

**PAGES
MISSING**

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

VOL. XX.

MONTREAL, TORONTO, WINNIPEG, MARCH 2, 1908.

NO 9.

Robinson's Patent Barley

*Is a Steady Seller
With the **BEST TRADE***

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

ROBINSON'S PATENT BARLEY

Liberal sampling among your customers on receipt of list addressed to

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



Raised on It.

NO

SYRUP IN CANADA is the equal of

"Crown"  Brand Table Syrup

for purity, clear, golden color, proper body, delicious flavor, healthfulness—

These qualities make "Crown" Brand Syrup a profitable line to push. Push it.

EVERY JOBBER SELLS IT

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

3 Front St. East,
TORONTO, Ont.

Works,
CARDINAL, Ont.

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

PUT UP IN TINS

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

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 29

PARTICULAR PEOPLE
PREFER to wash many
articles at home. They are
particular enough to use

**“QUEEN'S
LAUNDRY BAR”**

the good honest soap which 4 generations
of Canadians have used. They know of
its purity and usefulness. It is one of
the excellent soaps manufactured by

**THE ALBERT SOAPS LIMITED,
MONTREAL**

It Breeds Confidence

in your store, in your up-to-date and honest
business methods when you unhesitatingly sell

**Mathieu's Syrup
of Tar and Cod Liver Oil**

That's a remedy to cure 'em—to bring 'em back
again—to make them into satisfied and permanent
customers. Recommend

**Mathieu's Syrup
of Tar and Cod Liver Oil**

for all coughs, colds, etc., and you are recommend-
ing your own business in the best possible manner.

*Nerve pains quickly cured by
Mathieu's Nervine Powders.
A good profitable line to sell.*

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



National Licorice Co.
Brooklyn, N.Y.

R. S. McIndoe
Selling Agent - 120 Church St., Toronto

Molasses

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

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

**Dominion Molasses Co.,
LIMITED**

Halifax, - Nova Scotia

Agents

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

Half the Battle is Won

by being properly equipped. Your equipment will be good if you keep first-class goods, such as

"Shell" Brand Castile Soap

A soap that contains 67 % of pure oil. In bars and cakes.



Felix & Co., Italian Macaroni,

made from finest selected wheat, and in cleanest and best up-to-date factory.

"Thistle" Brand Maple Syrup

Are you buying it? Your customers can tell you they never have tasted a better article. In pints, quarts, gallons or in bulk. *Buy now.*

Arthur P. Tippet & Co.

8 Place Royale, Montreal
20 1/2 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. H.; Mitchell & Whitehead, Quebec; Rose & Ladimanne, Montreal; Geo. Musson & Co., Toronto; J. C. LeQueane, Paspebiac.

CHARLOTTETOWN, P.E.I.

HORACE HASZARD
IMPORTER of Refined and Raw Sugars, Barbados Molasses, Flour and Cornmeal.
EXPORTER of Cheese, Butter and Canned Goods.
AGENT in Canada and the United States for the famous BRAHMIN TEA.
Charlottetown, Prince Edward Island.

HALIFAX, N.S.

J. W. GORHAM & CO.
JERUSALEM WAREHOUSE
HALIFAX, N.S.
Manufacturers' Agents and Commission Brokers.
WAREHOUSEMEN
Domestic and Foreign Agencies solicited.
Highest references.

HAMILTON, ONT.

Long Distance Phones
OFFICE 715 HOUSE No. 1556
Norman D. McPhie
Broker and Commission Merchant
OFFICE, 58 KING ST. E.
HAMILTON, ONT.

MONTREAL

A. J. HUGHES
Wholesale Grocers' Broker, Manufacturers' Agent and Jobber,
1483 Notre Dame Street
Montreal.
Open for few more foreign and domestic agencies.
Correspondence Solicited. Highest References.

H. J. STEVENS
126 Board of Trade, - Montreal
Wholesale Brokerage
Beans, Boiling Peas, Flour, Oats

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778. BOND 28.

FELLOWES & FELLOWES
MANUFACTURERS' AGENTS

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

OWEN SOUND.

J. K. McLAUCHLAN
Commission Merchant.
Warehouseman, Shipper and Steamship Agent.
Owen Sound, - Canada

TORONTO.

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

W. E. 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 & HOOPER
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

LEONARD BROS.
COD FISH
on spot. Phone, write, or wire us your order.
W. H. MILLMAN & SONS
Grocery Brokers
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

MOOSE JAW.

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

WINNIPEG.

CALGARY STORAGE
In a new brick block centrally located
Dingle & Stewart
Winnipeg, Man. - Calgary, Alta.
COMMISSION BROKERS.

JOSEPH 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

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.

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 MOOSE JAW, Sask.
 Street.

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 - Calgary, Alta.
 BROKERS.

CARMAN
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 Rooms 722 and 723
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 Correspondence Solicited.

WATSON
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 Correspondence Solicited.

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 Correspondence solicited

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Prunes

	PER LB.
200—25-lb. boxes Santa Claras, 50/60 - - -	at 7½c.
150—28-lb. boxes French Prunes, 50/60 - - -	at 7½c.
(They are delicious.)	
75 boxes Sairs Dates - - - - -	at 3½c.
50 boxes 3-crown California Raisins, 50 lbs. each	at 5¾c.

Vinegar

We are booking orders at very low prices for Spring delivery. **Prices will be higher, order now.**

Molasses

Our prices are interesting, quality best.

Pork and Lard

We make a specialty of these two articles. Have interesting prices below present market quotations.

We are sellers in all lines.

S. J. MAJOR, Limited
OTTAWA

NOTE—Hova Tea is meeting with great success—had to cable for duplicate order. If not already in store ask for free samples and prices.

“Send me another case of RED ROSE TEA, if it is as good as it was before.”

“RED ROSE is the best tea I ever had. I hope you will keep it up to the standard.”

DOZENS of times I have received letters, and also had customers speak to me personally in the way I have written the paragraphs above.

Why do they write or talk this way ?

Why do they think that there is any danger of the quality not being kept up to the standard ?

There must be some reason, and I think the old saying, “A burnt child dreads the fire,” answers the questions fully.

All these dealers have handled other teas—they must have got BURNT in some way, and naturally fear they may suffer the same way with RED ROSE TEA. Well, perhaps they will, but another saying—“Don't cross a stream until you come to it,” will fit in very well here.

What has put RED ROSE TEA where it is to-day? Just the fact that it is “GOOD TEA,” the VERY BEST GOOD TEA that you or anyone else can buy.

“ It will stay right there.”

T. H. ESTABROOKS

ST. JOHN, N.B.

Toronto Office:—3 Wellington Street East.

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RE PEAS

DEAR SIR,—

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

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

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

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

Yours respectfully,

CANADIAN CANNERS, LIMITED

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

**Compare
the Goods!**

Admitting, as you must, that the selling qualifications of an article are the best and safest criterion by which to judge of its merit,

"SALADA"

Ceylon Tea is packed to please the most exacting demands of a critical public, easily and readily out-selling all other brands by an enormous majority.

Black, Mixed or
Uncolored Green

Sealed Packets Only.

14,000,000 PACKETS ANNUAL SALE

Wholesale Terms "Salada" Toronto and Montreal.

PURE FOOD INSURES
GOOD HEALTH
MAGIC BAKING POWDER
INSURES
PURE FOOD.
E.W. GILLETT COMPANY LIMITED
TORONTO, ONT.

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



Keep your line well assorted. They're always safe stock to carry. The famous

STERLING BRAND PICKLES

Evenness of quality—always good—enables you to recommend these goods with satisfaction to any customer.

—Made in Canada of best grown Canadian vegetables.

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



"THE FAIRBANK PLAN"

LOOK INTO IT

and see just what "The Fairbank Plan" is. While we spend hundreds of thousands of dollars every year advertising the six great Fairbank specialties:

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

and educating the public regarding them; and while we intend to continue doing this, we realize fully that advertising alone has not accomplished the splendid results we have enjoyed in the sale of these goods, but that "the man behind the counter" has been an important factor in extending and increasing our trade. It was the realization of this fact that gave birth to "The Fairbank Plan," as a method of rewarding the retail clerks for their earnest co-operation in selling these goods and, consequently, a portion of our immense advertising appropriation is now set aside for the recognition of the dealer and his clerks.

"The Fairbank Plan" is an absolutely fair method of rewarding the clerk in direct proportion to the interest displayed in pushing the six specialties, as each package of these goods is couponed in such a manner that the coupon can be easily removed before the goods pass into the hands of the consumer. For these coupons we offer many valuable articles.

If you will send for an illustrated premium list of "The Fairbank Plan" it will convince you that this is no cheap trading-stamp scheme.

THE N. K. FAIRBANK COMPANY - Montreal, Canada.

When You Want the BEST **PURE OLIVE OIL**

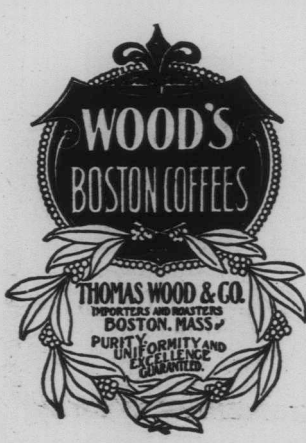
Ask and Get "RAYON D'OR"

GROWN, MANUFACTURED, PACKED BY

MENGERT, CAGNOLI & CIE, BARRI, LUCCA, NICE.

Formerly SUAUT & CIE.

Write for prices and samples to **J. RUSSELL-MURRAY, 6 St. Sacramento St., Montreal, Sole Canadian Agent.**



ABSOLUTISM

is an unpopular word as applied to government, but in some kinds of business it is a great word to conjure with. In ours it means

Absolute Purity
Absolute Uniformity
Absolute High Quality
Absolute Success in Roasting

The result being **ABSOLUTE PERFECTION.**

The Grocer who makes an Absolute Specialty of

WOOD'S COFFEES

hews a straight path to success.

CANADIAN FACTORY AND SALESROOM

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



MAPLE SUGAR

Largest Exporters of
**PURE
BEAUCE COUNTY
SUGAR**

D. RATTRAY & SONS

QUEBEC

Montreal

OTTAWA



Paterson's Camp Coffee Essence

was put on the market by the makers with the firm conviction that it was unexcelled.

This conviction has been sustained by the increasing yearly sales.

ROSE & LAFLAMME,
Agents, Montreal.

THEY
Sell Well
Show a Nice Profit.
Give Satisfaction.

WHY?

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

YOU CAN IMPROVE YOUR COFFEE TRADE

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

DIAMOND E. BLEND

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

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



They Cost Something, Of Course.

But enough Allison Coupon Books to last a year won't cost as much as the amount you will lose by the carelessness of your clerks in forgetting to "charge up" numerous small purchases; and disputed pass-book entries, where you have to allow your customer's kick, or lose him.

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 Caor Howell Street, TORONTO

Analyst & Consulting Chemist

Advice regarding processes of manufacture and technical applications of chemistry.

OAKEY'S 'WELLINGTON' KNIFE POLISH

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

JOHN OAKEY & SONS, Limited
Manufacturers of

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

Wellington Mills, London, England

Agent:

JOHN FORMAN, - 644 Craig Street MONTREAL.

To Manufacturers' Agents

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

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

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

STOCK NOW.



Sutton's Worcestershire Sauce cannot be beaten for quality and price

G. F. Sutton, Sons & Co.
King's Cross
London. Eng.

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 532.

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171.

Telephone orders receive prompt attention.

March 2, 1906

March 2, 1906

THE CANADIAN GROCER

"SOMETHING DOING" IN

BULK PICKLES

A rare chance for close buyers. See our travellers or write us.

THE DAVIDSON & HAY, LIMITED
WHOLESALE GROCERS, TORONTO

Are you getting
that 60% Profit?

The inducements to sell

IVORINE COLD WATER STARCH

are most inviting. Sixty per cent profit awaits the grocer.

As the demand for IVORINE STARCH never wanes, that 60 per cent profit comes often. Many grocers have been taking advantage of this starch opportunity for some time. But there are a few yet who choose to remain on the "outside."

How long will it be before you speak to your jobber about "IVORINE."

St. Lawrence Starch Co.
Limited
Port Credit, Ontario



RETURNED
MAR 2 1906
**"The Sauce
That Sells"**

Pints Retail at 10c.
per bottle.

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

Send us your trial order.

Warren Bros. & Co.
Toronto

Pure Maple Syrup

Guaranteed by us absolutely pure. 24 quart tins in case. \$6.00 per case.
Freight prepaid in 5-case lots.

Thomas Kinnear & Co.

WHOLESALE GROCERS
TORONTO AND PETERBORO

**THE
COFFEE PROBLEM
SOLVED**

Do you know that many grocers have customers, who, while buying most of their household necessities from them, don't buy coffee. Why? They think they can get better Coffee somewhere else. Our **WHITE SWAN** Coffee has been specially blended and packed in beautiful embossed one pound tins to furnish grocers with a coffee so good that their customers, who now go elsewhere for their Coffee, will buy that from them as well as the rest of their goods.

It is a Coffee for particular people. It so pleases popular taste that nothing else seems quite as good. It is a Coffee that makes trade and keeps it. Try a sample order of **WHITE SWAN COFFEE** and you will find the Coffee problem solved for you.

THE ROBERT GREIG COMPANY, Limited
WHITE SWAN MILLS,
TORONTO

EXPORT TRADE DEPARTMENT.

FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

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

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

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

WHITELEY, NIUR & 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. Be-attendance on consignments. **HIGHEST BANK REFERENCES.**

DAVID SCOTT & CO. Est. 1873. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of **CANNED GOODS.** T. A.—Scottish, Liverpool.

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

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

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

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

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

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

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

This space \$15 per year

James Methven, Son & Co., St George's House, EASTCHEAP, LONDON, 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.**

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

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

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

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

More
Flavor
or
Less
Flavor

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CANADA

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make provi
newspaper
Reserve yo

WHICH ?

**More
Flavor
or
Less
Flavor ?**

"All Tea Flavors are more or less the same," you say? Perhaps so; but see that you order the teas that have "more" of the flavor than "less" of it. If you order

**Blue Ribbon
Ceylon Tea**

you will have a tea that is brimful of flavor—the kind the people want, the kind that doesn't stay long on the shelves. Fly the Blue Ribbon in your store. Send on your order for **Red Label**. "More" flavor, "more" purity in one package of **Red Label** than in two packages of "some other" teas.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

Purnell's Sauce

England's Most Popular Worcestershire



*Samples and Prices
from our Agents:*

Strang & Co., Fort Street,
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A. J. Hughes, Notre Dame Street,
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J. Westren, 630 Ontario Street,
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ESTABLISHED 1750

The Opening Gun

in

**Our Spring Special Campaign
will shortly be fired**

In laying out your advertising appropriation don't forget to make provision for a page in this the finest edition of any trade newspaper published in Canada.

Reserve your space early.

The Canadian Grocer

Montreal

Toronto

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Sticking to a good seller is good business

When your customers are satisfied
with

Japan Teas

it is folly to experiment on them
with other grades.

JAPAN TEAS

are the purest, healthiest and most profitable to
handle in the long run. Stick to

Japan Teas

Buy Now

Here is something fine for quick and up-to-date Grocers.

44 Bags Paper Shell Almonds

While they last, at **13c.**

L. CHAPUT, FILS & CIE.

Wholesale Grocers

Importers of Wines and Liquors

MONTREAL

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EVERY PACKAGE IS JUST RIGHT

We never try to cheapen our cost of production by using inferior materials. We use only the best quality in our manufacture, but we reduce the cost of production by special labor saving machines and enormous facilities. We offer the best stove polish that

money and brains can produce and we know **IT IS RIGHT** when we send it out. Then you have our guarantee. You please a customer every time you sell a cake of our **RISING SUN** Stove Polish or a tin of our **SUN PASTE** Stove Polish.

MORSE BROS., Props.,

Canton, Mass., U.S.A.

CROCKERY = WHITE GRANITE

ARE YOU SUPPLIED?

We offer from stock or import in three shapes and portions—Cereal, Wheat, or plain. Prices are always right, with special inducements for import orders. You will find it to your advantage to place orders with us.

THE JOHN L.
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MONTREAL

A SNAP

JUST ONE CARLOAD

JAMS

5-lb. tins
7-lb. pails

Our quotations are away below actual values.

French Asparagus

2 1/2-lb. square tins

Exceptionally fine quality

ORDER
A
CASE

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

INVESTIGATE

What we claim for

JAMES' DOME BLACK LEAD

and you will admit that its the best Stove Polish for you to handle.

Pays your customer well and pays you well.

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

COLES Electrically Driven Coffee Mills.

GRANULATOR. PULVERIZER.



No. 65

Single and Double Grinders

Pulverizing and Granulating

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

Our Grinders Wear Longest

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.

AGENTS:

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

Forbes Bros., Montreal.
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The MONARCH TYPEWRITER COMPANY, Limited
TORONTO, ONT.

Gentlemen:—In enclosing you our order for another of your MONARCH VISIBLE Typewriters, we wish to state that the one we secured from you about a year ago has given us splendid satisfaction.

Yours very truly,

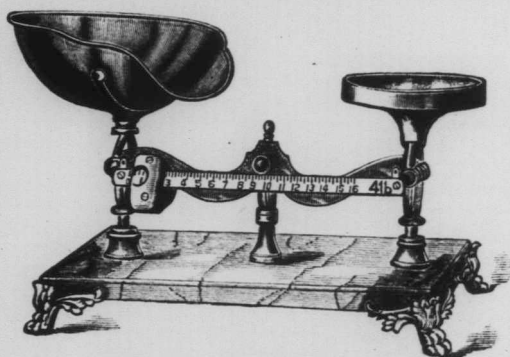
THE ONTARIO LUMBER COMPANY, Limited
(Sgd.) A. E. Cates, Secretary.

THE PERFORMANCE OF THE MONARCH VISIBLE WILL PLEASE YOU

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

BRANCH OFFICES:

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Scales Brass Scoops
Steel Scoops Candy Show Pans
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Peanut and Coffee Roasters
Peanut Warmers

SODA FOUNTAINS

Syrups and Fountain Requisites Paper Julep Straws
Bakers' and Confectioners' Supplies
Wire and Metal Furniture for Cafes, Etc.

FLETCHER MFG. Co.

Send for Catalogue

440 and 442 Yonge St., TORONTO

The illu
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115 pounds.

