

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

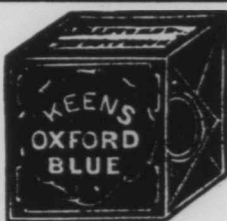
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,
Canned Goods and Food Stuffs Trades of Canada.

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, MAY 4, 1906.

NO. 18.

Keen's Oxford Blue



Should SELL
Everywhere
in Canada

Are you selling

The Best Laundry Blue?

KEEN'S OXFORD BLUE!!

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

Benson's "Prepared" Corn

Best for Cooking

Edwardsburg "Silver Gloss" Starch

50 Years' approval of
the people of Canada.

Finest Work in the Laundry

AT ALL JOBBERS

EDWARDSBURG STARCH CO., Limited

53 Front St. East,
TORONTO Ont.

ESTABLISHED 1858
Works,
CARDINAL, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

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Soap For Family Use

"Queen's Laundry Bar" is a line every dealer who is in business for money should handle. It is a pure economical soap suitable for every household requirement—and a necessity in every home where there are always articles to be washed, which are of too fine a nature to send to the laundries. It is so pure that many use it for the bath. It is a soap that will make the people return to your store.

Queen's Laundry Bar

One of the excellent lines manufactured by Albert Soaps Limited, Montreal

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal



Y. & S.
SCUDDER
M. & R.

STICK LICORICE

ACME PELLETS

M. & R. WAFERS

LOZENGES, ETC.

and a complete line of

Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

R. S. McIndoe

Selling Agent,

120 Church St., Toronto

Molasses

We are prepared for

SPRING TRADE

with a splendid assortment of the Standard Grades:

Extra Choice Porto Rico, Lion Brand, Cintron Brand, Beaver Brand, &c.

Fancy Barbados Syrup, Choice Barbados Grocery.

SEND FOR SAMPLES AND PRICES

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

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Sense and Cents

Common sense or dollars and cents—which counts for most in making a trade?

Common sense says plainly “buy standard goods”; dollars and cents (your pocketbook) tempts you to buy cheap, nameless articles of trade that will grow dim, dusty, dirty on your shelves. *Common* sense counts for most in making a trade.

Griffin & Skelley's Dried Fruits

“The pick of the pack,” please remember that. Don't forget, either, that they come from the largest vineyards on the Pacific Coast—picked and packed right in the vineyards and orchards where they grow.

Apricots, Peaches, Pears, Nectarines, Raisins, Dried Plums, Prunes. Clean as a whistle always. *Choice Dried Fruits.*

“Thistle” Brand The brand that stands for unequalled
Maple Syrup purity. Real simon-pure Maple Syrup that never varies from one standard. The “Thistle” brand.

Cox's Standard Gelatine of known worth—known quality—
Gelatine known purity. Never disappoints the most particular housekeeper. Oldest brand and “best,” because tried, tested, trusted. In powdered and shredded form.

Sold by leading wholesalers.

Arthur P. Tippet & Co., Agents

8 Place Royale,
Montreal.

20½ Front St. E.,
Toronto.

Manufacturers' Agents and Brokers' Directory

BARBADOES, W. I.

JONES & SWAN
 GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.
 CABLE ADDRESS—JONESWAN, BARBADOS.
 CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.
 REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N. B.; Mitchell & Whitehead, Quebec; Rose & Ladamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQuesne, Paspebiac.

CALGARY

The Dominion Brokerage Co.,
 Wholesale Limited
 Commission Merchants and Brokers
 CALGARY and EDMONTON, ALBERTA
 Excellent Trade Connection
 Highest References

WESTERN CARTAGE CO.,
 Cartage and Warehousing
 Storage and Brokerage for Eastern Wholesalers.
 Handling and Forwarding of CAR SHIPMENTS.
 Largest and Best equipped STORAGE Facilities in the WEST.

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.

MONTREAL

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. Sacramento Street, Montreal
 TEL. MAIN 778. BOND 28.

TORONTO.

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

W. E. BIDWELL
 Broker and Commission Merchant
 27½ FRONT ST. E., TORONTO
 Calling on best Grocers and Mfg. Confectioners.
 Could handle another first-class specialty for Manufacturers.

C. E. KYLE S. HOOPER
KYLE & HOO PER
 Wholesale Grocery Brokers and Manufacturers' Agents
 27 Front St. E., Toronto
 Highest references Commissions solicited

W. G. Patrick & Co.
 Manufacturers' Agents
 and Importers
 29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO. Limited
 AGENCY DEPARTMENT:
 Agents for Grocers' Specialties and Wholesale Grocery Brokers.
 Correspondence solicited. Address all communications to our head office.
 26 Front St. East, Toronto

McGAW & RUSSELL
 Manufacturers' Agents and Importers
 48½ Front St. East, Toronto
 Highest References Correspondence Solicited
 Phone Main 2647

TOMATOES
CORN
RAW SUGARS
W. H. MILLMAN & SONS
 Grocery Brokers
 TORONTO

MOOSE JAW.

THE MOOSE JAW FRUIT & PRODUCE CO.
 D. STAMPER, Prop.
 Wholesale Agents and Jobbers
 Fruits, Groceries, Tobaccos, Cigars, etc.
 Correspondence Solicited.
 P.O. Box 238, MOOSE JAW, Sask
 Office, 8 Main Street.

QUEBEC.

P. W. CARRIER
 COMMISSION
GROCERIES, FLOUR, GRAIN
 Domestic and Foreign Agencies Solicited.
 Hochelaga Bank Building,
 QUEBEC.

WINNIPEG.

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 Agencies. Correspondence Solicited.

STUART WATSON
 Manufacturers' Agent and Wholesale Commission Broker.
 Winnipeg, - Man.
 Highest References. Correspondence Solicited.

DO YOU wish to extend your business to this GREAT WEST COUNTRY
 WE CAN handle your account to our MUTUAL ADVANTAGE.
 Correspondence solicited. Established over 12 years
George Adam & Co.
 Wholesale Brokers and Commission Merchants
 WINNIPEG, MANITOBA

G. B. THOMPSON
 Wholesale Broker and Commission Merchant
 159 Portage Avenue East, - WINNIPEG, MAN.
 Cable address, "CAPSTAN."
 Storage facilities. Correspondence solicited

Winnipeg Storage
 We make a specialty of storing and distributing car lots for
Eastern Shippers
 Negotiable receipts issued
 Low Insurance Rates reasonable
R. B. WISEMAN & CO.
 WINNIPEG
 Warehousemen and Distributing Agents.
 Best of references.

(Continued on page 50.)

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ERUPTIONS

are bad things, especially in business. Low prices are sometimes the cause, and we would hate to be offenders; but when we get a good thing we want to let you know about it—so here goes:

Corn —Farmers' Canning Co. of Bloomfield .. ..	.62½ per doz.
This is not a job lot, but sound, sweet stock.	
Peas —Belleville Sweet Wrinkle .. ..	.60 "
Tomatoes —Usher	1.20 "
Beans —Essex, Refugee .. ..	.80 "
Plums —Garden City, Lombard, 2s .. ..	.87½ "
Red Raspberries —Belleville, 2s	1.50 "
Bartlett Pears —Usher, 2s	1.60 "
Crawford Peaches —Usher, heavy syrup, 2s	1.70 "
Gallon Apples —Usher, export stock	2.10 "

ALL ABOVE 1905 PACK

A Word About Tea

This is a line you can't beat us on for values. It has been a "hobby" with our tea expert for many years. He says he knows it all, and judging by results he knows how to please anyway.

We run specials on three lines:

"Gold Standard" —Flowery Ceylon Pekoe	28c.
"Maybell" —Ceylon Orange Pekoe	16½c.
"Myrtle" —Ceylon Green	16½c.

ALWAYS NEW, SWEET, CLEAN TEAS

All our Quotations are Net.

We Sell Everything in Groceries.

CANADA BROKERAGE CO., Limited

PHONES
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870 "

9 Front St. East
TORONTO

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MOOSE JAW, Sask
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Established over 12 years
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"CAPSTAN."
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page 50.)

A satisfied customer is the grocer's best advertisement.

It is of the first importance, therefore, that the grocer sees to it that his every customer is pleased and satisfied.

Probably in no article does a customer exercise so particular a discrimination as in purchasing the refreshing cup-o'-tea. It must just suit the critical palate.

If the grocer is to capture and hold his customers, he can only do it on quality and uniformity—which means in tea,

Buy Only Ceylon Tea

(GREEN OR BLACK)

Canada's Favorite Beverage.

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"It Will If You Use Red Rose."

The following is an extract received a few days ago from one of the best known firms in Nova Scotia. They have handled Red Rose Tea nearly ever since it was first put on the market, and I appreciate their friendly interest in writing me quite as much as I do the remarks which were made by their customers. Nothing but genuine merit will bring forth such remarks from the consumer or inspire such a friendly interest in the merchant.

Port Maitland, N.S., April 20, '06.

T. H. ESTABROOKS, Esq.,
St. John, N.B.

DEAR SIR :—

A conversation which took place between two of our customers this morning will, we believe, be pleasing to you and perhaps of some value as an advertisement.

The writer had just sold one of them a pound of 40c. Red Rose. After taking the tea he said, "Well, 40c. should buy a good pound of tea," to which the other one answered, "It will, if you buy Red Rose." Then the first replied that he had been using it a number of years and it had always given him satisfaction. He had tried other brands several times but was always glad to get back to Red Rose.

Yours respectfully,
.....

T. H. ESTABROOKS

Tea Importer and Blender

Branches :
TORONTO, WINNIPEG

ST. JOHN, N.B.

The Salt that Saves Money and Time for You


"Time is money"—save time then, and you save money too. Waste no time and you waste no money. Is it really worth while to spend useless energy in an endeavor to push inferior articles of trade? We think not.

Windsor Salt is the standard because so often used for comparison—you hear "as pure as Windsor Salt" used everywhere to-day. You don't have to argue with a customer over its merits—its quality is too well known. It's pure white, dry, crystalline. It is nothing but salt.

You lose more than we do by not stocking up with it—lose time, lose money, lose trade.

Windsor Table Salt

THE CANADIAN SALT CO., Limited
Windsor, Ont.



"A Piquancy and Flavor Sweet,
Perry's Sauce Gives to all Meat."

Yes, and a piquancy and flavor as much its own as "Perry" custom will be yours after you get in a stock of the Sauce.

Perry's Worcestershire Sauce


is nicely put up. It looks well. It has an English reputation back of it—the highest sauce reputation obtainable.

Are you going to get in line to-day or when your grocer-neighbor has gathered in the custom?

WRITE FOR PRICES
Selling Agents
Taylor & Pringle Co.
Limited
Manufacturers of *Queen Quality*
Brand Pickles
OWEN SOUND, ONT.

"EDINBURGH'S PRIDE"

EVERY BOTTLE OF



Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

Thos. Symington & Co.

EDINBURGH

<p>GOOD BUSINESS FOLLOWS GOOD VALUE</p> <p>HERE'S THE "TOP NOTCHER" and GOLD MEDALIST</p> <p>"SALADA" CEYLON TEA</p> <p>The Value Incomparable The Sale is Irresistible</p>	<p>14 MILLION PACKETS ANNUAL SALE</p> <hr/> <p>"SALADA" Toronto and Montreal</p> <hr/> <p>Black, Mixed or Natural Green Sealed Packets Only</p>
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MAGIC
BAKING
POWDER

every wide - awake
 merchant handles
MAGIC BAKING POWDER
 the best advertised, most popular
 most profitable Baking Powder to
 handle—
 makes
 friends
 and
 customers
 for
 you—
Ask your jobber for it.



E. W. GILLETT COMPANY LIMITED
 London, Eng. **TORONTO, ONT.** Chicago, Ill.
 Awarded Medal and Diploma at World's Fair, St. Louis, Mo., 1904

NO GROCER has completed
 his stock for the new season's
 trade unless his shelves and coun-
 ters contain a full range of

"Sterling" Brand Pickles
 "Sterling" Brand Relishes
 "Sterling" Brand Jellies
 and Marmalades

ASK YOUR JOBBER OR WRITE
THE T. A. LYTTLE CO.,
 LIMITED
TORONTO, CAN.

MAPLE SUGAR

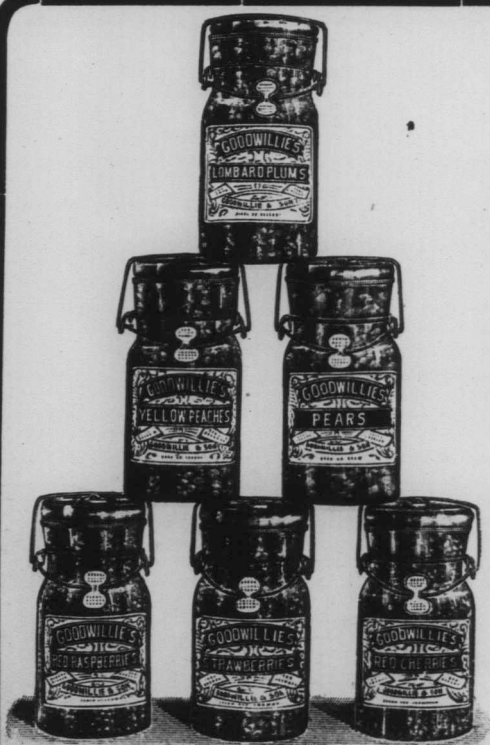
Largest Exporters of
PURE
BEAUCE COUNTY
SUGAR

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



THEY


Sell Well

Show a Nice Profit.

Give Satisfaction.

WHY?

Because they are
CANADA'S BEST
ROSE & LAFLAMME, MONTREAL



"The best business man is the one who learns wisdom from his own mistakes."

If you have made the mistake of not keeping

**Paterson's
Camp
Coffee
Essence**

Learn wisdom—and learn it as soon as possible—you may have a call for Paterson's any time, as it is a fast seller, and then it looks so bad to be "just out."

ROSE & LAFLAMME, MONTREAL
AGENTS.



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Stove Polish
help we give
backed by ex
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LARGE ADVERTISING

Goods with merit have a claim upon the progressive grocer's attention, but when that merit is exploited by the manufacturer with such liberal methods of advertising as we pursue with our well known and deservedly popular RISING SUN Stove Polish in cakes and SUN PASTE Stove Polish in tins the real live dealer must recognize the help we give him in selling the right Stove Polish. Largely increased sales support our policy of merit backed by extensive advertising.

MORSE BROS., Props., - - Canton, Mass., U.S.A.

COMPARISON

Merit or value is determined by Comparison
 If you will apply this test to your Coffees you will find
 the best are Chase & Sanborn's
 High-Grade Coffees.

Chase & Sanborn

The Importers, - MONTREAL

"HIGH-GROWN" TEA SELLS BEST

Only the young and delicate tips, grown in the high parts of Ceylon, are used in making

Blue Ribbon Ceylon Tea

This accounts for the "full flavor" and superior "taste-quality."
 Sell BLUE RIBBON CEYLON TEA and make money.

JAPAN

Your **BEST** policy to
increase your tea
trade is to study
the art of
pleasing
your
cus-
tomers

You can do this by selling
them the best, cleanest, purest
and healthiest teas grown:—

THE TEAS OF JAPAN

TEA



Just a Splendid Line to Stock
This Year

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

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

Retails at 10c. pkge.

Mokara Mills

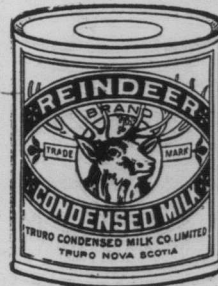
21, 23, 25 Cosford Street, - - MONTREAL

THESE CANS CONTAIN

PURE MILK

REINDEER
BRAND

JERSEY
BRAND



Sweetened

Unsweetened

Every Can Guaranteed

The skill exercised in selecting milk, the methods
employed in its manufacture, the strict discipline and
supervision of workers and details combine to produce
the best product.

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

CANNED HADDIE—

Extra Fine Goods

Prices Right

Thomas Kinnear & Co.

WHOLESALE
GROGERS

TORONTO AND PETERBORO

For genuine all round quality,
style and satisfaction
to consumer

ROWAT'S

brands of

PICKLES and OLIVES

are lines every
grocer should handle.

Place a trial order with your jobber and insist
upon getting

ROWAT'S

Purnell's Genuine Worcestershire Sauce



Shows a good profit

Never fails to
give satisfaction.

Do You Stock it?

If not, mail your order
to-day.

PURNELL, WEBB & CO.,
Limited

BRISTOL, ENGLAND

ESTABLISHED 1750

*We are offering some exceptionally good values in
new crop, fine flavory*

CEYLON TEAS

If interested in **JAPANS** drop us a card for samples.

THE DAVIDSON & HAY, LIMITED

WHOLESALE GROCERS, TORONTO



"PRINCE OF WALES"

MOCHA AND JAVA **COFFEE** Packed in 1 and 2-lb. Tins

It is RICH, AROMATIC, DELICIOUS—prepared by a special process that removes all the chaff, parchment, etc. This costs us a little more; but the improved quality and steadily increasing demand show the wisdom. Are you handling it? A trial will convince you.

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

CROCKERY

Our stock is complete and "up-to-date" in every respect. We are offering many new and exclusive lines in **DINNERWARE** and **TOILETWARE**

— UNPRECEDENTED VALUES IN —
CHINA — GLASS — SILVERWARE — CUTLERY
CUT GLASS — LAMPS — LAMP GOODS

MAIL ORDERS are given careful attention. If in doubt just name your price and allow us to supply our "Best Sellers." Our long experience enables us to know what the public likes best.—

THE JOHN L.
CASSIDY
 CO., LIMITED,
MONTREAL

Get
 our
 prices
 on
CANNED

PINEAPPLES

**SLICED
 GRATED
 CHUNKS
 WHOLE**

QUALITY VERY FINE 1½ & 2½ lb. tins

—ALSO A SNAP IN CANNED PLUMS—

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

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.

Telephone orders receive prompt attention.

TORONTO BRANCH, 29 CHURCH STREET
 Telephone Main 3171.



Galvanized Steel Front.

Merchants of Canada!

This Concerns You!

In many cases you are transacting business in premises whose interiors prejudice certain people against you.

You look at your ceiling and exclaim: "It's getting pretty black; I guess I'll give it another coat of whitewash!" The whitewash is applied and in a year's time there is the same "looking up," the same

exclamation and—some more whitewashing.

When twelve more months have elapsed you decide to paper the ceiling. In seven or eight months you notice the paper is beginning to discolor, particularly in those parts directly over the lighting apparatus. The old question again crops up, but in a new form—"What shall I try?"

Now, it is because you have never come our way for relief that we come your way with the relief. **At half the expense it cost to originally put the plaster ceiling up, repair it, whitewash it, paper it, we will supply you with**

CLASSICAL METAL CEILING

used and endorsed by merchants in all parts of the country. This ceiling goes in sections and can be nailed to stripping placed over the plaster, or, if the building is in course of erection, can be nailed to stripping over the joists. By giving it a coat of paint when erected it will simply look "rich" and attract customers to your store.

When **Classical Metal Ceiling** is up it never comes down—till the building comes down. It needs no repairing and in the event of fire will prevent its spreading; the ceiling will not be ruined, neither will the water come through and destroy your goods—many a fine stock has been saved from fire and water by our ceilings.

Should you also put in **Metal Walls** and **Galvanized Steel Fronts** your insurance will shrink about one-third.

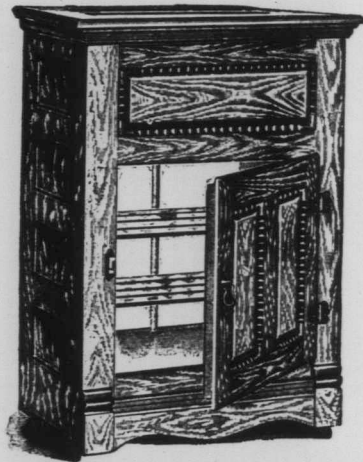
If you would like to say farewell to the whitewash bills, the black ceiling scenery, the rainy day wet spots and have something in their place that will, for all time, settle the ceiling question we can make you a proposition that will appeal with particular force.

Send us your name and address, the size of your store, what you are prepared to spend, and we shall send you designs of Ceiling suitable for your special case with prices and full particulars.

Don't Delay. Write To-day.

Metal Shingle and Siding Co., Limited, Preston, Ont.

HANSON'S



DRY COLD AIR PRINCIPLE
Makers of the Best Refrigerators

PRICES MODERATE

Write for a catalogue; it will not cost you a cent, and may be the means of doubling your Refrigerator sales. Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

J. H. HANSON, 422 and 424 St. Paul St.
MONTREAL

EVERY USER OF 'TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

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

Acme Can Works, - Montreal

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

JAMES MARSHALL, Aberdeen, Scotland, Invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A. B. C. 4th and 5th Eds.

A. G. DOUGHTY & CO. Head Office, 39 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.

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

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

This space \$15 per year.

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.

This space \$30 per year.

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

This space \$15 per year

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

This space \$80 per year.

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

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

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

AIDS TO CONTENTMENT

How often you hear the retail merchant say he would be perfectly contented in business if it were not for the credit system! Did it ever occur to you that you can to a large degree eliminate the credit business by having a simple method of rendering accounts? Our



Monthly Account System

is recognized as one of the greatest agencies to this end. By the use of carbon paper the same writing makes your day-book entry and charges the items direct to the customer's bill. It is simple, accurate and time saving.

Then render your accounts monthly and you will be surprised at the results. It is the nearest approach to a cash business.

Write us for information.

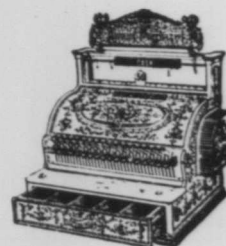
THE **Rolla L. Grain Co**
LIMITED.
OTTAWA, CANADA.

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

Customers are Gained by

Accurate handling of cash
Correct credit charges
Never asking a customer to pay a bill twice
Attention to telephone orders
Tidy appearance of store

Quick service
Courteous clerks
Right change given to children and servants
Truthful statements
Good location



All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

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

DO YOU PREFER AN
Automatic Pendulum Computing Scale



to any other style? If so be sure to get the best and at the same time the cheapest - **We have it.**

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
Full Capacity Thirty Pounds.
Each Pound Same Width: on Chart
Each Cent Indicated by a Line.
Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.

\$57.00

The "Dayton"

Send a postal to

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

COLES Electrically Driven
Coffee Mills.

GRANULATOR. PULVERIZER.

Single and Double Grinders

Pulverizing and Granulating



No. 65

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

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

GRINDING CAPACITY.
Granulating 2 lbs. per minute.

Pulverizing 1/2 lb. 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.

Todhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

AGENTS:
Forbes Bros., Montreal.
Gorman, Eckert & Co., London, Ont.

The New One Will Suit You

You have had enough experience with the old counter check book to know that, while it serves, it is not fully serviceable. The

SPECIAL DUPLICATING
Counter Check Book

is an improvement on the old style in every important respect. Instead of one color paper all the way through, the new book has alternate white and pink checks. Original and duplicate entries are thus simplified.

Our Traveller will call on you if you wish

The Carter-Crume Company, Limited
TORONTO and MONTREAL

Why not handle the Best Goods,
That give you the Best Profit,
And that are the Best Sellers ?



That is

**Capstan Brand
Worcestershire Sauce**

It Gives you 50% Profit

Ask your wholesale grocer
for it or write us for prices

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

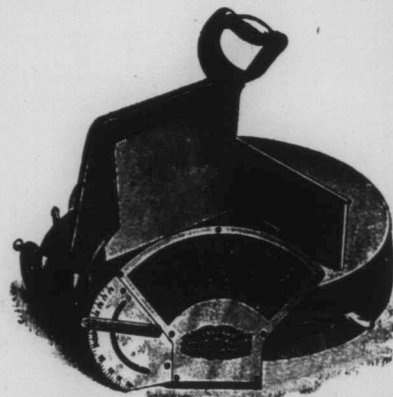
Oakey's The original and only Genuine
Preparation for Cleaning Cutlery,
6d. and 1s. Canisters
**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited
Manufacturers of

Emery, Black Lead, Emery, Glass and
Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
**JOHN FORMAN, - 644 Craig Street
MONTREAL.**



THE STANDARD COMPUTING
CHEESE CUTTER

THE CHEAPEST and BEST

It cuts to accurate weight.
It computes precise money value.
It cuts without waste.
It makes cheese sales profitable.

Every grocer can afford it.

No grocer can afford to be without it.

Write for Folder, Price and Terms.

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.



J. M. DO

TOLE

Automatic bu
The "Toledo"
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A time saver
A labor saver
poises to slide, or
A trade bring
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It is honest bu
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occasionally made by
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own advertising depa

Just along these lines
FOR FISH

YOU can get nothing better
FOR FOWL FOR GAME

FOR a relish, to use with

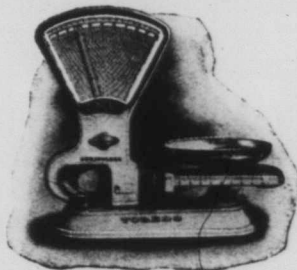
COOKED MEATS OF ALL KINDS, SOUPS & SALADS,
HEALTHFUL AND APPETIZING, ADDS ZEST & FLAVOUR

- SHOULD BE USED THE WORLD OVER -
What? LEA and PERRINS' SAUCE

J. M. DOUGLAS & CO., Est'd. 1857 MONTREAL
CANADIAN AGENTS

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.

EXPERIENCED ADVERTISEMENT WRITERS

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

The GRAY, YOUNG & SPARLING CO., Limited
Salt
Manufacturers

Granted the highest
awards in competition
with other makes.

WINGHAM
Established 1871

VICTORY DINNER RELISH



is the sauce for every dinner—hot or cold, and the sauce for every Grocer,—large or small.

Awarded 16 Medals.

SPECIFY IT
IN YOUR NEXT
ORDER.

G. F. SUTTON,
SONS & CO.
King's Cross
LONDON, ENGLAND

CANADIAN AGENTS:
MACLURE & LANGLEY, Ltd
154 Pearl St., Toronto
30 Hospital St., Montreal

A Two Cent Mistake

Don't amount to much in any business, but the striking point is that a clerk is just as liable to make a mistake of \$2.00 as he is of two cents, and a few mistakes like this would pay for enough of Allison's Coupon Books to last a year or more. With these books mistakes are impossible.



