0 05 0 10



Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size;	
or gross, 2 oz., or 1 gross, 4 oz.	
Reckitt's Zebr paste, 1-gro. boxes, \$10.20 per gross.	

JAMES' DOME BLACK LEAD.

Per gross	
5a size	\$3 40
2a size	3 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen"	
40-oz. case, 4 doz.	0 40
8-oz. " 4 "	0 50

Lot 7 cases, freight paid.
Conditions 7 per cent. 10 days; net 30 days.

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 05
" " 7-lb. cotton bags, per bag.	

Chocolates and Cocoas.

THE COWAN 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
Cocoa Essence, sweet, 1-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, 1/2's and 1/4's	\$0 40
" " 1/2's	0 43
Mexican Vanilla, 1/2's and 1/4's	3 35
Royal Navy Rock, " "	0 30
Diamond, " "	0 25
" " 1/2's	0 28

Coings for cake—

Chocolate, pink, lemon color, lbs.	\$1.75
Orange, white and almond, 1-lb.	1.00

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.



Montreal

BLAIN CO., LIMITED.

Per lb.	0 32
0 31	0 31
Mocha	0 31
0 30	0 30
0 28	0 28
0 26	0 26
0 25	0 25
0 20	0 20
0 18	0 18
0 17	0 17
0 12	0 12
Per lb.	0 52
0 28	0 28
0 20	0 20
0 17	0 17
0 12	0 12
Per lb.	0 25
0 25	0 25
0 30	0 30
0 30	0 30
0 50	0 50
0 20	0 20
0 31	0 31
0 60	0 60
0 15	0 15
45c.	45c.
42c.	42c.
37c.	37c.
35c.	35c.
Per	33
29	29
Per doz.	\$8 25
4 50	4 50
3 40	3 40
1 00	1 00
18 00	18 00
17 00	17 00
19 00	19 00
1 40	1 40
3 40	3 40

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.
Un-Covers and num Coupons bered. numbered
In lots of less than 100 books, 1 kind assorted. 4c. 4c.
100 to 500 books 3c. 4c.
100 to 1,000 books 3c. 3c.

Allison's Coupon Pass Book.
\$1 00 to \$3 00 books 3 cents each
5 00 books 4 " "
10 00 " 5 " "
15 00 " 6 " "
20 00 " 7 " "
25 00 " 8 " "
30 00 " 12 " "

Cleaner.
Per doz.
4-oz. cans \$ 0.90
8-oz. " 1.35
10-oz. " 1.85
Quart " 3.75
Gallon " 10.00

Wholesale Agents
Davidson & Hay, Limited, onto



Allison's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.
Robinson's patent barley 1-lb. tins ... \$1 25
" " " 1-lb. tins ... 2 25
" " " groats 1-lb. tins ... 1 95
" " " 1-lb. tins ... 2 25

Jams and Jellies.
SOUTHWELL'S GOODS. Per doz
Frank Magor & Co., Agents.
Orange marmalade \$1 50
Clear jelly marmalade 1 80
Strawberry W. F. jam 2 00
Raspberry " " 2 00
Apricot " " 1 75
Black currant " 1 75
Other jams \$1 55
Red currant jelly 2 75

T. UPTON & CO.

Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
3-lb. tins, 2 doz. in case per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 06
7 and 14-lb. wood pails per lb. 0 06
30-lb. wood pails per lb. 0 06
Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 0 07
7 and 14-lb. wood pails, 6 pails in crate per lb. 0 06
30-lb. wood pails per lb. 0 06
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 3 doz. in case per doz. \$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate per lb. 0 09
7, 14 and 30-lb. wood pails, 6 pails in crate per lb. 0 09

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper per lb. \$0 40
Fancy boxes (36 or 50 sticks) per box 1 25
" Ringed " 5-lb. boxes per lb. 0 40
" Acme " pellets, 5-lb. cans per can 2 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans per can 3 00
Licorice lozenges, 5-lb. glass jars 1 75
" 20 5-lb. cans 1 50
" Purity " licorice 10 sticks 1 45
" " " 100 sticks 0 75
Dulce large cent sticks, 100 in box 0 75

Lye (Concentrated).
GILLET'S PERFUMED. Per case.
1 case of 4 doz. \$3 50
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.
Wetthey's condensed, per gross net ... \$12 00
per case of doz. net 3 00

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

E. D. MARCEAU, Montreal.
"Condor," 12-lb. boxes—
1-lb. tins per lb. \$ 0 35
" 1-lb. tins " 0 35
" 1-lb. tins " 0 32
4-lb. jars per jar 1 30
1-lb. jars " 0 35
Old Crow," 12-lb. boxes—
1-lb. tins per lb. 25
" 1-lb. tins " 0 33
" 1-lb. tins " 0 32
4-lb. jars per jar 0 70
1-lb. jars " 0 25



Orange Meat.
Cases, 36 15c. packages ... \$4.50
5 case lots ... 4.40 (Freight paid.)
Cases, 30 25c. packages ... 4.10
5 case lots ... 4.10 (Freight paid.)