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"ENTERPRISE" PAYS

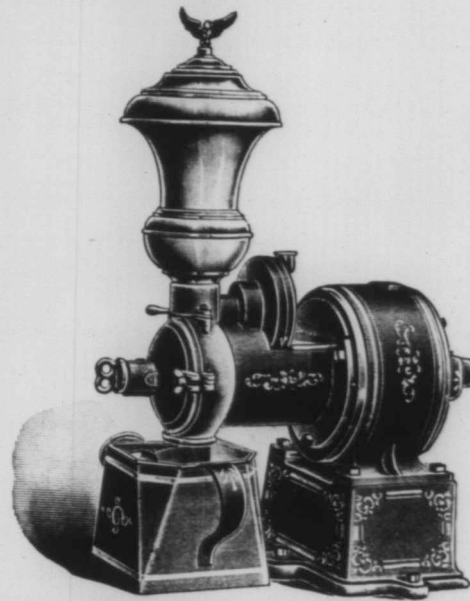
The buzz of customers—the ring of the cash register—the clink of coin increase in a grocery store that is enterprising in methods and equipment. An "Enterprise" Electrically Driven Coffee Mill decreases expense, increases business. A novelty a few years ago, now a necessity in every grocery. :: :: ::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

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

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

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

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



\$2000 Lost

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

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

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

N. C. R.
Company
Dayton Ohio

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

Tear off here and mail to us today

Name

Address

No. of men

current and ...
mile walk to Broadway.

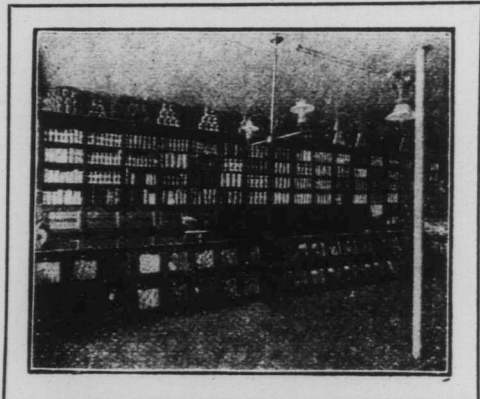
A SURPRISING FIND

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

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

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

THREE NEW ORANGE 100CES



"WALKER BINS" "Modern Grocery Fixtures."

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

All grocers who are building, re-modelling or contemplating changes in store interior are invited to write for a copy of "Modern Grocery Fixtures."

Sketches and estimates of cost will be furnished upon application.

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

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

THE AUER LAMP
GASOLENE

200 CANDLE POWER OF CLEAR, STEADY LIGHT

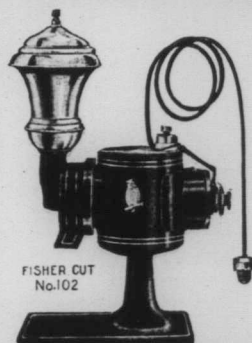
The best and cheapest light for STORES, CHURCHES and HOMES.

Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO. — MONTREAL

ELECTRIC POWER COFFEE MILLS



This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

Pulverizes ½-lb. of Coffee a minute.

Write us for Prices.

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

Messrs. Fruit and Vegetable Packers:

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

The Acme Can Works

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

Acme Can Works, - Montreal

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

Send a postal to

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

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Store your...
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HALIFAX, N.S.
OTTAWA, ONT.
VANCOUVER,

QUALITY OF OIL

Store your kerosene oil in a common tank or keep it in a porous wooden barrel and the gas which is the illuminating part of the oil, in fact, its very life, passes off and the oil becomes lifeless. It clogs and chars the wick, which smokes and emits a most disagreeable odor. Your customers complain or go to some other merchant. It isn't the fault of the oil—it's your fault. Store your oil in a

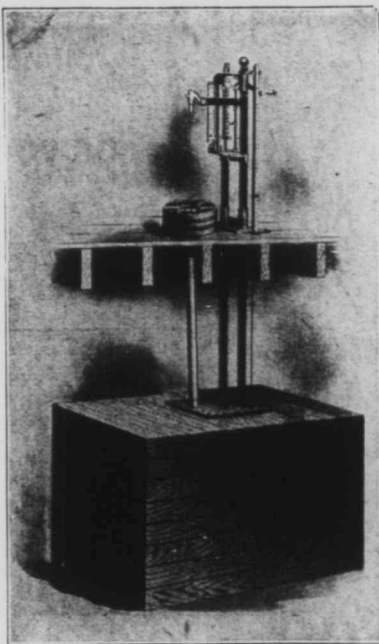
BOWSER SELF-MEASURING OIL TANK

and keep your trade by keeping up the quality of your oil.

BOWSER TANKS ARE TIGHT TANKS

Besides this it will in less than one year repay its cost thro' its saving in oil, time and labor. Isn't it worth a cent to investigate the truth of this?

ASK FOR CATALOGUE "B."
IT GIVES FULL PARTICULARS.

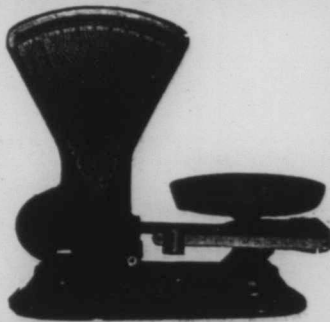


CELLAR OUTFIT

S. F. Bowser & Co., 530 Front St. West,
TORONTO

TOLEDO COMPUTING SCALES

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



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

...ESTABLISHED 1849...

BRADTSREET'S

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

Offices throughout the Civilized World

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

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

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

FOR OVER 70 YEARS

the choice of all refined palates!



Compare this Fac-simile of the Original and Genuine Worcestershire Sauce with the imitations and you will see that every bottle of the Genuine Worcestershire bears the name

"LEA & PERRINS"

All others are imitations and inferior in quality!
It is no idle boast to say that *Lea & Perrins'* is the Best Sauce in the world. Use and sell it!

J. M. Douglas & Co.

Montreal Canadian Agents

Syrup sells fast these days

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

Aurora Brand Corn Syrup

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

Also

Aurora Maple Syrup

with the true smack of the sugar bush about it.

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

See our travellers—write us.

W. H. GILLARD & CO.

WHOLESALE GROCERS
HAMILTON

Pineapple

Singapore In Heavy Syrup

For your Good Trade

Chunks 1s and 1½s

Sliced 1¾s

Grated 1¾s

Whole 2s

Cubes 1s

LUCAS, STEELE & BRISTOL

Wholesale Grocers

HAMILTON, ONT.

Phone us at our expense.



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.

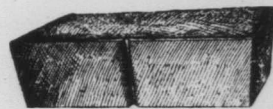
Price Per Pail - **\$2.16**

(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 sale; in handling this Sugar there is no weighing or waste

Price per Case - **\$3.00**

Profit to Retailer in one

Case - **\$1.00**

BEWARE OF IMITATIONS

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

ALL JOBBERS HANDLE OUR GOODS

SUGARS, LTD.,

MONTREAL, P.Q.

LENT

Are you well prepared with an attractive line of Fish for Lent?

—WE HAVE A FULL LINE OF—

- Labrador Herring, barrels, ½ barrels and pails.
- No. S. Split Herring, barrels, ½ barrels and pints.
- Mackeral, ½ barrels and pails.
- Holland Herring, in kegs.
- Smoked Scaled Herring.
- Halibut Cutlets.
- Canned Fish of all kinds and varieties.
- Codfish, whole and bricks.
- Finnan Haddie.

OUR TRAVELLERS HAVE FULL PARTICULARS

JAMES TURNER & CO., HAMILTON, ONT.



UPTON'S Home-Made Jams

are delicious, and are guaranteed absolutely pure and of the finest quality. Season 1906 Orange Marmalade is particularly fine, and all orders are being filled with new goods.

Tartan BRAND

If you want something nice, order a case of

TARTAN Strawberry Beets

“ Asparagus

“ Table Peaches.

Also Wagstaffe's Raspberry Jam 1 lb. glass,

“ Pure Peach “ “

“ Pure Plum “ “

“ Pure Marmalade “ “

Finest goods ever put up on Canadian market.

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

Long Distance Phone No. 596. Our Expense

BALFOUR & CO.

Wholesale Grocers

HAMILTON, ONT.

THE SUGAR CONTROVERSY

Mr. Robert Anderson Replies to Mr. Hugh Blain

The article in our issue of February 16, in which we gave some of the features of Mr. Robert Anderson's remarks before the Tariff Commission at Ottawa, and the reply in our last week's issue by Mr. Hugh Blain, have called forth wide interest. We publish herewith the following letter from Mr. Robert Anderson in reply to Mr. Hugh Blain:

Editor Canadian Grocer:—Though I have no desire to enter a general newspaper discussion, when I am attacked I am ready to defend myself, so must ask for space in this week's Grocer to reply to the interview with Mr. Hugh Blain, president of the Ontario Sugar Co., which appeared in your issue of 23rd inst., and to put you and your Halifax correspondent right on the situation that exists in that market at present in sugar.

I have already made my case to the Government at Ottawa, and it really should not be necessary for me to go over the ground again, but your readers have not been given an opportunity to judge the whole of my arguments. As my statements before the Tariff Commission appear to be interesting to the public, particularly those engaged in the sugar business, I suggest that you should print my address in full, a copy of which I have already sent you, and your subscribers will then be able to form their own estimate of my case, which I am prepared to stand by.

As I sent Mr. Blain a copy of my paper as presented to the Tariff Commission, I regret he apparently did not study it carefully before voicing an opinion even on one clause of it, for it is not pleasant to take issue with a friend in public. I gave Mr. Blain the opportunity to discuss with me personally any point on which he had exception to make, but as he has chosen your paper as the ring, I must perforce step in.

Mr. Blain's remarks read as if he was speaking for the regular sugar refiners of Canada generally, but I hardly think a practical refiner would have ventured to criticize me on the grounds Mr. Blain takes as his stand.

Mr. Blain's interests are complex; he is president of the Ontario Sugar Co., which company makes refined sugar from Canadian grown beets, and its interests are antagonistic to the established refiners, who only refine from imported raws; he is also a partner in the Eby, Blain Co., Limited, wholesale grocers, Toronto, who are members of the guild, and their interests are largely with the established refiners.

Mr. Blain spoke without knowledge when he tried to classify my standing in the Canadian market. My firm and those I spoke for before the Government are probably more correctly importers than any wholesale grocer in Canada. Mr. Blain seems to think we act as brokers for British and foreign sugar refiners, or companies, and gives the impression that we always make our commission no matter how much the Canadian refiners

may choose to cut their prices. I only wish we did, but I have too much respect for the Old Country refiners to recommend them to put themselves at the mercy of the Canadian refiners' highly protected market. Robert Crooks & Co., Montreal, represent themselves, and I am manager of that firm, which stands on its own bottom. Robert Crooks & Co., New York, do not participate in the profits or losses of my business, and the fact of Robert Crooks & Co., Liverpool, investing their money in a Canadian enterprise is no different from English or for that matter American capital being invested in any Canadian venture. I understood it was the desire of every Canadian who has the development of the country at heart, to attract outside investors, and are not many of the shareholders in Mr. Blain's sugar company Americans? The Acadia Sugar Refining Co., Limited, with refineries at Halifax, is a Glasgow, Scotland, concern. Does Mr. Blain take exception to its existence in Canada?

Robert Crooks & Co., Montreal, purchase their sugars outright on their own account, and they alone have to face the music when the Canadian refiners drop the price on them.

We, the importers, are a small band, but we have a right to live, and we are doing our business honestly, without asking the people of Canada to pay a tax for our protection.

I spoke for the consumers as a whole, and the approbation that has poured in to me from all sections of the country, from people I never heard of before, of the stand I have taken for the people's rights is sufficient confirmation of the warrant I had for my assertion.

Now for the practical (?) part of Mr. Blain's criticism. He only takes one section of my paper, and omits to tell your readers that it is under the heading "Apparent protection to refiners in the tariff," or admit that my calculations in this clause are for comparison with the protection in the United States tariff to the American refiners on the same basis.

If Mr. Blain had done me the justice of carefully examining my paper, which he promised me he would do, he would have seen that when I dealt with the "Actual protection to Canadian refiners" I made allowance for "the loss in the process of making the sugar into the same quality," and that whereas the apparent protection to the Canadian refiners by comparison of the duties on raw and refined in the general tariff is 55c., the actual protection is on the average of the year 70c., and although the apparent protection to the Canadian refiners in the preferential tariff contrasting the duties on raw and refined, both of British origin, is 36 2-3 cents, the actual protection is on the average of the year 88 2-3 cents.

Mr. Blain shows a regrettable want of knowledge, for a refiner, of the practical working of raw sugar, when he resorts to theory to try to disprove my facts.

I was particularly careful throughout

the preparation of my statement to the Tariff Commission to confine myself strictly to the experience of practice.

Mr. Blain says it would require at least 107 lbs. (the actual theoretical calculation is 107.47 lbs.) raw sugar testing 96 degrees to make 100 lbs. granulated, which might be true if a refiner wanted to turn out 100 lbs. of granulated and stopped there, but a refiner makes all the different grades of refined he can extract from the 100 lbs. raw, including the resulting by-products of molasses, the proceeds of which do not enter into the theoretical calculation that it takes 107.47 lbs. to make full 100 lbs. of granulated. In practice it works out that from 100 lbs. of 96 degrees raw melted the refiner gets 98 lbs. of refined; it is immaterial what proportion of this is granulated, but the general average is 80 to 82 lbs. of granulated or hard sugars, and 18 to 20 lbs. of softs, the actual loss in refining the 100 lbs. of raw being 2 per cent. In my calculations of the cost to the Canadian refiners of their granulated produced from 100 lbs. of 96 degrees raw I allowed them 8c. for loss in weight in refining, giving them credit for the loss of 2 per cent. on the average price of the refined article at 4c. per lb., not on the raw material only. The refiners' profit on the softs and other by-products is probably proportionately greater than on the granulated.

In Mr. Blain's appearance before the Tariff Commission at Berlin, as reported in your issue of December 9 last, when he was arguing for the interests of the Ontario Beet Co. he showed the average rate of duty paid on raw sugar imported, but pointed out it did not make any allowance for waste in refinery, "against which, however, must be placed the value of the by-products." The words quoted are Mr. Blain's as reported by you.

Mr. Blain failed to give me credit for advocating to the Tariff Commission that the alteration I proposed making in the duties would give the Ontario beet factories the added protection he asked for in his Berlin memorial.

When Mr. Blain says that my comparisons of the extremes in the tariff between the duties on raw and refined "soar away into the realms of absurdity" he is simply throwing mud at the Government. I didn't make the tariff, nor did I picture the importer buying granulated sugar from a foreign country under the operations of the anti-dumping clause. I was merely marshalling my forces to formulate my arguments, which Mr. Blain would have seen if he had digested my statement in full. I was showing the extreme difference in our tariff compared with the extreme difference in the United States tariff between the duty on 96 degrees raw and refined, and in my next calculation between the duty on imported granulated under the general tariff at \$1.26½, and 96 degrees raw under the preferential tariff at 47 2-3c., showing a protection to the refiner of 78.83c. per 100 lbs. I

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was making a perfectly fair comparison, for again it was with the position of the United States refiner, as your readers will appreciate if you print my statements in full.

I am trespassing severely on your space, but must refer to the Halifax situation. Your correspondent in his market report dated 21st inst., page 38 of your last issue, would give your readers the impression that the "Austrian" granulated sold in Halifax is the genuine imported Austrian granulated made in Austria, which if it was would be one of the "absurdities" our friend Mr. Blain pictured, as Austrian granulated is subject to the special duty under the anti-dumping clause. The "Austrian" sold in Halifax is Canadian, made by the Acadia Sugar Refining Co., an inferior grade to their standard granulated, which they give a foreign name to for reasons best known to themselves. These are generally believed to be that before the days of the anti-dumping clause, when European countries, including Austria, paid a bounty on export, Acadia, to discourage the importations of foreign sugar and prevent the importer doing his legitimate business, put out a very inferior grade of granulated packed in bags, and some say their sugar was not even refined, but simply raw beet washed, technically known as refined. It has even been said that Acadia imported the lowest grades of continental Europe refined granulated and repacked them into Canadian bags branded "Austrian," making the Canadian consumer pay more for the sugar than it was worth.

Your Halifax correspondent was astray when he said that "the importers outside of the combine started to cut prices." Your St. John, N.B., correspondent, in his report on page 40 of the same issue, knows more of the facts; he says: "In foreign sugars very little is being offered owing to scarcity of British cane product on the other side, and also the low prices in Canada."

The importers of Scotch sugar, and that is the only kind that could have been imported prior to the Halifax "war,"—none of any kind can be imported since the advent of that momentous event—are not crazy, and your Halifax correspondent will need to seek for the cause nearer home than bonnie Scotland, though the head office of the Acadia Sugar Refining Co. is in Glasgow.

I am not going to take up your space or weary your readers with the why or the wherefore of this, nor am I going to burden you with details of the cost of Scotch sugar duty paid in Halifax, but you can take it from me, which I am ready to vouch for if anybody is interested to know, that the "cash man both ways" or anybody else who is playing ducks and drakes with his money in Halifax, can safely put up his price of "Austrian" granulated at least 35c. per 100 lbs., before even second quality Scotch sugar will begin to hold up its head, and be noticed in the Halifax market.

Of course the consumer is happy, and if everybody got his deserts the consumers in Halifax ought to get up a subscription and give me a present for stirring up so much strife to give them cheap sugar, for, as a prominent firm of Halifax merchants wrote me in acknowledging a copy of my address to the Tariff Commission which I sent them,

"We very much fear that one effect of this address of yours has been to reduce the price of Austrian sugar in this market 50c. below standard, which effectually puts a stop at present at any rate to the importation of Scotch."

But joking apart, there is a good deal of curiosity to know who is paying the piper for the Halifax "slaughter of the innocents." Your correspondent says "the refineries are still standing firm, and up to the present they have not reduced their prices one cent." Good for them, but it is hard to believe that Halifax wholesale grocers, guild members, mind you, are paying Acadia \$3.70 for their "Austrian," and voluntarily losing 20c. per 100 lbs., if the selling price is correctly reported by your correspondent at \$3.50, or Halifax retailers selling sugar for nothing, simply for fun. As a Montreal wholesale grocer said to me when I asked him what he thought. "I don't know what they may do in Halifax, but we would not be such — fools in Montreal."