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.

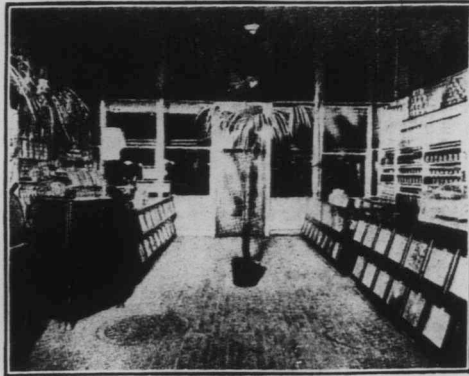
For Sale in Canada by

THE EBY, BLAIN CO., Limited, TORONTO.
C. O. BEAUCHEMIN & FILS, MONTREAL.
WM. T. SLOANE, WINNIPEG, MAN.
ALLISON COUPON CO., Manufacturers.
Indianapolis, Indiana.

W. P. KAUFMANN
19 Oser Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.



Geo. A. Vick & Sons, Orillia, Ont.

**A NEW STORE AT SMALL COST
MAY BE HAD BY USING
WALKER BIN FIXTURES**

IF you are going to fit up a grocery store, don't do it until you find out just what Walker Bins are.
If your store is beginning to show signs of wear and tear, make a new one out of it by putting in Walker Bins.
If you are getting a lot of damaged and soiled stock, get rid of it. You'll have no more if you put in Walker Bins.

They not only increase business, but give CHARACTER to it.

WRITE FOR ILLUSTRATED BOOKLET, "Modern Grocery Fixtures"

THE WALKER BIN & STORE FIXTURE CO., LIMITED, - BERLIN, ONT.
Montreal Representative: - J. H. MAIDEN, 131 PLACE D'YOUVILLE, MONTREAL, P.Q.

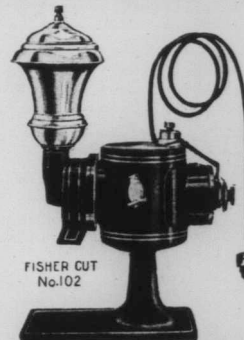
THE AUER GAS LAMP

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



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

ELECTRIC POWER COFFEE MILLS



FISHER CUT
No. 102

This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

TWO BIG SELLERS

**Maple Cream Hearts
Twin Block Pure Maple Sugar**



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

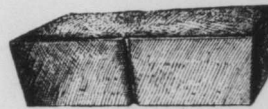
Price Per Pail - **\$2.16**

(No charge for Pails)

Profit to Retailers on one

Pail - **\$1.50**

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



DESIGN PATENTED.

Twin block Pure Maple Sugar is put up in cases containing 40 ¾-lb. blocks, and sells for 10 cts. each, or may be broken in two for 5c each; in handling this Sugar there is no weighing or waste

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

BEWARE OF IMITATIONS

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

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD., MONTREAL, P.Q.

Have you tried the tea that is making such a name for itself on account of its superiority?

MOTHER'S FAVORITE

"MELAGAMA"

Is the name. Are you the man that handles it? There is a larger profit, pleased customers and better terms for you, if you do. If you don't, better let us send you along particulars.

MINTO BROS.,

(See prices on last page.)

TORONTO



GREIG'S White Swan JELLY POWDERS

FLAVORING EXTRACTS
and
CAKE ICINGS

ALL TRUE FRUIT FLAVORS

Goods that the most exacting housewife can always depend on. Goods that are absolutely pure and good. Goods, too, that give the dealer a nice profit.

THE ROBERT GREIG CO.,
White Swan Mills Limited
TORONTO

ALL SOLD!!!

THE FIRST CONSIGNMENT FROM ENGLAND OF

HOLBROOK'S *Strongest* VINEGAR *PURE MALT*

*in 25 gallon casks
and Quart Brandy shaped bottles*

is now SOLD. Orders for the second consignment leaving England on May 19th will be received up to May 12th. WE ONLY SUPPLY the strongest English Pure Malt Vinegar. A guarantee with every invoice. Write immediately for prices to **Holbrooks Limited, 28 Front St. E., Toronto.**

COST

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BERLIN, ONT.
MONTREAL, P.Q.

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for Prices.

TORONTO

Sugar

Pure Maple
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3.00

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\$1.00

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Blook

Q.

Choice Line of Bulk Pickles

We are offering an extra fine line of mixed bulk pickles, at an attractive price, worth looking into.

A varied assortment of high-class bottled pickles—for instance,

"GILLARD'S PICKLES"

Have you offered these to your customers yet?

W. H. GILLARD & CO.

WHOLESALE GROCERS
HAMILTON

PINEAPPLE

Singapore goods in heavy syrup

1 lb. chunks or cubes, a shilling line

1½ lb. chunks, a 15c. line

2 lb. whole, a 20c. line

1¾ lb. sliced or grated, a 25c. line

We recommend these goods

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, ONT.

RAYON D'OR THE FINEST PURE OLIVE OIL OF THE MARKET

A quick seller.

A pleasure to use.

MENGERT CAGNOLI & CIE

Canadian Agency:

J. RUSSELL MURRAY, MONTREAL

BARI LUCCA, NICE

FOR THE SPECIAL SPRING AND EXPORT GROCER

Copy for your advertisement is required at once. Do not delay. The earlier your advertisement is received the better attention can be given to appearance and position.

Send in your copy direct to

THE CANADIAN GROCER

10 FRONT STREET E., TORONTO, ONT.

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SUMMER TRADE

The approach of the Summer Season will create a brisk demand for **Pickles**. Our range is complete.

Crosse & Blackwell's

Gillard's

Williams Bros. & Co's

Heaton's

Flett's

Hannah's

Rowat's

John Bull

Also 1, 2, 3, and 5 gallon pails **Sour Mixed, Sweet Mixed** and **Chow**.

JAMES TURNER & CO., HAMILTON

WHAT DO YOU READ?

Reading matter is a great gift to mankind. It is the choice inheritance of the age. Observation, reading, thinking; these three should go hand in hand and when they do, then the man who reads widely has a weapon placed within his hands before which the man who does not read may well tremble.

THE BUSY MAN'S MAGAZINE

contains the cream of the world's current literature condensed for busy people, besides giving its readers clever character sketches of the men who are developing the resources of the Dominion.

THE BUSY MAN'S MAGAZINE

IS A SUCCESS

Unsolicited comment from one reader—we have many similar letters. They arrive daily.

McDONALD & MURPHY, Saskatoon, Sask.

Plumbers, etc. January 16, 1905.

I received copy of **The Busy Man's Magazine** for which please except thanks. I lost the blank order, so take this means of ordering it for one year. I think it is the best magazine I have seen. No truck in it. W. MURPHY.

Send for Sample Copy

The MacLean Publishing Co., Limited
MONTREAL TORONTO WINNIPEG

Tartan
BRAND

The Sign of Purity

Specials in **Maple Syrup**
“ **Canned Goods**
“ **Prunes and Figs**

Wagstaffe Fig and Lemon Marmalade
IN GLASS, IS DELICIOUS

Phone 596, our expense, for particulars.

BALFOUR & CO.
Wholesale Grocers
HAMILTON, ONT.

PROSPECTS OF TRADE WITH JAPAN

By Alex. MacLean, Canadian Commercial Agent

In proportion to its population Japan does not offer much of a bacon market. That product is on sale, however, and conspicuously displayed on the counters and in the windows of leading Japanese as well as foreign provision dealers. The brands thus offered are from Kansas City, Chicago and England. There may be some Danish. Reference here is to bacon and hams cured and in canvas. There is some in tins, as there is of almost every tinned product, but in that form it is scarcely of importance. Imported bacon is retailed here at 65 yen (32 1-2 cents); and ham at 60 yen (30 cents) per pound. The Canadian Grocer on the subject of bacon production, says that the Canadian bacon hog under general conditions costs five dollars per hundred pounds on an average. The question then is suggested: Is the margin sufficient to put the Canadian article here in competition?

Imports Fall Off.

In 1903 and 1904 the importation of ham and bacon was as follows:

1903...150,756 lbs., value \$26,912
1904...112,829 lbs., value \$18,887

To this invoice value add a cent per pound for duty, and the cost to the importer will appear to be about 18 cents, to which must be added the cost of transportation. The cause of the falling off in 1904 compared with 1903 is said to be Japanese production, which has made its appearance within the last two or three years. In the matter of these products of pork the Japanese are imitating, as they cleverly do in so many lines of production and manufacture. They appreciate the advancing taste for pork in its various forms, and would not be attracted by the industry unless increasing consumption promised them a fair prospect of returns.

During the nine years beginning with 1896, the highest importation was 186,868 pounds, at the invoiced value of \$29,700; and the average value for the nine years, with the duty added, without transportation, would be about 17 1-2 cents.

The Bacon Industry.

The centre of the pork curing industry in Japan is at Kamakura, near Yokohama. There are five so-called factories, two of which are extensive. These five concerns supply the greater part of the home demand. Well known provision dealers say that the native product in ham and bacon is of a very fair quality, and that more than ten pounds of native to one of foreign are sold. The demand is a growing one amongst the Japanese; and foreign residents buy the native article because of its cheapness, and being fairly good. It goes too amongst ship supplies for mer-

chant and navy vessels. It is almost incredible that this bacon and ham should be sold for half the price of the imported article; but that is the case according to prices asked.

By the time Alberta and British Columbia are in a position to export bacon there will doubtless be some inducement to exploit the Japanese market.

Canned Salmon.

Canned salmon was imported and in demand during the war with Russia, but since the declaration of peace there is practically none imported, for the reason of unsuitable price for this market, and strong competition by the domestic canneries, although the quality of the imported canned goods is higher. Canned fish of any kind is not very commonly used in Japan, unless by the people of the interior who find it more convenient than transporting the fresh fish.

Since the close of the war, the price of canned fish has fallen as low as 8.50 yen per case of 48 one-pound tins for the red coho (which is considered here to be better quality than sockeye); and yet the domestic production outbids it. The prominent dealers here say that no more canned salmon will be imported at any price for the present, because of over-importation for army and navy supply consequent upon the sudden closing of the war.

Salted Salmon.

The demand for salted salmon is almost unceasing in this country, and the trade is extending into Korea and Manchuria. The business last year in salted salmon alone of one firm reached the bulk of 8,000 tons, which, however, was to some extent on war supply account. Twenty-five per cent. of this was bought of the commission merchants in Yokohama. This would be from Canada and the States mostly. Thirty per cent. came from Hokkaido or Northern Japan, and the remainder from the production of Alaska and the Russian Coast.

The firms in this line of business are unanimous in assenting that dog-salmon (not dog-fish) as an article of food for the people of Japan has "come to stay." Being acceptable from the standpoint of taste or palatableness, it has the merit of comparative cheapness; it is therefore assured to continue to have the most important place in the imports of fish. The coho comes next, then the silver, and next the pink—that is, of the salmon family.

Japanese Industries.

An estimate of manufacturing industries in this country may be made from the change that has taken place in the classes of goods for export during the last ten years. During 1904 the value of manufactured goods exported,

amounted to \$35,700,000; that of commodities manufactured in part to \$72,350,000; and that of raw products to \$19,750,000. Compared with the conditions ten years ago, the value of raw products shows an increase of 92 per cent., while the increase in the value of manufactured goods is 216 per cent. and of articles partially manufactured 172 per cent.

The total number of factories in operation last year was 8,274, of which 3,741 were using motor power. Compared with the preceding year, the number of factories using motor power showed an increase of 38 per cent. Factories using steam power numbered 2,205; those using water power, 1,004; those using both, 107; electric power, 86; those using gas, 123; those using oil engines, 165.

The total number of operatives employed in the factories throughout the country was 483,839 at the end of 1904. Of this number, 182,404 were males and 302,435 females. Of the male operatives, 173,820 were above 14 years of age, and 8,584 under 14 years; and of the female operatives, 269,051 were above 14 years. The majority of the females are employed in spinning and weaving, which are among the principal Japanese industries.

VLADIVOSTOK MARKED FOR CANNED GOODS.

The American commercial agent at Vladivostok, Roger S. Greene, writes that there is a very fair market there for canned fruits and vegetables and for dried fruits, as well as for canned meats, crackers, etc. The amount of coffee used is not large. A great deal of tea is consumed, but it is bought direct from China.

At present there is no duty on goods of any kind entering that port, except a charge per gross weight, amounting to one-half cent per 36 pounds, on canned goods, etc. There are excise taxes, but they are levied only on spirits, malt liquors, honey, yeast, tobacco, matches, sugar and kerosene. It is possible, perhaps probable, that a customs tariff will be imposed at Vladivostok before long, but it is impossible to say now when the question will be settled. The final decision will be made by the new Parliament of the Empire. The principal difficulty is to get into relations with a house at Vladivostok, as most of the prominent merchants have their connections already established.

MR. CATELLI HAS SAILED.

C. H. Catelli, the honorary representative of the Canadian Government to the Milan Exhibition, left Montreal Monday of this week, leaving for Italy via New York on the Italian Navigation Company's liner Cecilia.

THE IMPO

Like almost dressing is not frequently on special day and the excellent is fickle to a sorts of plans the attention prising dealer by adopting de purchasers eve

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Dealers in s striking means to a special wi the device here cently utilized in a large Ame A four-foot, 2

WINDOW AND INTERIOR DISPLAYS

THE IMPORTANCE OF WINDOW DRESSING.

Like almost all other things, window dressing is not as difficult as it looks. Frequently one takes it up for some special day and continues it because of the excellent results it brings. Trade is fickle to a certain extent, and all sorts of plans must be devised to secure the attention of buyers, but an enterprising dealer will bring buyers in plenty by adopting devices which will appeal to purchasers everywhere the same.

Catching an Idea.

Perhaps there is going to be some special celebration in your town this Summer, or in your vicinity. If there is, never fail to make use of such an opportunity. It will add to your prestige and will assist materially in advertising your business. Make your window decorations suitable for these special occasions and you will establish a reputation for enterprise which cannot be beaten.

Making a Beginning.

Get busy and there will be many things which will be used with a good deal of profit by every dealer who begins the work in earnest. It is not so difficult as it looks, and the dealer who undertakes to do as well as he can will end with doing much better than he expected and his business will improve accordingly.

What the customers want is a good, clean store, fair prices, good service and good quality. That is the kind of competition which is really hard to meet.

DON'T BE AFRAID TO SPEND MONEY FOR FIXTURES.

There are a lot of prosperous grocers who owe their success to the fact that they never allow themselves to get into a rut. There are a lot of others who are satisfied to do business with the same facilities that they enjoyed since they went into business, and while they may continue to make money, they do not, as a rule, forge to the front and reap the big returns that frequently come to the one who is willing to risk some of what he has in order to broaden out and handle more trade than he is now doing.

If you are not doing as much business as you think you ought to, or as you know you would like to do, think it over and see if you cannot get this increased trade by expending a little money on your store and especially on your store fixtures.

AN EXTREME NOVELTY.

Dealers in search of some unusually striking means of attracting attention to a special window display might try the device here described, which was recently utilized with success by a dealer in a large American city.

A four-foot, 2x8, plank has been taken

and a triangular piece sawed from one end, so that when the square end was propped inside the window and the plank inclined against the plate glass at an upward slope of 45 degrees, the sawed end rested plumb against the inside surface. The triangular piece that was sawed off was then glued upon the outside of the glass in such a manner that it appeared as if the end of the plank had been shoved clear through the window.

The apparent break was then made more real by gluing numerous slender pointed strips of really broken glass, in the shape of an irregular, many-pointed star, on the inner surface of the pane, the centre of this star being, of course, the apparent hole.

The result was realistic in the extreme. When a person caught sight of the window they began to wonder how the plank happened to have dropped against the glass. Then they switched to wondering if the plank had been left as it fell to save the shattered window from completely capsizing.

Many persons crossed the street for a nearer inspection. Even after they reached the window it was half a minute before the truth dawned upon them. Then, when they saw that the whole thing was a scheme to draw their attention they couldn't refrain from taking a look at the goods in the window. It certainly was a good idea for attracting attention.—Ex.

A STORE WITH AND WITHOUT FIXTURES.

Comparison is an excellent way to determine the merit of an article. Are store fixtures a paying investment? To determine this, conceive, if you can, a store without fixtures.

As the store is approached it is observed that there are windows, but these windows are apparently for light only, as nothing is displayed in them, and therefore no interest is excited for the store in the mind of the customer while he is upon the walk in front of the store. Entrance into the store becomes necessary before there is any interest in the stock. And unless the customer enters the store the stock inside does not arouse any interest.

The store with show windows, well trimmed, has an immediate and distinct advantage over the store without them. A store to-day without show windows is similar to a roadman without samples. A store without fixtures is difficult to conceive of.

Nearly every merchant makes some attempt to supply something in store fixtures. But think of one, if you can, absolutely without them. The windows are uninviting. Entering the store, shelving and counters are the only method of showing the stock. No showcases are in sight, either counter or floor. No stock is shown upon the ledge because there are no fixtures upon which to display them. Piece goods are in the

shelves, notions in the boxes, everything out of sight. Such a store has a restful appearance, but it is the rest of the dead—dead stock. Everything must be asked for. The customer desires a paper of pins. She must ask for a clerk before the stock can be shown. So in regard to every notion article and indeed in regard to every article in the store. You do not observe the customer walking through the store looking into showcases and examining merchandise shown in display with show cards attached. Think of a 10-cent store in which nothing was displayed! It is impossible to do so.

Contrast the store without fixtures with the store with fixtures. The latter has its windows attractive with displays of interesting merchandise. The fixtures lend attractiveness to the merchandise. A nickel display arm showing an inch or two beyond a piece of goods increases the value of the goods. Within the store with fixtures has a lively appearance. In contrast to the store without fixtures are floor showcases, immediately in front of the customer as she enters. These are filled with fancy goods and notions, merchandise is displayed upon the counters, fixtures being liberally used. Also upon the ledges, on tables, and everywhere some article or piece of goods is displayed or draped in an attractive manner. The public enjoys trading in a store that is lively. Goods displayed contribute to this effect. For displays fixtures are necessary.

WHO SHOULD BE BOSS?

Once upon a time a youth who had commenced to navigate the sea of matrimony, went to his father and said, "Father, who should be boss, I or my wife?"

Then the old man smiled and said, "Here are 100 chickens and a team of horses. Hitch up the horses, load the chickens into the wagon, and wherever you can find a man and his wife dwelling stop and make inquiry as to who is the boss. Wherever you find a woman running things leave a chicken. If you come to a place where the man is in control, give him one of the horses."

After seventy-nine chickens had been disposed of he came to a house and made the usual inquiry.

"I'm boss of this ranch," said the man.

"Got to show me."

So the wife was called and she affirmed her husband's assertion.

"Take whichever horse you want," was the boy's reply.

So the husband said: "I'll take the bay." But the wife didn't like the bay horse, and she called her husband aside and talked to him. He returned and said, "I believe I'll take the gray horse."

"Not much," said Missouri. "You'll take a chicken."—San Francisco Chronicle.

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.

A POTATO AD.

It is seldom one gets the privilege of reading an advertisement on potatoes. But, as is the case with soap, cigars and tobacco, and confectionery, there is need for a stimulus in the average grocery store along this particular line.

The Maple Leaf Grocery is situated in Fort William and their ads in the Times-Journal, as a rule, make good reading.

This ad on potatoes calls up a fact well worth noting here—the western grocer excels in specialty advertising.

Going over Winnipeg, Vancouver and Calgary papers, a grocer's ad is seen here and there on the subject of flour, tea, butter, etc.

In Ontario papers the single-theme small ad is on the increase, but in the Maritime Provinces there is almost a complete dearth.

Size up the lines in your store that really need advertising and be sure to advertise them—by themselves.

"OFF SIDE."

It is a peculiarity of merchandizing that one side of a street is often more lucky than the other in getting its share of profitable pedestrianism.

A grocer in one of our middle-sized cities was convinced that his trade was suffering from an attack of the "off side." He spoke to grocers farther up the street and most of them admitted that the other side had the people.

Grocer No. 1 advised concerted action and as a result of discussion they evolved this scheme:

All the grocers on the north side at a given time placed in their windows a large bulletin with the words, "This is the bargain side." Then on a certain day they all cut a cent or two.

This scheme proving very successful, they hired a man to parade the north side of the street and give away coupons entitling recipients to a rebate.

As long as the "north" grocers had an attraction they more than held their own. In time they equalized things. Which side of the street are you on?

THE POSTAL CARD.

Few grocers use the postal card as a business getter. Yet it affords an inexpensive and effective mode of keeping in touch with the people.

Being first-class mail it is sorted with the letters and therefore goes on its journey without much delay.

While the postal is small, there is sufficient room on it to give seasonable notes and hints.

About the price; a thousand circulars in envelopes cannot be turned out much under \$15. One thousand post cards would cost about \$12.

In towns where there are no newspapers the post card especially recommends itself.

WHAT ONE GROCER DID.

One of the cleverest ways of meeting retail catalogue competition and holding home trade is to advertise three or four articles, delivered from your store or at your store, and side by side, using the "deadly parallel" with telling effect, the same articles priced from the retail catalogue, says the Commercial Bulletin.

It is not a hard proposition to do. The retail cataloguer does not carry everything advertised. Large as their stores are, they would be glutted to the roof with goods.

When orders for a certain line are received the city buyer starts out to buy the goods. The quality is nothing compared with the average purchase of your jobbing house and the price that is made is also higher than your jobber pays.

Now to this price must be added freight, some profit, for the retail cataloguer always makes a profit, and boxing charges. You have the goods in your store and you can beat the price and in all probability knock the spots off on quality.

Of course you are in business for the profit that you make, else you would better join the police force. But when the time comes that you can drive a nail square into the head of the retail catalogue merchant, you are missing your calling if you fail to take advantage of the opportunity. And you can do this not once, but every few days, until the people of your town and the farmers round about will be talking about it.

Take down the catalogues, wrap them up and take them home with you tonight. After supper put on your slippers and sit down for a thorough examination of the catalogues. You will be surprised to find that there are so many vulnerable points, so many places where you can get in a swipe at the catalogue man, to your advantage and the credit of the town.

Buy advertising space and tell about your discovery—side by side. Make prices to beat the catalogue—if you cannot, put it up to your jobber to help you out.

Here is a sample of a fighting firm, Wm. Bunting & Sons, of Albee, S.D.:

Sold to Mr. —, Albee, S.D.

25 lbs. choice Santos at 20c.	\$ 5.00
25 lbs. rolled oats at 3c.	.75
10 lbs. tapioca at 5c.	.50
15 lbs. Jap. rice at 6c.	.90
15 lbs. fair prunes at 6c.	.90
19 lbs. seeded raisins at 10c.	1.90
25 lbs. choice apricots at 11c.	2.75
Freight charges	.76
Total	\$12.46

Bunting & Sons say:
"All we ask you to do is to bring us the order you intend to give to — & Co., or any other supply house, and

Potatoes

If you want something nice in the Potato line, drop into the Maple Leaf Grocery, we have them from the size of an egg, to a size of your foot.

Dry as flour, and no trouble to show them.

MAPLE LEAF GROCERY
Next Merchants Bank

CATCH LINES.

Have good catch lines on your ads. They play an important part in securing the reader's attention.

Catch lines should be thought out, though sometimes excellent ones are obtained through a flash of the mind.

Humorous catch lines, as a rule, have proven to be a failure. The same can be said about enigmatical lines.

A catch line to be a success should be strong and suggestive, complete in itself and yet be merely the forerunner to a talk. It should seldom be long and never bourgeois.

we will demonstrate the order w goods and for co besides, you can are buying, and ple. To illustrat goods has been b believing he was and that he was local dealer wo

"We are here than a living an At the same tim invoice to perfec at that we shall at 6c., while — you 'fair prunes. we can save you Co. want cash an We are satisfied v cash, or, if part ing to book i months without

BUSINESS

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Robt. Hanson, assets seized for

David Allan M St. Laurent, reg

Johnston Bros. sold to Thos. Lo

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John K. Goodfe Elmwood, Ont., h Tew.

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R. McLean, gen River, Ont., has Donald.

Walter Bros., g wood, Ont., hav Sinclair.

J. Albert Lon Que., has assigne assets sold.

R. W. Orkney Lloydminster, S business for sale.

Sager & Camph tionery, Brantfor Sager retiring.

Houle & Preguay, Que., disso

O. Houle & Co.

we will demonstrate to you that we can fill the order with exactly the same goods and for considerable less money; besides, you can see the real article you are buying, and not only a small sample. To illustrate: The above bill of goods has been bought by a certain party believing he was doing the right thing, and that he was getting the profit the local dealer would otherwise have.

"We are here to make a little more than a living and do not sell for cost. At the same time we can fill the above invoice to perfection for even \$11, and at that we shall give you good prunes at 6c., while — & Co. only promise you 'fair prunes.' We assure you that we can save you 8 per cent. — & Co. want cash and no discount allowed. We are satisfied with your produce, your cash, or, if party is good, we are willing to book it during the Summer months without any additional charge."

A. A. B.

BUSINESS CHANGES.

J. W. Wight, sausages, etc., Ottawa, Ont., assets sold.

Robt. Hanson, grocer, Russell, Ont., assets seized for rent.

David Allan Millar, general merchant, St. Laurent, registered.

Johnston Bros., grocers, Barrie, Ont., sold to Thos. Lougheed.

V. L. Tasse & Co., grocers, Montreal, Que., have compromised.

Norman Millar, general merchant, St. Laurent, Que., registered.

Carson & Heasman, grocers, Barrie, Ont., sold to E. J. Armson.

J. M. Grant, baker, Balgonie, Sask., business advertised for sale.

Hughes & Ford, grocers, Boissevain, Man., stock damaged by water.

W. Bate, general merchant, Lakefield, Ont., business advertised for sale.

Hendry & Davis, grocers, Brandon, Man., succeeded by Hendry & Co.

Vaillant & Lamarre, grocers, Montreal, Que., have dissolved partnership.

Dale Bros., grocers, Shawville, Que., have been succeeded by H. A. Hodgins.