Orange Marmalade.
THE EBY, BLAIN CO., LIMITED.
"Anchor" brand 1-lb. glass \$1 50
quart gem jars 1 40

T. UPTON & CO.
12-oz. glass jars, 2 doz. case ... per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06
Golden shred marmalade, 2 doz. case, per doz. 1 75

Pickles.
STEPHENS'.
A. P. Tippet & Co., Agents
Cement stoppers (pints) per doz. \$ 2 30
Corked " 1 90

Salt.
Cerebos salt, per doz. pkgs. (4 doz. in case) \$1 45

Soda.
COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.
Per case.
No. 1, cases, 60 1-lb. packages \$2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " { 30 1-lb. " } 2 75
" { 60 1-lb. " }
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case 2 85
2 cases 2 75

"BEE" BRAND.
"Bee" brand, 8oz. cases, 120 pkgs. }
" " " 10 oz. cases, 96 pkgs. } \$30
" " " 15 oz. cases, 60 pkgs. / case

To sell only the BEST is safe, wise and good business. The highest awards, medals and premiums awarded at all world's fairs and Pure Food Shows, to



BORDEN'S

brands of Condensed Milk and Evaporated Cream, proves positively that

"EAGLE" brand CONDENSED MILK and "PEERLESS" brand EVAPORATED CREAM are the grocer's Best Lines.



WILLIAM H. DUNN,

MONTREAL AND TORONTO

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders.

A. F. TIPPET & CO., Agents.

Maypole soap, colors	per gross	\$10 30
" black	"	15 30
Oriole soap	"	10 30
Gloriola soap	"	12 00
Straw hat polish	"	10 30

BABBITT'S.



Babbitt's "1776" 6-oz. pkgs. \$3.50 per box 5 boxes a freight paid and half box free. Babbitt's "Best" soap, 100 bars \$4 10 per box. Potash or Lye, bxs

each 2 doz., \$3 per box. WM. H. DUNN AGENT.



CHASER SOAP. case \$3 40. Special quotations for quantities. (Fairbank)

GOLD DUST WASHING POWDER.	
24 25c. packages	\$4 65
50 10c.	3 90
100 5c.	3 90
100 10c. cakes (Glycerine Tar Soap)	6 50
100 10c. cakes (Sanitary Soap)	6 50
100 5c. cakes (Fairy Soap)	3 90
100 5c. cakes (Capoo Soap)	3 90
100 5c. cakes (Scouring Soap)	3 90
100 5c. bars (Santa Claus Soap)	3 80
100 5c. bars (Chairette Soap)	3 85
100 5c. bars (Masoot Soap)	3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.	
Laundry Starches—	
No. 1 White or blue, 4-lb. carton	0 05
No. 1 " 3-lb.	0 05
Canada laundry	0 05
Silver gloss, 5-lb. draw-lid boxes	0 07
Silver gloss, 5-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 05
Benson's sassa, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel... per box 1 35 to 2 50	
Oculinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 07
Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps	0 08
AMERICAN PURE FOOD COMPANY.	
Japanese Starch.	
1 case, 5 doz.	\$5 00
5 " 5 " "	4 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz	0 50
Lot 10 cases, freight paid.	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—	
Canada Laundry, boxes of 40-lb.	\$0 04
Aome Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05
Finest Quality White Laundry—	
2-lb. Canisters, cases of 48 lb.	0 05
Barrels, 200 lb.	0 05
Kegs, 100 lb.	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07
6-lb. toy trunks, 8 in case	0 07
6-lb. enameled tin canisters, 8 in case	0 07
Kegs, ex. crystals, 100 lb.	0 05
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb.	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celuloid Starch—	
Boxes of 45 cartons, per case	3 50
Oculinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.	0 05
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb.	0 05
SAN TOY STARCH.	
10c. pkgs., cases 5 doz., per case	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Oculinary Starches—	
St. Lawrence corn starch, 40 lb.	0 05
Durham corn starch, 40 lb.	0 05
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 05
" 3-lb. cartons, 36 lb.	0 05
" 200-lb. bbl.	0 05
" 100-lb. kegs.	0 05
Canada Laundry, 40 to 46 lb.	0 04
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07
" 1-lb. fancy, 30 lb.	0 07
" large lumps, 100-lb kegs	0 05
Patent starch, 1-lb. fancy, 38 lb.	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05