It really is too funny, when your correspondent says "this competition, however, must be having a serious effect on their (Acadia's) business, as the ordinary consumer is scarcely able to distinguish the difference between the local refineries' granulated sugar and that of the Austrian." I stop the quotation there, as while your correspondent includes "and Scotch," I give the consumer credit for greater discernment than to suppose he would not know the difference in it, and in any case it doesn't enter into the "war."

Pretty severe competition, that, for Acadia in their own sugar; it is having so "serious an effect on their business" that they are getting richer by it just in proportion to the number of consumers who "now buy a hundred pound bag," that is, all who can possibly afford it, and the more people "who have ready money," and "are laying in good stocks," also those who "are even laying in a supply for the next preserving season," and the confectioners who are "taking advantage of the present prices," the richer they are making the Acadia Sugar Refining Co. "Just what the refineries are going to do about the situation," indeed "cannot be forecasted at present," but I would like to be in it when they are dividing the spoils.

Those persons who "predict that this miniature sugar war will equal in some respects the famous Havemeyer-Arbuckle sugar war in the United States some years ago," must be the least enlightened of all the poor misguided Haligonians. The Havemeyer-Arbuckle fight was conducted at a dead loss to both the participants. Supposing Acadia are in the Halifax "war," let us see how badly it hurts them. The value of 96 degrees pure can raw sugar is at present \$2.40 per 100 lbs. duty paid in Halifax. An official of the Canada Sugar Refining Co., Montreal, declared in open court under oath that the cost of refining raw beet sugar, testing 94 degrees, is "about 55c. per 100 lbs. including the package." I leave your readers to decide whether it would cost more or less to refine 96 test sugar, but say the cost is the same and add 55c. to \$2.40, and then throw in another 5c. to make the refiner happy, and you will get a total cost of any kind of granulated sugar you want to use, "Austrian," standard, or whatever you like to call it, of \$3 per 100 lbs. Now, your Halifax correspondent says

Acadia "are still standing firm," and "have not reduced their prices one cent," so they are getting \$3.70 per 100 lbs. for their "Austrian" and \$3.80 for their standard, net to them. As there are about 300 lbs. of sugar in a barrel, it does not take much figuring to show that at the prices quoted the Acadia Sugar Refining Co. are being enriched to the tune of \$2.25 per barrel on every barrel of granulated sugar they are selling. How's that for "war," Mr. Editor?

If, as your correspondent says, the "sugar war" will continue while the supply lasts, I leave him to calculate the result of the "serious effect" it will have on the Acadia Sugar Refining Co.'s business.

ROBERT ANDERSON,
Manager Robert Crooks & Co.,
Montreal.

BUSINESS NOTES.

Union Bank of Canada has opened a branch at Minto, Man.

Thomas Hill & Son, general merchant, Russell, Man., has been burnt out.

The Standard Bank of Canada has opened branches at Castleton and Maple, Ont.

The Union Bank of Canada has opened branches at Fillmore and Strassburg, Sask.

The Bank of Hamilton, acting on the suggestion of a wide-awake grocery traveler, are opening a branch in New Hamburg.

Mr. Merner, of Zurich, has sold to his brother Jake his interest in their general store and is opening for himself this week in Elmira.

J. W. Larkin, of Nobleton, has purchased the general stock of A. G. Hollingshead, Schomberg, who has gone to the Northwest. Mr. Larkin will remove the stock to his own store.

J. G. Reith, of the firm of Reith & Son, Grand Valley, has gone into business for himself. He has opened a very handsome general store, and considering the dull times, business is already good with him.

David Brocklebank, of Arthur, hardware merchant, is branching out and will by March 20 open a department store in his new building, which is about ready for occupation. He has not yet announced what lines the new business will include.

Hill & Co., of Orangeville, have secured the old stand of Marshall Green & Co., and having refitted it handsomely have put in a very large general stock and are opening one of the finest stores in the province. The firm was formerly of Deseronto.

R. C. Johnson, of Nicholson, Bain & Johnson, Calgary, is retiring from that firm. The name of the company will in future be known as Nicholson & Bain, the same as the Winnipeg firm. The Calgary management will devolve upon H. C. Andrews, who has had five years' experience in the Winnipeg office, and two at Calgary with the company there, so that he is quite familiar with the firm's western trade. A three-storey substantial warehouse is being equipped for the company at Calgary, into which they will shortly remove. The firm are contemplating opening a branch at Edmonton shortly.

BUSINESS AND ASSOCIATION MEETINGS

The Editor will be glad to receive reports and notices of any business meetings of interest to the readers of THE GROCER—short, gossipy and instructive.

MONTREAL.

Some good work has been done toward augmenting the membership of the Montreal Board of Trade. At the adjourned annual meeting, held recently, Mr. F. W. Mathewson, the newly elected president, in referring to the subject, stated that during the year 1905 there had been scarcely any perceptible additions to the membership, in spite of the fact that the business interests of the city are growing very fast. This, he thought, might be remedied by a little work from the officers and members of the council, and the first list of new names posted for membership indicates that considerable work has been done. The list is as follows:

Mr. J. A. Mathewson, of Messrs. Mathewson's Sons, by Mr. S. J. Mathewson; Mr. J. R. Meadowcroft, of the Garth Company, by Mr. John R. Garth; Mr. F. Monette, of Messrs. Fortier & Monette, by Mr. Alfred J. Brice; Mr. F. C. Jamieson, of the Canada Tag & Label Printing Company, by Mr. F. H. Mathewson; Mr. Clarence F. Smith, of the James McCready Company, by Mr. F. H. Mathewson; Mr. Charles W. Tinling, treasurer of the National Drug & Chemical Co., by Mr. F. H. Mathewson; Mr. D. W. Bole, Drug & Chemical Company, by Mr. F. H. Mathewson; Mr. A. Hamilton Gault, of Messrs. Gault Bros. Company, by F. H. Mathewson; Mr. W. F. Whitehead, of the Dominion Textile Company, by Mr. W. I. Gear, and Mr. Edward F. Schmidt, manager of the Canada Life Assurance Company, by Mr. F. H. Mathewson.

INGERSOLL.

The annual meeting of the Ingersoll Board of Trade was held in the council chamber recently, when Mr. George Sutherland, who during the past year was vice-president, was unanimously elected president for the ensuing term, in place of Mr. H. Richardson, who retired. Mr. H. J. Hollinrake was elected first vice-president, and Mr. W. J. Elliott as second vice-president. There was considerable discussion on various subjects.

The following new members were received into the board: R. A. Simister, R. B. Maybee, M. J. Comiskey, Dennis Howe, W. R. Smith and W. J. Knight. Mayor Boles and Town Clerk Smith were appointed honorary members of the board.

The election of officers was next proceeded with, and resulted as follows. The only contest was for the council, where twelve were nominated, of whom ten were elected, who, with the other officers, constitute the council of the board for 1906:

President, Geo. Sutherland, first vice-president, H. J. Hollinrake; second vice-president, W. J. Elliott; secretary, O. F. Robinson; treasurer, H. E. Robinson; council, H. Richardson, A. B. Ord, Geo. Wood, J. E. Boles, S. King, Chas. White, Mayor Boles, W. H. Jones, J. F. Morrey, and C. C. L. Wilson.

In surrendering the president's chair to the newly elected officer Mr. Richardson said: "I have great pleasure in vacating this office in favor of one so worthy. Mr. Sutherland has been one of the most active members on the board, and he deserved the appointment."

Mr. Sutherland thanked the board for the honor conferred upon him

An industrial committee, composed of M. T. Buchanan, H. Richardson and O. E. Robinson, was appointed, to act in conjunction with a similar committee from the town council in endeavoring to bring new industries there to locate. Last year about \$23 was spent by the board in advertising in United States trade journals for new industries, and it is probable that a larger amount will be spent this year.

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TRAVELERS AND LOCAL OPTION.

The Western Ontario Travelers' Association met at London Saturday afternoon, the 17th ult., and decided to join with the Travelers' Club in an effort to prevail on the Ontario Government to either amend the Municipal Act, or the license law, so that when local option goes into effect May 1, the travelers will not suffer any inconvenience from the change. It is absolutely necessary for the commercial men that hotel accommodation be provided, and that it be as good or better than at present.

The following committee, consisting of the officers of the Western Ontario Travelers' Association, and three others, were appointed to confer with the committee from the Travelers' Club to draft a suitable resolution to be sent to the Government: President, C. W. Nichols, first vice-president, J. T. Green; second vice-president, J. C. Hazard; treasurer, W. L. Underwood; secretary, Alf. Robinson, and Messrs. P. M. Millman, D. Ferguson and W. Smithson.

The Travelers' Club committee is Messrs. Buttrey, Fisher, Ferguson, Glass, Dyer, E. W. M. Floek and President C. W. McGuire.

The two committees will meet to complete all arrangements for interviewing the Government.

The matter of proper hotel accommodation is of vital importance to the 16,000 travelers in the Dominion, and it is absolutely necessary that they be well looked after.

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OTTAWA.

The council of the Ottawa Board of Trade met recently and organized for the year. Standing committees were appointed as follows:

Industrial—H. Allan Harvey, John Coates, J. McKinley, J. W. Woods, Thos. Workman, George L. Orme, C. Ross, James Ogilvie, John Bingham. Municipal—J. R. Reid, J. W. Woods, P. Whelan, W. P. Hinton, George S.

May, M.P.P.; D. M. Finnie, S. McClenaghan, Fred Cook.

Cheese and butter—W. H. Dwyer, J. R. Reid, H. S. Dowd, Ben. Rothwell, James Ballantyne.

Hides and leather — G. S. May, M.P.P.; A. W. Ault, Ed. Wallace.

Retail merchants — S. McClenaghan, J. A. Bryson, L. N. Bate, W. Strachan, S. Gamble, W. G. Charleson, R. M. McMorran, J. T. Fotheringham, R. McGiffin, G. H. Thorburn, H. J. Sims, H. G. Thorburn, J. A. Musgrove, H. G. Ketchum.

Mr. Andrew Holland submitted resolutions regarding the preferential tariff and the conservation of the power of Niagara Falls.

The motion regarding preferential tariff suggests certain restrictions as follows:

"Whereas an overwhelming majority has been recorded in the recent elections in the British Islands against the policy of preferential trade within the Empire; and whereas many statesmen and influential newspapers in Great Britain have expressed the opinion that our preferential tariff has been of no practical benefit to the British manufacturer; and whereas many of our manufacturers represent that the preference of 33 1-3 per cent. in favor of imports from the Mother Country has exposed them not only to the keen rivalry of the British manufacturer, but also to unfair competition from foreign goods exported as of British manufacture through British ports,

"Resolved that, in the opinion of this board, Parliament should, at its next session, amend the preference clause of the tariff so that it shall apply only to goods imported through Canadian ports, and which are products of such countries as extend a preference to the exports of Canada."

The Niagara resolution follows: "That in view of the fact that the Province of Ontario is largely dependent on foreign coal for industrial and domestic purposes, this board is of opinion the Federal and Provincial Governments should not enter into any arrangement that would interfere with the right of Canada to develop water powers at Niagara Falls or at any other point along the international boundary; and it is further resolved that legislation should be enacted to prohibit manufacturers of electric power in Canada from selling and transmitting the same across the border under any contract not terminable on one year's notice."

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POSTPONEMENT OF THE ANNUAL MEETING.

The annual meeting of the Dominion Wholesale Grocers' Guild, which was arranged for the 22nd and 23rd ult. at Montreal, has been indefinitely postponed.

There were several important matters to be dealt with, but owing to the legal matters pending at Hamilton it was considered well to await the decision of the courts; immediately judgment is handed down in the case the annual meeting will be called.

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HAMILTON TRAVELERS AT-HOME

The At Home given by the Hamilton commercial travelers at the Royal Friary night last, was on all hands acknowledged to be one of the most enjoyable and successful of the many pleasant functions that have been managed by the genial men of the grip hailing from the ambitious city.

The Royal was in gala attire for the occasion, the spacious dining room being cleared, and the lights softened with deep rose shades, while banks of palms filled various recesses. Here the festivities began with a program rendered by Hamilton's best talent, presided over by Mr. George Matheson. The program was as follows:

- Piano solo—Irish Diamonds
- Harry J. Allen.
- Trio—When I am Gone From Thee.
Mrs. Sanderson, Mrs. Clyde Green
and L. R. Wooderoft.
- Song—There is a Land.....
- George C. Robertson.
- Song—(a) Genevieve.
- Song—(b) I Know Not Why My Heart
is Thine.....
- Mrs. Clyde Green.
- Reading—Sterling Worth.....
- Leslie McDonald.
- Song—(a) A Chain of Roses.....
- Song—(b) The Magic Month of May.
Mrs. Sanderson.
- Recitation—Spartacus to the Roman
Envoys.....
- Lieut.-Col. Stoneman.
- Quartet—(a) Believe Me if all Those
Endearing Young Charms.
- Quartet—(b) Old Kentuck Home.
- Mrs. Sanderson, Mrs. Clyde Green
L. R. Wooderoft, Geo. C.
Robertson.

Harry J. Allen, accompanist.
An element of mystery is always a delight to the Hamilton traveler. The mystery of the program hung round the reading, "Sterling Worth," by Leslie McDonald. The chairman explained that as this was Mr. McDonald's first appearance in public, he would require the assistance of Fred T. Smye, Major J. H. Herring, L. R. Wooderoft and Ed. Dore. It turned out that the reading was an address of appreciation to the three gentlemen first mentioned, and a presentation by Mr. Dore to each of a pair of gold cuff links inscribed H.C.T. The presentation was a surprise, and was a most popular item, being a recognition particularly of the work of these gentlemen in promoting the travelers' gala day last Summer.

The address was as follows:
"Dear Sirs,—We, commercial travelers of Hamilton, have, in the course of many years' pleasant and profitable association with you, learned to admire you for your marked ability and sterling character. In all our relations we have already found you ready and willing to lend a hand in our various undertakings; indeed, we have grown to

regard you as almost indispensable to the association. You have endeared yourself to us in many ways, and we desire to express our hearty and sincere appreciation of the noble devotion and self-sacrificing spirit shown by you on so many occasions in our behalf.

"As a slight memento of our esteem and regard, we ask you to accept the accompanying gift. To offer a worthy recompense for your services is beyond our means, and we hope that you will receive this gift, not considering its intrinsic value, but as representing the good wishes and esteem of the Hamilton commercial travelers.

"We trust that many years of good fortune and happiness may attend you and your good lady, and it is our sincerest wish and hope that you will long be spared to be with us, to brighten our meetings with your presence, to inspire us by your counsel, and to wield that great and good influence under which we have already come. Believe us to be your sincere friends, the Hamilton Commercial Travelers."

Mr. Smye responded felicitously, expressing on behalf of himself and fellows their pleasure in doing anything in their power in the interests of the brotherhood.

At the conclusion of the programme the guests, numbering some three hundred and fifty, sought the breakfast room and ladies' cafe, where was served a full course dinner after the excellent manner so well known by mine host of the Royal.

While the dinner was in progress a number of extras on the dance programme were enjoyed by some of the younger set, who would rather dance than eat, and it was somewhat past twelve when the real programme began. The Lomas orchestra was in attendance, and under the inspiration of their entrancing waltzes the gaiety was kept up till after three o'clock.

The Lady patronesses were: Mesdames Fred T. Smye, J. H. Herring, E. J. Fenwick, James Hooper, R. M. Stuart, John Stoneman and P. A. Sommerville.

The committee in charge of the At Home consisted of Chas. Smith, chairman; F. T. Smye, invitation and printing; Geo. Matheson, music; E. Dore and L. R. Wooderoft, dancing; Major J. H. Herring, treasurer, and George G. Austin, secretary.

The stewards were: E. M. Dore, E. J. Fenwick, F. T. Smye, E. E. W. Moore, Leslie McDonald, F. Small, J. Price, Major J. H. Herring, W. Jackson, jr., C. Smith, C. W. Griffin, C. C. Smye.

The travelers made ideal hosts and left no effort unspared to see that their guests had a good time, which, indeed, was no great task with the many fine looking, manly men and such an array of handsome gowned women, it was a poor spirit, indeed, who could not enjoy the dance to the greatest degree.

Notes.

The palm room was a favorite rendezvous.

Special cars left the hotel at convenient hours.

Lieut.-Col. Stoneman still reads his lines with true military fervor.

Secretary Austin was omnipresent and indefatigable in keeping the ball rolling.

Fred Smye has not yet recovered from his blushes on the occasion of the presentation.

Major J. H. Herring, treasurer, is likely to be able to declare a handsome dividend.

TORONTO.

The inaugural meeting of the council of the Toronto Board of Trade was held on Wednesday the 21st ult. The policy mapped out is quite a pretentious one. Thirty-two new members were received which were stated to be only a first instalment of a large influx. The meeting was preceded by a luncheon tendered by the president, Mr. Peleg Howland, and was a most enjoyable affair.

The chief business at the meeting was the striking of standing committees, the chairmen of which were as follows:

- Railway and Transportation—A. E. Kemp, M.P., president.
- Freight Rates—John Firstbrook, president.
- Legislation—C. F. Jarvis, president.
- Municipal Taxation—W. T. White, president.
- New Industries—Noel Marshall, president.
- Insolvency—Alexander Laird, president.
- Technical Education—W. I. Barr, president.
- Reception, Development and Tourist—J. D. Allan, president.
- Membership—O. F. Rice, president.
- Call Board—C. W. Band, David Plew and D. O. Ellis.

PORT HOPE RETAIL MERCHANTS MEET.

The annual meeting of the Port Hope Retail Merchants' Association was held Tuesday evening, the 13th ult., in the Y.M.C.A. parlor. The following officers were elected for the ensuing year:

- President—Mr. J. F. Clark.
- 1st Vice-President—Mr. W. Williamson.
- 2nd Vice-President—Mr. John Curtis.
- Treasurer—Mr. R. Dunn.
- Secretary—Mr. Mark Wickett.
- Auditor—Mr. Alfred Fulford.
- Executive Committee—The officers and Messrs. R. A. Mulholland, W. J. B. Davison, R. A. Scott, and S. E. K. Walker.

Mr. C. D. Cowles, traveling representative of the St. Charles Condensing Co., Limited, Ingersoll, Ont., and St. Charles, Ill., was in Montreal during the week finishing up the trade there prior to leaving for Quebec and the Maritime Provinces.