L. P. Forest, groceries and liquors, Montreal, Que., sold to A. B. Maloney.

E. Limoges & Co., grocers, Montreal (St. Henry), have dissolved partnership.

John K. Goodfellow, general merchant, Elmwood, Ont., has assigned to Richard Tew.

W. J. Hampton, confectioner, Dominion City, Man., has sold out to T. H. Jones.

R. McLean, general merchant, Rainy River, Ont., has sold out to S. McDonald.

Walter Bros., general merchants, Atwood, Ont., have sold out to L. J. Snelair.

J. Albert Long, grocer, Montreal, Que., has assigned to J. M. Marcotte, assets sold.

R. W. Orkney, general merchant, Lloydminster, Sask., advertising business for sale.

Sager & Campbell, bakers and confectionery, Brantford, Ont., dissolved, Mr. Sager retiring.

Houle & Pregent, grocers, Chateauguay, Que., dissolved, succeeded by J. O. Houle & Co.

G. Thorsteinsson, general merchant, Gimli, Man., stock advertised for sale on the 3rd inst.

L. J. Treble & Son, grocers and bakers, Crystal City, Man., sold out to Richard & Pearce.

Furtney & Oliver, grain, coal, flour and salt, Burford, Ont., dissolved partnership, Mr. Oliver retiring.

A. M. McKay & Co., general merchants, Halbrite, Sask., succeeded by Saskatchewan Distributing Co.

CANNED GOODS FOR MEXICO.

Consul Worman, of Three Rivers, advises that the Canadian agent in Mexico reports a fair opening there for canned goods, and comments on the canned corn lately sent to Mexico from Canada. This leads Mr. Worman to make the following suggestions:

"As the United States is a notable producer of sweet corn, and among the wealthiest Canadians, American canned goods are preferred, it would seem as if the Mexican market should be carefully watched by American canners. Many mining and construction camps depend almost altogether on imported canned

BUILDING IN CANADA.

Building operations in Canada last year are treated of in the April number of the Labor Gazette, and the statistics collectable for twenty-nine cities and towns are submitted, showing on the whole considerably more building activity in 1905 than in 1904.

One very noticeable feature is the lack of uniformity in the municipal reports. If the municipalities throughout Canada would take concerted action to provide for uniformity in the preparation of reports their statistics would be of some value. As things are now figures submitted by municipalities are of very little use for the purposes of comparison. In many towns in Canada building permits are not issued, in others no record of values is kept. Then where the records are kept, in one place a single permit may represent 40 houses, and in another a permit may be required for every dwelling.

The following figures show as far as possible the extent of building operations in 1904 and 1905:

City.	Permits.	Value 1905.	Value 1904.
Winnipeg, Man.	4,122	10,829,300	9,809,900
Montreal, Que.	1,694	5,590,698	3,651,164
Toronto, Ont.	3,753	10,347,915	5,896,120
Ottawa, Ont.	.....	1,534,000	1,126,000
Vancouver, B. C.	940	2,703,000	2,004,131
Glace Bay, N.S.	.....	40,000	.....
Hamilton, Ont.	680	1,511,382	906,205
Halifax, N.S.	320	.....	.....
St. John, N.B.	107	38,105	.....
Hull, Que.	.....	138,000	.....
Peterboro, Ont.	.....	409,000	.....
Niagara Falls, Ont.	.....	497,920	.....
St. Catharines, Ont.	.....	400,000	292,000
Brantford, Ont.	259	196,398	179,100
Guelph, Ont.	.....	355,000	.....
Berlin, Ont.	.....	346,700	221,700
Stratford, Ont.	326	373,412	.....
London, Ont.	.....	439,650	.....
St. Thomas, Ont.	.....	444,492	Much lower.
Chatham, Ont.	.....	336,161	.....
Windsor, Ont.	.....	275,000	Almost same.
Brandon, Man.	189	408,645	413,273
Calgary, Alta.	.....	838,829	880,193
New Westminster, B.C.	.....	195,000	85,000
Victoria, B.C.	.....	554,250	400,000

goods, and with the vast growth of such enterprises in Mexico this next door neighbor's wants should be supplied ere the Canadians take the market from us with their growing canning industry and a new Canadian steamship line direct to Mexico."

LOSS OF WINE IN CALIFORNIA.

In a letter from California to White & Co., Toronto, it is stated that little damage was done to the fruit crop, but the earthquake and fire caused the loss of large quantities of wine, which will be replenished from the present season's crop of grapes, also prunes, from which wine is largely made. Apricots are extremely short again. Peaches, plums and prunes are doing well, also pears and grapes promise a bountiful crop of superior quality.

NEW SALMON PACK PRICES.

The Columbia River Packers' Association and other packers on the river have announced their opening prices on the 1906 pack of Columbia River chinook salmon, at an advance of 5c. on talls and flats and 10c. on half-pounds over last year's initial figures. The quotations f.o.b. coast are, on fancy, talls \$1.50, flats \$1.60, half-pounds \$1 and \$2.20 on ovals, with 5 cents a dozen added for key-opening cans. On standard \$1.15 is quoted for talls, \$1.25 for flats and 85c. for half-pounds. In view of the probability of a small pack on the Columbia River, and - considering the strong situation in salmon generally the trade seemed to look upon the new prices as being moderate, and many were agreeably surprised.

GROCER DID.

t ways of meeting etition and holding rtise three or four n your store or at by side, using the h telling effect, the from the retail Commercial. Bul-

position to do. The s not carry every-ge as their stores luttet to the roof

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ce and tell about y side. Make prices -if you cannot, bber to help you

a fighting firm, of Albee, S.D. : , Ill.

Albee, S.D.
at 20c. \$ 5.00
3c.75
..... .50
ic.90
6c.90
at 10c. 1.90
at 11c. 2.75
..... .76

..... \$12.46

do is to bring us to give to supply house, and

PROGRESSIVE RETAILING

WHERE TO GET THE PROFITS.

One of the secrets of success in the storekeeping business is in knowing where to put the profits.

Marking a level per cent. of profits on all kinds of goods will not work out right, as many merchants who have tried will testify. The merchant who succeeds has his "leads" and "drives" which he sells possibly at cost and possibly at less. Staple lines, too, are usually sold on a close margin. It is on those goods which are not exactly like his competitors, and on those the value of which it is most difficult to judge that the shrewd trader makes his money.

A Good Reputation.

The problem which is constantly before the merchant is how to get a reputation for selling cheap, at the least expense. It is not so very hard to get the reputation, but where some men make money is in knowing how to get the reputation without making the cost too high. They do this by knowing how to adjust their profits. The cheapest way to get a reputation for selling cheap is by buying for leaders well known articles not usually bought in large quantities. Such, for instance, are wide sheetings, table oil cloth, standard baking powders, carpet warp, rubbers, overalls, etc. Bargain prices on coffee, sugar, prints, etc., will bring the business all right, but they make very expensive leaders. They make up such a large portion of the sales in most general stores that it chops out a big hole in the profits to break the price of them.

Small Notions.

Staple lines in small notions sold uniformly at very low prices is one of the best advertisements a store can have. Women, especially, are quick to notice a cut price in such things as pins, needles, pencils, thread, combs, toilet soap, pearl buttons and curling irons.

Give Prominence to Leaders.

A merchant should buy goods especially for leaders, and these should be of a kind not easily duplicated from his competitor's stocks. A drive in 10 cent goods is always effective. Most merchants find that the medium grades of merchandise will stand a better per cent. of profit than the highest or lowest qualities.

LIVE AND LET LIVE.

It is not always good policy to pay too much attention to your competitor, but it is always wise to pay strict attention to your own business. You cannot give your business too much

of your personal attention, unless you have clerks who are better posted, more agreeable, and better salesmen than you.

Looking Ahead.

Every merchant should build for tomorrow and the day after rather than for to-day alone.

Satisfy your trade. There is nothing like it, and when you have accomplished it you will have made strides toward success.

Study to Oblige.

Give your customers what they ask for if you have it; if not, tender something else, but not invariably with the assurance that "it is just as good." Better yet, if the demand is not immediate and urgent, and a few days later will do just as well, promise to send for the goods or article wanted. And then send for it post haste. You cannot strive to please too much.

Cutting Dangerous.

When you have built up a trade on this basis you will be less liable to lose it to a newcomer, and losing a trade that you have worked and slaved for is exasperating and discouraging. It is your trade and you should be able to hold it. Do not cut your own throat in trying to meet competition if the competitor is selling goods at a loss. The only gainer in this kind of a fight is the third party, the general public, that is, for the time being, but in the end the competitors will sacrifice themselves on the altar of competition for the benefit of a newcomer who will grab the trade after the receiver has disposed of the warring merchants and their stocks.

Think Well First.

The homely old saw, "Live and let live," older than the hills, is yet worthy, now and then, of consideration. Think it over when you have about decided that it is time to rip things "wide open."

Boomerangs are nasty things. "Push trade," said the prophet, but, he added, "do not push it at the expense of your pocketbook, your bank account or your family."

A PERCENTAGE SYSTEM OF DOING BUSINESS.

A percentage system of doing business offers advantages to a business man, whether manufacturer or retailer, for it gives him a track on which to run his business, and a time schedule with which he must keep up. It fixes the mark at which he is striving, a certain reward for his work, or profits at the

end of the year, and it guides him in buying and selling his goods during the year. Percentages in various enterprises differ, and for a general illustration a theoretical case may be taken, and business men may adapt it to their own conditions.

Figuring it Out.

In a retail store let the total volume of business be 100 per cent. Let it be divided into profit at 10 per cent., cost of operating, or selling goods, at 20 per cent., and 70 per cent., the cost of stock. Profit is the vital point to the retailer. He must earn enough money from his business to secure for him a reasonable living. If he wishes \$2,000 a year in profits, and estimates his profits at 10 per cent. of his volume of business, he must do a business of \$20,000 per year. His 20 per cent. for operating, or selling his goods, will allow him \$4,000 a year for that purpose upon a basis of a business of \$20,000 a year, and then allowing 70 per cent. for stock, he will have \$14,000 with which to buy goods. This divides his annual business as follows: \$14,000 cost of stock, \$4,000 cost of selling goods, \$2,000 profit.

Basis for Reckoning.

The percentages may differ, according to the nature of the business, but the system will apply to any business. A retailer or manufacturer must secure his own percentages and fix them according to his own judgment. He may secure a basis for reckoning by taking the total volume of his business for the previous year, and then figuring the percentages of profit, operating expenses and cost of stock. Naturally he looks upon his percentage of profits as the most important item.

Keeping up to Standard.

Having made up this table of percentages, he has a guide for buying and selling, and running his store. He has a mark at which he is striving, a certain profit at the end of the year, and he regulates his business accordingly. He does not worry and guess what profits his books will show at the end of the year. He has in mind a certain profit which his business must bring if managed rightly, and he devotes his energies to managing it rightly. He allows a certain percentage for new goods and a certain percentage for expenses, and he fixes them so that he will get a certain profit, of which he is ambitious.

An Illustration.

An ingenious illustration of this percentage system in minute detail may be worked out on paper. Consider an article that retails at \$2—a hat, shoes, gloves, a razor or any other article. Let its cost be estimated at 70 per cent., or \$1.40; the cost of selling it at 20 per cent., or 40 cents, and the profit on it at 10 per cent., or 20 cents. This brings the selling price to \$2.00. To get a profit of \$2,000 a year a retailer must sell 10,000 of these \$2 articles, or \$20,000 worth.—F. A. Gannon in Ad Sense.

The illus from photo Spaulding Lexington merchant handles a gasoline faucet tank good enough did seem t



day, late store. Ju sion, the vigor and of the oil t blown the scattered a How com shown in t

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BOWSER SAFETY PUMPS.

The illustrations on this page are all from photographs of the store of G. W. Spaulding, a well-known grocer of Lexington, Mass. Mr. Spaulding is a merchant who, in the course of a year, handles a great deal of kerosene and gasoline. He kept these oils in metal faucet tanks and considered these tanks good enough for the purpose, and they did seem to answer very well until one



The Ruins after the Explosion.

day, late last Fall, a fire visited his store. Just when the firemen had it well under control, there was an explosion, the fire broke out with renewed vigor and the ruin was complete. One of the oil tanks had become too hot and blown the end out, and the oil was scattered all over the burning building. How complete the ruin really was is shown in the first picture.

When Mr. Spaulding rebuilt, he naturally paid considerable attention to the question of oil storage.

The second picture shows the Bowser pumps he then purchased and installed. He now has what might well be considered a model arrangement for handling the several oils. Briefly stated, this equipment is as follows:

The entire outfit was manufactured by S. F. Bowser & Co., Fort Wayne, Ind. There are two five-barrel, heavy galvanized steel tanks, buried under ground, one for gasoline and the other for benzine. These are connected by means of 1½-in. galvanized iron pipe to the Bowser self-measuring long distance pumps, which pumps are located just outside of the building, in Bowser fire-proof cabinets.

In the cellar of the store will be found one fifteen-barrel tank for kerosene, and a two-barrel tank for astral oil. On the store floor, almost directly above the tanks, are the pumps for these two oils. The two cellar tanks are constructed of galvanized steel, double seamed and soldered, and are then encased in strongly built, hand-somely grained wood cabinets. They are furnished with lead bottoms and are guaranteed to remain in perfect working order for fifteen years.

All of the pumps are of the self-

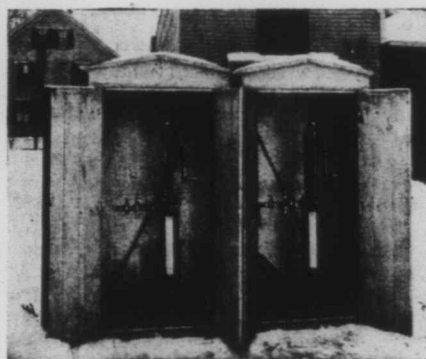
measuring type, are adjusted to measure at one stroke, gallons, half gallons or quarts, as desired by the operator.

S. F. Bowser & Co. manufacture oil tanks of any capacity, in any style, for all kinds of oils. They present an economical, clean, safe arrangement for handling the oils; they pump and measure the oils at the one operation in the least amount of time and with the minimum labor. They automatically compute the money value of the fractional parts of a gallon drawn, or enable the operator to determine at a glance the amount of oil to be drawn for a certain price.

The outfits, it is understood, are guaranteed proof against loss from evaporation, leakage or waste, are guaranteed safe under all conditions, are highly endorsed by fire boards, and meet every requirement of the insurance companies.

COMPANIES INCORPORATED.

Provincial charter has been granted to Telfer Bros., Limited, to carry on and prosecute the business of general whole-



The Bowser Fireproof Cabinets.

sale grocers and provision merchants and also the manufacture of biscuits and confectionery. The share capital of the company to be one hundred and fifty thousand dollars divided into one thousand five hundred shares of one hundred dollars each, the head office of the company to be at the town of Collingwood, and the provisional directors of the company to be Frank Foster Telfer, Herbert Young Telfer, Frank Hartley Telfer, Herbert Arthur Telfer, Arthur Haight Cuttle and Harry Sinclair Kirkland.

Provincial charter has been granted to Canadian Apple Exporters, Limited, to manufacture, purchase, or otherwise acquire, hold, own, hypothecate, sell and assign and transfer, transport, export and forward or otherwise dispose of, cure, dry, preserve, pack, re-pack, trade, deal in and with fruit, dairying, poultry, farm and fish produce and the by-products thereof, and all articles entering into the manufacture thereof, and the sale and disposition thereof, and generally to carry on the business of transporters, wharfingers, exporters, manufacturers of and dealers in fruit, dairying, farm and fish products and of by-products thereof, and in connection therewith to acquire by lease, license, purchase or otherwise trade marks, trade names, labels and designs and hydraulic, electric or other power, and to

utilize the same and dispose of any surplus power, with incidental and subsidiary powers. The share capital of the company to be forty thousand dollars divided into eight thousand shares of five dollars each, the head office of the company to be at the town of Trenton, and the provisional directors of the company to be Walter Havelock Dempsey, Albert Brooks Arnott, John Starley Dench, William Peck and George Amy Labey.

Provincial charter has been granted to the Cuban-Ontario Fruit Company to carry on the business of a land company with incidental powers and usual restrictions. 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 city of London, and the provisional directors of the company to be Albert Samuel Hopper, William Gibson, William Charles Myers, Leslie Myers and George Karn Bradshaw.

Provincial charter has been granted to the People's Bakery of Peterborough, Limited, to carry on the business of wholesale and retail bakers, pastry cooks and confectioners. The share capital of the company to be fifty thousand dollars divided into two thousand shares of twenty-five dollars each, the head office of the company to be at the city of Peterborough and the provisional directors of the company to be James Murty, Alexander Elliott, Homer Orrin Fisk, Frank Adams and Henry Mulhern.

A GOOD CHANCE FOR MANUFACTURERS.

The village of Rigaud, Que., is looking for manufacturing industries, and is willing to do everything possible to induce



The Cellar Arrangements.

intending manufacturers to locate in their village. The council has appointed the mayor, J. A. Chevrier, and A. Macdonald a committee to look after the securing of such establishments. The council has also offered a bonus of \$12,000 with free site and water power to attract manufacturers. Mr. Macdonald, the proprietor of the Rigaud Flour Mills, is prepared to sell flour at cost to any biscuit manufacturer who will build and operate a factory in the village.

NEWS FROM THE ANCIENT COLONY.

St. John's, Nfld., April 26, 1906.

A cold storage plant will be erected here in the near future.

Royal Yeast Cakes still keep up the reputation of the E. W. Gillett Co., Limited, of Toronto.

A. Shedd, representing the Nonsuch Manufacturing Co., of Toronto, was a visitor the past week.

M. A. Block, the representative of Royal Baking Powder, is on his semi-annual visit to the colony.

C. F. Taylor, president Crown Manufacturing Co., is spending the Winter in New York City and Virginia.

J. Ryan, special ambassador of the Royal Stores, Limited, has just returned from a very successful trip around the bay.

H. J. McLeod, inspector of agencies of the Mutual Life of New York, is visiting the colony. He will make a tour of the colony.

J. S. A. Pitts' new building will be rushed through now. Ayre & Sons will occupy part of it for their grocery department.

A. McKinnon, representing Libby, McNeil & Libby, has left for Boston. Mr. McKinnon while here made a large number of friends, his order book being well filled.

Miss Annie Bell, formerly bookkeeper at the Crosbie Hotel, was a visitor to the city a few days ago. Her many friends were glad to see her looking so well.

Ellis & Co. have secured the agency for Peter's chocolates and Sunlight soap. This is a progressive firm, the manager, W. Ellis, being very popular with all classes.

Most of the buyers for the large firms who have been in Canada, the United States and England are now home. Every steamer is bringing large quantities of Spring goods.

P. Templeman, the merchant prince of Bonavista, has bought the McKay residence in St. John's and in future will reside here, still continuing his large business interests in Bonavista, Catalina, King's Cove and other places.

A company has been formed to take over the business conducted by F. P. Woods and the Crown Manufacturing Co. Both these firms manufacture confectionery, syrups, etc. Mr. Woods also runs three restaurants.

The Robinson Export Co., of Boston, who have an office here, have just received two schooner loads of American goods from Boston. There is no more popular visitor to this colony than the president of this company, Col. H. Robinson.

J. H. Roberts, manager for Newfoundland of the Vim Tea Co., returned the first of the week from spending Sunday at Carboneau. Mr. Roberts is making a fine showing with the tea he represents; being an expert tea man he is able to show his customers how little the other tea men know about tea.

The Royal Stores Choral Society will soon give a concert for some local charity. They have some fine talent and the general manager, S. MacPhearson, does everything to encourage it. He has furnished the society with a teacher, piano,

hall, etc. By such things as these Mr. MacPhearson has endeared himself to all his employees.

SAN FRANCISCO EARTHQUAKE.

Edwin M. Levy, of Toronto, was in the Palace Hotel at the time of the earthquake and sent a few words by pencil, of the sad sights and calamity. The people had about two hours to remove all their effects before the fire reached the Palace Hotel. Lawrence J. Levy, of United Factories, Limited, is a brother to the above. Further particulars will be sent later on with photos of the wreck.

FISHERY AMALGAMATION.

At Gloucester the consolidation has taken place of four large fishing concerns under one name. The firms are Slade Gorton & Co., John Pew & Son, David B. Smith & Co., and Reed & Gamage, and will in future be known to the business world as the Gorton Pew Fisheries Co. John Pew & Son is the oldest in the fish business with a record of over a century in the fish producing and packing; David B. Smith & Co. are the biggest wholesale producers of fish on the coast and the owners of the largest fleet of vessels from any port on the Atlantic coast; and Slade Gorton & Co. and Reed & Gamage, as packers of fish, are equally well known.

The consolidation will enable the new concern to greatly increase its business, and the combined capitalization is estimated at \$1,500,000, if not more. Each firm will continue its business as heretofore at its own address, while the general manager will have an office in the centre of the city.

The new concern will have a fleet of 39 vessels, 24 now going from the firm of David B. Smith & Co. and 15 from John Pew & Son, making the largest fleet of fishing vessels operated by any concern on the Atlantic coast. Combined with this are the two large fish packing concerns on the coast, so it can be seen at once that the consolidation of four such concerns is an event of importance not only to themselves, but to the city of Gloucester and the fishing interests of the world in general.

The consolidation of this quartette of big concerns means much. What effect this will have upon the prosecution of the herring fishery in Bay of Islands remains to be seen. Three of the above named firms have prosecuted herring fishery with success, and it is more than likely that the new concern will go into the business on a larger scale than it was possible by the individual firms.

A COMPREHENSIVE BOOKLET.

Swift & Company, packers, of Chicago, have issued a very comprehensive little booklet illustrated with excellent pictures of their plant and the different offices in the building from the ground up to the fifth floor. The reading matter is concise, such as will appeal to the busy merchant, and altogether the booklet is a credit to this enterprising company.

LOBSTER PROSPECTS.

The lobster catch on ports of the eastern shore promises well this season. The Plant liner Aranmore, which sailed recently for Boston, took 316 crates of

live lobsters, which is nearly as large as any shipment last season. Last week she took only a small number of crates. Of the 316 crates shipped about 150 crates came in the steamer Dufferin from eastern shore ports.

BUSINESS PERSONALS.

Arthur Jones, of Gunn, Langlois & Co., Montreal, is back from his trip to Great Britain.

A. C. H. Froemeke, a well-known Montreal authority on cheese and butter, has cabled his arrival in London to friends.

James Patterson of Patterson Bros., East Toronto, united with the great army of benedicts on Wednesday, April 18.

H. George Price, one of H. P. Eckardt & Co's representatives in Western Ontario, is ill with typhoid fever and R. O. Robinson is filling the gap.

C. W. Griffin, of Griffin & Skelley, California, fruit merchants, in company with A. H. Tippet, of Montreal, left for Toronto and the West on a business trip last week.

A. Bodenweiser (Bode), of the Bode's Gum Co., Montreal, expects to leave shortly for his annual trip to the coast. He will visit Toronto, Winnipeg, Chicago and other centres.

Jas. Wilson, of Crookston, N.D., has been appointed manager in the sales department of Foley, Loek & Larson's Winnipeg biscuit factory. Before leaving Crookston he was given a complimentary banquet by his business associates and friends.

Chas. Sutherland, the Detroit manager of the "Salada" Tea Co., was in Toronto last week and reports business on the ground covered by his branch as being highly satisfactory. From the State of Michigan alone he states an increase of over 10,000 lbs. so far this year is shown.

HINTS TO BUYERS.

The first consignment of Holbrook's pure malt vinegar in 25-gallon barrels, which leaves England for Canada on May 5, is now all sold. The second consignment leaves England on May 19. The whole of this consignment is not yet placed. A few more orders can be booked up to May 12 at attractive prices.

White & Co., Limited, are receiving cars of berries from North Carolina daily, which are being sold at auction.

NEW AGENT APPOINTED.

Geo. E. Fisher, of the Burlington Canning Co., Limited, Burlington, Ont., was in Montreal last week and appointed J. H. Maiden, of that city, Montreal agent for his company.

MR. MONTGOMERY ILL.

Mr. Montgomery, of Thos. Montgomery & Sons, Montreal, is at present laid up at the hospital with an attack of appendicitis. He was taken ill in New York and compelled to return to Montreal. He went to the hospital immediately and underwent an operation. He is progressing favorably.

- Baking Pow
Gillett, E. W.
McLaren's, V
- Biscuits, Co
Canadian St
Falls, O
Cowan Co.,
Jacob, W. &
Kingery M
McLauchlan
M clure & I
Mooney B
Mott, John
National Lic
Stewart Co.
- Brooms and
Nelson, H. V
Woods, Wal
- Canned Gro
Balfour & C
Canadian C
Manitoba C
Man.
Turner, Jan
- Cash Regist
National C
- Cash Sales
Carter-Crum
- Cheese Cabi
Walker Piv
Co., Tor
- Cigars, Tob
American T
Empire Tob
McDougall,
Payne, J. B
Sherbrooke
Tuckett, Ge
- Clothes Lin
Hamilton C
- Cocoas and
Baker, Wal
Benedict, F
Cowan Co.,
Dunn, Wm.
Epps, Jame
Lowney, Wa
Maclure & L
Mott, John
Peter's Cho
VanHouten
- Computing
Computing
Toledo Com
- Concentrate
Gillett E. W
- Condensed
Borden's-W
Truro Conde
- Consulting
Kaufmann,
- Counter Che
Allison Cup
Carter-Crum
- Cordials
Montserrat
- Crockery, G
Campbell's,
Cassidy, Joh
Gowans, Ke
- Dairy Prodi
Clark, Wm.,
Dawson Co
Fearman, F
MacLaren,
Toronto.
Montreal Pa
Park, Black
Power, B. H
- Acme Can V
Adam Geo
Adamson, J
Albert Soap
Allison Cou
American C
American C
Auer Light
Balfour & C
Benedict F
Bidwell, W.
Blue Ribbor
Bradstreet's
Braid, Wm.
Campbell's,
Canada Bro
Canada Ma
Canada Pap
Canada Sug
- Canadian C
Canadian P
- Canadian St
Caspian Ma
Carran, Jo
Carrier, P. V
Carter-Crum
Cassidy, Joh
Ceylon Tea
Chase & San
Cheyne, J. J
Clark, W...
Codville-Gec
Coles Manuf
Colson, C. E.
Computing
Connors Bro
Cowan Co...
Cox, J. & G.
Crain, Rolla
Davenport,
Davidson &
Dawson Co
Distributors
Dominion B
Dominion M

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

Biscuits, Confectionery, Etc.
Canadian Shredded Wheat Co., Niagara Falls, Ont.
Cowan Co., Toronto.
Jacob, W. & R., & Co., Dublin, Ireland.
Kingsley Mfg. Co., Cincinnati.
McLaughlin, 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.
Nelson, H. W. & Co., Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour & Co., Hamilton.
Canadian Canners, Hamilton.
Manitoba Canning Co., Grande Pointe, Man.
Turner, James & Co., Hamilton, Ont.