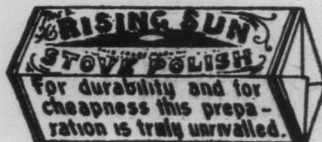


OCEAN MILLS.

Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—	
Packed in cases of 56 lbs. each (cases free)	
No. 1, London—	
Per lb.	
In papers of 4 to 5 lbs.	6 1/2c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight	8 1/2c.
1 lb. gross weight	8 1/2c.
1 lb. gross weight	9c.
1 lb. gross weight	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight	9 1/2c.
Stove Polish.	



Rising Sun, 6-oz. cakes, 1-gross boxes	\$5 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 1-gross boxes	10 00
Sun Paste, 5c. size, 1-gross boxes	5 00



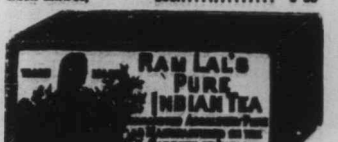
W. H. DUNN, AGENT.

Enameline No. 0 38	
4, bxs., ea. 3 ds.	
Enameline No. 0 65	
6, bxs., ea. 3 ds.	
Enameline	
Liquid, bxs., ea. 0 80	
3 doz.	
Blackene, 6-lb. 0 10	
oans, per lb.	
Enameline stove dressing, per doz.	0 70
Syrup.	
"CROWN" BRAND PERFECTION SYRUP.	
Per case.	
Enamelled tins, 2 doz. in case	\$3 40
Plain tins, with label—	
3 lb. tins, 2 doz. in case	1 90
5 " " "	2 35
10 " " "	3 25
20 " " "	3 10
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can.	4 40
1 " " per case	4 90
1 " " "	5 45
1 " " "	5 70

MOTHER'S FAVORITE MELAGAMA TEA	
put up in 3, 60 and 100 lb. boxes.	
Wholesale Retail.	
Black, green, mixed, 1 lb.	0 18 0 25
" 1 lb.	0 19 0 25
" 1 lbs. & 1/2.	0 20 0 30
" 1 lbs. & 1/2.	0 28 0 40
" 1 lbs. & 1/2.	0 35 0 50
" 1 lbs. & 1/2.	0 40 0 60
3 p.c. off 30 days or 3 months.	
Teas.	
SALADA OYLLON.	
Wholesale Retail.	
Brown Label, 1/2.	\$0 20 \$0 25
" 1 lb.	0 21 0 25
Green Label, 1/2 and 1/2	0 22 0 30
Blue Label, 1/2, 1/2, 1/2 and 1/2	0 30 0 40
Red Label, 1/2 and 1/2	0 35 0 50
Gold Label, 1/2.	0 44 0 60

Wholesale Retail.	
Black Label, 1-lb., retail at 25c.	\$0 19 \$0 20
Green Label	40c. 0 28
Red Label	50c. 0 35
Orange Label	60c. 0 42
Gold Label	80c. 0 55
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	
KOLONA PURE CEYLON TEA	
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	

SALADA OYLLON.	
Wholesale Retail.	
Brown Label, 1/2.	\$0 20 \$0 25
" 1 lb.	0 21 0 25
Green Label, 1/2 and 1/2	0 22 0 30
Blue Label, 1/2, 1/2, 1/2 and 1/2	0 30 0 40
Red Label, 1/2 and 1/2	0 35 0 50
Gold Label, 1/2.	0 44 0 60



Cases, each 60 1-lb.	\$0 35
" " 60 1-lb.	0 35
" " 30 1-lb.	0 35
" " 150 1-lb.	0 38

LUDELLA OYLLON, 1's AND 1/2'S PKGS.