WINDOW AND INTERIOR DISPLAYS

A. PROVAN AND HIS GROCERY.

One of the oldest grocers on King street, Toronto, is A. Provan, old not in years, but in the trade. Last year he did a business of \$65,000, and he began a quarter of a century ago with—well, the amount need not be stated here; he tells it now as a joke. Last year's business showed an advance over the previous year's of 20 per cent., so that there is good reason for saying that Mr. Provan is progressive and up-to-date.

Mr. Provan (pronounced with the accent on the "van") is a Canadian, York county, in fact, but his strong, clean-shaven face, square cut, firm and self-reliant in every line, bespeaks a Scottish origin. His father and mother were Scotch, one from Glasgow, the other

link with early, almost pioneer, days. He conducted store at Schomberg for 40 years, then handed the business over to his son-in-law, who still has it.

At that time Mr. Leonard did a considerable trade in Toronto in butter and eggs. He opened a store in Toronto, a selling depot for his produce, on the south side of King street, just east of George, and placed Provan, then 24, in charge of it after a six months' trial of him in Schomberg.

A couple of years later Mr. Provan put his fortune to the test, his courage and business sagacity to the fire, and bought the business out. The shelves and fittings were hand-made; that gives an idea how pretentious it was. But a good trade was done in butter and eggs

street, who had been carrying on his business for 40 years.

An Up-to-Date Plant.

Mr. Provan does business with an up-to-date equipment. His tea mixer and coffee mill are driven by electricity. He has continually installed the best equipment he could get for the convenient, economical and cleanly handling of his goods. As an instance of this he recently had put in 100 Walker bins, about 90 of them wall cases, the rest on the sectional bookcase plan. There is not a grocer in Toronto who would not agree that Mr. Provan's store was one of the last to need this sort of an improvement. He has a big business and an efficient store plant. But Mr. Provan is progressive. He does not wait to be overtaken by the need for improvement and partially crippled by the stock. He looks ahead and makes improvements when they will keep him at the head of the procession and not just in time to prevent his dropping out at the tail end.

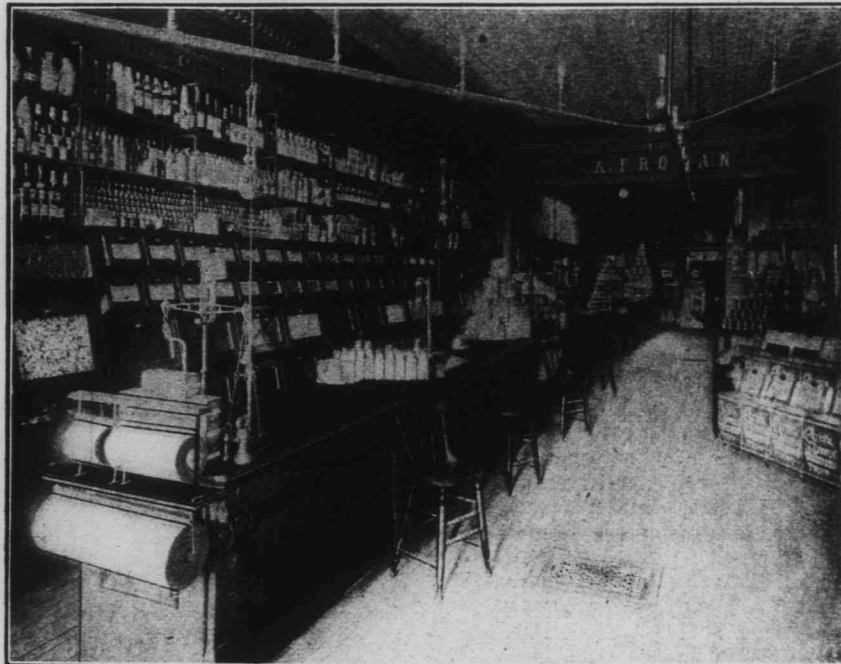
The counter side of Mr. Provan's store as it now appears is shown in the accompanying illustration. The new bins and the shelf room divide the wall about evenly. The front of each bin is of glass and a movable back makes a bin for the display of the commodity within, a very cleanly and attractive way of showing bulk goods.

Two years ago Mr. Provan went with his wife on a two months holiday to the Pacific coast. They went by the C. P.R. to Vancouver, down the coast to San Francisco, saw a good deal of California, and home by Salt Lake and St. Louis, stopping a day or two wherever they felt inclined.

W. H. Roach & Co., dry goods merchants, Windsor, N.S., had a most attractive and unique window trim recently. It was a miniature circus worked by unseen mechanism. There was the big tent with the usual notice, the procession of animals, acrobats and riders, which all passed before the eye in the most natural manner. Mr. Roach invented and arranged the attraction and was much congratulated on his work.

CANADA FLAKES FOR GREAT BRITAIN.

Mr. Arthur Sutcliffe, of Sutcliffe & Bingham, Manchester, England, (manufacturers of Kkovah jellies, etc.) saw the ad of Canada Flakes in The Canadian Grocer some months ago. The result was correspondence and cablegrams culminating in his appearance in Peterborough on a special mission of securing control of Canada Flakes for Great Britain. We understand that an arrangement has been made with the Peterborough Cereal Co. accordingly. Canada Flakes should certainly receive proper care in Britain under such able management.



Interior of A. Provan's store, King street east, Toronto.

from Edinburgh. The elder Provan came to Canada looking for a home for a girl he had left behind him, and located at St. John, N.B. Later he removed to Ontario and settled at Schomberg, where the future grocer was born 49 years ago last Sunday. A letter, interesting to the Provan family, recently came to light. It was written by the father before leaving Scotland over half a century ago to friends in St. John, N.B., stating that he wanted to get married and was coming to Canada to settle. The letter was in the possession of the son of the man to whom it was addressed.

Entering Business.

Mr. Provan was past his youth and into early manhood when he left the farm and entered Sidney Leonard's store at Schomberg. Mr. Leonard is himself a

and gradually a stock of groceries was added.

On the Move Up.

The next move, a few years later, was to buy out F. W. Humphrey, the present wholesale grocer, then conducting a retail business on the south side of King street at the corner of George. Nine years ago Mr. Provan purchased the present business, or rather the business at the present stand, 134 King street east, from R. A. Donald, lately manager of the Pure Gold Manufacturing Co., whose father conducted a grocery business there for many years.

Mr. Provan employs six clerks and a bookkeeper. The output of butter is 1,000 to 1,500 pounds a week, which gives a suggestion of the kind of business it is. Two years ago Mr. Provan bought the stock of Peter Macdonald, Church

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ORDER OF THE RED ROSE

Toronto was the scene last week of a conclave of the enthusiastic order of the Red Rose, otherwise known as the traveling staff of T. H. Estabrooks, the Red Rose tea man. The occasion of the gathering was the opening of the firm's handsome new premises, 3 Wellington street east, and the installation of a new manager, in the person of Mr. George H. Campbell.

Mr. Campbell assumes his new duties under favorable auspices. He has for over five years represented Red Rose tea in Western Ontario, is thoroughly acquainted with the Ontario field and has that buoyant energy and pleasing address that means so much in successful salesmanship.

It is quite evident that Mr. Campbell was already secure in the loyalty of his staff and that an esprit de corps existed among the men that presages good. The travelers present were: Walter C. Gaden, Montreal; B. R. James Norris, Kingston; Robert W. Vout and Bert A.

formed the decorations and were distributed as favors. The Red Rose song to the tune of "The Good Old Summer Time," led by Mr. Walter C. Gaden, made a great hit.

Saturday was a busy day, from early in the morning till seven at night with a slight intermission in the way of luncheon at the King Edward. But business concluded, "the enthusiastic order" went out on pleasure bent.

ed individual advanced the theory that the decorations had some reference to the wars of the roses.

To wind up the evening's pleasure, supper was served after the theatre in McConkey's best style. Here again red roses formed the table decorations. Red Rose tea in pots took the place of cafe noir. The ice cream was served molded to represent red roses, and when finally, having done themselves credit as good trenchermen, the guests in the wee sma' hours rose to seek their

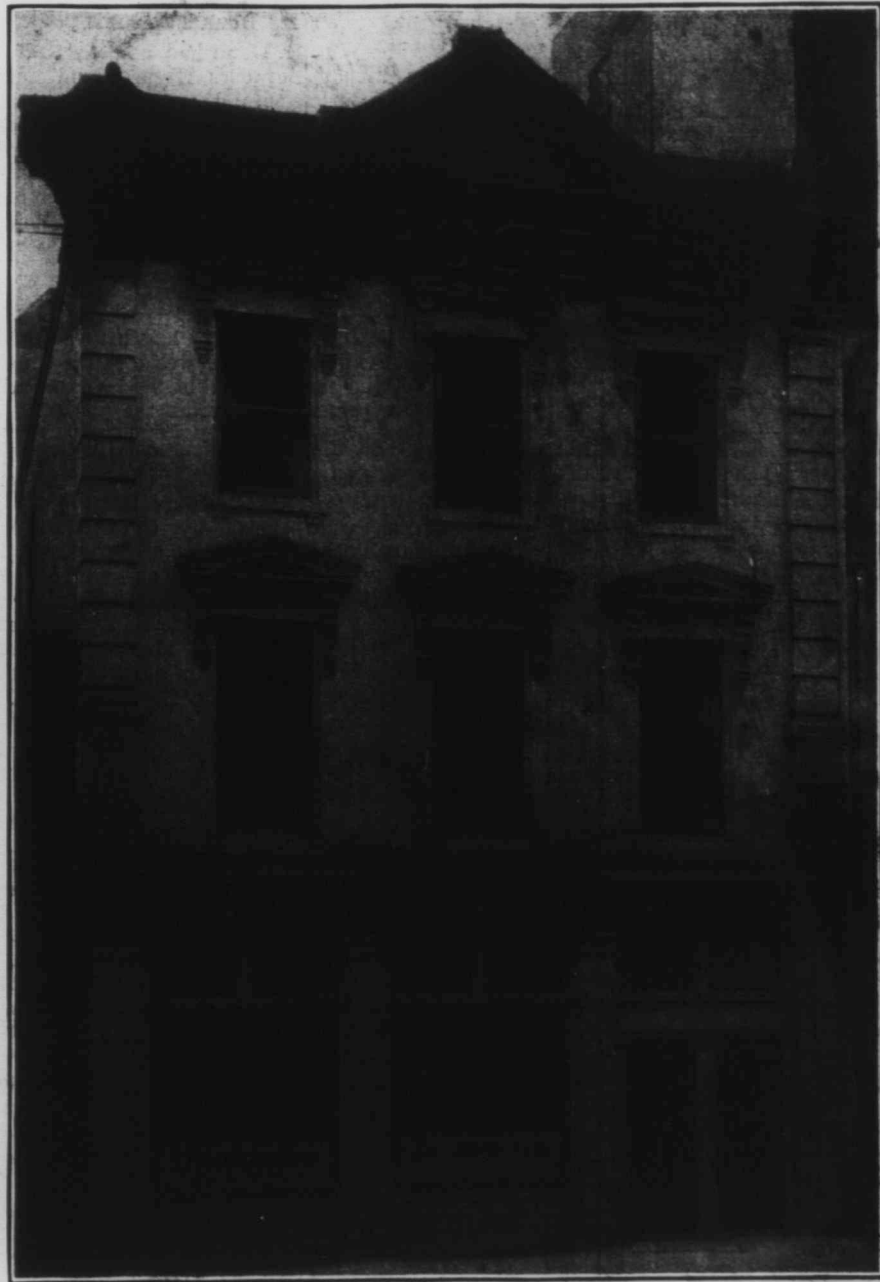


Mr. G. H. Campbell,
Ontario Manager "Red Rose" Tea.

Fisher, Brockville; Rupert Pratt, Walter A. Harrison, W. T. Chapman, George E. Taylor, and George H. Campbell, Toronto. Mr. Estabrooks was detained in St. John and could not be present.

This was the first gathering of the travelers since the removal to the new premises and the men were greatly pleased with them. The offices are handsomely finished and furnished in quarter cut oak, are splendidly lighted and steam heated. The warehouse is large, airy and bright, and scrupulously clean, evidencing system and forethought in the arrangement.

The men arrived Friday and immediately began discussing plans for the season. In the evening a demonstration of Red Rose tea was given at the Young Woman's Christian Guild and the travelers seized the opportunity of serving the tea themselves. Red roses



After dinner at the King Edward, the whole company with representatives of the press, made a very jolly box party at the Princess to see Richard Mansfield in Don Carlos. Every man was adorned with a handsome red rose on his lapel and sprays of red roses decorated the boxes. Speculation was rife in the parquette as to the significance of the red roses, and one perplex-

several beds, the Red Rose doxology was sung with fervor and effect.

It is just about 10 years ago that T. H. Estabrooks started in the tea business in a small way at the north market wharf, St. John, N.B. The success with which his Red Rose tea has met is known to readers of The Grocer. Five years ago a branch was started in Toronto and now the growth of Ontario

business has made necessary the handsome building now occupied. With present facilities the outlook must be very encouraging both to Mr. Campbell and Mr. Estabrooks.

The song in which the travelers so delight runs as follows:

My name is Rosey Gearey,
I am bright as you can see,
I never drink coffee for breakfast,
But always take Red Rose tea.
It helps to digest my victuals,
I'm as happy as can be,
You will all bring sunshine to your homes,
If you drink Red Rose tea.

Chorus:

Dear old Red Rose tea,
You are the stuff for me,
If they should take you away from me
How angry I would be.
You make me well when I am sick,
And then I jump with glee,
No doctor need come round our house
When we have Red Rose tea.

FOOD FAIR IN MONTREAL.

The S. Carsley Company's food fair, which is an annual occurrence, opened on February 1st and will finish March 1st. The fair has attracted the usual amount of interest of the consumers of groceries who are in the habit of patronizing Carsley's. That part of the grocery department around the elevators on the east side, and near the centre stairs leading to the basement, was given over to the food fair. The displays were quite up to the usual standard, and aroused much favorable comment among visitors to that part of the store.

Khovah Jellies.

One of the largest and most attractive booths was that of Sutcliffe & Bingham, Ltd., Manchester, England, which was in charge of Mr. Bradwell, the company's Montreal agent. This firm, which is known all over Canada for its Khovah jellies, had prepared samples of all their goods, which were served out to those wishing to test the quality of the jellies and different dishes, such as blanc mange, in which they were used in the making. Custard and egg powders, lemon squash and marmalade all found places in the booth.

Comfort Soap.

Alongside this exhibit was the display of Pugsley, Dingman & Company, manufacturers of Comfort Soap. Their novel electric sign, which could be seen from any part of the grocery department, was much admired. The goods which they displayed were Comfort Soap and Handy Ammonia.

Orange Meat.

R. B. Hall & Son, Montreal, agents for the Frontenac Cereal Company, of Kingston, had a very tastily arranged booth which advertised the merits of "Orange Meat." Premiums obtainable by the thrifty who save the coupons enclosed in Orange Meat packages were on view also.

Wee MacGregor Oat Cake.

"Just like mother used to make," is the way the Wee MacGregor Company

of Toronto describes their Scotch Scones and Oat Cakes which were handed out to lovers of things tasty and substantial who visited the fair. This company's exhibit was situated in a prominent place and showed up well. The aroma of the cooking scones and cakes carried all over the grocery department. It might be mentioned that the stand was in charge of Miss Syne, of Glasgow, Scotland, who has had some seven years' experience in baking these favorite Scotch cakes and work of this description.

W. H. Dunn's Exhibit.

Mr. Wm. H. Dunn had, as usual, a fine exhibit of Borden's Eagle brand milk and Peerless brand cream. Bensdorps Cocoa and Pure Gold Jellies, for which Mr. Dunn is eastern agent, both occupied places in his booth which was tastefully decorated with pretty hangers setting forth the qualities of the different goods on exhibition. Cocoa and jellies were served to visitors.

Bovril Exhibit.

The Bovril company had a nice stand for the first couple of weeks of the show, and the merits of this fluid were once more prominently before the public.

St. Charles Condensed Milk Co.

St. Charles evaporated cream, "Silver Cow," "Purity" and "Good Luck" milks were shown by C. D. Cowles, travelling representative of the company, and W. H. Halford, representative of S. H. Ewing & Sons, the Montreal agents for this cream and these milks. Ewing & Sons had a very nice display of "Club" brand coffee in connection with this booth.

Lipton's teas and coffees occupied a central position. The samples served sufficed to show the quality of the goods offered for sale.

Shredded Wheat.

Mr. C. Giltrap had charge of the Shredded Wheat stand. The manufacturers of shredded wheat and triseuit, The Natural Food Co., Niagara Falls, N.Y., always have a splendid stand, and this year was no exception. Chocolate eclairs, jellies, blanc mange and hot dishes served up made from shredded wheat with other ingredients were quite appetizing in appearance and did not deceive when tasted.

Grocers' Trading Company.

J. T. Eadie, of the Grocers' Trading Company, had a fine booth displaying the products of that firm: maple syrup, cream, butter and sugar.

Canada Flakes.

The Peterborough Cereal Company's display of Canada Flakes attracted much attention. The stand was in charge of Mr. Silock, Montreal agent.

Considerable extra business resulted from the food fair, as is always the case, and as a rule quite a number of shoppers were to be seen clustered around the different booths, eagerly sampling the goods offered for sale, discussing the merits of the same, and comparing them

to other food stuffs in the same line exhibited perhaps just opposite.

The exhibition as a whole reflects credit upon the manager of the S. Carsley Co.'s grocery department, Mr. A. Foreman, who, since its inception, has been most assiduous in assisting the managers and help of the various exhibits to a proper arrangement of the fair. From the Grocer's standpoint an improvement in the arrangement of the various exhibits could have been made by extending the large store-room space in the extreme rear of the basement and thus forming a square, around the sides of which the exhibitors' booths could have been arranged. However, the best possible use of the available space was made by Mr. Foreman, and no doubt visitors to Carsley's during the fair are thoroughly satisfied and instructed in the preparation of the various specialties and the exhibition will receive due advertisement.

CANNING FACTORY NOTES.

In an interview with Mr. David Marshall, of the Canadian Cannery, last week it was learned that as a result of his trip to the canners' convention at Atlantic City the previous week a considerable quantity of new machinery had been secured for several of the factories belonging to the company. The new machinery includes several Hawkins cappers, also a number of tomato fillers. These machines will be placed in the factories at Delhi, Niagara-on-the-Lake, St. Catharines, Grimsby, Bolter & Sons, Picton; Sandwich, Miller & Co., Trenton; A. B. Saylor Canning Co., Bloomfield, Wellington and Leamington.