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

Cash Sales Books.
Carter-Crume Co., Toronto.

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.
Benedict, F. L., Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James & Co., London, Eng.
Lowney, Walter M., Co., Boston, Mass.
Maclure & Langley, Toronto.
Mott, John P., & Co., Halifax, N.S.
Peter's Chocolate, Montreal.
VanHouten's—J. L. Watt & Scott, Toronto.

Computing Scales.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

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

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

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

Counter Check Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Carter-Crume Co., Toronto.

Cordials.
Montserrat Lime Juice, Montreal.

Crockery, Glassware and Pottery.
Campbell's, R., Sons, Hamilton, Ont.
Cassidy, John L., Co., Montreal.
Gowans, Kent & Co., Toronto.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Imperial Cheese Co., Toronto.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.

Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.

Financial Institutions & Insurance.
Bradstreet Co.

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

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Imperial Extract Co., Toronto.

Fly Pads.
Wilson, Archdale, Hamilton, Ont.

Foreign Importers.
Boyd, Thos., & Co., Liverpool, Eng.
Doughty, A. C., & Co., London, Eng.
Gaitakell, J. H., Liverpool, Eng.
Hall, R. C., & Co., London, Eng.
Lethem, John, & Sons, Leith, Scotland.
Little, Geo., Manchester, Eng.
Marshall, James, Aberdeen, Scotland.
Neubeck & Schipmann, Hamburg, Ger.
Rapp, Herman, & Co., Liverpool, Eng.
Scott, David, & Co., Liverpool, Eng.
Sowerbutts, A. E., & Co., London, Eng.
Vincentelli, P. & F., Antwerp.
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.
Gill, 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.
Rattray, 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.
Kirouac, Nap. G., & Co., Quebec.
McFall, A. A., Bolton, Ont.
McLeod Milling Co., Stratford, Ont.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Quance Bros., Delhi, Ont.
Saratoga Chips Co., Hamilton, Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto.
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour & Co., Hamilton.
Canada Brokerage Co., Toronto.
C. E. Colson & Son, Montreal.
Davidson & Hay, Toronto.
Eckardt, H. P., & Co., Toronto.
Eby, Blain Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T., & Co., Toronto.

Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago.

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

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

Interior and Exterior Store Fittings.
Metal Shingle & Siding Co., Preston, Ont.
Walker Pivoted Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Bater'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.

Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. T., Montreal.
Bidwell, W. E., Toronto.
Carman, Joseph, Winnipeg, Man.
Carrier, P. W., Quebec.
Cheyne, John A., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dominion Brokerage Co., Calgary, Alta.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Hazard, Horace, Charlottetown, P.E.I.
Hughes, A. J., Montreal.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McLaughlin, Joseph K., Owen Sound.
MacLaren, A. F., Imperial Cheese Co., Toronto.
Millman, W. H., & Sons, Toronto.
Moose Jaw Fruit & Produce Co., Moose Jaw, Sask.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Stevens, H. J., Montreal.
Taylor, W. A., Winnipeg.
Tees & Perse, Winnipeg.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Watson, Stuart, Winnipeg, Man.
Watt, J. L., & Scott, Toronto.
Western Cartage Co., Calgary, Alta.
Wiseman, R. B., & Co., Winnipeg.

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 Coupon Co., Indianapolis, Ind.

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

Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas, J. M., & Co., Montreal.
Farrow, J. & Co., Peterborough, Eng.

Holbrook & Co., London, Eng.
Lytle, T. A., Co., Toronto.
Paterson's—Rose & Laflamme, Montreal.
Purnell, Webb & Co., Bristol, Eng.
Rowat's Pickles, Montreal.
Suast Co.
Sutton, G. F., Sons & Co., London, Eng.
Taylor & Pringle, Owen Sound, Ont.

Polishes—Metal.
Nickel Plate Polish Co., Chicago.
Oakley, John, & Sons, London, Eng.

Polishes—Stone.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.

Refrigerators.
Eureka Refrigerator Co., Toronto.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Salt.
Canadian Salt Co., Windsor, Ont.
Gray, Young & Sparling, Wingham, Ont.
Toronto Salt Works, Toronto.

Soap.
Albert Soaps, Montreal.
Duncan Co., Montreal.
St. Croix Soap Co., St. Stephen, N.B.

Soda—Baking.
Church & Dwight, Montreal.

Starch.
American Pure Food Co., Montreal.
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.
Kenney, T., & Son, Hallerton, Que.
Lucas, Steele & Bristol, Hamilton.
Ontario Sugar Co., Berlin, Ont.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.

Teas, Coffees, and Spices.
Balfour & Co., Hamilton.
Blue Ribbon Tea Co., Toronto.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders' Ass'n.
Chase & Sanborn, Montreal.
Codville & Co., Winnipeg and Brandon.
Ewing, S. H. & A. S., Montreal.
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Koopman, G. C., Amsterdam and Rotterdam.
Minto Bros., Toronto.
Mokara Mills, Montreal.
Salada Tea Co., Montreal and Toronto.
Symington, T., Edinburgh, Scot.
Todhunter, Mitchell & Co., Toronto.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.

Vinegar and Cider.
Wilson, W. H., Co., Tillsonburg, Ont.

Washing Compound.
Fairbank, N. B., Co., Montreal.
Gillett, E. W. Co., Toronto.
Reckitt's Blue—Gilmour Bros., Montreal.
Sawyer Crystal Blue Co., Boston, Mass.

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.

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Minto Bros. & Co. 19
Mokara Mills 10
Montreal Packing Co. 40
Mooney Biscuit and Candy Co. 53
Moose Jaw Fruit and Produce Co. 2
Morse Bros. 9
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Wood, Thos., & Co. 61
Woods, Walter, & Co. 43
Woodstock Cereal Co. 46

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JOHN BAYNE MACLEAN President

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THE UNIVERSITY ACT.

In the provisions of the University Act, which is now being considered by the Legislature of the Province of Ontario, it is gratifying to note an honest attempt to solve a question which has for too long a period been neglected or minimized. It has now been undertaken aggressively, and the present bill follows with fair exactness the recommendations made in the report of the University Commission recently issued.

The main features of the new legislation are the arrangements which have been made to guarantee the harmonious government of the university's business and academic interests, and to provide sufficient revenue for current expenses.

For the government of the institution it would, at first sight, seem that a multiplicity of bodies have been created, whose powers and privileges might in practice overlap. But in reality there is a distinct division of duties, the business management being quite separate from the academic.

The most important body is the board, to be known as "The Governors of the University of Toronto." They are to be the successors of the present trustees, but with enlarged rights, powers and privileges, including the government, conduct, management and control of the university, and of its property, revenues, business and affairs. Among the powers of the board may be mentioned the appointment of the president of the university, the principal of University College, and the deans of the various faculties; the erection of necessary buildings, and the alteration (if it should be deemed expedient) of any other body except the senate. The board will consist of the chancellor and president of the university, and thirteen persons appointed by the Lieutenant-Governor in Council. These latter will hold office for six years.

The senate will manage the academic affairs of the university, and among its members will be a generous representation of the graduates, with four representatives of the high school and collegiate institute teachers of the province. Both appointed and elected members will hold office for four years.

Convocation will be a body consisting of all graduates of the University of Toronto and federated universities. It may meet at the call of the chancellor to consider questions affecting the well-being of the university, and make representations to the board and senate.

The council of the faculty of arts is a body which, practically speaking, advises the senate upon the conduct of academic affairs within its own sphere. Although really managing the examinations for the faculty of arts, it looks to the senate for final approval. There is a similar council for all the other faculties and also for University College.

Perhaps the most radical change proposed is the new body to be known as the caput, which will consist of the president, principal of University College, heads of the federated colleges and universities, and deans of the faculties. The caput is to exercise powers as to discipline, and to deal with all such matters as may be assigned to it by the board or senate. It may also advise the president.

The ornamental head of the university is, as now, to be the chancellor, who will be elected by the graduates. He is to hold office for four years.

Finally, there is the president, who is to be, in fact as well as in name, the chief executive officer of the university. He will have general supervision over academic work, will be a member of all faculty councils, and chairman of the senate. It will, moreover, be his duty to confer degrees, in the absence of the chancellor, to suspend, if necessary, any

member of the teaching staff of the university or University College, to make recommendations to the board as to all appointments, promotions and removals, and to report annually upon progress and efficiency of academic work.

Another aspect of the new bill which will meet with commendation is the encouragement that is being given the newly federated Trinity College to take up quarters in Queen's Park. It is to be hoped that this will soon be accomplished.

All these provisions are of great interest to the students, graduates and intending students of the university. But the entire province will be concerned, and, it is hoped, gratified by the financial arrangements proposed, by which the university will be placed on a much more secure basis than before. A certain number of acres (as yet undetermined) of public lands will be set aside as a permanent endowment, and a certain proportion of the average yearly gross revenue from succession dues, to provide for the maintenance and support of the university and University College.

For their effort to meet squarely the problem of higher education, and to improve the status of the provincial university, academically and financially, the Ontario Government are to be congratulated.

DUST AND BUSINESS.

Toronto is struggling with the dust problem. On many of the side streets running to the main thoroughfares the old-fashioned macadam is still in vogue. With the disappearance of Winter and the advent of Spring much mud abounded which in turn became dust. Much of this was naturally blown into the main thoroughfares, many of which are business streets. The evil arising from this dust does not lie with the side streets alone. The asphalt roads have been allowed to become badly out of repair and have in themselves become the sources of much dust and dirt.

The people generally, and business men in particular, for the latter are sufferers in a double sense, are naturally 'up in arms' against this state of affairs.

The condition of the streets is a disgrace to a city of the importance and resources of Toronto; but it is only what might be expected, for in civic administration, as well as in business management, incompetence is bound to bring evil in its train. In other words you get what you pay for. If you appoint incompetent managers there is bound to be bad management and if you elect to public offices chiefly men who

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public government.

It is to be hoped that the Board of
Trade of Toronto will take this matter
up. If the business men do not move in
the matter, who will? The board of
trade has recently shown evidence of
more aggressiveness and it is to be hoped
this aggressiveness will spread to munici-
pal matters.

If Toronto had a business like coun-
cil who saw that certain things should
be done and did them, the dust problem
that is now bothering the Queen City
would not have an existence.

PORK PACKERS' PROBLEMS.

The recent receipt of cable advices
from England of a drop of three shill-
ings per cwt. on Canadian bacon is
somewhat disconcerting at the present
juncture.

To most dealers, even those who are
closely in touch with foreign markets,
this must have been something of a
surprise. It has been realized for some
time that ruling prices were high, too
high for healthy markets, still, in face
of that, considering the world's short
supply of hogs, a drop such as the one
mentioned was not expected.

At the commencement of the recent
agitation in the packing industries, it
was pointed out in *The Canadian Gro-
cer* that there was a margin of values
on the foreign markets beyond which it
would be impossible to force things. It
would appear as though that point has
been reached. Some of the wholesale
dealers, particularly at Manchester,
England, have for some time been
stoutly advocating some movement in
order to meet the situation on that
side, the favored plan being an advance
to the public on the part of the re-
tailer.

It has been stated by the English
press that the retail grocer is selling
his bacon at the same price as that
ruling in 1904, when the wholesale price
was some five to six shillings per cwt.
below present prices, so that he has
been merely selling bacon for the con-
venience of his customer at no profit,
and probably at distinct loss.

The endeavor to make concerted
movement on the part of retailers
seems to have fallen through, hence the
only other course was to bring down
wholesale values. The British consum-
er is conservative to a fine point. He
would rather do with less breakfast ba-
con than give what he would consider a
fabulous price.

The arrival on the market at such a
critical juncture of increased supplies of
Danish bacon, which is in direct compe-

tion with Canadian, was probably the
final factor in bringing down prices.
Danish farmers are probably ahead of
Canadian in seeding operations, and on
that account in a position to give re-
newed attention to the marketing of
hogs. It was not expected that any
material change would have occurred
for several months, not at least until
the Canadian supply had materially in-
creased.

There are already signs which indi-
cate that packers are disposed to give
more serious attention to the Domestic
trade, and let the export trade severely
alone whilst present unremunerative
conditions prevail. Such a course
would be of serious moment to the
farmers of this country. A trade once
let go is not so easy of recovery, and
after all it is the export trade upon
which the farmer must rely if hog rais-
ing is to become a paying venture.

WHO PAYS THE SHOT?

Toronto's post office fire has raised the
question of responsibility for losses in-
curred by the destruction of registered
letters. Fortunately no registered mail
fed this blaze, but there remains the
omnipresent If. The Government has
always disclaimed responsibility for
lost, destroyed or stolen registered mail;
the issue, therefore, is between the ad-
dressor and the addressee.

It is a postal regulation that as soon
as a letter or any postal matter is mail-
ed it becomes the property of the per-
son to whom it is addressed. So if you
vent a hasty spleen on paper and mail
it, then think better of it, you cannot
get it back, unless, perchance, you mis-
direct it and it comes to you in time
through the medium of the postal grave-
yard.

Two prominent wholesalers, a grocer
and a draper, gave the daily press inter-
views on the subject and both left the
loss at the door of the wholesale house,
presuming the destruction of a register-
ed letter by which a customer had re-
mitted money. J. W. Woods, of the
Gordon, Mackay Co., said that in
view of the postal regulation he thought
the wholesaler would be responsible for
letters mailed to him because once mail-
ed they became his property. Hugh
Blain, of the Eby, Blain Co., said: "In
case the letter was registered we could
hardly ask the customer to pay twice
even had we the right to do so."

The wholesalers are not at all unani-
mous in that view and there are two
very obvious reasons against it. It
would open up a large field for fraud,
and the sender has absolutely safe meth-
ods of transmitting money if he chooses
to avail himself of them.

After the fire a postal official said:
"The post office is not responsible for

the delivery of money sent by registered
letter. If it were, a large field for fraud
would be opened up." The same would
be true if anyone other than the sender
was to be held responsible, because only
the sender knows how much or if any
money at all is in a letter. When a let-
ter is registered the post office gives a
receipt for it, but it doesn't know or
care how much money there is in it. If
the addressee is to be held responsible,
then the addressor should be required to
bring the money to the post office and
place it in the letter in the presence of
the official, getting a receipt not only
for the letter but for the amount.

But why send money by registered let-
ter at all? There are three absolutely
safe means of remitting, by check, by
postal money order or postal note, and
by express order. If a dealer has a bank
account, why, of course, that is the
easiest avenue of liquidation and has the
pleasant advantage of leaving the whole-
saler to pay the exchange, an eighth, a
tenth or a sixteenth of one per cent.,
according to the amount and the in-
timacy of one's relations with the bank.
But the minimum is 15 cents, and for
small amounts that is dearer than by
money order or express order. The ex-
press and money order rates are the
same. With these safe methods to choose
from, where neither fire nor quake can
destroy nor thieves break in and steal,
why should anyone else be responsible if
a man chooses to send his money by
registered letter?

The moral of it all is, adopt modern
methods of business; keep up with the
game; and it applies quite as aptly to
buying goods and to selling goods as to
paying for them.

THE EMERGENCY AT SAN FRAN- CISCO.

As our readers are well aware, for a
few days following the great fire at
San Francisco currency in that city
was marked by almost its total absence,
so much so in fact that firms there who
had representatives in Canada tele-
graphed to send forward a supply of
gold in order that they might carry on
business.

Among the firms who did this was
Griffin & Skelley, of San Francisco.
Their representative here, Mr. W. G. A.
Lambe, sent forward the necessary gold
by express, but on Saturday last re-
ceived a telegram from his principals
which read, "Mint vaults open; coin
plentiful; do not need currency now,
contents of our vault saved."

ADVANCE IN WESTERN SUGAR.

At the moment of going to press we
are advised of an advance of 10c. per
100 lbs. on all sugars at western points.

MARKETS AND MARKET NOTES

Quebec Markets.

FLUCTUATIONS—
Sugar—Advanced 10c.
Tomatoes—Advanced 10c.
Molasses—Advanced 2c.
Maple Syrup—Advanced 2c.
Foreign Dried Fruits—Revised.
Fish—Revised.

Montreal, May 3, 1906.

During the week business generally has improved considerably in most lines. The changes in quoted prices of such lines as sugar and molasses resulted in putting more life into the trade in these and other lines. Ocean navigation has now set in earnest and the canals are nearly all opened up for the season. These conditions have already shown their effect on the trade, which is very beneficial, resulting in increased business transactions between the larger centres and small points in different parts of the country which are not conveniently reached before navigation opens. An advance of ten cents has taken place in sugar. Since the rise a little more business has been done according to reports received from wholesale houses. Molasses has also gone up two cents, and now commands 30c. and up. At these figures, the same as prevailed two or three weeks ago, there is a steady demand. Another line in which an advance is noticed is tomatoes. These are now up to \$1.30 per dozen, at which figure a fair consumptive demand prevails. Reports current indicate high prices for new stock salmon this Fall, owing to the poor season experienced at the coast. Tea is moving very well, and many orders booked for shipment May 1 have been sent out. Coffee and spices remain firm at unchanged prices. It is said that most of the leading dried fruit houses in California are very nearly cleaned out. Prospects for the new crops are good, however, with the exception of apricots. Manufacturers say of the maple syrup season just over that, although the syrup was scarce, the quality was really first-class. Collections are coming in better than they have been for some time past.

CANNED GOODS—There is a good steady consumptive demand for all canned goods, with no call for any line in particular. Tomatoes have advanced ten cents and now command \$1.30 per dozen. Gallons have not changed. At this price there is a steady call for them. Higher figures are anticipated before the arrival of the new stock. From present indications the price of B.C. salmon will be very much advanced over last year's figures. Although a little early to speak of probable prices, it may be stated that it is very likely that grocers will have to pay from \$1.70 to \$1.75 per dozen for their new salmon. This is placing the price at a very reasonable figure. This has been an off year with the people on the coast and they have been compelled to advance the price fifty cents so far. What

the ultimate price will be is yet to be seen.

Table with columns: Group No. 1, Group No. 2, Item description, Price. Includes Cherries, Currants, Gooseberries, Lawtonberries, Peaches, Pears, Pineapples, Plums, Raspberries, Strawberries, and various syrups.

VEGETABLES

Table listing prices for Asparagus, Beans, Corn, Peas, Pumpkins, Rhubarb, Spinach, Squash, and Tomatoes.

FISH table listing items like Lobster, Mackerel, Salmon, Herring, etc., with prices per lb. or doz.

SUGAR—The market has experienced an advance since last week. The rise amounts to ten cents all along the line. The new York market advanced ten cents, and prices here went up shortly afterwards. Since the advance there have been more inquiries on the part of grocers. Orders from country districts have been fairly large since the advance.

Table listing prices for Granulated bbls., Paris lump, Extra ground, Powdered, Phoenix, etc.

SYRUP AND MOLASSES — Quotations on molasses have advanced again, and the figure now asked is 30c, as it was a couple of weeks ago. At the present figures very good demand is reported, and wholesale houses report that, considering the season, very good business is being transacted. Latest cables from the Barbadoes report a very firm market at prices quoted. As was stated in last week's report, the crop at the Islands is just about finished.

Table listing prices for Barbadoes, New Orleans, Antigua, Porto Rico, etc.

TEA—Business generally is very fair this week. Orders coming in from points in the country have been of fair size, and what business has been transacted in large centres has been very good. Japans are moving very freely and some good orders have been shipped. Cevlons and Indians are, perhaps, going as well, if not a little better, than other lines at present, and indications point to even better business shortly. In nearly all teas orders which have been booked for May 1 shipment were sent out during the week.

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N. S. Markets.

Halifax, N.S., May 2, 1906.

The Maritime grocery markets are in a healthy condition. From all quarters the volume of business continues good, in fact many of the jobbers say that trade is even better than it was at the same period last year, which means considerable. After the tie up on the railways and the bad condition of the roads last season, business came with a rush when the conditions improved. This year the conditions have been altogether different as regards transportation. Every point has been accessible both by land and water for weeks, and trade has been steady right along, the orders coming in from outside points in some cases being very heavy. The same report comes from all of the large distributing centres, and the trade is not alone confined to Halifax.

The opening up of the Halifax & South Western Railway has very greatly added to business. As the railway traverses through the western part of the shore of the province, many of the places touched are thickly populated, the conditions are active, and naturally much business has developed from this quarter, as the merchants can have their orders filled and delivered promptly. Collections are most satisfactory, in fact they could hardly be expected to be better.

FRUITS — The receipts of bananas have improved greatly, as well as the quality. The stock now on the market is very good for so early in the season. They are selling from \$1.75 to \$2.50; some good stock can be had at twenty cents per dozen retail. Some Jamaica oranges received the latter part of the week are very green, and small. They are quoted at \$7 per barrel, repacked. The price is very high, but it is made so by the waste and general poor condition of the stock. Malaga grapes are about over, the stock held here being very poor. Good strawberries are selling at 35c. per box. Apples are becoming very scarce, Nonpareils and some Ben Davis being about the only varieties now on the market. Pineapples are from \$2 to \$2.50 per dozen.

VEGETABLES—Good potatoes are becoming very scarce; the best potatoes now on the market come from New Brunswick. The receipts from that district are very limited and the demand is good. They fetch about \$1.50 per barrel. The quality of the Prince Edward Island potatoes reaching the market is only fair. Carrots, parsnips and turnips are of good quality. They have wintered far better than was expected. American and Egyptian onions are worth 24c. per pound. The new stock of Bermuda onions have not yet reached the market.

MOLASSES — There is considerable activity in the molasses market, the firmness in prices being most notable. Jobbers here say that the demand from the Upper Provinces is very good. Quotations here are as follows: Fancy Trinidad, 40c.; fancy porto Rico, 39c.; Porto Rico, extra choice, 35 to 37c.; Trinidad, choice, 35 to 36c.; Barbadoes, 33 to 35c.

SUGAR—The markets are very dull. There is not much doing at this season, the demand being light. According to

reports received here there is lots of raw sugar in sight. Prices are: Granulated, XXX, \$4.20; Austrian granulated, \$3.90; bright yellow, \$4; unbranded yellow, \$3.55; No. 1. yellow, \$3.70.

BUTTER AND EGGS — Butter is coming in fairly steady, but the receipts are not large enough to cause any drop in the price. Creamery is in small delivery. Prints are quoted at

25 to 26c, and solids at from 24 to 25c. Dairy tubs are selling from 22 to 24c., according to the quality. Eggs are in fairly good demand; the receipts are only fair, being somewhat below the average. Prices remain fairly steady. Some stock can be had for 16c., but the average is about 18c. These prices are higher than usual just at this season of the year.

WESTERN ASSOCIATION NEWS

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511 Union Bank Building, Winnipeg, Man.

Officers of the Association.

Officers Retail Merchants' Association of Western Canada. President J. F. Hunter, Boissevain, Man.; vice-presidents, R. Bogue, Moose Jaw, Sask.; J. A. McDougal, Edmonton, Alta.; secretary, W. A. Couls; treasurer, J. D. Baine, Boissevain, Man.; auditor, F. Wilkie, Margaret, Man. Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-presidents G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Couls, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man. Association offices, 53 Scott building, Main street, Winnipeg.

Partial list of sections organized:

Arcola Extension — S. Carruthers, Creelman, president; A. Bishop, Tyvan, vice-president; E. P. Hall, Creelman, secretary.

Arnaud—W. Ledoux, secretary.

Balgonie — J. K. Wilson, Balgonie, chairman; J. R. Bray, Balgonie, secretary.

Brandon—A. Grant, secretary.

Boissevain—J. D. Baine, Boissevain, chairman; D. Embree, Boissevain, secretary.

Birtle—H. A. Manwaring, secretary.

Cartwright—R. F. Moore, secretary.

Edmonton—Jos. Whitelaw, president; W. G. Harrison, secretary.

Estevan—Arthur Kelly, secretary.

Hamiota—Wm. Chambers, secretary.

Indian Head—M. C. Hamilton, chairman; J. Tuffnell, secretary.

Kirkella—S. E. Riggs, Abernethy, president; A. O. Brooks, Abernethy, secretary. Executive—J. J. Sullivan, Esterhazy; Jas. Horne, Lemberg; W. C. Paynter, Tantallon; D. Irwin, Balcarres; F. Gibson, Lipton.

Killarney—C. A. Marquis, president; P. K. Rollins, secretary.

Moose Jaw—R. Bogue, chairman; T. J. McCammon, secretary.

Morden—Harry Meikle, secretary.

Melita—W. Hamelin, secretary.

Napinka—J. Kaiser, secretary.

Portal—N. D. McKinnon, Weyburn, chairman; E. P. Krogh, Newdale, secretary. Executive—S. Johnson, Rouleau; S. J. Taylor, Yellowgrass; J. Anderson, Milestone; J. E. Conant, Albright.

Red Deer—L. C. Fulmer, secretary.

Regina—J. W. Smith, chairman; T. B. Patton, secretary.

Souris—W. G. McLaren, chairman; J. McCuish, secretary.

Stonewall—W. H. Morgan, secretary.

Shoal Lake—C. E. McGrath, secretary.

Virden—E. J. Scales, secretary.

During the last two months, in fact since the report of the annual meeting of the association last February, no additional lists of new members secured

have been published in The Canadian Grocer. Lest any readers should imagine that the absence of these lists indicates that the association has ceased to grow, it may be stated that since the February meeting 180 new members have been added to the membership roll. It was found that the published lists were being used by those who had no right to them, and after consultation between Secretary Couls and this paper it was decided to discontinue their publication. This explanation is due the readers of The Canadian Grocer who might otherwise imagine that their association had ceased to grow.