Blue Label, 1 s.	\$0 18	\$0 25
Blue Label, 1/2 s.	0 19	0 25
Orange Label, 1 s. and 1/2 s.	0 21	0 30
Brown Label, 1 s. and 1/2 s.	0 22	0 40
Brown Label, 1/2 s.	0 23	0 40
Green Label, 1 s. and 1/2 s.	0 25	0 50
Red Label, 1 s.	0 40	0 60

"CROWN" BRAND

Wholesale. Retail.	
Red Label, 1-lb. and 1/2.	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2.	0 38 0 40
Green Label, 1-lb.	0 19 0 25
Green Label, 1/2	0 20 0 25
Japan, 1 s.	0 19 0 25

E. D. MARCEAU, Montreal.	
Japan Teas—	
"Condor" I 40-lb. boxes	\$0 42
" " II 40-lb. boxes	0 37
" " III 80-lb. boxes	0 32
EMD AAA Japan, 40 lb "at"	0 30
" AA 40 "	0 27
Blue Jay, basket fired Japan, 70 lbs.	0 25
"Condor" IV 80-lb. "	0 27
" " V 80-lb. "	0 25
" " XXXX 80-lb. boxes	0 21
" " XXXX 80-lb. "	0 22
" " XXX 80-lb. "	0 19
" " XXX 80-lb. "	0 20
" " XX 80-lb. "	0 18
" " XX 80-lb. "	0 18
" " LX 80-lb. per case, lead packets (25's and 70's)	0 25

"Condor" Ceylon black tea in lead packets	
Green Label, 1/2, 1/2 and 1/2	0 25 at 0 30
Grey Label, 1/2, 1/2 and 1/2	0 30 at 0 23
60-lb. cases, retail	0 30 at 0 23
Yellow Label, 1/2 and 1/2	0 35 at 0 26
60-lb. cases, retail	0 35 at 0 26
Blue Label, 1/2, 1/2 and 1/2	0 40 at 0 30
50-lb. cases, retail	0 40 at 0 30
Red Label, 1/2, 1/2 and 1/2	0 50 at 0 34
50-lb. cases, retail	0 50 at 0 34
White Label, 1/2, 1/2 and 1/2	at 0 40
50-lb. cases, retail	at 0 40

Black Teas—"Old Crow" blend—		
Bronzed tins of 10, 25, 50 and 80-lb.		
No. 1	per lb. 0 35	
No. 2	" 0 30	
No. 3	" 0 25	
No. 4	" 0 20	
No. 5	" 0 17	
Tobacco.		
THE EMPIRE TOBACCO CO., LIMITED.		
Smoking—Empire, 4s, 6s and 12s		\$0 46
" Amber, 6s. and 3s.	0 60	
" Ivy, 7s.	0 50	
" Rosebud, 7s. and 9s.	0 51	
Chewing—Currency, 12s. and 9s.	0 46	
" Old Fox, 12s.	0 48	
" Snowshoe, 6s.	0 51	
" Pay Roll, 7s.	0 56	
" Stag, 10 oz.	0 45	
" Bobs, 6s. and 12s.	0 45	
" 10 oz. bars, 6s.	0 45	
" Fair Play, 6s. and 12s.	0 53	
" Club, 6s. and 12s.	0 48	
" Universal, 12s.	0 47	
" Dixie, 7s.	0 56	

E. D. MARCEAU, Montreal. Per gal.	
EMD, pure distilled, highest quality.	\$0 29
Condor, pure distilled	0 27
Old Crow	0 24
Special prices to buyers of large quantities.	
Yeast.	
Royal yeast, 3 doz. 5c. pkgs. in case.	\$1 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast cake, 3 doz. 5c.	1 00
Victoria " 3 doz. 5c.	1 00
" " 3 doz. 10c.	1 00



It is anteed a good

CHU

TEA FOR YOU

YOU should to-day

How to T... Where to... Bulk v. Pa... How to Ea... Tea Blend...

Price, 30

THE CAN 10 Front Str

is Hones... Just the T... to Make Business.

Sorting Up Snaps

FOR

Mail Order Customers

Stock-taking shows many ends of lines which we shall close out at low prices. Mail orders arriving in next few days will receive advantage.

GOWANS, KENT & CO.

LIMITED

TORONTO

SAVE MONEY

*by writing to-day
for our price on*

OLD ENGLISH MINCE MEAT

"Ready-to-use," packed in
7-lb., 14-lb., 28-lb. pails ; 65-lb. tubs ;
half-barrels and barrels.

*Write us sure. You never
know what you can do until you
try.*

*We pay cash for dried apples.
Have you any ? 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.

CA
A

VOL. XX.

C

Manuf

Yo
or

Selli

2-lb. tins—
5 " "
10 " "
20 " "
Freight pa
stations east

ED

53 Front St. Ea
TORONTO, Ont