The canners are building a new factory at Picton, replacing the old A. C. Miller factory.

The new equipment is expected to facilitate the operations of next season very considerably.

THE POSSIBILITIES OF NEW ONTARIO.

A traveler for one of the large wholesale grocery firms, the member of the staff who circulates for business in the north country, speaking of Cobalt, which he visits every third week, said: "There are 30 or 40 places of business there, principally general stores carrying full stocks of all lines of goods. The number seems large, but they will not more than supply the demands of the multitudes expected to arrive in the new silver camp in the Spring."

This gentleman is thoroughly convinced of the importance and possibilities of the north country. "Sudbury," said he, "will in the very near future be a busy railway centre with the James Bay Railway and the C.P.R.'s new short line to Toronto. These with the Hutton iron mine behind it and the million dollar smelter at Copper Cliff on the west will make it one of the busy places of the earth."

He quoted Charles M. Schwab as saying recently that more money would be made in New Ontario by new men in the next ten years from mines than had been made in the United States in the past ten years from industrials.

- Baking Powder**
Gillett, E. W. Co.
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- Brooms and B**
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- Canned Goods**
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- Cash Register**
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- Cheese Cabine**
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Sherbrooke Ci
Tuckett, Geo.
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Chaput, L.
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Cox, J. & C
- Davidson
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CLASSIFIED LIST OF ADVERTISEMENTS.

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- Baking Powder. Gillett, E. W., Co., Toronto. McLaren's, W. D., Montreal. Biscuits, Confectionery, Etc. Bole's Gum Co., Montreal. Canadian Shredded Wheat Co., Niagara Falls, Ont. Cowan Co., Toronto. Jacob, W. & R., & Co., Dublin, Ireland. Kingery Mfg. Co., Cincinnati. McLaughlan, Sons & Co., Owen Sound. Mooney Biscuit & Candy Co., Stratford. Mott, John P., & Co., Halifax, N.S. National Licorice Co., Brooklyn, N.Y. Stewart Co., Toronto. Brooms and Brushes. Woods, Walter, & Co., Hamilton. Canned Goods. Balfour & Co., Hamilton. Canadian Canners, Hamilton. Manitoba Canning Co., Grande Pointe, Man. Sprague Canning Co., Chicago, Ill. Turner, James & Co., Hamilton, Ont. Cash Registers. National Cash Register Co., Dayton, O. Cheese Cabinets. Walker Pivoted Bin and Store Fixture Co., Toronto. Cigars, Tobaccos, Etc. American Tobacco Co., Montreal. Empire Tobacco Co., Montreal. McDougall, D., & Co., Glasgow, Scot. Payne, J. Bruce, Granby, Que. Sherbrooke Cigar Co., Sherbrooke, Que. Tuckett, Geo. E., & Son Co., Hamilton. Clothes Lines. Hamilton Cotton Co., Hamilton. Cocoas and Chocolates. Baker, Walter & Co., Dorchester, Mass. Cowan Co., Toronto. Dunn, Wm. H., Montreal. Epps, James, & Co., London, Eng. Lowrey, Walter M., Co., Boston, Mass. Mott, John P., & Co., Halifax, N.S. VanHouten's—J. L. Watt & Scott, Toronto. Computing Scales. Computing Scale Co., Toronto. Concentrated Lye. Gillett, E. W., Co., Toronto. Condensed Milk and Cream. Borden's—Wm. H. Dunn, Montreal. Truro Condensed Milk and Canning Co., Truro, N.S. Consulting Chemists. Kaufmann, W. P., Toronto. Counter (Check Books, Etc. Allison Coupon Co., Indianapolis, Ind. Crockery, Glassware and Pottery. Campbell's, R., Sons, Hamilton, Ont. Cassidy, John L., Co., Montreal. Gowans, Kent & Co., Toronto. Dairy Produce and Provisions. Clark, Wm., Montreal. Dawson Commission Co., Toronto. Fearman, F. W., Co., Hamilton. MacLaren, A. F., Imperial Cheese Co., Toronto. McLean, J. A., Produce Co., Toronto. Park, Blackwell Co., Toronto. Rutherford, Marshall & Co., Toronto. Ryan, Wm., & Co., Toronto. Financial Institutions & Insurance. Bradstreet Co.

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NEW ADVERTISEMENTS.

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ASSIGNMENT NOT JUSTIFIED.

W. J. McKissock, of Strathavon, near Owen Sound, farmer and general merchant, assigned recently to Osler Wade, assignee, acting for an important Toronto dry goods house. His assets amounted to \$8,991.64, and his liabilities to \$5,468.65, leaving a surplus of \$3,522.99.

Why did he assign?

He had sent a letter to several of his creditors stating he would have to have an extension or they might come and take the stock. His replies came in the form of representatives of two assignees. Mr. Wade's man was first, because he moved faster, and it may be guessed, he did not twiddle his thumbs long before securing the assignment.

When the creditors met in Toronto the wholesale firm which had initiated the proceedings were surprised at the solvent condition of the estate. They were sorry the assignment had been made. An Owen Sound creditor objected that

the assignment should not have been made, and the representative of the Toronto house agreed with him.

Mr. McKissock, who had started the store two years ago, had a \$4,000 stock, a \$3,700 farm, and did business in a year equal to about the value of his stock. That turnover could not make the business pay. The Toronto man said to the Owen Sounder: "Guarantee us our account, \$520, and we will pay the expenses of the assignment thus far incurred."

The north country man could not see his way to do that, so the trade creditors agreed to take 85 cents on the dollar. The total expenses of the assignment will be about \$125, and the 15 cents more than make that good. The local creditors undertake to see the trade creditors paid by March 1st, and the estate has been handed back.

A little enquiry by the wholesalers would have prevented this assignment, and a lot of trouble and worry. It was easier, however, to hand the merchant's letter to an assignee. The fact that Mr. McKissock was not displaying keen business acumen should have inspired consideration rather than peremptory measures. The wholesalers did not mean to be harsh; they just didn't think. They did what was customary.

This case should suggest that a little investigation, or at least enquiry, precede instructions to an assignee.

CANADA AND THE EAST.

Not the least significant of Sir Wilfrid Laurier's statements at the Toronto banquet last week was this:

"Up to the present moment we have markets chiefly in Europe, but the time has come when we must seek markets in the Orient."

Sir Wilfrid urged that Canada should improve the natural advantages afforded by its geographical position as the nearest trade route between China or Japan, with their four or five hundred millions of people, and the European markets. The present time by steamer from London to Hong Kong via the Suez Canal is about 33 days. The C.P.R.'s new time via Canada is 22 days. Routes of trade and their changes have done more to make and unmake great commercial centres than all the wars and earthquakes in history. Babylon decayed as soon as the trade between east and west was sent by boat instead of by caravan, and Alexandria and Venice grew up. They in turn declined when Vasco de Gama rounded the Cape

of Good Hope and Columbus discovered America. Empire followed in the wake of the trader.

Sir Wilfrid said: "I hope that I shall live long enough to see the Canadian Pacific Railway and the Grand Trunk Railway passing with trains full of passengers, full of wheat and flour, and bringing back tea and silks and passengers, and transmitting them to all parts of the civilized world."

Canada seems to have shared in the awakening of the east. In 1904 we sold to China and Japan goods to the value of \$568,983. Last year that sum increased to \$1,520,053, an increase of nearly threefold in one year.

But the total of Canada's trade with China and Japan during thirty years is a tale not so heartening. In 1873 it amounted to \$1,709,856. In four years it fell to \$455,755, and ten years later was up to \$2,819,584. Since that time it has varied year by year, never going below two millions, seldom going much above three. High water mark was in 1896, \$3,339,429. In 1904 it was \$3,134,959; then last year made a new high record, \$3,990,776.

The balance of trade throughout has been with the East. Canada has bought much more than it has sold. The highest point was reached in 1892, when our exports to China and Japan were worth \$3,016,857. In 1904 the value was \$2,565,976, and last year, \$2,470,723.

It was the development of our sales to the East and the development of the carrying trade between Asia and Europe that engaged the Premier's attention, and his plea comes aptly upon the heels of what might be termed potentially an epoch-making advance in Canada's sales to Japan and China.

The Government of Canada has not become interested in this trade development any too soon. Mr. J. D. Allan, returning from a trip to the Orient in 1903, urged the immediate necessity of activity in that direction. In an article in the Canadian Grocer he pointed out what other governments were doing to secure their peoples a share of the Oriental trade awakening, and he pointed out the significance of the increase in the total value of exports to China from the United States, described by Sir Wilfrid as "our only competitor." Between 1880 and 1902 United States sales to China jumped from \$1,101,383 to \$24,722,906. Between those years Canada's exports to China and Japan combined increased from \$37,546 to \$570,586, the total last year was \$1,520,053.

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A LESSON FROM THE U. S. IN PURE FOOD.

True it is that "corporate bodies move lambsomly"; even necessity fails to arouse the needed animation. It has taken upwards of fifteen years of agitation to secure a move in the right direction by the United States Congress in the form of an enactment of a pure food law. Surely this should stand as a salutary warning to the Dominion Parliament. Are we free from the evils of adulteration? The Government reports from time to time conclusively answer that question in the negative.

In almost everything we eat or drink there are adulterations, many of them harmless, perhaps, but still adulterations that should not be permitted to deceive the consumer.

To adulterate food is an offence so universal, so insidious and so difficult to detect that it has been committed with impunity.

One reason for this laxity is perhaps due to the fact that when a retail merchant is detected selling adulterated food and the adulteration can only be shown by a chemical analysis, the feeling arises that so far as he is concerned, at least, the offence is only technical. The grocer is not a chemist, nor can he be expected to add an analytical chemist to his staff.

The wholesale merchant also is generally held to have done his duty in buying his wares from a reputable source without having every consignment of goods subject to a chemical analysis.

We are thus thrown back upon the manufacturer, upon whom the responsibility for adulteration really rests, and in his case it is necessary that the law should really anticipate the fraudulent practices of irresponsible factories.

A short time ago Prof. Wiley, chief of the Chemistry Bureau of the Department of Agriculture, declared that the food the people daily consumed was loaded with germ life of a harmful nature. The condition revealed by analysis of canned goods was shown to be a menace to public health. All this is worth considering in Canada, as it shows a condition to which we will inevitably drift unless Parliament acts promptly and adopts legislation enforcing the correct labelling of foods and drugs.

The law to which the United States Congress has assented makes it a misdemeanor to manufacture or sell adulterated or misbranded foods, drugs, medicines, or liquors in the United States, and prohibits the shipment of such goods from one state to another or to a foreign country. It also prohibits the receipt of such goods. Offences are punishable by a fine of \$500 or by imprisonment for one year, or both. In the

case of corporations, officials in charge are made amenable.

The law requires the Treasury Department and the Department of Commerce and Labor to agree upon regulations for the collection and examination of the articles enumerated, and specific provision is made for investigation by the Department of Agriculture.

The bureau also defines foods, drugs, medicines, and liquors, and also defines the standards for them. This is serious legislation, as it makes abundant provision for the enforcement of the law. Our own Government has an excellent example to follow.

CONFEDERATION WITH BRITISH WEST INDIES.

The movement for a close bond between the British West Indies and Canada has again come to the front, and is a measure which would be most heartily received by everyone who has given the idea consideration.

At a recent meeting of the grain and flour section of the Toronto Board of Trade a resolution was unanimously adopted to the effect that the British Government would be justified in making liberal terms with the British West Indies to accomplish the confederation. The advantages were fully explained in the following terms of the resolution passed:

"Canada would produce within its borders all the tropical products, and the citizens of this country would get the benefit of these without the payment of duty on the same, and we would also get the benefit of new markets for our agricultural products, without the payment of heavy duties, which are now largely supplied from the United States, notwithstanding the fact that they are parts of the British Empire. We further believe that the admission of the West India islands into the confederation would form a strong inducement to bring Newfoundland in, as it would give them a market for their fisheries without the payment of duties, and would place them in a stronger position to resist the demand of the United States for rights in the Newfoundland fisheries."

TORONTO'S APPETITE FOR INDUSTRIES.

Toronto's city council is in the throes of a controversy over the creation of a new office, the duties of which would be to bring industries to the city. A strong section of council is opposed to it on the grounds that the city is doing very well and that the present officials and the

Board of Control can take care of the business.

One enthusiastic advocate of appointing a commissioner of industries made the ingenuous proposal that such an official might go through the smaller towns of the province and induce manufacturers there to remove to the city. That line of action would be suicidal. Toronto will grow as Ontario develops and not otherwise. To go through the country with a drag net to centralize manufacturing industry at Toronto would work a great injury alike to the city and the province, to the industrial and agrarian interests.

Surely the tide of young manhood and womanhood from the country to the centres of population is too fast and strong now. That is one grave consideration the aldermanic enthusiast overlooked. Another is that Toronto is growing fast enough for the comfort of its own citizens. But the most obvious is that to strike at the local interests centring about even a village industry is to strike at Toronto as the industrial, educational and commercial capital of the province.

One word more. Does Toronto imagine that the small towns and villages and the smaller cities would lie down and take it? Toronto has been complaining for years that the smaller places have had unfair advantage in offering inducements to industries. The answer to such a campaign as is proposed would be swift and sure, and Toronto's council should remember that the city, compared to the rest of the province, cuts a small figure in moulding the acts of the Legislature.

ADVERTISING SUCCESS AND COMPETITION.

An English advertising expert tells of a prominent manufacturer whose principal output was an article which sold for a shilling, and which, being extensively advertised, was also extensively imitated.

In order to meet the competition of substitutes the manufacturer set apart a portion of his output and sold it at sixpence under another name.

The sixpenny article knocked out the competition, but though it was identical with the shilling article except in the name, it never sold as well. The shilling goods were advertised, the sixpenny goods were not.

The unadvertised product could not compete with the advertised product at half the price.

OUR QUESTION PAGE

THE GROCER will be pleased to receive enquiries on any interesting subject, for answering on this page.

Ques.—A reader of The Canadian Grocer sends in the following question: "Would you kindly inform me through your valuable paper whether you reckon the percentage of gain on cost price or selling price?"

Ans.—The question our correspondent asks is one of universal interest. We will in consequence go to some length to answer it, and in doing so will embody some very forceful illustrations given by an ex-president of the U. S. National Retail Grocers' Association, Mr. George Scherer:

The figuring of profits is a vital point to every merchant. The question of percentage is a mathematical problem which seems to be a vexing one to many. Although there are a great many valuable things connected with the every day arithmetic used by all business men, the item of profits is the paramount issue, and extreme care should be used to be sure one is right when a per cent. is added to the cost, or taken from the selling price. A few examples are here given to elucidate our points.

The young man emerging on his business career will often fall into the trap of figuring percentage on a wrong basis. Take as an example: "A" buys a stock of goods and marks them for sale. It is thought a very good profit to mark them up 25 per cent., and that is usually done on the cost of the goods. At the close of the year if he finds that his expenses will average 20 per cent. that he figures on the sales as it is usually done, thinks that he is doing very well, allowing that he has figured on the expense account, the usual expenses, his own salary, interest on capital, and a reasonable per cent. for the depreciation of goods. Say his sales amount to \$30,000 per year. He would at once figure that he would clear 5 per cent., which would make him \$1,500 over and above expenses. For a starter that would not be so bad, but let us analyze this proposition. We will take one item for an example. Say an article costs 80 cents, he marks it up 25 per cent. on the cost price, the selling price would be \$1. Now his expense is 20 per cent. We take it for granted in the above case that this item of expense is figured on the sales which the average merchant does. Twenty per cent. of \$1 is 20 cents. Take that from the selling price, and you have your original net cost of 80 cents back, and the 5 per cent. is lost in the shuffle.

Take another example, if you wish to illustrate this a little further: Mr. "A" has buggies in his ware room which cost him \$40. He concludes to clean up some of his over-stock and advertises an auction sale. He agrees with the auctioneer to pay him 33 1-3 per cent. on the sales. Now he sells a buggy at \$60, and tells the auctioneer to let her go. It cost him \$40, he is figuring that he is making 50 per cent. on the investment. Good enough; he is paying 33 1-3 per cent. for the sale of the article, which means \$20, and you will see that his 33 1-3 per cent. on the sale of the article has cancelled his 50 per cent. on the cost.

Take another example if you like: A party buys a large stock of goods. To cover depreciation and other charges or

expenses, he marks the stock up 10 per cent. on the invoices. In the course of time the party concludes to sell the stock out at an actual cost, and after taking the figures down on the marked cost price, he agrees to take off 10 per cent. Did he receive his original cost? Let us see. We will say the original invoice was \$100,000. He marked the same up 10 per cent.; that would be \$110,000; marked invoice would be \$110,000. Take off 10 per cent. of that amount and you will have \$99,000, this amount taken off the marked cost would leave \$99,000. He would be short \$1,000 by this process.

It is evident that in figuring percentage of profits and expenses, there must be care exercised or the merchant will get the worst of it. We believe the only safe and good business plan is to figure profits and expenses on the selling price.

The following table will show the comparative result on selling price:

C. s.	Per cent. Pr. fit.	Selling Price.	Per cent. Expenses.	Net Amount.
\$1.00	25	\$1.25	20	\$1.00
1.00	50	1.50	50	.90
1.00	100	2.00	80	.40

REMOVAL OF OFFICES.

The Japan Central Tea Traders' Association, Mr. Shaw T. Nishimura, representative, has removed from the offices formerly occupied on St. Alexis street to new quarters at 55 St. Francis Xavier street. The new offices are much ahead of the old ones, being better lighted, situated in a more convenient district, and containing every modern improvement for the conduct of a business of this character, where plenty of light is required.

ONTARIO'S SALT SEA FISHERIES.

A syndicate has been formed, combining both capital and engineering ability, to open up a rail and river route between Lake Superior and Hudson Bay. This much information has been vouchsafed by the Monetary Times, which has begun a campaign in favor of a Provincial Government guarantee of the railway bonds to the extent of \$10,000 a mile and a land grant of twelve sections per mile. The purpose of the enterprise is to give access to the Hudson Bay fisheries.