* * *

The very interesting interview with Mr. Couls, published in these columns last week, in reply to the absurd claims of the Retail Merchants' Association of Canada, as published in the Retail Merchants' Journal, requires very little in the way of comment. Mr. Couls' statements were illuminating and incisive, and left no doubt as to meaning. It is unfortunate that it should be necessary to discuss such a matter, but claims of the kind repudiated by Mr. Couls could not be too quickly or too forcibly denied. It would be unfortunate indeed if the impression should get abroad among the trade that the Western Retail Association had become merged in another body and had lost its identity and its autonomy.

* * *

This whole subject of the relation of the Western Retail Association to the Western Retail Hardware Association, and of the indirect relationship of these two western associations through the "Western Board" with the Retail Merchants' Association of Canada, whose headquarters are in Toronto, is really very simple, but it is astonishing to find so much misapprehension among the trade.

* * *

In the first place it should be clearly understood that the two western associations have not been merged into one body. There are still two associations in the west with interests that are common and interests that may sometimes conflict, and they are free to quarrel and free to agree; as free as they were before the February meeting. Each has its own secretary and its own particular line of work.

But in order to accomplish some objects which they have in common the two associations have affiliated for those certain definite objects. They elected in joint session a western board to safeguard common interests, but

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But western things in con other parts of able that, so f ers of the who times be able For this reasc affiliated for Retail Mercha ada, with hea fee of 10 cei paid the Reta of Canada for is, perhaps, a it should be a the Retail M Canada to hav western merc merchants to their friends i fee is hard to asked for it l was a small raised. It mig so readily ha would be mad surd claims w tively disposed the last issue Dealers in advantage of the collection has been fully columns, and upon on this to say that th beat in the as effective in m will be furnis tion to the se

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at from 24 to
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there is a world of difference between affiliation for these specific purposes and complete amalgamation. The two associations pursue the even tenor of their way as before, but the western board watches legislation for them and is endeavoring to persuade manufacturers to agree to sell certain lines of goods on the contract price plan. The western board is authorized to make a levy not to exceed 50 cents per member on the two associations in order to meet expenses; this levy to be paid out of the regular membership fees.

But western retailers have many things in common with retailers in other parts of Canada, and it is desirable that, so far as possible, the retailers of the whole Dominion should sometimes be able to take united action. For this reason the western board has affiliated for certain purposes with the Retail Merchants' Association of Canada, with headquarters in Toronto. A fee of 10 cents per member is to be paid the Retail Merchants' Association of Canada for their co-operation. This is, perhaps, an unnecessary expense, as it should be as much in the interests of the Retail Merchants' Association of Canada to have the co-operation of the western merchants as for the western merchants to have the co-operation of their friends in the east. This ten-cent fee is hard to justify, but Mr. Trowen asked for it last February, and as it was a small matter no objection was raised. It might not have gone through so readily had it been known that it would be made the pretext for the absurd claims which Mr. Coulson so effectively disposed of in his interview in the last issue of this paper.

Dealers in large numbers are taking advantage of the association plan for the collection of bad debts. This plan has been fully outlined before in these columns, and need not be elaborated upon on this occasion. It is sufficient to say that the threat to list the default in the association offices is proving effective in most cases. Blank forms will be furnished members on application to the secretary.

A SCOTCH TEA HOUSE FOR WINNIPEG.

A branch of one of the largest tea-importing houses in Scotland, it is said, will be established in Winnipeg within a short time. Matheson & McLaren, of Edinburgh, have selected Winnipeg as the best suited for the location of their Canadian branch, and have already selected a site on McDermot avenue. The house will be a wholesale one entirely, and Winnipeg will be made the distributing point of the western territory. Mr. McLaren is in Winnipeg with Edward Catchpole, who will be the local manager of the house, and all arrangements for the establishment of the Canadian branch will be completed before Mr. McLaren returns to Scotland.

Tea will be exported direct from Scotland to Winnipeg and distributed through the medium of agents throughout the west. The growth of Western Canada, commercially, attracted the attention of the Edinburgh importers, and an inspection of the Canadian business possibilities has confirmed

the glowing reports of the rapid development of Canada as a commercial centre.

WINNIPEG BOARD OF TRADE.

At a well-attended meeting of the Winnipeg Board of Trade last week, delegates were appointed to represent that body at the sixth congress of the Chambers of Commerce of the Empire to be held in London, Eng., during the week commencing July 10. The representatives appointed were: A. L. Johnson, Winnipeg, manager of the Ames, Holden Co., and president last year of the Winnipeg Board of Trade; Geo. D. Wood, of Geo. D. Wood & Co.; F. W. Stobart, of Stobart, Sons & Co., and C. N. Bell, secretary of the local board.

The following resolutions were passed at this meeting:

"Whereas the Winnipeg Board of Trade has considered the resolution endorsing the principle of international arbitration adopted at the eleventh annual Lake Mohonk conference in 1905, and recognizing the supreme importance to the business communities of adopting the principles of arbitration as a method of peaceful adjustments of international disputes, this board resolves:

"First. The endorsement of the wisdom of the establishment at The Hague of the permanent court for the pacific settlement of all international disputes that may be submitted to it.

"Second. The appointment of committees to secure the advocacy of the principles of international arbitration.

"Third. The education of general public sentiment in favor of international arbitration.

Irregular Schedules.

"Whereas there has been and still is, great irregularity in the maintenance of their freight and passenger schedules by railways in the west, this irregularity causing great inconvenience and loss to the public generally, and especially to the commercial community, and

"Whereas the regulations of the railway companies in certain matters, such as the conditions upon which they accept freight for points at which they maintain no agents, and which are commonly known as flag stations, as also the conditions which they impose upon shippers of perishable goods, are arbitrary and unjust, and

"Whereas the railway companies have assumed a position in regard to their responsibility for the protection and safeguarding of freight at point of debarkation, which position is not only prejudicial to the rights and interests of shippers, but seems to be incompatible with the obligations of the companies as common carriers having a monopoly of public transportation,

"Be it resolved that this board appoint a committee of its members to collect all information bearing on these matters and take such steps as they deem necessary in the premises."

Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 3, 1906.)

FLUCTUATIONS—

Pineapples—Reduced.
Evaporated apples—Advanced.
Eggs—Reduced to 13½c. per dozen.

As noted last week in our telegraphic market corrections, sugar has declined 10 cents more, the basis now being \$4.75 for Montreal granulated in barrels f.o.b. Winnipeg. The market seems to be weak and the future is uncertain. No definite information is yet to hand as to the extent of the damage to stocks of dried fruits in San Francisco, but the impression is gaining strength that the destruction was not so complete as at first supposed.

CANNED GOODS—New canned pineapples are in stock now and revised quotations will be noted below. Canned goods are in strong demand owing to the high price of dried fruits.

FRUITS.

	Group No. 1.	Groups No 1 & 2.
Apples—		
gallons, per doz.	3 10	3 05
3-lb.	2 49	2 44
Cherries—		
red pitted, per 2-doz. case	4 33	4 28
Currants—		
new, red, 2 doz. cases, per case	3 48	3 43
black	3 83	3 78
Gooseberries—		
new	4 08	4 03
Lawtonberries—		
"	3 83	3 78
Pears—		
2s, F.B., per 2-doz. case	3 58	3 53
3s	5 09	5 04
Peaches—		
2s	4 08	4 03
3s	6 14	6 09
Plums—		
Damson, 1s	2 13	2 08
Lombard, 1s	2 23	2 18
Greengage, 1s	2 33	2 28
Pumpkins—		
3s	2 09	2 04
Pineapples—		
2s, sliced, 2 doz. cases, per case	4 20	4 15
2s, whole	3 75	3 70
2½s, whole	4 40	4 35
2s, grated	4 40	4 35
Raspberries—		
red (new)	3 63	3 58
black (new)	3 53	3 48
Strawberries—		
new	4 00	4 25

VEGETABLES.

Beans—		
golden wax	1 93	1 88
refugee	1 98	1 93
Beets—		
3s	2 39	2 34
Corn—		
2s	1 98	1 93
Peas—		
(No. 4) 2s	1 53	1 48
(No. 3) 2s	1 68	1 63
Succotash—		
2s	2 63	2 58
Tomatoes—		
All groups, per case	2 80	2 95
Salmon, Fraser River sockeye, per case	6 25	6 00
" Skeena River, " "	5 90	5 75
" River's Inlet, " "	5 75	5 60
" Red Spring, " "	4 10	4 05
" humpback, " "	4 85	4 80
" cohoes, " "	6 30	6 25
" Clover Leaf, Fall delivery, 1 to 4 cases, 5 to 9 cases.	1 25	1 20
Pork and beans (V.C.P. Co.), 1s, per doz.	1 90	1 85
" " 2s, " "	2 60	2 55
" " 3s, " "	2 10	2 05
Clark's 1 lb. plain, per case	1 80	1 75
" 2 " " "	2 20	2 15
" 3 " " "	2 30	2 25
" 1 " tomato sauce, per case	1 85	1 80
" 2 " " "	2 40	2 35
" 3 " " "	2 30	2 25
" 1 " Chili " "	1 95	1 90
" 2 " " "	2 40	2 35
" 3 " " "	1 25	1 20
Soups (Van Camp's), per doz.	3 25	3 20
Canned chicken (Man. Can. Co.) per doz.	3 25	3 20
" turkey	3 30	3 25
" chicken (Aylmer), per doz	3 30	3 25
" (Delhi), " "	3 30	3 25
" turkey (Aylmer)	3 30	3 25
" (Delhi)	3 30	3 25
" duck (Aylmer)	3 30	3 25
" (Delhi)	3 30	3 25
Corned beef " 2s " "	2 75	2 70
" " 1s " "	1 55	1 50
Roast beef (Man. Can. Co.), 2s, per doz	2 65	2 60
" (Clark's), 1s, per doz	1 50	1 45
" " 2s, " "	2 65	2 60
Potted meats, ½s, per doz.	0 55	0 50

NEWS

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HEESE SEASON.

lder goods has been manufacturers to rly this season and factory throughout in full operation. nning many weeks did not get under the present month. ceeding favorable of the early make. did condition, hav- l there is an abun- lp the milk supply of milk that can be the factory. The kville market have s the quantity in- i is causing more porters.

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G. C. KOOPMAN

Commission Merchant,
Agent and Broker

AMSTERDAM AND ROTTERDAM

Offers on demand

All Products of the
Dutch Colonies (East Indian)

AS

COFFEE, TEA
SPICES of all kinds
GUMS for Varnish Manufacturers
COCOA, COCOA BUTTER
Cassia Vera, Chinchona-
barks, Rattans, Drugs, etc.

Also COCOALINE (substitute for Cocoa Butter)
VEGETALINE (Vegetable Butter)

Agents wanted everywhere in Canada.

WE GIVE advances of 75% against documents on consignments of all Canadian Produce fit for this market. Ask for reports about every article you wish to sell.

Sawyer's CRYSTAL

See that Top  Blue.



For the Laundry.
DOUBLE STRENGTH.

Sold in Sifting Top Boxes.

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

It goes twice as far as other Blues.

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

M. F. EAGAR & SON, *Mrs. Agents*
HALIFAX, Nova Scotia

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

ADVERTISING ADVICE.

An advertising campaign is like a journey. There is a certain stated distance to be covered. You may not go the whole way without pausing. Perhaps you go a few miles to-day, and a few more tomorrow, but you keep right on, towards the goal, always adding a little to the sum total of your miles. If you do not complete the distance, the whole is incomplete and a failure, but the rounded out, perfect journey of regulated stages symbolizes well the well balanced advertising campaign.

CONDENSED OR "WANT" ADVERTISEMENTS

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

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

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

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

BUSINESS CHANCES.

GROCERY BROKER—Gentleman wishes either for partnership or to buy out established brokerage business of good standing. Apply, Box 113, CANADIAN GROCER, Toronto. [18]

GROCERY BUSINESS FOR SALE—That formerly carried on by J. D. Mears & Co. at Niagara Falls, Ont.; stock and fixtures about \$2,200, with annual sales of about \$13,000 to \$15,000; business is in first-class shape and stock in best of order; must be sold at once. Send offer to E. J. Leith, Drawer 199, Hamilton. [19]

COMMISSION LINES WANTED.

EDMONTON firm of commission brokers is open for a few good lines; highest references. Address, Scott Bros., Box 123, Edmonton.

FOR SALE.

FOR SALE—Spot cash grocery business, Yonge street, Toronto; no book accounts; best of reasons for selling; large living apartments; long lease. Box 114, CANADIAN GROCER, Toronto.

TO THE TEA TRADE

A 2,000 LBS. TEA BLENDER—In first-class working order; a 24-inch roller, milling machine, adjustable for hand or power use; also 4 "Ideal" packing machines, almost new; all the above to be sold at a bargain. Write for prices and particulars. Box 115, CANADIAN GROCER, Toronto.

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant
78 Bannatyne Avenue, Winnipeg



AND HOW ABOUT YOUR FLAVORING EXTRACTS?

You may not sell many—but see that those you do sell are the best procurable and your repeat orders will come easy.

GOLD STANDARD FLAVORING EXTRACTS

"guaranteed the best," represent perfection in extract manufacture: The best ingredients, the most improved methods, producing the finest results.

WRITE US FOR QUOTATIONS

The Codville-Georgeson Co.
Limited
Winnipeg, Man.

FOR OVER 20 YEARS

in the Commission Business in

WINNIPEG

If you are not represented in Winnipeg or Calgary, place your goods with a live and progressive Commission House. We sell exclusively to the wholesale trade in the West. Storage for all kinds of goods. Cars distributed.

NICHOLSON & BAIN
WINNIPEG and CALGARY

Wholesale Commission Merchants and Brokers. Est'd 1882

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

Easter

Your Easter trade requires

THE REAL THING

In mild cured

HAMS

AND

BREAKFAST BACON

We cure it to perfection. Please order now to ensure prompt shipment.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

Butter

Supplies are liberal and promise to keep up. We are both buyers and sellers. Consignments handled promptly and in cold storage if required.

Creamery in boxes or prints. Dairy, tubs, rolls or prints. Write us for prices.

F. W. FEARMAN CO.,

HAMILTON LIMITED



The merchant who knows his business talks

QUALITY

to his customers.

Cheap canned meats means goods made from cheap meat.

Do you ask your butcher for cheap meat when you want a good dinner?

When your customer has once tried our goods he will stick to our brand and to your store.

GROCCERS

Ask your jobbers for our brand and compare with others.

All our goods are made in Canada from first-class Western Stock.

Corned Beef, Roast Beef, Chicken, Turkey, Potted Meats, Lunch Tongue, &c.

NICHOLSON & BAIN, Winnipeg and Calgary

Western Agents for

THE MANITOBA CANNING CO., LIMITED

GRANDE POINTE, MANITOBA



"Corona" Cooked Meats

EVERYBODY PRAISES

"Corona" Cooked Hams
Jellied Tongues
Jellied Tenderloin

SAUSAGES, HAMS, BACON, WINDSORS,
FRESH MEATS, LARD, BUTTER,
CHEESE, EGGS.

Send for trial order.

We have no retail stores.

The Montreal Packing Co.,

MONTREAL, P.Q. Limited

MONTREAL STOCK YARDS.

As indic week, the el ly and the ther recess the quality ly satisfac tion and s warded to early part around 11 11 1-4c, colored was 3-4c. The been for w plies, holde firm in spi indicate go of colored a firmed hold

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN.

As indicated in our report of last week, the cheese market sagged materially and the tendency is towards a further recession in prices. Fodder cheese, the quality of which has been extremely satisfactory, has had export attention and several lots have been forwarded to the United Kingdom. In the early part of the week colored brought around 11 1-2c. to 12c., and white 11c. to 11 1-4c., while to-day finest Ontario colored was sold at 11c. and white 10 3-4c. The demand during the week has been for white, while with light supplies, holders favor colored and are firm in spirit. Reports from the U.K. indicate good demand, with short stocks of colored and this undoubtedly has confirmed holders here in their attitude.

The butter market is on the downward grade and purchases have been made at lowest prices this season. Dealers generally look for a continued decline and are not overly keen to answer to present offerings very freely. Choicest creamery, for which 19c. was asked, was overlooked, the trade considering lower prices close at hand; in some quarters 18c. is talked of, but the quality obtainable is not considered desirable. Finest creamery changed hands at 18 3-4c. and this is considered high price and not likely to be maintained for long. The dealers generally think that very little business is likely to be transacted with Great Britain, as that market prefers grass to fodder. Locally, trade is satisfactory and supplies equal to requirements. When the new grass butter is available, which will be shortly as the country has had plenty of rain and favorable warm weather, the market may be expected to assume a steadier tone.

THE PROVISION SITUATION.

There is little to report since our last review. Demand is well maintained; the domestic trade is much more interesting that at recent dates, and there is every indication that packers will cater for that market rather than the more expensive export one. The supply of hogs is notably insufficient, and the inducement of inflated prices has not moved things much in that regard. Cables from England at the moment of writing report a fall in prices on Canadian bacon of some three shillings per cwt., (about 62c. per 100 lbs.) This is without doubt a serious blow to Canadian export, as it will make trade practically unremunerative. The reason given is the influx of Danish bacon, which likely takes precedence to Canadian, a further factor probably being the fact that the present season is practically an off one on the English market, as a great bulk of the more

wealthy population transfer their residence to more distant watering places, and the bulk of population take on to a lighter diet during the Summer season.

The Manchester Guardian (England) recently had an interesting article on the provision situation, in which it stated:

"The public has been buying its bacon, etc., for the last twelve months at a price which hardly leaves the seller any margin for profit; in fact, many retailers as the result of the year's hard work are no better off than when they started, if not actual losers. This state of affairs has been brought about by the long-continued run of high prices, occasioned, so far as bacon is concerned, by the continued shortage all the world over. The retailer lived through 1905 believing that prices were so high that they must soon come lower. The contrary is the case, and he is to-day paying 5s. to 6s. per cwt. more for his bacon than he was a year ago, whilst the price to the public remains the same.

"The supplies, too, have been falling off very considerably, and at the present time the price is more than 2d a pound above 1904, though the retailer has not increased his prices. Never in the history of the trade have retailers worked for so small a profit as they are doing at the present time, was the opinion expressed by the head of the firm of Willer & Riley. 'There is not the slightest doubt,' said Mr. Willer, 'that the retailers at the present moment are making no profit whatever on their provisions, and it is quite imperative they should increase the retail price immediately all round, if they wish to keep going. There is no prospect whatever that the situation will be relieved for at least four or five months.'"

The remarks give an idea of the conditions ruling in the British market, and make it evident that the very development pointed out in The Canadian Grocer a short time ago as likely to mature, has really come to pass. The point has been reached in prices where the British importer must seriously kick. When trade has ceased to be remunerative it has lost its attraction, and industries soon begin to feel the effects.

OUR LONDON LETTER.

Without any doubt the parliamentary proceedings of the past few days have been full of interest to exporters of Canadian cattle. On 6th inst., Mr. Cairns, who has been foremost in his efforts to have the embargo removed, moved the second reading of the Diseases of Animals Act (1896) amendment bill. He explained that the measure was intended to give to the Board of Agriculture authority to exempt

Canadian store cattle from quarantine and from slaughter at the port of disembarkation. Of course, the Irish members strenuously opposed the amendment, as did some Liberal and two Unionist members, and eventually the bill was talked out. The debate lasted five hours, and it seems unlikely that any more will be heard of it during the present session. It was clear that the prime minister, who is said to be personally favorable to the amendment, still hesitated to express himself officially as favorable. Hamar Greenwood, a Canadian who now represents York in Parliament, made a powerful speech on behalf of the removal of the embargo.

There will be general rejoicing throughout Ireland that the bill has not, at any rate, yet, been adopted. As one of the daily papers remarks, it is not to-day the pig that makes the rent, but the store cattle that are shipped to England and Scotland. They are the mainstay of at least 95 per cent. of the farmers of the west, and probably more than half of the rest of the country. The fattening of Irish stores is almost all done in Great Britain, and the import of live Canadian stores would at once, it is claimed, cheapen the price for Irish shippers, and the English and Scottish markets for Irish stores would automatically come to an end.

But if the Government is going to exclude live Canadian cattle in order to protect Irish farmers, it will be a very long time before Britain will see the free importation of live stores from the Dominion, for the term of redemption allowed to Irish farmers for their farms extends over no less a period than 68 1-2 years, and it is claimed by Irish farmers that, if Canadian cattle are allowed to compete with their own, they will lose their trade, upon which they depend for the money wherewith to pay the instalments for the redemption of their farms.

The London market for colonial butter still remains without any notable feature. If anything, the position is somewhat in favor of buyers, owing, almost entirely, to the large supplies on hand. Supplies of "choicest" Australian alone are on a somewhat limited scale, and consequently prices are firmer, standing now at 92s. to 94s. 9d.

Commenting upon the fact that a certain provision man was recently fined £20 for adulteration of butter, a contemporary points out that Canadian butter, containing as it does so small a proportion of moisture, from 8 per cent. to 11 per cent., is more easily faked than most other makes, and that it offers great temptations to those who carry on adulteration of butter to any ex-

Per lb.	0 14
.....	0 14 1/2
.....	0 11 1/2
.....	0 12

to-day is caused by who pickle or mess because of. Putting them looks like giving to fortune. packing, others lining over each y for next Fall aged as the rea- the market, but gs are not com- en more because t. Several deal- 17c., but they nments. About be a reasonable

G. continues steady high were:

s.....	0 23
t.....	0 23
l.....	0 23
(eastern).....	0 27
(western).....	0 23 0 25

is commanding delivered from and No. 2 from

y at recent ad-

.....	0 11 1/2
advance:	0 00 1/2
.....	0 00 1/2
.....	0 00 1/2
.....	0 01
.....	0 00 1/2

.....	0 15 1/2
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re.....	0 16
.....	0 19
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.....	0 15
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.....	0 14 1/2
.....	0 11 1/2
.....	0 11
8 to 10.....	0 15 1/2
14.....	0 15
.....	6 14 1/2
.....	0 14 1/2
.....	0 15
.....	0 13
.....	0 13 1/2
per lb. additional.	0 11 1/2

ATS.....	0 12 1/2
.....	0 13 1/2
ks.....	0 12 1/2
.....

K.....	22 00
.....	11 50
.....	22 50

COOKED).	
bs. 20 lbs.	15 lbs.
10.....	1 10
20.....	4 00
50.....	2 50
per lb.....	0 03 1/2
.....	0 04

houses are pay- fresh eggs at

N.B. fresh pork and mited business. re lard is a lit- y high; more fined compound is a good sale. fresh beef mar-

ket well supplied, quite full prices rule. Veal is hardly as firm, prices tending lower. Mutton scarce, bringing full figures. The few small lambs offered bring high prices. Pork still high.

Mess pork, per bbl.....	\$20 00	\$22 00
Clear pork, ".....	21 00	22 00
Plate beef, ".....	13 50	15 00
Domestic beef, per lb.....	0 06	0 07 1/2
Western beef, ".....	0 08 1/2	0 10
Mutton, ".....	0 08	0 10
Veal, ".....	0 08	0 10
Lamb, ".....	3 00	5 00
Pork, ".....	0 08 1/2	0 11
Hams, ".....	0 13	0 14
Rolls, ".....	0 10	0 13
Lard, pure, tubs, ".....	0 12 1/2	0 13
" pails, ".....	0 12 1/2	0 13 1/2
Refined lard, tubs.....	0 09	0 09 1/2
" pails.....	0 09 1/2	0 09 1/2

BUTTER—Good quality is scarce and full prices rule. It is early for new.

Creamery butter.....	0 24	0 25
Best dairy butter.....	0 20	0 23
Good dairy tubs.....	0 18	0 20
Fair.....	0 16	0 18

EGGS—Market quite firm. There is a good steady demand.

Eggs, strictly fresh.....	0 25	0 33
Eggs, fresh.....	0 18	0 20
case stock.....	0 17	0 18

CHEESE—Some new offered. Prices while high are tending lower.

Cheese, per lb.....	0 14	0 14 1/2
---------------------	------	----------

Armand Chaput, of Chaput, Fils & Cie, Montreal, has returned from New York.

FINEST FAMILY POLISH ON THE MARKET



Black Jack

AT YOUR JOBBERS'



WILSON'S FLY PADS

Three hundred times better than sticky paper.

ADVERTISED

in your local paper.

It's not a question of Taste, only—

But quality, skill, and absolute cleanliness that makes

Clark's Meats

The best to buy or sell.



THE VERY THING YOUR STORE NEEDS

Nicholson's Mince Meat

Why? Because this Mince Meat has Pepsin in it, is condensed, made from absolutely pure goods, and sells at the right price. Order NICHOLSON'S MINCE MEAT.

Did you say you had a stock of

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

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

SALT SALT

Table, Dairy and Cheese Salts. Fine and Coarse Salts in Sacks and Barrels. Land Salt.

C. R. COOPER

TORONTO SALT WORKS
TORONTO, ONT.

AGENTS FOR THE DOMINION SALT AGENCY

SAUSAGE

Royal Cambridge and Purity brands lead all others. A trial order will not only convince, but will increase your trade and put money in your pocket.

The WM. RYAN CO., Limited

70 and 72 Front St. E., Toronto.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

AGENTS WANTED

We want the Calfskins Hides, Sheep Pelts, Tallow Bones, etc., collected in your vicinity.

Can't you arrange to purchase these goods for us this spring? We will furnish the cash with which to buy; we will also furnish tags, advice sheets taking off directions, cloth posters to enable you to advertise the business, etc., etc.

We pay highest cash prices and keep our customers thoroughly posted on the condition of the market and pay the freight.

To any one writing us and mentioning this paper, we will mail full particulars. Address,

CARROLL S. PAGE, Hyde Park, Vt.

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.

BUTTER, CHEESE, EGGS

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

FLOUR AND CEREAL FOODS

The general feeling certainly appears to be one of confidence as regards the immediate outlook of grain and flour. There has been no repetition of the fluctuations mentioned in our last report; prices have practically remained where they were at the close of last week. Manitoba wheat has held itself in a remarkable way against Chicago prices and stands at the present time within 1c. of Chicago prices. The strength of this can be better realized when it is remembered that at no very distant date the difference has been known to be as much as 9c.

Stocks held at upper lake ports are considered very low, being only some five millions, the current week having to account for some three million reduction.