A pamphlet signed by Mr. Edgar A. Wills has been issued, entitled "Document 'A,' Monetary Times' Hudson Bay Commercial Access Series." It is accompanied by "Circular No. 1," a reprint of an editorial in last week's Times.

Mr. Wills' pamphlet deals with the importance of Hudson Bay fisheries, at present entirely neglected because of the difficulty and uncertainty by reason of ice floes, of entrance to the bay. The new route proposed is a railway from Jackfish Bay on Lake Superior 250 miles to the Albany River, then by river steamer 200 miles to the bay. The immediate value of the fisheries he estimates at \$18,000,000 a year, with illimitable possibilities. He quotes the daily press to show that the American fish trusts make the price of fish to the people of Ontario almost prohibitive.

HOW GROCERS PLAY HOCKEY.

The hockey team of T. Kinnear & Co. made a great showing in the Markham tournament which closed last Saturday evening. It certainly speaks well for the quality of hockey played in the Toronto Grocery League, for the Kinnear team reached the finals and were then beaten by only a goal by the strong Fenelon Falls team, the score at the finish being 2 goals to 1. The Falls boys won the gold medals by that narrow margin.

The final game was played before the largest and most enthusiastic crowd ever assembled in Markham rink. Not till the bell rang for full time was either team sure of a victory. Fenelon Falls sent a special train with 150 rooters, while the Kinnears had a large following on the special train from Toronto. The immense crowd looked for the Falls to win by a large score, but the magnificent game of the Kinnears was a surprise to all present.

Fred Waghorne was a capable and impartial referee, nipping in the bud any tendency to roughness. Eleven Fenelon Falls and nine Kinnears decorated the fence. The teams:

Fenelon Falls—Lane, goal; Ellis, point; Burgess, cover-point; Ouellett, centre; Deyman, rover; Beauteau, left wing; Jovce, right wing.

Kinnears—Nasmith, goal; Coryell, point; Humphrey, cover-point; Morton, centre; Hutchins, rover; Lang, left wing; Kinnear, right wing.

Referee, F. C. Waghorne, Toronto.

The standing in the Toronto Wholesale Grocery League is as follows:

	Won	Lost
T. Kinnear & Co.	5	1
Brokers	3	1
Jas. Lumbers	4	2
Canada Grocers	1	3
H. P. Eckardt & Co.	0	6

DIRECTORY OF DIRECTORS, 1906.

Edited by W. R. Houston. Houston's Standard Publications, 83 Yonge street, Toronto, Ont.

When one considers the immense number of incorporated companies in Canada, and the rapidity with which new companies are being forced and launched, a book such as this becomes a necessity. The wonder is that it was not conceived years ago. At any rate, the present volume is a welcome one and should prove of value in many quarters.

Part I. of the directory gives in alphabetical order the names and addresses of all directors and officers, with the names of the companies with which they are connected. The names are printed in a black face type, making it an easy matter to pick out any name required.

Part II. is given over to a classified list of companies, their place of business, their directors and officers. The classification covers banks and trust companies, insurance companies, land, loan and savings companies, light power and water companies, telegraph and telephone companies, transportation companies and manufacturing and miscellaneous companies.

BUSI.

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CORR., 1906.

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BUSINESS CHANGES.

Minnie Mitchell (estate), grocer, Ham- ton, Ont., stock sold.

H. A. Sirois & Co., flour, Montreal, Que., dissolved.

Eug. Berube, tobacconist, Fraserville, Que., assets sold.

T. R. Horn, groceries, Pembroke, Ont., assets sold.

Hector Laframboise, baker, St. Lau- rent, Que., has assigned.

Dubensky & Co., general merchants, Bancroft, Ont., stock seized.

Wm. J. Swain, grocer, Toronto, Ont., has sold out to Turner & Co.

Nap. Bigaouette, general merchant, Grand Pabos, Que., assets sold.

Adam Huget, grocer, Morden, Man., has assigned to C. H. Newton.

C. A. Leeder, Battleford, Sask., has sold out to McGregor & McKie.

Osborne & McFarlane, flour and feed, Louise Bridge, Man., have dissolved.

Thorburn & Sparling, general mer- chants, Dysart, Sask., have assigned.

Sackville Bakery, bakers and grocers, Sackville, N.B., sold to F. T. Siddal.

The Imperial Syrup Co., Montreal, Que., Fred Welker, president, registered.

A. N. Drouin, general merchant, L'An- nonciation, Que., A. Lamarche, curator.

Dingman & Vipond, general mer- chants, Eastman, Que., have registered.

Long & Co., confectioners, Woodstock, Ont., have assigned to Henry Dickenson.

W. F. Empey general merchant, Ham- mond, Ont., seeking extension of time.

John Armstrong, general merchant, Bridgen and Bradshaw, Ont., sold out.

Jos. Boudreault, grocer, Les Eboule- ments, Que., has assigned to V. E. Par- adis.

Arthur Lepage, grocer, Montreal (St. Louis) has assigned to Alex. Desmar- teau.

J. H. Maunder, general merchant, Cameron, Ont., advertising business for sale.

Frank Pratt, general merchant, Cryst- al Spring, Sask., has sold to Lyons & Reid.

W. H. Dickson, general merchant, Quyon, Que., has succeeded Quyon Sup- ply Co.

J. K. Blain, general merchant, Abing- don, Ont., has been succeeded by A. M. Snyder.

The Fox Bros. Co., pork packers, To- ronto, Ont., have assigned to E. R. C. Clarkson.

E. A. Tremblay, general merchant, St. Irene, Que., is offering to com- promise.

H. Henderson, general merchant, Dun- ham, Que., has assigned to A. La- marche.

I. W. L. Forget, general merchant, Charillon, Que., has assigned to A. La- marche.

Wm. Baskerville, grocer, etc., Nor- wich, Ont., advertising bakery business for sale.

S. E. Landry, general merchant, Port Morien, N.S., has assigned for benefit of creditors.

Levesque & Fils, general merchants, Ste. Flavie Station, Que., offering to compromise.

McKenney & Co., general merchants,

Battleford, Sask., have sold out to C. A. Leeder.

Irvine & Clare, general merchants, Nutana, Sask., have been succeeded by Clare & Young.

Elizabeth Montgomery, grocer and confectioner, Walkerton, Ont., has sold out to W. A. Clarke.

Ant. Garneau, general merchant, Pont Rouge, Que., assets advertised to be sold on the 2nd inst.

J. E. Paquet, groceries and liquors, Lauzon, Que., assigned. Alf. Lemieux, provisional guardian.

O. W. Martin & Co., grocers, flour and feed, Trenton, Ont., have assigned to James B. Murdoff.

Hector Matteau, general merchant, St. Elie, Que., has assigned to Lafaire & Taschereau, provisional guardians.

Thos. Cote, general merchant, St. Hilarion, Que., has assigned to Lafaire & Taschereau, provisional guardians.

B. Glasserman (estate of), general merchant, Regina, Sask., sheriff's sale was to have taken place on the 1st inst.

T. A. Bourque & Co., grocers, Sher- brooke, Que., have dissolved, Joseph T. Poulin and Sylvio Robitaille now regis- tered.

Pierre Leblanc, baker, Daveluyville, Que., has assigned to Kent & Turcotte; meeting of creditors was to have been on the 26th ult.

W. J. Braidwood, grocer, Galt, Ont., has assigned to N. L. Martin, Toronto. Meeting of creditors was to have been on the 1st inst.

Dobie & Cade, general merchants, Bruce Mines, Ont., dissolved, A. R. Cade selling his interest to Mary C. Dobie, of Thessalon.

Mrs. M. J. Sprole, general merchant and agricultural implements, Harrow- smith, Ont., has assigned to Oliver Chown, Kingston, Ont. Meeting of creditors was to have been on the 28th inst.

Tew & Settrington have bought the grocery business of Geo. McIntyre, Leamington, taking possession on Tues- day the 27th ult. Mr. Tew is a native of Toronto, where he had seven years' experience in the grocery business. Mr. Settrington is a well-known Leamington man.

HINTS TO BUYERS.

The banana market was never so good as at present for this season of the year. Prices are easily 40c. bunch higher than last year. The open Winter is the reason given, which enables their being handled without danger of being chilled. White & Co., Toronto and Hamilton.

A. F. MacLaren Imperial Cheese Co., Limited, report a very satisfactory and rapidly increasing demand for Imperial Peanut Butter, one of the latest table delicacies. It is now stocked in the first-class stores. Write for prices.

S. J. Major, Limited, Ottawa, are booking orders for vinegar for delivery in May. Best values both as regards standard strength and prices guaranteed.

The lemon market is very active with stocks very light. Two cars of "Home Guard" brand Messinas arrived on the market this week and were eagerly taken by the best trade. This brand is very

popular in Toronto. White & Co., To- ronto and Hamilton.

Laporte, Martin & Co. are offering great reductions on considerable quanti- ties of French and Norwegian sardines, red and rose salmon, herrings, and red trout in barrels and half barrels. They also offer at great bargain 1,000 boxes of the best imported selected Spanish raisins.

Maconochie's products, such as fish, marmalade, pickles, etc., are meeting with a large and steady demand, and the selling agents, the A. F. MacLaren Imperial Cheese Co., Limited, are now taking orders for shipment on the open- ing of navigation. Their condensed price list of these goods will interest you. A post card will bring it.

The present is an opportune time for buyers to write S. J. Major, Limited, Ottawa, for special values in prunes, of which they carry a full stock at inter- esting prices.

Do you sell matches? If you are open for a match deal, communicate with A. F. MacLaren Imperial Cheese Co., Lim- ited. They have something to tell you worth listening to.

Grocers would do well to see the trav- elers of Laporte, Martin & Co. to tele- phone or write their office if at any time they wish to obtain barrels or half barrels of first-class Labrador red trout. Laporte, Martin & Co., Limited, have received a large consignment of these fine trout, but owing to the scarcity of cod and salmon, the quantity remaining is not very large and dealers should buy before it is too late.

A. F. MacLaren Imperial Cheese Co., Limited, advise an exceptionally heavy demand at this time for the popular first run sap Beauce maple syrup, no doubt due to the exceptional prices and terms they are quoting. Get them.

Grocers would do well to examine their stock of teas and to send to La- porte, Martin & Co. for samples of all lines which they intend to carry in stock. The stock of teas carried by La- porte, Martin & Co. is one of the most complete in the country and their prices are right. Samples will be sent for the asking, and the best quotations will be sent by return mail when asked for.

A. F. MacLaren Imperial Cheese Co., Limited, report having some fine Sep- tember and October cheddars and flats, texture and flavor A1, on which they will quote closest prices.

The California orange market contin- ues its upward rise. At going to press to-day the ruling quotation F.O.B. Cali- fornia for extra fancy is \$2.35 per box, which means \$3.50 per box cost deliv- ered at the Toronto market. It is, there- fore, likely that considerably higher prices will prevail now.

White & Co., Limited, are handling the bulk of the California celery just now. The crop in California is exhausted, but White & Co. were fortunate in securing a few cases and storing.

L. Chaput Fils & Cie have about 200 cases of Bee Brand goods which they will sell to good buyers with a liberal discount. Communicate with them at once.

Mr. R. W. Oliver, of the R. W. Oliver Milling Company, Montreal, was in Que- bec during the week.

MARKETS AND MARKET NOTES

Quebec Markets.

ABBREVIATED MARKET NOTES FOR CURRENT WEEK.

MONTREAL.

Bacon—Advanced 1/2c.
Eggs—Heavy slump of from 6 to 8c. during the last two weeks.
Nutmegs—Advanced 5c. Gingers 3c.
Coffee—Mocha coffee advanced 1 1/2c.
Molasses—Barbadoes dropped 3c.

GROCERIES.

Montreal, March 1, 1906.

Business in grocery circles during the past week is reported as fairly satisfactory. Orders, while still light from country points, are somewhat better than during the past six weeks. Collections are reported satisfactory and this is most encouraging, in view of the fact that trade has been light, owing to the weather conditions and the consequent bad country roads. Teas show better business, due, without doubt, to the generally strong position abroad. Sugars are unchanged, with a weak tendency, owing to the still unsettled condition of the foreign beet market. A decline of 3c. per gallon in molasses was made by the Quebec Guild last week. Buyers are getting interested in new crop Barbadoes. Coffees are unchanged and business quiet. An advance of 5c. per lb. in nutmegs and 3c. per lb. in ginger shows a revival of activity in these lines and has caused the spice trade to look with interest to the future. The position of canned goods is unchanged, principal interest centering in tomatoes which advanced 5c., as noted last week. Several carloads were sold this week to the jobbing trade at \$1.00. Peas are getting more attention, owing to the low price at which they are offered. Evaporated apples and beans are interesting. Firmness in the former and weakness in the latter. Fish of all kinds are reported in good demand. The provision market remains firm at unchanged prices. Eggs are weak, owing to the pressure brought upon this market by the enormous quantities of eggs available in New York, where last week over 65,000 cases were received and prices dropped to 14c. The cheese market is firm and unchanged. Butter market steady and unchanged.

Canned Goods—Good inquiry for tomatoes and the usual demand for other goods for consumption, sums up the canned goods situation very well. Beyond this little can be said. There is a possibility of there being a scarcity of small fruits such as strawberries, but this may not occur if the new crop is put on the market at a reasonably early period this year.

The low price of peas has caused somewhat freer buying.

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

FRUITS

	Group No. 1.	Group No. 2.
Cherries —		
2s, red, pitted	2 02	2 00
2s, red, not pitted	1 57	1 55
2s, black, pitted	2 02	2 00
2s, black, not pitted	1 57	1 55
2s, white, pitted	2 22	2 20
2s, white, not pitted	1 82	1 80
Currants —		
Red, heavy syrup	1 60	1 57
Red, preserved	1 80	1 77
Black, heavy syrup	1 77	1 75
Black, preserved	2 07	2 05
Gooseberries —		
Heavy syrup	1 90	1 87
Preserved	2 12	2 10
Lawtonberries —		
Heavy syrup	1 77	1 75
Preserved	1 95	1 92
Peaches —		
Yellow, flats, 1 1/2	1 70	1 67
" " 2	1 90	1 87
" " 2 1/2	2 80	2 77
" " 3	2 85	2 82
whole 2	2 37	2 35
White —		
" 2	1 75	1 72
" 2 1/2	2 50	2 47
" 3	2 70	2 67
" 3 1/2	1 27	1 25
Pie, not peeled, gal.	2 57	2 55
Pie, peeled	4 52	4 50
Pears —		
Flemish beauty 2	1 65	1 62
" " 2 1/2	1 97	1 95
" " 3	2 12	2 10
Bartlett 2	1 80	1 77
" " 2 1/2	2 17	2 15
" " 3	2 32	2 30
" " 3 1/2	1 27	1 25
Pie, not peeled, gal.	3 81	3 77
Pie, not peeled, gal.	3 27	3 25
Pineapples —		
2s, sliced	2 25	2 25
2s, " grated	2 35	2 35
3s, " whole	2 50	2 50
Plums —		
2s, Damson, light syrup	1 00	1 00
2s, " heavy syrup	1 20	1 20
2 1/2s, " " " "	1 57	1 57
3s, " " " "	1 85	1 85
Gals, " " " "	2 95	2 95
2s, " Lombard, light syrup	1 05	1 05
2s, " heavy syrup	1 35	1 35
2 1/2s, " " " "	1 62	1 62
3s, " " " "	1 90	1 90
Gals, " " " "	3 15	3 15
2s, " Green Gage, light syrup	1 15	1 15
2s, " heavy syrup	1 47	1 47
2 1/2s, " " " "	1 72	1 72
3s, " " " "	2 00	2 00
Gals, " " " "	3 45	3 45
2s, " Egg, heavy syrup	1 52	1 52
2 1/2s, " " " "	1 80	1 80
3s, " " " "	2 10	2 10
Raspberries —		
Red, light syrup	1 42	1 40
Red, heavy syrup	1 67	1 65
Red, preserved	1 87	1 85
Black, heavy syrup	1 62	1 60
Black, preserved	1 77	1 75
Strawberries —		
2s, heavy syrup	1 52	1 50
2s, preserved	1 67	1 65
Gallons, standard	5 27	5 25

VEGETABLES

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

Spinach —		
2s, table	1 42	1 40
3s, table	1 82	1 80
Gallons, table	5 02	5 00
Squash —		
3-lb.	1 60	1 60
Tomatoes —		
3-lb. tins, per doz.	1 65	1 65
Gallon tins, per doz.	0 92	0 92

FISH

Lobster, tails	3 50
" 1-lb. flats	3 85
" 1/2-lb. flats	2 60
Mackerel	1 00
Salmon, Horse Shoe, Maple Leaf, Clover Leaf.	
1-lb. Tails, 5 cases and over, per doz.	1 55
1-lb. Flat, 5 cases and over, "	1 57
1-lb. " less than 5 cases, "	1 67
1-lb. " less than 5 cases, "	1 70
Arrow brand, 7 1/2 cents less, "	1 70
1-lb. " 5 cases and over, "	1 00
1-lb. " less than 5 cases, "	1 02
Low Inlet.	
1-lb. Flat, 5 cases and over, "	95
1-lb. " less than 5 cases, "	97

Sugar—The sugar market remains unchanged, the general condition being one of weakness, due to the continued reports of weak foreign beet and raw sugar markets. Refiners report, however, a fair demand from the jobbing trade. Jobbers advise a better feeling for freer buying from country points, as the outside trade is commencing to realize that sugars have probably reached bed rock.

Granulated, bbls.	\$4 00
" " bbls.	4 15
" " bags	3 95
Paris lump, barrels	4 55
" " half-barrels	4 65
" " boxes, 100 lbs.	4 65
" " boxes, 50 lbs.	4 65
Extra ground, bbls.	4 40
" " 50-lb. boxes	4 60
" " 25-lb. boxes	4 70
Powdered, bbls.	4 30
" " 50-lb. boxes	4 50
Phoenix	3 95
Bright coffee	3 90
yellow	3 85
No. 3 yellow	3 80
No. 2 "	3 70
No. 1 " bbls.	3 60
No. 1 " bags	3 55

Molasses and Syrups—The molasses market has shown a tendency to decline. The local guild's prices were reduced last week to a basis of 30c. for puncheons, Barbadoes. Stocks on this market are light and business quiet. There is nothing particularly new to note. The latest cables from Barbadoes to Messrs. D. Rattray & Sons, agents for DaCosta, state that the market is active around 14c., with some odd lots offered by planters. We are advised of sales for Quebec of about 2,000 puncheons. Stocks of old crops are pretty well exhausted, with the exception of a small cargo held here since last season, for account of a Newfoundland house. The first shipment of new Barbadoes molasses is expected to reach Montreal shortly, this being a consignment from DaCosta and which has been placed to arrive.

Barbadoes, in puncheons	0 30
" " in barrels	0 32
" " in half-barrels	0 33
New Orleans	0 32
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls.	0 02
" " 1-bbls.	0 02
" " 1-bbls.	0 03
" " 35-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	0 90
" " 5-lb. " 1 doz. "	2 25
" " 10-lb. " 1 doz. "	2 25
" " 20-lb. " 1 doz. "	3 10

Tea—Trade, five, has shown the week. Ceylon in good demand, however. Blacks and O... a shade higher and little doing greens held he... is held at... and Gunpowde... are all higher. better demand trading is not

Japan —Fine	.....
Medium	.....
Good common	.....
Common	.....
Ceylon —Broken Peko	.....
Pekoe	.....
Pekoe Souchong	.....
Indian —Pekoe Souchong	.....
Ceylon greens —Young	.....
Elyso	.....
Gunn	.....
China greens —Pingu	.....
"
Congous —Moring, fir	.....
ch	.....
fin	.....
go	.....
"
Peking —b	.....

Coffee—The New York tuating market is about the best report from weather conditions. Local trade is features to no business being Messrs. Watt, report of the of their Braz pondants as f

Receipts of less something the current 000,000 bags though a 12,0 d by the predicting a bag crop for t

The valoriz... by the Brazili... the price of... to a basis pro... seemingly see... success of this... is no unc... stocks are de... even if predi... true, and we... production fo... ing year will... sumption.

The liquida... about over a... strengthened... long. Euro... little coffee... while consum... immediate re... ties the aggr... livities. In... no sign of bu... ever.

Jamaica	.....
Java	.....
Mocha	.....
Rio, No. 7	.....
Santos	.....
Marsaibo	.....

advance has increased the differential between canes and beets to 34c. per-100 lbs., nominal quotation for 96 test centrifugals being still \$3.36, duty paid, New York, while the New York parity of 88 per cent. beet is now \$3.70.

Some attention is now being paid to prospective European sowings. But it is too early to forecast these, though there is nothing at the moment to indicate that there will be any appreciable falling off as compared with last year, and any opinions expressed are the merest conjecture.

At the moment the general tone of the market is firm, but there are no special indications of change in the near future. Local prices remain unchanged as advised below, and demand still continues on the hand to mouth basis.

Table listing various types of coffee and their prices, including Paris lumps, St. Lawrence granulated, and Berlin granulated.

Syrups and Molasses—The market continues strong, but no changes in price are quoted. Advances are expected.

Table listing various types of syrups and molasses, such as Dark, Medium, and Bright syrups, and New Orleans medium molasses.

Table listing various types of tea, including Imperial, 1-gal. cans, and 5-gal. cans, with prices per case.

Tea—Colombo markets are firm, and the demand at London is still for choicer grades. The quality thus far is rather disappointing. Business locally is reasonable, that is quiet, and there are no quotable changes in price.

McMeekin & Co., of London, Eng., in a review of the tea trade of 1905, says of the outlook:

"The immediate prospects have been somewhat clouded by the reception in London of considerably more tea from India and Ceylon than was anticipated, and by the scramble in January to realize stocks, irrespective of the effect upon the future of the market. It is a difficult matter to get prices up again when once they have been knocked down, and no general advance is probable until the aggregate stock bears a more reasonable ratio to the consumption. It would be a good thing if tea growers generally could be brought to realize that the regulation of output and of realization after tea has arrived could have more influence upon promoting favorable results for the tea industry than any reform of British

or foreign tariffs. There are no clear indications that tea consumption has ever been seriously affected by duties imposed or remitted, and in Great Britain at least the recent repeated changes have had surprisingly little effect. In India there appears to be in the aggregate some reduction in the area planted with tea, and the additions of recent years, either there or in Ceylon, cannot be large."

Coffee—Locally the market is unchanged. In New York the week ended with a slight decline, Rio 7's the same, but Rio 4's down 1-4 to 1-8c., and Santos 4's down 1-8c.

Willett & Gray, New York, say of the situation:

"The figures, as they appear from day to day, show a remarkable condition as compared with expectations. Not only are the receipts much below anticipation, but the deliveries from the seaports since January 1st, are running much ahead of last year. The buying from the country is not spontaneous or voluntary, but it is done to cover actual necessities.

"From competent sources in Brazil it is reported that the next Santos crop can only result from the July and [or] September flowerings, as the fruit from the other blossomings had fallen and was lost. Notwithstanding this, the July and September flowerings were abundant and the trees presented a very hopeful aspect.

Foreign Dried Fruits—The market remains steady, and the week has shown no changes in quotations.

Table listing various types of prunes and dates, including Prunes, Santa Clara, and Dates.

Table listing various types of candied and drained peels, including Lemon, Orange, and Raisins.

Foreign Nuts—There have been substantial advances in the primary market for shelled walnuts, due to the short crop last Fall now resulting in diminution of the supply. Bordeaux are quoted in France at 9 fr. per 50 kilogrammes, an advance of about 1 3-4c. Locally, Grenoble walnuts are quoted about a cent lower and Bordeaux also are a cent off.

Table listing various types of nuts, including Almonds, Walnuts, and Pecans.

Table listing various types of selected Spanish, A 1's, banners and suns, Japanese Jumbo's, and Virginia.

Spices—Pepper is weaker, but no change in price is quoted.

Table listing various types of spices, including Peppers, white, Ginger, Cassia, Nutmeg, Cloves, whole, Cream of tartar, Allspice, and Mace.

Rice and Tapioca—Tapioca is still soaring, and there is talk of a probable price of 8c. direct shipment from Singapore. Quotations locally are 1-2c. higher this week in spots. The market is such that lack of uniformity in price is not unlikely.

Rice and sago are firmer, and sago is quoted a cent higher.

Table listing various types of rice and tapioca, including Rice, stand. B., Rangoon, Patna, Japan, Java, Sago, Carolina rice, and Tapioca, medium pearl.

Honey—The demand is good and the market steady. There are no quotable changes in price for the week.

Table listing various types of honey, including Honey, extracted clover, sections, No. 1, No. 2, and Buckwheat, per lb.

Beans—The market is slightly easier, and prices are off somewhat.

Table listing various types of beans, including Beans, handpicked, prime, No. 1, and Lima, per lb.

Fish—There has been a slight decline in some lines. This is due to larger stocks than anticipated, owing to a somewhat decreased consumption.

Table listing various types of fish, including Frozen halibut, Fresh haddock, Frozen trout, Fresh cod steak, Lobsters, boiled, Frozen B.C. salmon, Shrimps, Whitefish, Herring, Pickered, Oysters, standard, small pail, Finnan haddies, Ciscoes, Kippers, 80 to box, Bloaters, 80 to box, Mackerel, per lb., Labrador herring, salt, No. 1, half bbl., and Frozen sea herring, per 100.

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

Table listing various types of dried and cured fish, including Boneless fish, per lb., Cod fish, 1-lb. bricks, Quail-on-toast, per lb., and Filleted cod fish, in cases of 100 lbs., per lb.

Hides—The market has not yet reached a stable basis. About five days ago a report was circulated in Chicago that there had been a very heavy sale of hides. One or two big dealers persisted in the statement, although nearly every other dealer denied all part in or knowledge of the deal. Later reports, however, confirmed the transaction and at slightly better prices than at first stated. This, in view of the heavy stocks on hand in Chicago, has tended to still further demoralize the market and has had little or no effect on the small holders in

the country. Among those thoroughly in touch with the situation the opinion is gaining ground that the near future will see distinctly better prices, or at anyrate, that the bottom has been reached in the present slump.

Last year at this time prices were 2c. lower than now.

Lower prices, scaled down about 1c., went into effect locally on Wednesday.

Hides, inspected, steers, No. 1.....	0 10
" " " " " " " " " " " " " " " "	0 09
" " " " " " " " " " " " " " " "	0 09 1/2
" " " " " " " " " " " " " " " "	0 08 1/2
" " " " " " " " " " " " " " " "	0 07 1/2
Country hides, fat, per lb., No. 3.....	0 13
Calf skins, No. 1, selected.....	0 11 1/2
" " " " " " " " " " " " " " " "	0 11
Sheep skins.....	1 25 1 35
Horse hides, No. 1.....	3 00 3 25
Rendered tallow, per lb.....	6 04 1/2 6 04 1/2
Pulled wools, super, per lb.....	0 22 0 24
" " " " " " " " " " " " " " " "	0 24 0 55

Fur Skins.

	No. 1, Prime	
Badger.....	\$0 60	\$ 1 00
Bear, black.....	7 00	15 00
" " yearlings.....	3 00	7 00
Fisher.....	3 00	6 00
Fox, red.....	1 50	3 00
" " cross.....	3 00	10 00
Lynx.....	3 00	6 00
Marten, dark.....	4 00	20 00
Mink, dark.....	2 50	5 00
" " pale.....	1 25	3 25
Muskrat.....	0 13	0 18
Raccoon.....	0 90	1 40
Skunk.....	0 70	1 65
Weasel, white.....	0 20	0 50
Wolf, timber.....	1 00	2 00
" " prairie.....	0 50	1 25
Wolverine.....	3 00	5 50

B. C. News.

Vancouver, Feb. 22, 1906.

Wholesale shippers here and buyers in the north are waiting expectantly for the announcement of Alaskan freight rates to prevail this season. The shipment of the year's supplies north will begin before many weeks and the Alaskan Steamship Association, comprising companies operating steamers between Puget Sound and British Columbia ports and Skagway, has not yet announced its 1906 schedule. There have been a number of meetings at which discussion of this subject was the chief item of business. It is known that there is to be an effort to increase the rates very materially.

The steamship companies are acting on the policy that the shippers cannot get any great advantage by shipping to St. Michaels and thence up the Yukon. Freight rates on the lower Yukon are very high, river navigation on that stretch of the river is precarious, and lastly the steamship companies operating to St. Michaels and Nome are pretty well combined too, as to rates. The fact that the tonnage carried last year showed a very marked decrease from previous years is affecting the situation and may affect rates on the White Pass Railway and river steamers as well. Though there were transported two large dredging outfits complete, and all the construction material for the Klondike Mines Railway, the total tonnage was less than formerly.

Effort is being made to secure privileges for the Hall Elevator Co., which has already built an elevator in Vancouver and now proposes to build a flour mill. The city council has under consideration a proposal to exempt the company from taxes for a number of years and also to give free water for the mill.

Heavy shipments of supplies for Northern British Columbia canneries have begun to go north in preparation for the

coming season. Though the run of salmon on the Fraser river is not expected to amount to anything this year, in the north the run is fairly regular every year, and large preparations are made every year. This year there will be several new canneries, Messrs. J. H. Todd & Sons having the New Beaver on Rivers Inlet, Malcolm-Cannon Co. the Dominion on Skeena River, and Buttiner & Dawson on Rivers Inlet.

R.M.S. Aorangi, of the Canadian-Australian line, arrived in port nearly a week ago. She brought the first shipment of New Zealand butter, and the first of Australian onions to arrive this season. The principal items of the cargo were 250 boxes butter, 480 cases onions, 1,621 carcasses frozen mutton, 100 cases canned meats, 301 crates pineapples (from Honolulu), 910 bales hemp, 452 bales wool, etc.

Groceries.—In California dried fruits peaches are getting scarce, pears of good quality are very scarce and the apricot market is being reduced to smaller proportions. Prices run 12 1/2c. for peaches, cots and evaporated apples (this item being Eastern Canadian product), pears 12 1/2c. for halves and 7c. for quarters, prunes 5 to 9 1/2c. All lines are held up somewhat stiffer than recently.

Canned goods show a little freer movement, though stocks are being held up anticipatory of the usual northern shipments. The new stock eastern goods do not get here early enough in the Fall for the whole of the northern orders to be left dependent on that. Some might go short if that course were adopted. Prices are steady, with no recent changes.

Sago and tapioca remain firm and stocks not over large. Prices at present quoted are 5 1/2 and 5 1/4c. per lb. One firm reports big sales of MacIntosh's toffees and Peters' chocolate, two English lines which are strongly advertised by the owners.

Sugar is quoted down an eighth since last Saturday, the change applying to all grades.

Produce.—The first consignment of New Zealand butter captured the market at 32 1/2c. to the trade, which is less than local fresh creamery, the latter still holding firm at 35c. The New Zealand article is strictly fresh grass butter and very choice. Some eastern creamery still remains. It sells at 27c. and 28c., the latter in 1-lb. bricks.

Case eggs are almost off the market. Local new laid are sold as cheap as 30 and 35c per dozen. The fact that California fresh eggs are being shipped in and sold at 27c. is knocking prices down rapidly.

A car of cheese is expected in from the east in a few days to fill the local market up a little, held stocks having reduced to rather small compass. Present quotations are 16 1/2c., but the new goods will cost more by the time they are landed.

Lard is now selling at 12 1/2c. per lb. in the small sizes.

Fruits.—Apples are high in the market and all cleaned up to a limited stock of choice fruit. Prices are now \$2. A car of Coldstream packing is expected in this week and these may be a shade over \$2. Some Washington stock was brought in this week, in limited way, and it sold at the highest price going locally, \$2.

Prices for oranges are stiffening, a 25c. raise this week having followed the same increase at the end of last week. Growers and shippers are getting the

California crop sized up now and the estimated shortage below last year's crop is now placed at 9,000 cars, while earlier in the season it was thought to be only 5,000 cars short. This and good demand east is running the price up. The lower grades are not now being brought forward to this market, it being unprofitable at present prices. Quotations are for fancy and extra fancy, covering from \$3 to \$3.75. Nearly all are navels as yet, though a few medium sweets are quoted.

A fine car or two of bananas from Limon arrived a few days ago, selling at 5 1/2c. per lb., the weight price being preferred by most dealers. The Aorangi brought in a shipment of pines from Honolulu. Some were over-ripe, but on the whole the shipment was good. It sold at \$3.50 per dozen.

Rhubarb, mostly from local forcing houses, is on the market in fair quantities, selling at 10c per lb.

Vegetables.—Australian onions, a liberal consignment of which arrived by SS. Aorangi, are selling at 3c. per lb. Oregon stock was bringing 2 and 2 1/2c. Asparagus is new on the market from California this week. It sells at 25c. per lb. It is very choice. Ripe tomatoes from California are now selling at \$3 per crate. Cucumbers, also from California, are offering in limited quantities at the high price of \$2 per dozen.

Cauliflower and celery are getting pretty well through. These are California stock and bring yet \$1.75 per dozen and 75c. per dozen respectively. Cabbage from California is selling at 3 1/4c. per lb. A limited quantity of radishes, Brussels sprouts, green onions and parsley is in the market.

Lettuce is still scarce, the local hot-houses not being able to keep up to the demand. The price is now \$1.75.

N. B. Markets.

St. John, March 1, 1906.

With the beginning of the first Spring month improved business may be expected. This will be welcome, for there is no use denying the fact, that it has been a quiet Winter, particularly since the Christmas holidays. There can be little doubt Spring will open early. The Winter has been the mildest for years. The opening of navigation is the opening of Spring business. It is, however, somewhat doubtful if it is in the best interest of business that the season should open too early; in fact, it is considered a disadvantage; we get Summer late, and apart from business it means a long cold unpleasant season.

In markets nothing of particular interest. Flour is rather lower and beans easy; this, with sugar still extremely low, does not improve matters. In spices some lines are higher. Nutmegs in particular, after ruling firm, tend upward, and higher prices expected. Ginger firmly held. Tapioca high and tending upward. One feature of the market is the lower price in eggs and poultry.

Oil—Burning oil is still held at the low figure which has ruled now for some time. Season is getting late for big business. In lubricating oils, which now have much attention, the outlook for a good demand has improved. In paint

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WESTERN ASSOCIATION NEWS

"The Canadian Grocer" the Official Organ.

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

WESTERN NOTES.

J. Frank Crosby, merchant, of Darlingford, Man., was in Winnipeg last week and called at the office of The Canadian Grocer.

A. H. Jones, superintendent of the Standard Soap Co., Calgary, is dead as the result of an apoplectic stroke. Interment took place in Buffalo.

BUSINESS PERSONALS.

Mr. J. D. Rattray, of D. Rattray & Sons, Montreal, Que., was in Quebec this week.

Mr. and Mrs. Chas. Chaput are leaving this week for New York, and Florida. They will be away for five weeks.

Mr. D. G. Bell, of Bell & McEachern, Stayner, Ont., was a caller at the Toronto office of The Canadian Grocer during the past week.

Mr. H. Gilbert Nobbs, Canadian agent for Holbrooks, Limited, Birmingham, paid a call to the Montreal offices of The Canadian Grocer.

Mr. J. B. McMahon, second vice-president of N. K. Fairbank Co., Chicago, was a visitor to the Montreal works of the company during the past week.

Mr. A. B. Hardwicke, Canadian representative of James Pyle & Sons, New York, was in Montreal last week. He reports business opening up satisfactorily this year.

Mr. Archibald, of the Canada Condensed Milk Co., Antigonish, N.S., passed through Montreal on his return from the Pacific coast. Mr. Archibald reported good business in his various brands.

Mr. L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal, accompanied by Mrs. Geoffrion, left Wednesday for a trip to the Southern States via Chicago. Mr. Geoffrion will take in the Mardi Gras festival at New Orleans next week.

Mr. A. C. W. Sopher, representing the Ogilvie Flour Mills Company, of Montreal, between Ottawa and Sault Ste. Marie, has left for England on a six weeks' holiday trip. Mr. I. S. Wotherpoon, of the office staff in Montreal, will take his place in the meantime.

Mr. J. C. Nichol, formerly with T. H. Colling, general merchant, of Langton, Ont., is on his way to the Northwest, where he intends starting in business. Mr. Nichol is a wide-awake, progressive business man and will undoubtedly make a success in the west.

Mr. James B. Campbell, of the Acme Can Works, Montreal, was in Toronto this week wearing his Atlantic City smile. He reports that the large addition to his factory is nearly completed. The roof is on and machinery is being put into position in the lower flat. After all the improvements have been made all cans sent out by the Acme Can Works will be turned out free of all superfluous soder, new automatic wiping machinery having been put in for that purpose. Heretofore only part of their cans were put through this process.