Export trade has not been so attractive since last review, although inquiries have been good and prices well maintained.

Under the impression that the United States will have a considerable quantity of wheat for export on the 1905 crop from this out, English buyers have been holding off as much as possible. Speculation, however, may defer its shipment for some time, although there is no doubt eventually it will have to go forward, unless of course there is a probability of a short crop during the coming season, of which there is no appearance at present.

The late strength in the market on this continent was due unquestionably to speculative influences. In other words shorts were showing anxiety to cover, although there was apparently nothing in the news to stimulate buying. On the contrary, practically all the news, both domestic and foreign, was seemingly favorable to the bear side.

Regarding the crop news, a New York report at the close of last week said: "The prospect for the growing crop was considered more brilliant, because the temperature throughout Winter wheat territory was high for the season, while there was an abundance of sunshine where too much moisture had been complained of. It was, consequently, fair to assume that the plant was making excellent progress. In Spring wheat territory, both in this country and over the border, it was clear and much warmer. Farmers were able to make rapid progress with ploughing and seeding. Telegrams from that quarter indicated that over 50 per cent. of the area had been seeded and that within ten days the seeding would be completed, barring a sudden return of bad weather. In view of the facts cited, it was the general impression that farmers' deliveries at country stations would speedily show a marked enlargement, it being assumed that there would be more willingness to sell freely after Spring work was completed and the roads in a more passable condition."

WELL-KNOWN GRAIN MERCHANT DEAD.

One of Montreal's oldest grain merchants died last week in the person of Robert Peddie.

Mr. Peddie was a native of Cathcart, Scotland, and came out to Canada in 1865. He went into business here with the wholesale grain firm of D. Butters & Co., at that time one of the largest grain houses in Montreal. He was later associated with John Magor & Co., and afterwards went in with Crane & Baird, where he stayed for a good many years.

He joined the Corn Exchange in the year 1879 and was on the committee of management of that association in 1892-3-6-7 and 8. He was president of the Corn Exchange for two years, 1894 and 1895, and was a member of the board of review in 1899 and 1900.

Mr. Peddie was a familiar figure at the Board of Trade, and will be greatly missed by his many business and social friends.

PUT DUTY ON FLOUR.

C. M. Kittson, Canada's commercial agent in South Africa, has reported to Ottawa that the colony of Natal has imposed a duty of two shillings a hundred pounds on flour, which until now has been free.

Canada sold flour largely to the South African colonies during the last fiscal year, the total being 181,899 barrels valued at \$903,030, an increase over the previous year's shipments of nearly \$300,000. The shipments to Natal alone are not shown in the Trade and Commerce Department's reports.

A NEW BREAKFAST FOOD.

The Western Cereal Co., of Winnipeg, are putting on the market a new breakfast food known as "Meat of Wheat," made from Manitoba No. 1 hard wheat. Their mill is located in the Qu'Appelle Valley and their warehouse and office at 310 Ross avenue, Winnipeg.

MONTREAL MARKETS.

FLOUR—Market at present is very firm. Business is excellent and improving every day. Since the opening of navigation there has been a perceptible increase in the volume of business transacted each day, and this, it is to be hoped, will continue. There is an excellent demand from outside points and the flour companies are kept busy filling export orders. The local requirements are no less large. From the orders coming in, flour merchants must believe that the consumption of flour is increasing. Prices remain the same as they were last week.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20

Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 50	4 50
Glenora.....	4 10	4 10
Manitoba spring wheat patents.....	4 50	4 50
" strong bakers.....	3 90	4 10
Buckwheat flour.....	2 00	2 10
Five Roses.....	4 50	4 50

GRAIN—There is a very fair demand for oats this week. Corn is still very high, but no advance has occurred. The prices asked are too high to permit of very much business.

No. 4 barley.....	0 50	0 50
Rejected feed barley.....	0 48 1/2	0 41
No. 2 white oats.....	0 41	0 40
No. 3 white oats.....	0 40	0 39
No. 4 white oats.....	0 39	0 58
No. 3 yellow corn.....	0 58	0 76 1/2
No. 2 peas, basis 78 per cent. points.....	0 76 1/2	0 76 1/2

ROLLED OATS—The situation remains just about what it was last week. There is a fair demand in some quarters while other dealers report nothing doing in any line. Taken on the whole, however, business may be said to be rather quiet.

Fine oatmeal, bags.....	2 20	2 40
Standard oatmeal, bags.....	2 40	2 50
Granulated.....	2 40	2 50
Rolled oats, 90-lb. bags.....	1 95	2 15
" 80-lb. bags.....	1 85	2 15
" bbls.....	4 55	4 70

FEED—Bran and shorts continue in very short supply. It is hard to obtain these, either Ontario or Manitoba. There is not a great deal doing in any line.

Ontario bran.....	20 00	20 50
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	20 00	21 00
" bran.....	19 00	19 50
Mouillie, milled.....	21 00	24 00
" straight grained.....	25 00	28 00
Feed Flour.....	1 15	1 25

HAY — There is a good demand throughout the province for hay, but stocks are hardly large enough to meet the orders coming in. Arrivals by boat, however, are increasing and this, it is thought, will help the situation considerably.

The market in the United Kingdom is very firm under a good demand. Latest cables quote 60 shillings, c.i.f., Liverpool.

No. 1.....	9 00	9 50
" 2.....	8 00	8 50
Clover mixed.....	6 00	6 50
Clover, pure.....	5 00	5 50

TORONTO MARKETS.

FLOUR—The domestic trade continues to flourish. Demand is good and prices are well maintained. Some mills are partly or wholly closed down for repairs previous to the coming season, so that just at the present moment no great trade is being exploited. The very low values which have recently been ruling have rather encouraged the slowing down of actual milling.

On track, Toronto.....	4 40	4 40
Manitoba patents, No. 1, per bbl. in bags.....	4 40	4 00
" " No. 2, " ".....	3 90	3 65
Strong bakers.....	3 90	3 65
Ontario patents, No. 1, " ".....	3 40	3 30
" " No. 2, " ".....	3 40	3 30
Straight roller.....	3 30	3 30

GRAIN—Market has been steady and fairly good since our last report. Very little fluctuations have been in evidence, and Manitoba wheat has maintained a good front against Chicago values. A few changes in prices, but more on account of an evening up rather than revision.

(F.o.b. elevator; 5c. more N. Bay.)		
Manitoba wheat, hard, No. 1, nominal.....	0 86	0 84
" " Northern No. 1.....	0 84	0 82 1/2
" " " No. 2.....	0 81	0 82 1/2
" " " No. 3, nominal.....	0 81 1/2	0 80
Red, " per bushel, 78 per cent. points.....	0 80	0 80
White, " " ".....	0 80	0 79
Mixed, " " ".....	0 79	0 75
Spring, " " ".....	0 75	0 75
Goose, " " ".....	0 75	0 75
Barley, No. 1, " " ".....	0 51	0 46
" No. 2, " " ".....	0 51	0 46
" No. 3x, " " ".....	0 46	0 46
" No. 3, " " ".....	0 46	0 37
Oats, white, " " ".....	0 37	0 36
" mixed, " " ".....	0 36	0 36

4 10 4 40
1 75 2 00
4 50
4 10
4 50
3 90 4 10
2 00 2 10
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2 40 2 50
2 40 2 50
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1 85 2 15
4 65 4 70

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20 00 21 00
20 00 21 00
19 00 19 50
21 00 24 00
25 00 28 00
1 15 1 25

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MARKETS.

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nt. points .. 0 80
"..... 0 80
"..... 0 79
"..... 0 75
"..... 0 75
"..... 0 51
"..... 0 46 0 47
"..... 0 46
"..... 0 37
"..... 0 36

ARE YOU A GROCER? YES.

Then write us at once regarding
OUR HONEST OFFER. FREE.

**A PERFECT FOOD.
READY TO EAT.
CRISP AND TASTY.
Guaranteed
PURE**

**MRS. RORER'S
SARATOGA CHIPS**

10c.
AND 20c.

MADE EXCLUSIVELY BY
**Hamilton Saratoga Chip Co.
Three Sixteen King East
HAMILTON, - CANADA.**

FACSIMILE OF BOX
HAMILTON SARATOGA CHIP CO., - Hamilton, Canada
A. F. McLaren Imperial Cheese Co., Toronto, Sales Agents

Send us
your name
and name
of your job-
ber and we
will sur-
prise you.

Our Chips
took the
PRIZE
at the
**Food
Show**

Not a
Cereal

**THE FAME OF
CANADA FLAKES**

has gone abroad. To the farthest corner of the earth
we have been shipping Canada Flakes.

Twelve thousand miles is a long journey, yet our
product has found a market at that distance. In
England, Australia, South Africa, New Zealand, etc.,
Canada Flakes is meeting with a cordial reception.
A good name on a good food is worthy of such.

Canada Flakes bears tribute to the motherland
and sister colonies of the greatness of Canada. Every
Canadian should be pleased to hear of such success.

Peterborough Cereal Co. Limited

ROELOFSON & ROELOFSON, Ontario Sales Agents
152 Bay Street. TORONTO

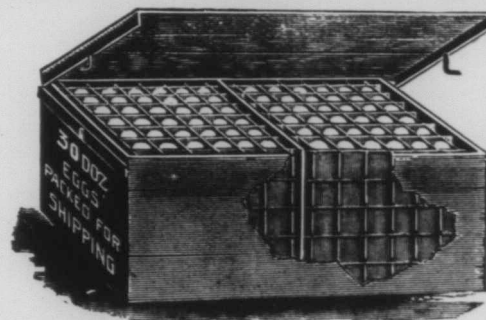
**WESTERN CANADA
FLOUR MILLS CO., Limited**

AN AMALGAMATION OF
The LAKE HURON & MANITOBA MILLING CO., Ltd.
AND
A. KELLY MILLING CO., Ltd.

MILLS AT OFFICES
WINNIPEG ST. JOHN, N.B.
GODERICH MONTREAL, Que.
BRANDON TORONTO (HEAD OFFICE)
GODERICH
WINNIPEG
BRANDON

IT PAYS YOU TO PAY FOR QUALITY
BUY FIVE STARS FLOUR

EGG CASE FILLERS



Extra Large Fillers

30 doz. XL Fillers (Egg spaces 1 3/4-in. sqr. x 2 3/8-in. deep)
49 " XL " (" " " " " ")

To Save Breakage in Eggs Use the XL Fillers

The larger eggs, too long for the regular size of 30 doz. and 49 doz.
Fillers, are almost invariably lost by cracking and crushing of the shell
through being packed in Fillers that are not deep enough.

Save this breakage and make more money in eggs by using
the deeper XL Fillers.

The Miller Bros. Co., Limited

30-38 DOWD STREET
MONTREAL

Board Mill and
Filler Factory at
GLEN MILLER, ONT.

Phones: 203 Main
2099

Peas, " " "	0 77
Buckwheat " " "	0 48 0 48 1/2
Rye, per bushel, " " "	0 69 0 70

BREAKFAST CEREALS—Little of interest has transpired since our last report. Demand has been only of moderate nature, and prices continue merely nominal.

ST. JOHN, N.B.

FLOUR, FEED AND MEAL—In flour, while there is no change, market is firm and fair business reported. Feed high and a good sale. Oats are firmer. Oatmeal is tending higher, just a fair sale. Beans are unchanged, Yellow Eyes keep low. Barley is dull. Peas have but a limited sale. Seeds move freely, sales being for best grades. Clovers hardly as firm.

BUSINESS NOTES.

Mrs. H. McKenzie, grocer, Owen Sound, Ont., has been burnt out. Chauncy W. Cole, general merchant, Keswick, Ont., has sustained loss by fire. Geo. Vieth, of Vieth & Borland, general merchants, Keithley Creek, B.C., deceased. The Bank of Toronto has opened branches at Yorkton, Sask., and Cartwright, Man. The J. M. Lowes Co., of Toronto, manufacturers of spices, have sustained loss by fire and water; insured. E. C. Clark, Orangeville, Ont., successor to J. Lindsay, was a visitor at the Toronto Horse Show last week. B. B. Gunn, M.P., Seaforth, Ont., with his family spent the week end and

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 **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.

ALF. T. TANGUAY & CO.
Flour, Grain and Provisions
 Commission Quebec
 Open to accept ONE good agency in any line from a good wholesale or manufacturing firm.
 REFERENCE, HOHELAGA BANK.

A Sample Order
5 Bags Rolled Oats ; 1 Bag Pot Barley ; 1 Bag Split Peas
 QUALITY GUARANTEED.
Woodstock Cereal Co., Ltd.,
 WOODSTOCK, ONTARIO.

Sunday in Toronto and was a visitor on the street.

The Harry Webb Co. of Toronto, Limited, bakers, confectioners and restaurant, Toronto, have sustained loss by fire; insured.

Harold Hill, of Hill Co., Orangeville, made a purchasing trip to Toronto last week and added to the crowd at the Horse Show, and to its well-dressedness, all right, all right.

J. V. A. Coon, Havelock, Ont., general merchant, has so increased his trade that he has found it necessary to enlarge his store. He is making extensive improvements and when they are completed he will have one of the nicest stores on the C.P.R. east of Peterboro.

F. Coon, who opened a grocery in the south section of Peterboro, Ont., about a year ago, is building for himself a fine new place of business beside the present stand. The new store will be handsome and thoroughly up-to-date with a fine basement for storage purposes. Mr. Coon is getting on.

A. F. Choate, of Warsaw, Ont., general merchant, and one of the leading business men of that part of the province, has found that his trade has outgrown his store and is enlarging. He is putting on an addition that will serve as a storeroom and as well increase considerably the selling space of the store.

Jas. Maylor & Son, Forest, Ont., general merchants, are at present carrying out extensive improvements to their large store. It was two stores originally and the first object of the present reconstruction is to make them more completely one. When the work is finished the store will be one of the finest in Western Ontario.

F. A. Scott & Sons' Wellington street store, Ottawa, has a good window display of household brushes. This is a very attractive window and one of the best that has been seen in the locality this season. Messrs. Scott have three big stores—Bank street, Rideau street, and Wellington street.

Welland, Ont., merchants say business in that town has markedly increased in volume. They attribute it largely to the building of the Plymouth Cordage Co.'s plant, on which 400 men are engaged. When the works are in operation the population of the town will, it is said, be increased by 2,000. Another considerable industry is about to locate there.

MONTREAL GROCERS' PICNIC.

The Montreal Retail Grocers' Association held a meeting in their hall on Thursday evening, April 26. There were about seventy-five members present, and Mr. Chartrand, ex-president, occupied the chair in the absence of Mr. Daoust. The special committee appointed to look into the matter of selecting a suitable spot for the holding of the annual picnic reported and suggested Ile St. Amour as the most suitable place. It was decided that island should be the spot. The picnic will be held on July 11. Committees were named to arrange for the refreshments, games and other details.

The pure food show to be held this month came in for a good deal of discussion. The association is pleased at the progress being made towards making the affair a success. It was decided to bring to the fair for the purpose of supplying music, the Kilties Band of Toronto. The grocers of the province will hold a convention during the first week of the fair. Good work is being done towards the carrying out of the contract plan.

MONTREAL CHAMBRE DE COMMERCE MEETING.

In their new quarters, 76 St. Gabriel street, Montreal, the council of the Chambre de Commerce held its meeting on April 25. The meeting was more in the line of a house-warming than a business gathering, and the official opening of the new rooms will take place shortly. C. H. Catelli, the president, occupied the chair and gave a very interesting resume of the progress of the association since its organization in 1887.

The question was brought up of the suit taken against the Wholesale Grocers' Association for alleged conspiracy to restrict trade. It was explained by L. E. Geoffrion that the association had decided to increase the price of sugar that they might obtain a profit of 4 per cent. Mr. Geoffrion's suggestion that the matter should be taken up with the Government was referred to a special committee. After the meeting the members rode out to Bout de l'Isle, where a very enjoyable repast was served.

THE AMERICAN TEA DUTY.

American tea merchants have taken up the matter of the ten per cent. duty levied upon American teas coming into Canada. They have made representations to the State Department at Washington asking them to take up the matter with the British Foreign Office. It is probable that the matter will be held over and brought to the attention of the British authorities with several other matters demanding attention. It is not generally believed that anything will be done by the Canadian Government towards removing the duty. The local tea trade has not been affected in the least by the agitation.

WOLFVILLE BOARD OF TRADE.

The Wolfville Board of Trade, after discussion, have resolved to ask the several boards of trade in the three counties of Kings, Annapolis and Hants to send delegates to Wolfville to confer with each other on the subject of the decrease of the population in these counties, its causes and remedies. The census shows that in twenty years the decrease has been ten per cent.

Hamilton, Ont., April 24th, 1906.

Dear Sir:—

RE THE FOOD VALUE OF PEAS

It is estimated that food for the average man should contain 125 grams proteids, 500 grams carbohydrates and 50 grams of fat, representing over 3,000 calorics of heat energy.

It will be seen that the carbohydrates are the largest in bodily demand.

Peas are especially rich in carbohydrates. In fact, so much so is this the case that Peas have been called the poor man's beef. It is claimed that 1½ lbs. of dried Peas would supply the daily requirements of proteid for the average man, and the energy liberated, weight for weight, is greater than in beef, eggs or milk.

Canned Peas are without doubt the cheapest and the best food on the market at the present time. Taking the standard amount of energy liberated the cost of Peas is less than half the cost of Meats, etc., and many of your customers are spending too much money on Meats, Eggs, etc.

By calling your customers' attention to the facts as stated above, you will largely increase your sales, and especially so if you only sell Peas packed by the Canadian Cannery, Limited, under any of the following brands, viz.—“Canada First,” “Little Chief,” “Log Cabin,” “Horseshoe,” “Auto,” “Lynnvalley,” “Maple Leaf,” “Kent,” “Lion,” “Thistle,” “Globe,” “Grand River,” “Jubilee,” “White Rose,” “Deer,” etc.

The Peas of these brands are packed the same day as picked, and when best suited for table use. The process of packing them is such that the Peas travel from the field to the can without coming in contact with the human hand, and thus these brands of Peas are more wholesome and cleanly than if cooked in a private kitchen.

You may assure your customers that every tin of goods under our label is guaranteed as to quality.

Yours truly,

“CANADIAN CANNERS, Limited”

NORTH CAROLINA STRAWBERRIES

are now in full swing. Our prices will be right.

1 car Fancy Carolina
CABBAGE

1 car Fancy Florida
TOMATOES
HARD RIPE

McWILLIAM

Mc. AND E.
EVERIST

1 car Fancy Florida
CELERY

This will be the last car of Celery for this season. Place your orders early. **REMEMBER, we are Headquarters** for Fancy, well ripened

PINEAPPLES

25-27 Church St., TORONTO

DRIED APPLES

BRIGHT, DRY STOCK
WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1888

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

The reports which are arriving from all points are most encouraging. Trade has been good for some time, and advices still denote advancing demand. The run has been steadily on Californian fruits, and the great calamity at that place appears to have made little or no difference in either demand or supply.

Pineapples, which have been in small supply, are now fairly upon the market and are of excellent quality. Reports from all primal points speak of the crop as promising to be excellent this season. The plants appear to be healthy and have advanced bloom. The fruit promises to be exceptionally fine as to the run of sizes, and a larger increase in the number of crates can be accounted for by the prospects for a larger-sized fruit. Indications are that the sizes will run heavy in 24s, 30s and 18s.

One fruit company is perfecting arrangements with several large growers of pines, for exporting 10,000 crates to the European markets, and detailed plans are now being worked out with every assurance of success.

Grape fruit has also held a prominent place on some markets, and has been coming forward in splendid condition. A New York account referring to the present season's fruit says: "No handsomer, silkier or heavier grape fruit, more perfect in conformation and color, has been seen here this season than some lines offered by the Orange Growers' Cash Association on the California dock last Monday."

The apple season is now slowing down and all concerned are feeling pretty good at the result of the season's trade. It seems hardly credible, yet it is nevertheless true, that apples have maintained such splendid prices throughout the season. From present indications there is no reason to believe that there will be any material change, as holdings are light, and barely enough fruit can be offered to meet requirements. A sudden rise in temperature might affect market conditions in a small way, but there is every reason to believe that the balance of Winter fruit will go out at prevailing prices. We have had good, bad and indifferent years in the apple business, but in no one year have prices ruled so high, both here and across the water, and markets continued so active and steady as during the season that is now nearing the close. Generally there is a break in the apple market at some period during the Fall or Winter months, and while the trade looked for it on several occasions there was no break of any consequence.

CALIFORNIA CROP CONDITIONS.

To the Editor Canadian Grocer.

Dear Sir,—As we are having many letters of inquiry in regard to the recent earthquake, which was particularly heavy in San Francisco, thought best to send a few lines giving you conditions as they

exist here, and at the same time answer many letters of general inquiry as to whether there was any damage to crops, etc.

The earthquake occurred on the morning of Wednesday, April 18, at 5.15 a.m. It was particularly heavy in San Francisco. Oakland just across the bay suffered but little, while San Jose, 50 miles to the south; and some of the towns between that place and San Francisco, were badly shaken. Santa Rosa, fifty miles to the north, was badly shaken also, while some of the towns between that place and San Francisco were uninjured. Although the earthquake was felt in Sacramento, not one chimney or piece of plaster was disturbed.

The property loss in San Francisco, and some of the nearby towns as above indicated, would have been heavy on account of damage by the earthquake to the older buildings built many years ago being shaken down, even if it had not been for the fire, but in San Francisco immediately after the shock, some two scores of fires broke out, and at the same time it was discovered that the water mains leading into the city were broken and that there was not a drop of water. Each fire spread rapidly and in a short time whole business blocks were a seething mass of flames. The fire continued until Thursday evening before it was even partially under control. In the meantime three-fourths of the city burned, including all the business section. As a consequence there are some two hundred thousand people there homeless and destitute. The transportation companies are taking them from the city without cost and distributing them around and thus greatly relieving the congestion there.

The immediate response of food, clothing and supplies from the nearby cities that were uninjured and of provisions and money from other places in the United States made it possible almost immediately to commence rendering succor and aid, and no one thus far has suffered or lacked for anything more than a few hours. The generous contributions still pouring in makes it positive that there will be no keen suffering in the future, particularly in view of the fact that Summer is just coming on and that all can be housed and cared for before Fall.

I am pleased to say that the modern constructed buildings in San Francisco were practically uninjured by the earthquake.

The crops of all kinds have been uninjured in any respect. This is true of everything else as well as of fruits. Rebuilding will be commenced at once

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GREEN I all lines ch market these comes milde at present b points, as Pineapples h strawberries a basket.

Measina blood ora Oranges, Florida, Tangerines Navels Dates, per lb. Bananas Cocoanuts, per bag Pineapples Jamaica grape fru Apples Lemons, per box Jamaica oranges, Grapes, Almeria, e " Fancy " Choice Spanish onions, ca Grape fruit, Florid New strawberries,

VEGETAE

rather good from now on The new ve greater quan arrivals incr er, with co As yet new average groc will be a lines. Florid a crate and figure.

Potatoes, per bag Parsley, per doz. b Sage, per doz. Savory, per doz. Green peppers, per Home-grown cabb Cabbage, Florida Tomatoes, Florida Egg plant, per doz Red onions, bri. . . . Turnips, bag. New turnips, per Water cress, per Grand Rapids lett

Boston lettuce, pe New Bermuda pot Florida celery, per Spinach, per bbl. Cucumbers, per d

per b New potatoes, per Mushrooms, per lb Carrots, per bag. . New carrots, per d Horse radish, per l Radishes, per doz. New beets, per doz

and for skilled labor there will be a great demand, while for the unskilled there will be plenty of opportunities in caring for the crops and in the building of new railroads now in the course of construction in California.

Everyone here has been staggered by the blow, and to the writer hereof, who happened to be in San Francisco at the time of the earthquake, it almost seems like a horrible nightmare, but, with the helping hand, broad sympathy and generous assistance tendered to the people of the state from all over the Union, order will soon come out of chaos and with the exception of San Francisco, our great clearing house, business will go ahead in all lines as usual.

Legal holidays still continue to give San Francisco a chance to find out where they are at and to permit the courts there to again get in working order. We expect soon to adjust ourselves to the new conditions and by the time the crops begin to move it is expected that everything will be running along normal lines.

California Fruit Distributors.

MONTREAL MARKETS.

GREEN FRUITS—Good business in all lines characterizes the green fruit market these days. As the weather becomes milder sales increase. There is at present better buying from country points, as well as larger city orders. Pineapples have declined somewhat, and strawberries are now obtainable for 25c. a basket.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case	5 01	5 50
Tangerines	3 25	3 75
Navels	3 75	4 00
Dates, per lb.	0 04	
Bananas	1 85	2 25
Cocoanuts, per bag of 100	3 75	3 75
Pineapples	3 75	4 25
Jamaica grape fruit, per box.....		6 00
Apples	4 75	5 75
Lemons, per box		2 50
Jamaica oranges, per bbl.....		5 25
Grapes, Almeria, extra fancy Longkeepers	6 00	7 00
" Fancy		6 50
" Choice		6 00
Spanish onions, cases		2 75
Grape fruit, Florida.....		6 00
New strawberries, per small basket.....		0 25

VEGETABLES—Business has been rather good throughout the week, and from now on better sales are expected. The new vegetables are coming in in greater quantities every day and as the arrivals increase the prices become lower, with consequent increased business. As yet new stock is rather high for the average grocer, but in a few weeks there will be a perceptible change in most lines. Florida celery is quoted at \$4.50 a crate and is selling fairly well at this figure.

Potatoes, per bag	0 70	0 80
Parsley, per doz. bunches.....		0 40
Sage, per doz.....		1 00
Savory, per doz		1 00
Green peppers, per basket.....		1 00
Home-grown cabbage, per bbl.....	0 75	1 25
Cabbage, Florida, bbl. crates.....	3 25	3 50
Tomatoes, Florida	4 50	5 00
Egg plant, per doz.....	2 00	3 50
Red onions, bbl.....	2 75	3 00
Turnips, bag.....	0 50	0 60
New turnips, per doz		1 50
Water cress, per doz.....		0 75
Grand Rapids lettuce, per box.....	2 00	2 50
" per doz		0 60
Boston lettuce, per doz	1 40	1 60
New Bermuda potatoes, per bbl.....	7 00	8 00
Florida celery, per crate		4 50
Spinach, per bbl.....	2 50	2 75
Cucumbers, per doz.....		1 35
" per basket.....	4 50	5 00
New potatoes, per bbl.....	7 00	7 50
Mushrooms, per lb.....		0 80
Carrots, per bag.....		0 50
New carrots, per doz		0 75
Horse radish, per lb.....		0 15
Radishes, per doz		0 50
New beets, per doz.....		1 50

Texas Bermuda Onions

For the first time we have received a car of these delicious **Crystal Wax** Bermuda Onions, grown in Texas from Bermuda seed.

This is the first car of these onions ever imported into Canada. The price is moderate for the kind, packed in patent crates, 50 lbs net. Place a trial order.

EGYPTIAN ONIONS

Hard bright stock in 112 lb. sacks—the best of their kind. Our prices are considerably lower this week.

WHITE & CO., LIMITED
TORONTO and HAMILTON

LOOK—AHEAD

ST. NICHOLAS NOVEMBER OUTS

are the lemons for summer use. The boat has arrived at Montreal—they'll be on the market in a few days—so look ahead. Buy liberally. Lemon market's advancing.

W. B. STRINGER & CO., Sole Agents, Toronto and Montreal

PINEAPPLES CHEAP

CARLOTS TWICE EACH WEEK. Probable price for next week \$3.25 to \$3.75.

Full lines of Navels, Lemons, Bananas, Maple Sugar and Syrup, Cabbage, Tomatoes, Nuts, etc.

THE F. T. JAMES COMPANY, Limited

76 Colborne St.
33 Church St.

TORONTO

Wire, Phone,
or Mail your Orders

EGYPTIAN ONIONS—Two carloads due.

STRAWBERRIES—Carloads every few days.

PINEAPPLES—Carloads weekly.

Quality the best. Prices right.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

EX. FANCY MEXICAN ORANGES, all sizes, at \$3.00.

PINEAPPLES—18s, 24s, 30s, \$4.00; 36s, \$3.50.

CABBAGE, LETTUCE, RHUBARB, Etc.

Concerning Your Jams and Jellies



The E. D. S. Brand of Jams, Jellies and Sealed Fruits in glass are reliable (with a good solid emphasis on the word), and that is the only brand of Jams, Jellies, etc., you Grocers can afford to sell.

It is not "cheap" to get a few orders on inferior stuff and then to pay a \$25.00 fine.

Your trade must be secure and the only way you can be sure it is such is by selling guaranteed Jams, Jellies, and Sealed Fruits in Glass — E. D. S. Brand.

W. G. Patrick & Co., 29 Melinda St., 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; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.

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

BANANAS

Extra Fancy Bananas, Extra large bunches, Cheap this week
Also

Fresh Strawberries, Celery, Lettuce, Radishes,
Rhubarb and Onions, arriving daily.

Send along your orders

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

Manufacturers' Agents—Continued

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

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WINNIPEG CALGARY EDMONTON

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BROKER and WAREHOUSEMAN
243 Main Street
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HIGHEST REFERENCES

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J. K. McLAUCHLAN

Commission Merchant.

Warehouseman, Shipper and Steamship Agent.

Owen Sound, - Canada



An Auto? No!

Peanut and Popcorn Seller.
Catalog show'em \$8.50 to
\$850.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati!

Green spring beans, per basket.....	5 00
Wax beans.....	5 00
Asparagus, per doz.....	7 00 7 50

ONTARIO MARKETS.

GREEN FRUITS—While the fruit trade has been good for months, it opened out this week and took on a Summer air. Pines are the feature with a considerable lowering of the price, but one firm heads its bill, "Strawberry season is in full swing." So it is in Carolina and Alabama, and the fruit is now arriving here in car lots. Consequently the price is easier. Grape fruit is approaching the close of the Florida season and the Jamaica is now coming in. The price is somewhat higher.

Oranges, California, 96's to 216's, per box.....	4 00
" " 250's to 324's, per box.....	3 50
" " Mexican, 126's to 250's, per box.....	2 75
" " Valencia, ordinary 420's.....	4 75 5 00
" " large, 420's and 714's.....	5 75 6 00
" " Blood, 200's, 324's.....	3 50 4 00
Lemons, Messina, 300's 360's, per box.....	2 75 3 25
Apples, Spies XXX, per bbl.....	5 00 5 50
" " XX, per bbl.....	4 00
" " Baldwins XXX, p-r bbl.....	4 50
" " XX, per bbl.....	3 75
" " other Winter varieties, XXX, per bbl.....	4 00
" " farmers', p-r bbl.....	3 00 3 50
Bananas, per bunch.....	1 75 2 25
Red bananas per bunch.....	2 20 2 25
Strawberries per quart box.....	0 18 0 25
Strawberries, pints, Louisiana.....	0 13
Pineapples, Cubans 18's, 24's, 30's per case.....	3 75 4 50
" " 36's, 42's, per case.....	3 50 4 00
Grape fruit, Florida, 28's to 64's, per box.....	5 50 6 50

VEGETABLES—Southern stuff continues to increase in quantity, but not faster than consumption. Tomatoes, cabbages and celery are arriving by carloads and "step lively" is the order all through the fruit and vegetable trade. Local products, on the other hand, are not keeping up their end. It is, of course, the hardest season of the year for the vegetable jobber to obtain supplies and keep his trade in hand. The supply of rhubarb has about run out locally but the garden-grown is arriving and next week it will be coming in quantity. For most of the imported vegetables prices have reached a lower level during the week. Florida celery is about over. The last car is expected to arrive this week.

Potatoes are advancing. American buyers have practically cleaned up the New Brunswick market. Quebec "silver dollars" are coming in pretty freely, and being a white variety, though with very deep eyes and therefore very wasty, command 90c.

Potatoes, kiln dried sweet, bushel hamper.....	2 00
" " Delaware, per bag.....	1 00 1 10
" " silver Dollar, per bag.....	0 90
" " Ontario, per bag.....	0 75 0 80
New potatoes, Bermuda, per bush.....	3 01 3 25
Onions, per bag.....	1 00 1 15
" " Egyptian, per sack 100-115 lbs.....	2 75
" " Bermuda, 50-lb. crates.....	3 75
" " green, per doz. bunches.....	0 124
Cabbage, per bbl.....	1 50 2 50
" " new South Carolina, per crate.....	2 25 2 50
" " Florida.....	2 75
Wax and green beans, per bush hamper.....	3 00 3 50
Beets, per bushel.....	0 50
" " new, per doz. bunches.....	1 00 1 25
Carrots, per bag.....	0 40 0 50
" " new, per doz. bunches.....	0 75 1 00
Lettuce, per doz. bunches.....	0 35
" " Boston head, per doz.....	1 00 1 25
Radish, per doz.....	0 50
Cucumbers, hothouse, per doz.....	1 75 2 00
Mushrooms, 1 lb. boxes, per lb.....	0 80
Celery, Florida, per case.....	4 00 4 25
Asparagus, per bunch.....	0 70 0 75
" " per doz. bunches.....	2 00
Beans, white, prime, bush.....	1 75
" " hand-picked, bush.....	1 90
" " Lima, per lb.....	0 07
Tomatoes, Floridas, 6 basket crates.....	4 00 4 75
Rhubarb, 1 doz. bnds.....	0 90 1 20
Spinach, bush.....	0 85 1 00
Leeks, per doz.....	0 25
Artichokes, per bag.....	0 60 0 90
Parasnips, per bag.....	0 50 0 75
Watercress, per doz. bunches.....	0 20
Egg plant, per doz.....	1 55
P-pers, green, per small basket.....	0 75 0 85
Parsley, per doz.....	0 20
Turnips, per bag.....	0 35
Mint, per doz.....	0 25

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MARKETS.

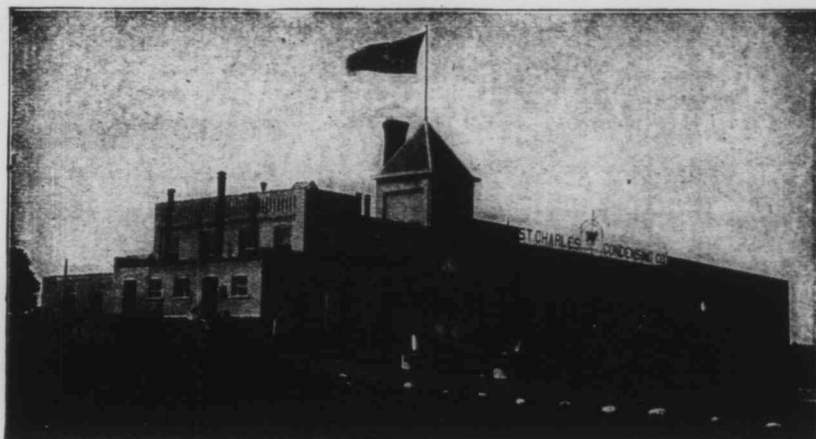
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INGERSOLL, CANADA-FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
 EVAPORATED CREAM**

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

St. Charles Condensing Co.

NEW PACK NEW PACK NEW PACK

OF THE FAMOUS

**Brunswick Brand
 SARDINES**

Now is the time to send your order for—

- ¼ Oils, Sanitary Can, 100 tins to case
- ¼ Oils, Handmade Can, 100 “
- ¼ Mustard, 100 tins to case
- ¼ Tomato, 100 “
- ¾ Mustard, 50 “

TO

Connors Bros., Limited
 Black's Harbour, N. B.

Season 1906

HORSE SHOE SALMON

Now in Store



ALSO

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

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 Victoria, B.C.

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

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We make it easy for you to sell "MONTSERRAT" because we make
 "MONTSERRAT" the best Lime Juice in Canada.

All the natural, piquant flavor—the very soul of the lime—is retained
 in this perfect juice.

We keep up the quality—and that keeps up the sales.

Insist on your wholesaler sending you

MONTSERRAT LIME JUICE

Tobler's is At The Top

To make good chocolate and make it continuously is an art. The maker must have the material and the methods and the men. Some makers have one of the requisites, some two, but

Tobler's

have "all three." Tobler & Co. have a process **their own**. Tobler & Co. use a nickel-plated machinery of **their own**. Tobler & Co. get the Swiss Milk from **their own** cows.

Tobler & Co. make their chocolate from Swiss Milk, Chocolate and Sugar—nothing else.

ORDER NOW

Maclure & Langley

AGENTS Limited

152-154 Pearl St., - TORONTO
30 Hospital St., - MONTREAL

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**QUALITY,
TASTE,
FINISH AND STYLE**

STEWART'S Chocolates and Bon-Bons

Are Positively Unequaled.

THEY ARE IN A CLASS BY THEMSELVES.

MADE ESPECIALLY

for you and your trade.

Send us your requirements. Return Mail
will bring you Samples and Prices.

THE
STEWART COMPANY
TORONTO LIMITED

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Your friends
for
profit

MOTT'S

"Diamond"
and
"Elite"
brands of

Chocolate

best known, most reliable,
most satisfactory—

ALL JOBBERS, OR

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

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

MILK CHOCOLATE

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

COWAN'S COCOA

(Maple Leaf Label)

Absolutely Pure.

THE COWAN CO., LIMITED

TORONTO

SEASONABLE

Now that S
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BISCUITS AND CONFECTIONERY

SEASONABLE CONFECTIONERY.

Now that Spring is here, and the warm weather, it would be well to look to the confectionery department, for it, too, in a small measure is affected by seasons. In a very short time picnics will be the go, and with them the attendant evil of preparing lunches. Often when one has in view the preparation of a picnic lunch, the pleasure is largely lost on account of the amount of work entailed. For this reason, if picnickers could supplement their lunch with some of the lighter edibles that are convenient and inexpensive, there is no doubt but that it would appeal to them.

Of course every day is not a picnic day, but there are many other reasons why the stock of confections should be brightened up and gone over, so to speak. The days are about here when household cooking becomes a hot and laborious task, and the good wife who has made it her wont to prepare tasty cakes and dishes during the Winter months will look to the grocer to see what can be had for the evening tea.

There are many things that would answer for this purpose if they were only suggested by a nice arrangement in the grocer's showcase. It is unnecessary to enumerate them here. We all know how, when the warm weather comes, our appetite for what was pleasing during the Winter months seems to turn away from the heavier food and turn to fruits and the lighter forms of breadstuffs and biscuits.

But while it is early for native fruits, it would be a most opportune time to bring to the front those nice, small mats of table figs, raisins, and grapes which are so enticing when nicely displayed in the window.

There are many other things that are quite as seasonable, and one has but to ask what are the things that most appeal to his taste at this time of year, to find enough and to spare that will keep this part of the stock fresh and seasonable.

MAPLE SUGAR.

The large amount of maple sugar that is sold at this time of year would seem to show that this distinctly Canadian production is becoming more popular as the years go by, and the flow of sap, from reason of the depletion of our maple forests, becomes smaller.

So much has been said, however, on the adulteration of maple sugar, that people are rather suspicious of what is shown, as to its being the genuine article. It has not been an infrequent thing for what was represented to be maple sugar, to be made wholly of cheap brown sugar, without even a particle of sap from the tree that we as Canadians love to refer to in our national anthem.

There is a satisfaction in knowing that when we pay for maple sugar, and want it, we are getting it, and unless a dealer is assured that it is the genuine article he should not recommend it as such. On the other hand, the real maple sugar is

a temptation to us all and if the purity is made known to the public by a neat display card, the truth of which the grocer can vouch for, people will more readily buy it.

At the Pure Food Show in Toronto a few weeks ago, maple sugar done up in 10-cent packages sold more readily than the more expensive and richer confections, simply because the public was assured that it was pure.

The purity of all confections is, however, a thing that should be impressed upon the customer always. Few other lines have been so adulterated and so tabooed by physicians and health reformers as have bon-bons and other sweetmeats. This has been largely the fault of manufacturers in trying to cheapen their output by the introduction of injurious ingredients. But the day of adulteration now happily seems to be passing away, and in buying only from reputable houses a person may be assured that only the purest sugars and syrups are used.

A few display cards kept in the confection department with short sentences impressing the purity upon the purchaser will soon give a store an enviable reputation, if, also, the stock is kept up to the claims put forth.

There is always a distinction about a store that keeps up the confectionery display. It has a tone and style that is lacking in the store that lets this part of the stock go back. It is better not to carry confections at all than to have the mixture of inferior, faded stuff that is sometimes seen in what is otherwise an up-to-date grocery. A few dollars expended in keeping the stock fresh and good, and a little judgment given to proper arrangement, is well expended and will not be by any means lost.

SAGER & CAMPBELL DISSOLVE

Sager & Campbell, Brantford, Ont., who have been in the confectionery business for some years, have dissolved partnership and the business in future will be conducted by Mr. Campbell alone. The retirement of Mr. Sager is due to ill health. He intends to remain in Brantford for some time, but has not fixed any definite plans for the future. The change will come into effect at once.

LARGEST LOAVES IN THE WORLD.

The largest loaves of bread baked in the world are those of France and Italy. The "pipe" bread of Italy is baked in loaves 2 feet or 3 feet long, while in France the loaves are made in the shape of very long rolls 4 feet or 5 feet in length, and in many cases even 6 feet. The bread of Paris is distributed almost exclusively by women, who go to the various bake-houses at 5.30 a.m., and spend about an hour polishing up the loaves. After the loaves are thoroughly cleaned of dust and grit, the "bread porter" proceeds on the round of her customers. Those who live in apartments or flats find their loaves leaning against the door.

**WE
STAND
BEHIND
THEM**

No matter how you look at it you cannot get away from the fact that we stand behind

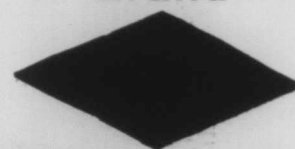


This is proof of Quality Permanency
Doubt
Not
But
Sell and Succeed
That you will do if
PERFECTION CREAM SODAS
adorn your shelves.

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**



Lowney's Cocoa is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **nothing else.**

THE WALTER M. LOWNEY CO. of Canada, Limited

165 William St., - - - MONTREAL, CAN.

YOU ARE SELLING

Chocolates and Cocoa

every day more and more. Have you sold the VERY BEST and finest of all

Swiss Chocolates and Cocoa?

That is

SUCHARD'S

These are the premier brands the world over :

- Suchard's Soluble Cocoa
- " Milk Chocolate (full cream)
- " Velma " (the velvet chocolate)
- " Premium " (unsweetened)
- " Economique " (sweet)

Canadian Agents:

Write for particulars

Frank L. Benedict & Co.
MONTREAL

Besides being "best," they're different

In addition to quality, our biscuits have the added charm of novelty. They've a freshness in this respect that puts them on a higher level than the ordinary and by adding them to your stock you raise the standard at once. Your **good** customers will certainly appreciate your action.

Pamphlet (illustrated in color) from our agents.

W. & R. JACOB & CO., Limited = **Dublin, Ireland**

Kenneth H. Munro
324 Coristine Bld. Montreal

Canadian Agents:
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg

Wilson Bros.
Wharf St. Victoria, B. C.

**ERIN'S
BEST**

**JACOB'S
BISCUITS**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers
27 COMMON ST., MONTREAL

HOW LONG

Will you continue to sell cheap essences?
To get the best business you must sell

Shirriff's Flavoring Essences

because the best buyers ask for them.
What quantity do you want?

MANUFACTURED BY
IMPERIAL EXTRACT CO.,
Toronto



MAPLE

JUST
MAPLE
SYRUP

THAT'S ALL

Pure Tested M
under Small's b
asks fort in of M
be able to prod
larly a world-ren
Small's Brand
maple leaf, was
oldest registered
syrup in the B
Small's Brand h
but one exceptio
Medals ever offe
many from abroa

You certain
line.—WOOD &
Is superior
seen on the
FORD. Lond

All
Product of THE CANA
MON

SPR

CANNING M
CHICAGO

EP

Speci
in Nova Scotia, E.

THE M
NUTRIT

Cultiv

Crea

McLAUGHLAN &

BF

Capital and Surplus,
Executi

THE BRADST
the controlling circum
merchants, by the merc
effort is spared, and no r
authority on all matters
been steadily extended
civilized world.

Subscriptions are bas
and manufacturing conc
Specific terms may be ob

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

MAPLE SYRUP

JUST MAPLE SYRUP THAT'S ALL



Pure Tested Maple Syrup only is sold under Small's brand. When customer asks for it in of Maple Syrup it's nice to be able to produce same, and particularly a world-renowned brand.

Small's Brand monogram mounted on maple leaf, was registered in 1881, the oldest registered maple syrup trade mark syrup in the British Empire. 2nd—Small's Brand has been awarded with but one exception all Gold and Silver Medals ever offered in Canada, and many from abroad.

You certainly have a first-class line.—WOOD & STEVENS, New York. Is superior to anything I have seen on the market.—H. MOCKFORD, London, Eng.

All Jobbers.

Product of THE CANADA MAPLE EXCHANGE MONTREAL



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

TRADE WITH ENGLAND

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

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(The address is 168 Fleet St., London, England.)

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SPRAGUE

CANNING MACHINERY CO. CHICAGO, ILL., U.S.A.

EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES.

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

THE MOST NUTRITIOUS COCOA

Cultivate your Biscuit trade by ordering

McLAUGHLAN'S

Cream Soda Biscuits

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

...ESTABLISHED 1849...

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

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

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

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

WHEN ASKED FOR



"some gelatine," your safest course is to supply

COX'S

It is so uniform in quality, so clear, so pure, strong and nourishing that it will be sure to give satisfaction in the kitchen, and on the table. Over 60 years since Cox's came on the market. Been the standard all the time, too.

Canadian Agents:

J. & G. COX, Ltd.

C. E. Colson & Son, Montreal

D. Masson & Co., "

A. P. Tippet & Co., "

Gorgie Mills, EDINBURGH




UPTON'S Jams, Jellies and Orange Marmalade

are standard goods. They are properly made and correctly labeled and have the confidence of the grocer and consumer.



Have
You
Written
Yet?

RETURN TO J. R. SMART Family Grocer CORNWALL	
<p><i>J. Bruce Payne, Limited</i></p> <p><i>Granby, Que.</i></p>	

The
Cost
is
2 cents

If you could see all the letters addressed to "J.B.P.," and read what the letters proper said about sending a supply of

Pebble and Pharaoh Cigars

you would be convinced that it pays to make a cigar test.

There is no need for any grocer passing by an opportunity that secures for him 1000 of the **Pebble** and **Pharaoh** cigars at a fair price, with the understanding that, at the end of three months, all the unsold stock can be shipped back to Granby at **invoice price**.

That is what the average man calls "easy."

Try Payne and see if his word is as good as his cigars

J. BRUCE PAYNE, Limited, Mnfrs., Granby, Que.

Ten Reasons ————— Ten Reasons

1	2	3	4	5
Purest	Sweetest	Cleanest	Cheapest	Surest

T & B

6	7	8	9	10
Sells	Pleases	Pays	Satisfies	Leads

THE GEO. E. TUCKETT & SON CO., Limited, Hamilton, Ont.



HISTORY

Tobacco has history as far as Europe is concerned use is lost in smoking dried tobacco as being in plans of Hispaniol found its way in 1559; was introduced the year 1565 by in 1573 it seems generally known 1586 it was made Raleigh and Sir this time its use the popular wit ously denounced King James I. against its use.

Kings, popes found arrayed as of the soothing to cruel punishment Berne the prohibition bacco was put an ements.

In Turkey smoking was a capital offence. In Spain denunciation and smoking has been luxuriously used by the peasant to king.

MONTREAL

Plans for one of factories in Canada prepared for the Army company, Montreal, and tenders will be called buildings occupying 600 square feet of

This move was a factory on Beaver out a few weeks ago expects to spend on new premises.

The new property fire block facing between Bourget Montreal, some 1800 feet back between the

The main building a 60-foot wing, will be on the ground floor. The upper floors of the building are for the general storeys will be devoted to other purposes.

The shipping department is a two-storey building high. In the rear is a power house, a one

A leaf storage warehouse stock continually increasing. The one storey brick group will be capped with a date stable and wa

TOBACCOS, CIGARS AND ACCESSORIES

HISTORY OF TOBACCO.

Tobacco has had a very chequered history as far as its introduction into Europe is concerned. In America its use is lost in antiquity, although smoking dried tobacco leaves is spoken of as being in practice among the Indians of Hispaniola as early as 1526. It found its way into Europe in the year 1559; was introduced into England in the year 1565 by Sir J. Hawkins, and in 1573 it seems to have been pretty generally known there. During the year 1586 it was made famous by Sir Walter Raleigh and Sir James Drake. About this time its use was made the butt of the popular wits. The clergy strenuously denounced its popularity, and King James I. issued a pamphlet against its use.

Kings, popes and sultans are all found arrayed against it, and smokers of the soothing weed were condemned to cruel punishments. In the canton of Berne the prohibition of the use of tobacco was put among the ten commandments.

In Turkey smoking was made a capital offence. In spite of this category of denunciation and prohibition tobacco smoking has become the most extensively used luxury in the world, from peasant to king.

MONTREAL'S NEW FACTORY.

Plans for one of the largest tobacco factories in Canada are now being prepared for the American Tobacco Company, Montreal, and within a few weeks tenders will be called for a group of buildings occupying a lot of nearly 70,000 square feet of land.

This move was decided upon when the factory on Beaver Hall Hill was burned out a few weeks ago, and the company expects to spend nearly \$250,000 on its new premises.

The new property will occupy the entire block facing on St. Antoine street between Bourget and Annie streets, Montreal, some 181 feet front, running back between the two streets about 370 feet.

The main building, 180x124 feet, with a 60-foot wing, will be five storeys high. On the ground floor will be the head-offices of the company, with all accommodation for the general staff. The upper storeys will be devoted to the factory purposes.

The shipping department will occupy a two-storey building 106x60, and 25 feet high. In the rear of this will be the power house, a one-storey brick building.

A leaf storage warehouse for the heavy stock continually ripening will be built, one storey brick, 85x50 feet, and the group will be capped off with an up-to-date stable and wagon house.

THE WISE WOMAN.

Once there was a wise woman who permitted her husband to smoke wherever he chose in the house, and who did not object if he struck matches on the woodwork or dropped ashes on the floor. Eventually the man began going down town nights and otherwise absenting himself from home. Did the woman weep? Did she repine? Not any. She did not even go and tell her mother about it. She sat down and thought for a moment and decided upon a course of action.

Next time her husband struck a match on the woodwork she told him he mustn't do that any more—that she wasn't going to have her house looking like a barn, and when he dropped ashes on the floor she advised him not to do that as it was too much bother cleaning up after him, and she intended that her house should be neat and well kept. Then finally, she said he musn't smoke in the house, as it scented the curtains and vitiated the atmosphere, and she didn't want her house to smell like a tobacco shop.

So ever since then the man has staid at home continuously, except while at work, just to show her that he has as much to say about what shall be done in that house as she has.

TOBACCO NOTES.

The tobacco crop takes from the soil about 103 pounds of actual potash per acre, which must be replaced or else the

yield will fall off in quantity and quality.

A good tobacco fertilizer should contain at least ten per cent. of pure potash, and the potash should be in the form of sulphate.

**SWEET
CAPORAL**



CIGARETTES

**STANDARD
OF THE
WORLD**

Sold by all leading Wholesale Houses.

CLAY PIPES

THE BEST MADE ARE

McDOUGALL'S

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

IDEAS FOR THE INDUSTRIOUS

SYSTEM GONE TO SEED.

"The old man" has just seized the telephone transmitter and called up his manager, this being the final step in a long "thinking spell" about the overloaded system in his business. He has come to the conclusion that he has no further use for a so-called "system" that so envelops employes in red tape that it ties up all energy and initiation and turns men into machines. These are the "sparks from the old man's wire" as caught on the fly and recorded by Frank B. Rae, Jr.:

Hello! That you, Lane? I want you to drop everything, take a good, sharp ax and go over this office cutting out superfluous system right away, now! We're getting all snarled up in a lot of pesky red tape. I want it thrown out.

System essential? I know that. I didn't build up this business by guess-work. But we've just got a thin core of real system running through our business—and around that a lot of deadwood has gathered that you think is system. But it isn't. It's red tape—system gone to seed. Fact is, Lane, the business has been growing so rapidly for the past three years that we've sort of lost track of first principles. We've been adding amendments and provisos to the old methods; we've adopted a lot of fads and temporary schemes and then made them permanent, until now our routine is half red tape. And red tape is just a bad habit—you don't know that you've got it till it's got you.

Can't handle your people without it? There's just the greatest danger of red tape—it over-regulates employes; too much machinery in the office makes them machines. And—

Men have no initiative? Not after you've got through with them—carding and numbering them like so much merchandise. Take my word for it, Lane, the force here is made up of human beings, not "help." I believe we can trace half our office troubles to the fact that red tape has almost wiped out individuality among the clerks. I don't believe we get the best there is in the boys when they're handled like so many adding machines or billing machines or phonographs. I've noticed this especially since I'm away a good deal. Everybody is at a standstill; nobody's getting promoted; and nobody's doing anything to make himself get promoted.

No—no—you're not right there, Lane. We need men in the business. You and I and one or two more can't provide all the brains and ideas and energy—and we won't always be here. The more grav matter that is convoluting for our interests, the bigger those interests will become. We want a system that will make men think—not one that takes all need or desire to think away from them; and—

Exactly. Now change things around

so as to infuse a little cayenne and self-confidence into the boys. The automatic, double-checking, self-acting mistake-preventing system may look very sweet and tempting on paper, but if it gets a strangle-hold on personal ambition and kills initiative, it's a mighty expensive economy.

Take the case of Egan. He's a branch manager now, but he'd have been a clerk all his life if the tape hadn't broken down and given him a chance. He marked time for three years, going through routine. Then the chief clerk got sick and Egan had to take his desk. Had a few letters to write and a few orders to give. That touch of responsibility made Egan. In a week he was hustling around on his own hook, helping to run the business—and he's been helping ever since.

Exception? Not a bit of it. Anyway, if it was, I want you to find whether there are any more of those exceptions floating around in this office undiscovered. That's the sort of opportunity we ought to chuck under the nose of every clerk every day. I don't want a system that develops plodders—I want one that develops men.

Sure. You know these things as well as I do. The trouble is, the telegraph poles of routine are passing by you so fast that you can't see the significance of an isolated pole. You're looking at the force as so much "help" as it appears on paper in the auditor's report, instead of taking a good square look around the office and observing that each individual is a sovereign Canadian citizen with ambition and brains, as well as hands.

Will have to revise your system? You bet—revise it so that we get the use of those brains. Loosen up the red tape and give that ambition elbow room. Make your regulations positive instead of negative. For I tell you, Lane, we can make more money by utilizing brains and ambition than we can possibly save by restricting our clerks to an error-proof system. That's the idea. Good-by.

WHY MEN FAIL.

Everyone knows men whose failure to rise in the world is plainly due to their inability to take the other man's point of view. I have in mind a salesman in a great mercantile establishment who is a genuine hustler, a persistent worker. He has a high forehead, a strong nose and chin; his general appearance is agreeable. What is the matter with him? Why can one so surely predict that he will never rise to the lucrative positions in his business he might legitimately aim at? Because he is always complaining of the exactions of his superiors, the long hours, insufficient pay, the use of the time clock, the ne-

cessity of caring for his stock, and a hundred other things that prove how far he is from comprehending or trying to comprehend his employer's point of view. He never in all his 30 years has caught even a glimpse of himself from anybody's point of view but his own.

How can you gain another man's point of view? First, by posting yourself on his business; then by the use of whatever reason and imagination you possess trying to think his thoughts after him. Every ambitious worker, then, should post himself on his employer's business. Let your curiosity and your observation eat it up bit by bit. Ask questions of everyone whenever you can do so without becoming offensive. Let no process that comes to our notice as a subordinate escape your complete understanding. Never be satisfied with simply obeying orders; obey certainly, but as quickly as possible learn the full significance of the order you have obeyed. If your employer insists on a certain routine that you as a subordinate find inconvenient, comply with it, not only because that is your simple duty, but because as an ambitious man you should put yourself in his place.

THE MAN WHO CHEATS HIS WORK

An employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," is the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almost' escape detection for months and often for years, and they make our losses as well as our fears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values. "The old man shan't get more than he's paying for" is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine and one-hundredths doing that bleeds business and saps character.

If you



PERM

Full val

TI

MR. GROCER,—

Adams Tutti Frutti Gum

SWELLS YOUR BANK ACCOUNT
BECAUSE YOU MAKE 80% PROFIT.

Adams Tutti Frutti Gum

PLEASES YOUR CUSTOMER
BECAUSE IT IS THE BEST.

GIVE IT A PROMINENT PLACE ON YOUR COUNTER.

AMERICAN CHICLE CO.,
Logan Ave., - Toronto.

If you buy Milk, buy Milk, not Skim Milk!



BORDEN'S BRANDS

"Eagle" Condensed Milk and "Peerless" Evaporated Cream



are prepared from the best milk procurable,
thoroughly sterilized, hygienically prepared and

Always Absolutely Pure

These facts guarantee your sales and profits.—All jobbers.

WILLIAM H. DUNN, - MONTREAL and TORONTO

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

PERMANENT SUCCESSFUL CIGAR SALES

depend largely on the class of goods sold.

Full value HOGEN-MOGEN (5c.) and ROYAL SPORT (10c.) Cigars mean much to you.

This is money-saving and money-making advice—

THE SHERBROOKE CIGAR CO.
SHERBROOKE, P.Q.



SURE TO PLEASE

If you want to please your customers and at the same time enjoy the feeling that comes from doing the right thing, just push

Quaker Rice

(Puffed)

The newest cereal and most unique food in the world. It caught the public fancy and has gained a larger sale in a shorter time than any other product in cereal history. Repeat orders testify to its goodness.

The American Cereal Company
Peterborough   Ontario

Qu
Quotation
The follo
responsible for
Grocer, at our

Baking
Cook's Friend—
Size 1, in 2 and 4 doz.
" 10, in 4 doz. boxes
" 2, in 6 " "
" 12, in 6 " "
" 3, in 4 " "
Pound tins, 2 doz. in
12-oz. tins, " "
5-lb. " " "

W. H. GILL
Diamond—
1-lb. tins, 2 doz. in case
1-lb. tins, 3 " "
1-lb. tins, 4 " "

IMPERIAL BA
Cases. Six
4-doz. 10
3-doz. 6
1-doz. 12
3-doz. 12
1-doz. 3
1-doz. 5

OCEAN
Ocean Baking Powder,
" " "
" " "
Borax, 1/2 lb. pac
Cornstarch, 40
Freight paid 5 r

MAGIC

Cases
6 doz.
4 " "
4 " "
4 " "
4 " "
4 " "
4 " "
1 " "
1 " "
1 " "
1 " "

ROYAL BAKI
Sizes.
Royal—Dime
" 1 lb.
" 6 oz.
" 1 lb.
" 1 lb.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When packed
cent. discount will b

CLEVELAND'S BA
Sizes.
Cleveland's—Dime.....
" 1 lb.
" 6 oz.
" 1 lb.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When packed
cent. discount will b

T. KINNEAR
Crown Brand—
1 lb. tins, 2 doz. in case
1 lb. " 2 " " "
1 lb. " 4 " " "

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, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 3, 1906.

Baking Powder.

	Per doz.
Cook's Friend—	
Size 1, in 2 and 4 doz. boxes.....	\$3 40
" 10, in 4 doz. boxes.....	2 10
" 9, in 6 "	0 80
" 12, in 6 "	0 70
" 8, in 4 "	0 45
Pound tins, 2 doz. in case.....	3 00
12-oz. tins, 2 doz. in case.....	2 40
5-lb. " 1 "	14 00

W. H. GILLARD & CO.

Diamond—		Per doz.
1-lb. tins, 2 doz. in case		\$3 00
" 1-lb. tins, 3 "		1 25
" 1-lb. tins, 4 "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10-oz.	\$0 85
3-doz.....	8-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	24lb.	10 50
1-doz.....	5lb.	19 75

OCEAN MILLS.

	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.....	\$0 45
" 1/2 lb., 5 doz.....	0 90
" 1/2 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pkgs. in a case ..	0 78
Freight paid 5 p.c. 10 days.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
8 doz.....	5-oz.	\$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 "	24-lb.	4 10
1 "	8-oz.	7 30
1 "	12 "	7 30
1 "	16 "	7 30
	Per case	\$4 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	\$0 95
" 1 lb.	1 40
" 8 oz.	1 95
" 1 lb.	2 55
" 12 oz.	3 85
" 1 lb.	4 90
" 3 lb.	13 60
" 5 lb.	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$0 93
" 1 lb.	1 33
" 8 oz.	1 90
" 1 lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—		Per doz.
1-lb. tins, 2 doz. in case		\$1 20
" 2 "		0 80
" 4 "		0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box ..	0 17
Reckitt's Square Blue, 5 box lots ..	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " in paper boxes,	1 25
according to size.....	0 02 0 10

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes, \$10.20	
per gross.	

JAMES' DOME BLACK LEAD.

	Per gross.
5a size	\$3 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

Borax "Queen."		Per doz.
40-oz. case, 4 doz.		0 40
8-oz. " 4 "		0 50
Lot 7 cases, freight paid.		
Conditions—2 per cent. 10 days; net 30 days.		

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" 7-lb. cotton bags, per bag.....	



Freight prepaid.

PETERBOROUGH CEREAL CO.

Canada flakes, "Standard" case, 36 15a ..	\$4 40
Canada flakes, 5-case lots, 4 30 ..	
Canada flakes, "Jumbo" case, 24 25a ..	4 90
Canada flakes, "Jumbo" 5-case lots, 4 80 ..	

Chocolates and Cocos.

THE COWAN CO., LIMITED.

Cocoa—	Per doz.	Per case
Hygienic, 1-lb. tins	\$6 75	
" 1-lb. tins	5 50	
" 2-lb. tins	2 00	
" fancy tins	0 85	
5-lb. tins, for soda water		0 50
fountains, restaurants, etc., per lb.		2 40
Perfection, 1-lb. tins, per doz.....		2 40
Cocoa Essence, sweet, 1-lb. tins, doz.		2 55

Chocolate—

Queen's Dessert, 1/2 and 1/4 \$0 40
" 1/2 0 40
Mexican Vanilla, 1/2 and 1/4 3 35
Royal Navy Block, " " 0 30
Diamond, " " 0 35
" " 8's 0 28

ICINGS for cake—

Chocolate, pink, lemon color, lbs....	\$1 75
Orange, white and almond, 1-lb.	1 00

Confections—

	Per doz.
Cream bars, large boxes.....	\$2 25
" small	1 35
Chocolate ginger, lbs.	3 75
" 1-lb.	2 85
" wafers, 1-lb. boxes	2 85
" 1-lb. boxes.....	1 30

Chocolate—

	per lb.
Caracolas, 1/2, 6-lb. boxes.....	\$0 42
Vanilla, 1/2 0 42	
"Gold Medal," sweet, 1/2, 6-lb. boxes	0 42
Pure, unsweetened, 1/2, 6-lb. boxes	0 42
Fry's "Diamond," 1/2, 14-lb. boxes	0 24
Fry's "Monogram," 1/2, 14-lb. boxes	0 24

Cocoa—

	Per doz.
Concentrated, 1/2, 1 doz. in box	2 40
" 1-lb.	4 50
" 1-lb.	8 35
Homoeopathic, 1/2, 14-lb. boxes	
" 1/2, 12 lb. boxes	

EPP'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per	
lb.	0 5
Smaller quantities	0 37

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co.,

Limited, Agents, Toronto.		Per doz.
1-lb. tins, 4 doz. to case.....		\$ 2 90
" 2 " " "		2 40
" 1 " " "		4 75
" 1 " " "		9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, 1/2 \$0 30	
Prepared cocoa, 1/2 to 1/4 0 25	
Mott's breakfast cocoa, 1/2 0 38	
" No. 1 chocolate, 1/2 0 35	
" Navy " 1/2 0 27	
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2 and 6's ..	0 23
" Confectionery chocolate, 2-lb. to	0 31
" Sweet chocolate liquors, 2-lb. to	0 34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0 35
Vanilla chocolate, 8-lb. boxes	0 47
German sweet, 8-lb. boxes	0 26

	Per lb.
Breakfast cocoa, 1/2, 1 and 5-lb. tins	0 40
Cracked cocoa, 1/2 lb. pkgs., 12-lb. boxes	0 33
Caracolas sweet chocolate, 6-lb. boxes	0 37
Caracolas tablets, 100 bundles, tied 5s, per box ..	3 00
Soluble chocolate (hot or cold soda)	0 42
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box ..	1 55
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William St. Montreal

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 36c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 40c.	

Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 28c.	

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 30c.	

Milk chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 28c.	
100 2-cent pieces in box, each	\$1 25

Vanilla sweet chocolate—

100 2-cent pieces in box.....	\$1 25
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 25c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 25c.	

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs., 22c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 22c.	

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case.....	36c.
10-lb. tins, 10 tins in case.....	33c.

XXX chocolate powder

5-lb. tins, 10 tins in case.....	27c.
10-lb. tins, 10 tins case.....	25c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " (30).....	2 42

Condensed Milk.

"Anchor" brand, cases 4 doz., per case	\$6 00
evap. cream, cp. 6d.	4 85

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

	Cases.	Doz.
"Eagle" brand (4 doz.).....	\$6 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00
Evaporated cream—		
"Peerless" brand evap. cream.....	4 75	1 20
" hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 85
"Reindeer" brand per case (4 doz.).....	5 60



Coffees.

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0 32
Royal Java.....	0 31
Royal Java and Mocha	0 30
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia.....	0 25
Fancy Bourbon.....	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins.....	0 30
Gold Medal, 1-lb. tins.....	0 31
Kin Hee, 1-lb. tins, ground only, 1-lb. glass jars.....	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars.....	0 12
English Breakfast, ground only 1-lb. tins.....	0 12

JAMES TURNER & CO.

	Per lb.
Mocha.....	\$0 33
Damascus	0 28
Cairo	0 30
Sirdar	0 17
Old Dutch Rio.....	0 13

E. D. MARCEAU, Montreal.

"Old Crow" Java	Per lb.
" Mocha	0 27
"Condor" Java	0 30
Arabian, Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 90
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62

"Batger's"

**Lime Juice
Lemon Squash**

The summer time is fast approaching, when there will be a heavy demand for summer drinks. The pure fruit juice of both, LIMES and LEMONS, have been and always will be the most popular and healthful summer drinks.

"Batger's" Lime Juice and Lemon Squash are absolutely pure and as good in flavor as modern ingenuity, the finest fully ripened fruits and over 150 years' experience can make them. They are put up in two sizes—pints and quarts—two dozen in a case—are retailed at popular prices, allowing you a handsome profit.

Rose & Laflamme
Montreal - Toronto

**DON'T RUN
CHANCES**

with your customers. Get a line of Maple Syrup that is reliable

**"IMPERIAL BRAND"
MAPLE SYRUP**

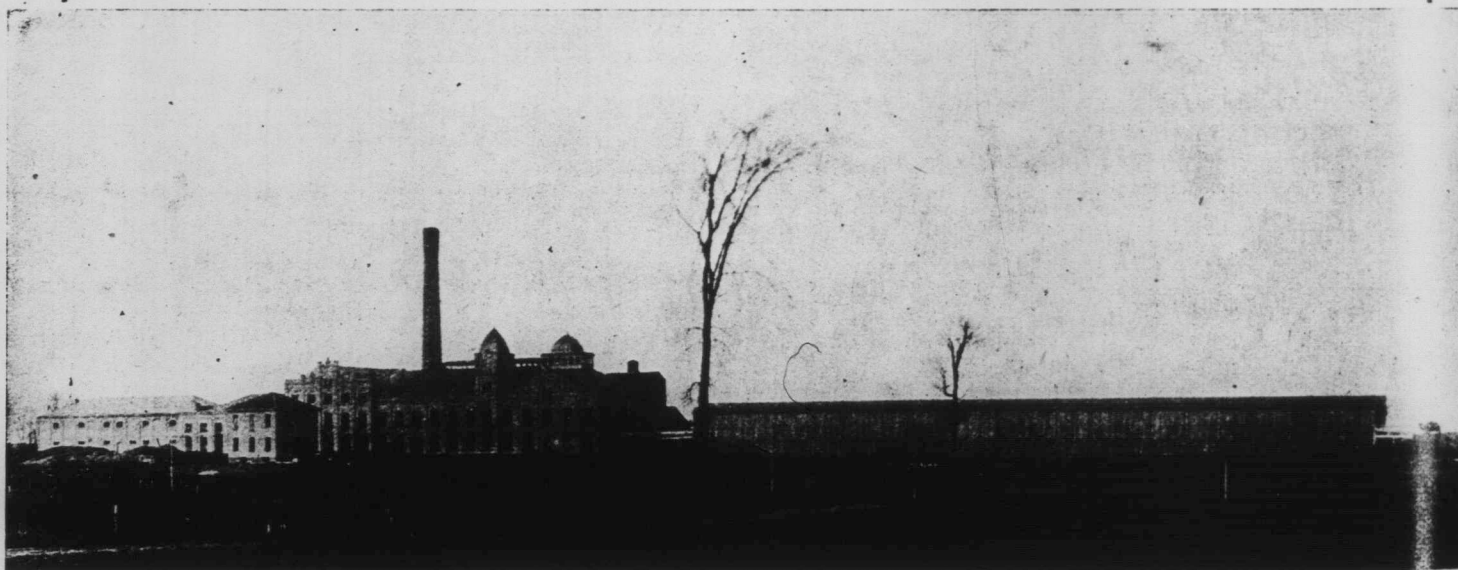
has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



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LAFLAMME

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MONTREAL.

**GRANULATED SUGAR Extra Standard
A Strictly CANADIAN PRODUCT**



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.

W

WM

Coupon Books
For sale in Canada by
Limited, Toronto.
File, Montreal.
\$1, \$2, \$3, \$5, \$10 and

in lots of less than 10
books, 1 kind assort
100 to 500 books
100 to 1,000 books

Allison's Coupon

\$1 00 to \$3 00 books	..
5 00 books	..
10 00 "	..
15 00 "	..
20 00 "	..
25 00 "	..
50 00 "	..



The Davidson & Hay
Infants'
Robinson's patent barley
" " groats
Jams and
SOUTHWELL
Frank Magor &
Orange marmalade
Clear jelly marmalade ..
Strawberry W. F. jam ..
Raspberry " " ..
Apricot " " ..
Black currant " ..

REC

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PROGRESSION Is the Order of the Day



The time was, when the possible utility of steam and electricity was a dream. Great strides have been made in the direction of improvement in every department, by which the wheels of commerce are kept moving. No greater improvement has been shown than in the perfection of manufactured Spices, and BRAID'S AROMATIC SPICES stand to-day on the highest point above all other spices for a pure unadulterated product. Lay aside your prejudice! Keep pace with the times! Try BRAID'S AROMATIC SPICES, and they will be money in your pocket. Braid's Best Teas and Coffees, just what the name implies. Nothing more, nothing less.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C.

BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

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.

Table with columns for book value, number of coupons, and price. Includes entries for 'Un-Covers and num Coupons bered, numbered' and 'In lots of less than 100 books, 1 kind assorted'.

Allison's Coupon Pass Book.

Table showing Allison's Coupon Pass Book prices for values from \$1.00 to \$3.00. Columns include book value and price in cents.



Wholesale Agents The Davidson & Hay, Limited, Toronto

Table of grocery prices including 'Infants' Food', 'Jams and Jellies', and 'Lye (Concentrated)'. Lists items like 'Robinson's patent barley' and 'Orange marmalade' with their respective prices.

Table of grocery prices including 'Other jama', 'Compound Fruit Jams', 'Compound Fruit Jellies', and 'Home Made Jams'. Lists various sizes and prices for these items.

Lard. THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND

Table of lard prices listing items like 'Tierces', 'Tubs', and 'Cases, 3-lb. tins' with their prices.

Licorice. NATIONAL LICORICE CO.

Table of licorice prices listing items like '5-lb. boxes, wood or paper', 'Fancy boxes', and 'Licorice lozenges'.

Lye (Concentrated). GILLET'S PERFUMED.

Table of lye prices listing '1 case of 4 doz.', '3 cases of 4 doz.', and '5 cases or more'.

Mince Meat.

Table listing 'Wethey's condensed, per gross net' and 'per case of doz. net' prices.

Mustard.

Table listing 'COLMAN'S OR KEEN'S' and 'D.S.F.' mustards with prices for various quantities.

E. D. MARCEAU, Montreal.

Table listing 'Condor' and 'Old Crow' 12-lb. boxes with prices.

Orange Marmalade.

Table listing 'Anchor' brand 1-lb. glass quart jam jars.

THE EBY, BLAIN CO., LIMITED.

Table listing 'Saratoga Chips' and 'Mrs. Rorer's Saratoga Chips' prices.

Soda.

DWIGHT'S BAKING SODA



Case of 50 pkgs. containing 96 pkgs. per box, \$3.00.

Case of 1-lb. containing 60 packages per box, \$3.00. Case of 4-lb. (containing 120 pkgs.) per box, \$3.00.

MAGIC BRAND

Table listing 'No. 1, cases, 60 1-lb. packages' and other Magic brand items with prices.

Soap and Washing Powders

Table listing 'Maypole soap, colors' and 'Oriole soap' with prices.

Starch.

Table listing 'EDWARDSBURG STARCH CO., LIMITED' products like 'Laundry Starches' and 'Canada laundry'.

RECKITT'S BLUE and ZEBRA PASTE (Always give your Customers Satisfaction.)

WARNING!

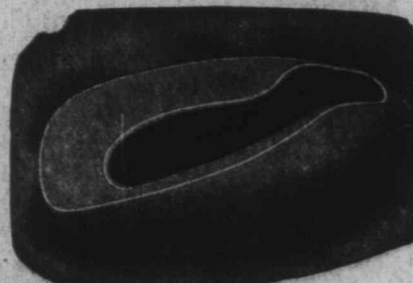


SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

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.

TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

HOW TO TEST TEAS.
 WHERE TO BUY TEAS.
 BULK V. PACKAGE TEAS.
 HOW TO ESTABLISH A TEA TRADE.
 TEA BLENDING, ETC., ETC.

376 pages; Cloth.

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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

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Why not get the best items that are printed on the subject?

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The Best Grocers make a point of keeping it always in Stock.

truth that the
 efficient enterprise.
 you will raise a
 ES will make one
 ROOM :
 MONTREAL.

LUDELLA OBYLON, 1's
 AND 1/2'S PKGS.
 \$0 12 1/2 \$0 25
 0 19 0 25
 1's and 1/2's 0 21 0 30
 1's and 1/2's 0 28 0 40
 1's and 1/2's 0 30 0 40
 1's and 1/2's 0 35 0 50
 1's and 1/2's 0 40 0 50
 BROWN BRAND
 Wholesale. Retail
 1 and 1/2's \$ 0 25 \$0 50
 1 and 1/2's 0 28 0 40
 1 lb. 0 19 0 25
 0 30 0 35
 0 19 0 25
 MONTREAL.

I 40-lb. boxes \$.....
 II 40-lb. boxes.....
 III 80-lb. boxes.....
 IV 40 lb " at.....
 40 " ".....
 V fired Japan, 70 lbs.,.....
 V 80-lb. ".....
 80-lb. ".....
 XXX 80-lb. boxes.....
 XXX 30-lb. ".....
 XX 80-lb. ".....
 XX 30-lb. ".....
 X 80-lb. ".....
 X 30-lb. ".....
 X 60-lb. per case, lead 0 27 1/2
 cket (25 1's and 70 1/2's).....
 n black tea in lead packets
 1/2, 1/2 and 1/2.....retail 0 27 1/2 at 0
 1/2, 1/2 and 1/2.....retail 0 30 at 0 33
 1/2, 1/2 and 1/2.....retail 0 35 at 0 38
 1/2, 1/2 and 1/2.....retail 0 40 at 0 30
 1/2, 1/2 and 1/2.....retail 0 50 at 0 34
 1/2, 1/2 and 1/2.....retail at 0 40
 I Crow " blend—
 of 10, 25, 50 and 80-lb.
 per lb. 0 25
 " 0 30
 " 0 25
 " 0 30
 " 0 17 1/2

Tobacco.
 TOBACCO CO., LIMITED.
 4s, 6s and 12s \$0 45
 6s and 12s 0 50
 4s, 6s and 12s 0 50
 4s, 6s and 12s 0 51
 4s, 6s and 12s 0 48
 4s, 6s and 12s 0 48
 4s, 6s and 12s 0 51
 4s, 6s and 12s 0 56
 4s, 6s and 12s 0 45
 4s, 6s and 12s 0 45
 4s, 6s and 12s 0 53
 4s, 6s and 12s 0 46
 4s, 6s and 12s 0 47
 4s, 6s and 12s 0 56

Yeast.
 5c. pkgs. in case...\$1 05
 1st, 2d, 3d 1 06

Last Chance

We have to stop making our "Rosedale" Flowerpots because they take up too much room in our decorating shops, which are now crowded with Opal and Glass orders. If you want a big, showy hand-painted **Jardiniere**, six inches high and eight inches across top, to retail for 25c. each, order a barrel at once.

2 doz. at \$1.50 doz.	\$3.00
Barrel - - -	.25
	<hr/>
	\$3.25

We haven't a hundred barrels left, so send a post card at once.

GOWANS, KENT & CO.
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FOR A YEAR PAST

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CANNED FRUITS AND VEGETABLES

having, as our superintendent one of the ablest processors in America.

LAUREL CANNED GOODS

are now an assured success.

(Both consumer and grocer agree there.)

We have still some choice fruits on hand.

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J. H. WETHEY, Limited, St. Catharines
MANUFACTURER CANNERS
Wethey's Mince Meats Laurel Canned Goods



C & B

Crosse & Blackwell's Pickles

Mixed, Chow Chow, Walnuts,
Cirkins, and Onions

Corked 1/2 pts. and pts., and Octagon 1/2 pts. and pt. bottles

C. E. Colson & Son, Montreal

Agents

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CA
A

VOL. XX.

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Is a
With

Your s
therefor

R

Frank M

"T
Yes

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53 Front St.
TORONTO