Joint offices have been opened at 53 Scott building, Main street, Winnipeg, by Secretary Coulson, of the Western Retail Merchants' Association, and Secretary McRobie, of the Hardware Association. Western merchants are invited to visit these offices when in the city in order to keep in touch with association work.

Files of The Canadian Grocer and the other MacLean trade papers will be found on the tables, and one or other of the two secretaries will be there to give information concerning association affairs. The work has grown to such proportions that a permanent office has been needed for months back and the association executive have acted wisely in securing these offices.

Secretary Coulson has been in Winnipeg since the close of the convention



Mr. J. Whitelaw, President of Edmonton section of Western Retail Merchants' Association.

superintending the opening of the new offices and attending to a great mass of detail work. He will shortly visit a number of the local sections in order to organize them properly for the handling of Spring produce.

At the annual meeting just closed there was a strong feeling that it is poor business to compel the secretary to spend so great a proportion of the association funds in traveling expenses to collect the annual dues. It was decided to make drafts on the members for these dues at fifteen days, and to notify them in good time that these drafts would be made. The work can not be carried on without funds, and it is hoped that members will respond promptly.

Mr. A. Macdonald, office manager for Mr. John Sloan, has gone on an extended vacation to California. He expects to visit British Columbia later and to return by way of Denver.

oils, linseeds, in original markets, showed lower values for a few days, but quickly recovered. Dealers took advantage of the situation to buy quite freely. Turpentine is still held at extreme high prices. In cod oil, season about over; prices continue to rule firm. The last few years has shown a very marked increase in the demand for gasoline.

Salt—There is a fair sale only for Liverpool coarse salt, but the outlook for Spring business is reported good. It was suggested that prices would rule rather lower, but this is very doubtful. In fine salt it is early for business.

Canned Goods—The situation is largely unchanged. While in the local market tomatoes are a fair stock, and still show little advance; considering the outside situation, it is felt higher prices must soon rule. Corn is firm. Peas are still extremely low. In fruits nothing of interest. Apples show rather an improved demand. Canned meats are low; it is yet too early for much business. Salmon unchanged. Oysters firm. In domestic canned fish business rather dull, except sardines, stocks are extremely light.

Dried Fruit—There is just fair business in seeded raisins; as there is some stock carried over, every effort is made to hold up prices locally. An advance on the coast is expected, and holders hope not to make the full loss of the present decline; New York seeded are not as well liked as the Californias. Valencia raisins have had quite a sale this year, not only were they lower than other grades early, but the very low prices later created a demand, and dealers found they bought rather too lightly. In muscatels, Malagas have held the market. In prunes, small sizes scarce and firmer; a fair sale. Currants are somewhat higher. The demand is for cleaned in cartons. Local cleaned command the best prices. Figs scarce. Peel high, but a very limited sale. Dates are higher. Evaporated apples firm at full figures. In onions market dull, Canadian cheap. Valencias are higher.

Sugar—There is nothing new. Dealers continue to carry light stocks. Prices are extremely low and little change expected. Little foreign sugar is being offered.

Molasses—This is, and has been, for some years, perhaps chiefly owing to local conditions, a matter of much interest here. This is a large consuming market. For a few years lately sale was chiefly for Porto Rico; there was somewhat of a change last year, Barbadoes again becoming popular, particularly a fancy grade newly imported, and this season there is a special sugar duty on this line. Prices all round are rather higher. The situation is watched with interest.

Fish—The season has been rather mild for business in fresh fish. Stock has been quite plenty. Herring are rather lower. In dry fish high prices still rule. Pickled herring a light stock and high. Smoked herring sell at full figures. Lunan haddies are rather dull.

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OUR SUCCESS DUE TO MERITS

Not an
Imitation



But a
Revolution

To the merchant who thinks

SIR :—In conducting a grocery store your desire is first : to please your customer and to hold his trade—and second, to make your business show you a profit.

There is outside of sugar, tea and coffee no article so staple as **STARCH** and none about which the housekeeper is so particular. To make the selling of this article an easy matter we have placed on the market.

“JAPANESE STARCH”

“**JAPANESE STARCH**” is made upon an entirely new principle and does the very finest laundry work without injury to the fabric—it is readily prepared, tastily put up, an easy seller and a quick and good profit maker.

As regards the quality of Japanese Starch we may state that our fullest and strongest guarantee goes with it, and we will give \$500.00 to any Charitable Institution if it can be proved that the Starch is not all that we claim and does not give absolute satisfaction.

A liberal supply of general advertising matter and samples will be sent upon application.

American Pure Food Company
MONTREAL.

March 2, 1906

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Wholesale

First-class

March 2, 1906

March 2, 1906

THE MARKETS

The Canadian Grocer



Do You Sell Tea?

If you do you cannot afford to overlook the many merits of

Gold Standard Tea

"Guaranteed - the - Best"

Possessing a value far in excess of the price. The foundation of its popularity is built solely on its superb value.

Packed by
THE
CODVILLE-GEORGESON CO.,
LIMITED
WINNIPEG, MAN.



EASTERN MANUFACTURERS AND SHIPPERS

Keep in touch with the

WINNIPEG TRADE

We sell all lines handled by the

Wholesale Grocers

Write or wire us your offerings

NICHOLSON & BAIN, WINNIPEG,

Wholesale Brokers and Commission Merchants.
Established 1882

First-class storage for all kinds of goods

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

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

Sauces—

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

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

Oatmeal and Cornmeal—

Rolled Oats, 30-lb. sacks, per cwt	2 15
40-lb. " "	2 20
20-lb. " "	2 25
8-lb. " "	2 55
Cornmeal, in sacks	1 70

Fish and Oysters—

Lake Superior trout	0 09
Gold eyes	0 03
Blue fish	0 18
Mackerel	0 12 1/2
Red Snapper	0 15
B. C. Salmon	0 09
Halibut	0 08 1/2
White fish, per lb.	0 07
Pickeral	0 05 1/2
Jackfish	0 03 1/2
Finnan haddie	0 07 1/2
" Halifax " brand salt cod, fish cakes 24-1's	0 07 1/2
" Acadia " " " " " 2-1's	0 08
" " " " " " 20-1's	0 07
" Acadia " " " 2-lb. boxes	0 10
" " " " 4-lb. boxes	0 10
" " " " shredded, 24 cartoons, per bx	1 80
" " " " bulk, in 15-lb. bxs.	0 08
Large, Labrador and Nfld. salt herrings per 100 lb	4 00
" " " " per 2-lb. pail	1 20
Salt mackerel, in 20 or 30-lb. pails	0 12 1/2
Smoked halibut strips	0 11
Kipperd gold eyes, per doz	0 45
Yarmouth bitaters, 80 in box, per box	1 50
Lobsters, fresh boiled, per lb.	0 25
Caviare, extra, small jars, per jar	0 40
Frog legs, 6 doz. in box, per doz	0 40
Oysters, selects, per gal	2 25
Standards, per gallon	2 03
Ho land herrings, in kegs, per keg	0 66 0 70
Herrings, 1-barrels	4 00
Digby chicks, per box	0 17

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.

WANTED—A manufacturer, in grocers' sundries preferred, to occupy space 75x60 feet in modern factory, working on percentage of profits; no capital required. Address, Box S, care CANADIAN GROCER, Montreal. (8)

ARTICLES WANTED.

SMALL quantity of Indian grass wanted. State price. Box 107, CANADIAN GROCER. [c]

SITUATIONS VACANT.

WANTED—A respectable honest, live representative, thoroughly familiar with all the Nova Scotian apple growers and shippers along the D. A. route to drum up consignments during next (1906-7) season for large European markets and British provincial towns. Reply, "Hustler," London office CANADIAN GROCER, 88 Fleet street.

AGENCIES WANTED.

VANCOUVER firm of manufacturers, agents is open for a few good lines; highest references. Box 119, Vancouver. [15]

SITUATIONS WANTED

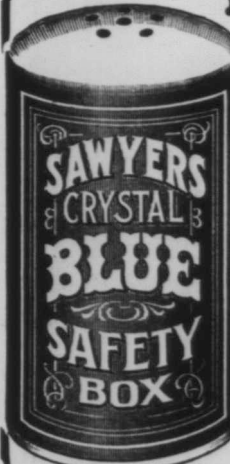
SALES MAN, six years experience, groceries, boots, shoes and crockery, open for engagement in the West after March 15th; Regina preferred; best of references. Box 108, CANADIAN GROCER. [9]

WANTED a position of trust by a young, active business man, a university graduate and Canadian Barrister at Law. Might be willing to invest a small sum in a good sound manufacturing concern to secure junior partnership. Best of references as to character can be furnished. M., care of The MacLean Publishing Co.

AGENTS WANTED.

SUTCLIFFE & BINGHAM, LIMITED, Manchester, England, are open to appoint a sole buying agent in St. John, N.B., and in Halifax, N.S., for "Kkovah" jellies and other "Kkovah" specialties; liberal terms to those prepared to devote energy to pushing same. Write at once Mr. Sutcliffe, care of Sutcliffe & Bingham, Limited, 17 St. John street, Montreal.

Sawyer's CRYSTAL 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, Agents
HALIFAX, Nova Scotia

ARE YOU

GETTING YOUR SHARE

of the

LARGE BUSINESS OFFERING in ALBERTA?

IF NOT Write us. Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers
CALGARY, ALTA

Mild Cured Hams
Choice Breakfast Bacon
Long Clear Bacon
Pure Lard

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

Canned Meats

Drop us a line for Price List.

THE PARK, BLACKWELL CO.

PORK AND BEEF PACKERS LIMITED

TORONTO

TELEPHONE M 3960

ROLLED BACON

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

F. W. FEARMAN CO.,
HAMILTON LIMITED



Brains Rule This World, Packers with Brains

— at —
Grande Pointe
Manitoba

... Pack ...

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

BONELESS CHICKEN
BONELESS TURKEY

1-lb. Tins.

WESTERN GROCERS support WESTERN INDUSTRIES

For sale by all Western Jobbers.

— PACKED BY —

THE MANITOBA CANNING CO., LIMITED
GRANDE POINTE, MANITOBA

NICHOLSON & BAIN
 Winnipeg, Man.

NICHOLSON & BAIN
 Calgary, Alta.

Sole Western Sales Agents

The
J. A. McLEAN
PRODUCE CO.

Limited

Exporters and Wholesale Dealers

Butter, Eggs and Cheese

100,000 Cubic Feet Cold Storage (Lynde British)
 on Our Premises

73-75-77 Colborne Street
TORONTO

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PRODUCE AND PROVISIONS

CHEESE AND BUTTER BULLETIN

There is a decided improvement in the cheese market. A number of deals have transpired within the last week, so that stocks for sale have been further depleted, and, as one of our large export buyers put it a few days ago, if he had an order for 5,000 boxes of cheese he feared he would not be able to fill it. At any rate, there is a great scarcity of colored cheese this year, and at present there are practically none to be had on this side of the Atlantic. If we take the total quantity of cheese at present unsold in Canada at from 15,000 to 20,000 boxes, we are making a very liberal estimate, and a very few orders would soon absorb this quantity.

The situation from every standpoint is decidedly "bullish," and last season's make will undoubtedly go out at very high prices. This is not very encouraging for the merchants, for the coming season, no doubt, the new make will start at unreasonably high prices, and, while we must expect steadily declining prices as quantities increase, there will be hardly room enough for a sufficient decline to bring prices to a safe low level to stimulate operators, and to create a general feeling of confidence in the future.

There was recently held a very interesting meeting of farmers at Waterloo, and Mr. Drummond spoke particularly as a practical farmer, stock breeder and raiser. His remarks were on the selection, breeding and feeding of dairy cattle and of the bacon hog. He dealt at great length with the importance of raising hogs that would produce the best and greatest amount of bacon. He claimed that we, as farmers, were at the turning point, that is, to produce for the English market more and better bacon, or get out of the business entirely. If the bacon trade of Canada is to continue to improve, it is quite necessary that hog raisers adhere to the class of animals most suited to the English market requirements. Let the Canadian farmer go back to the thick, fat type of hog, as many talk of doing, because they feel they have a grievance with the packer, and it will not be long before the price of Canadian bacon will have fallen to a level with the United States product, which is usually from 10 to 15 shillings per cwt. lower than the prices quoted for the Canadian Wiltshire sides. He claimed the three breeds most favored on the English markets, which has been proven by various experiments, were the Yorkshire, Tamworth and the Berkshire, which produce pork as cheaply as those of the Poland China, the Dutch Jersey breeds and the Chester White. He quoted Prof. Day, of the Ontario Agricultural College, for his authority. He spoke at some length on cattle raising, the care, the judging of cattle by points, the selection and individual records of dairy cows. These topics embraced a wide range of practical knowledge which every intelligent and

up-to-date farmer should possess in his business.

A most important part in carrying cheese for any length of time is the cost of loss in weight. Cheese, containing a certain amount of moisture, loses weight in storage by the natural evaporation of moisture. A process to prevent this loss of weight was adopted first by the Dominion cool curing rooms by dipping the cheese in heated paraffine and giving them a thin air and water tight coating of wax. First experiments met with a great deal of opposition, but the Government officials continued to advocate this system against all objections, which came principally from British markets. British importers instructed their friends in Canada not to ship them any paraffined cheese. Englishmen are proverbially slow in accepting new business ideas, but in spite of this the practice continued and spread. The average loss in weight per cheese is calculated at about three pounds in say six months of storage. Recent tests of a number of lots of paraffined cheese show them to weigh out almost to the ounce after the goods had been kept in storage for three months; further, the surface was clean and free from mold, while cheese not paraffined were dirty in appearance and showed a considerable loss in weight besides during the same period. The original opposition from British importers has been weakened considerably by their holding cheese in storage here for future shipment, and now Mr. D. M. McPherson, of Lancaster, comes out with a new patent paraffining plant, which is bound to meet with the general approval of the trade. It is simplicity itself, the cost is small and we think the time is rapidly approaching when every cheese will be paraffined. We know of cases where paraffined cheese, held for two years, did not lose an ounce in weight. Mr. Publow of the Kingston dairy school states emphatically that paraffined cheese will cure better than ordinary cheese, and properly paraffined cheese will not suffer by getting wet, as no outside moisture can penetrate the skin or rind of the cheese. No doubt the paraffining of cheese is a step in the right direction and is bound to be generally adopted in the near future.

THE PROVISION SITUATION.

The situation has shown no particular change since our last report. Arrivals of hogs are considerably on the short side, and are in indifferent condition. The larger factories are still on short time, and judging from the present rate of deliveries it will be some considerable time before anything like sufficient supplies are forthcoming. Fears are entertained that some of the older and more experienced factory hands will look round for other means of employment, rather than wait on on short time till trade improves.

The export demand continues good, and prices appear to be continuing firm, but there is no disposition to any further stiffening on the European markets; in fact, the indication is that buyers would resent any attempt to further movement.

Canadian bacon is undoubtedly advancing in favor abroad as against American bacon, and the feeling is growing on English markets that the time has arrived when a system of skin branding should be adopted. A prominent importer on the British market recently gave expression to the following remarks:

"We are more than satisfied with the Canadian bacon. It is making wonderful advances, and our customers, especially the better class, invariably prefer Canadian to American, and although we are generally able to judge from appearances as to whether the sample produced is American or Canadian, still we should like to have a skin brand on the Canadian, so that we can always be sure we get the genuine article. Whenever a certain line of bacon is in demand, inferior kinds are often foisted on the English buyer, instead of the original, but a skin brand would solve the whole difficulty."

The only safety for Canadian producers is to see that what they market is properly branded as "Canadian," and that the year of production is also stamped on the goods. Take no chances. If we have a good thing let us prevent its being injured by fabrication or misrepresentation.

OUR LONDON LETTER.

(By Our Own Correspondent.)

The general position of the produce markets here remains with very little change. A somewhat more lively demand for butter has been reported, but there is no change in the demand for cheese. Although the demand for bacon is fair, the quality of that commodity is still far from satisfactory.

Butter—Although, as was said in last week's report, the general reports of the 10th inst. were to the effect that the demand had dwindled away, and left sellers in an unenviable position, the past few days have seen more activity than was hoped for. There were two or three importers who claimed that they could see signs of better business this week, but their opinions were scarcely noticed. But they were right, at any rate in part. The renewed activity has certainly not been on a very large scale, and is probably due to the fact that retailers have been purchasing such very small quantities that it is difficult to tell when they may require more. The small supplies of butter that have arrived during the past few weeks must also have helped mat-

ters on. Sellers are now assuming a more confident tone, and there are some who express the conviction that there will be an advance of at least 1s. per cwt. in the near future. One has to be very wary in accepting such statements as these, however. There were some who, early in the week, said that the advance would take place before to-day. As a matter of fact, quotations are practically unchanged; nor has there been any change in the Danish official quotation.

Ever since supplies of butter from Canada ceased to arrive on this market, supplies have grown more and more short. Shipments from the colonies for the past month were 36,472 cwt. less than in the corresponding month of 1905.

Cheese—No change has come over the state of this market, although sellers are more inclined to meet buyers in the matter of price. The demand for New Zealand cheese, which, as stated in our last report, was somewhat more active than other makes, has now grown very quiet. According to advices to hand, shipments of cheese from Canada have

been on a very small scale of late, and equally insignificant quantities having been despatched to other markets, it is probable that stocks here will grow smaller ere long. At present, and for some while past, stocks in warehouse have remained on very much the same scale, and demand and supply have been evenly balanced. This fact, coupled with constant reports of dull business from sellers, shows that the retail trade is buying on the hand-to-mouth principle, the idea being, no doubt, to be prepared for eventualities. February is known to be the worst month of the year, both for buyers and sellers of cheese, but apparently the consumptive demand for this commodity is smaller now than usual at this time of the year. There is no explaining this state of affairs. It has been suggested that the general elections have had something to do with it, but it is a question whether they would affect the consumptive demand to any extent. The elections certainly have kept many provision men away from the markets, but with business so slow they could well afford to stay away.

men would quote slightly higher than last week, but the majority would leave prices as quoted last week. There is considerable dairy butter offering and supplies seem to be very large. The quantity of that coming in is not very satisfactory. Either the storekeepers dislike of the best at home or they do not keep it carefully until they get enough to ship. Perhaps both causes contribute to the result.

Table with 2 columns: Item, Price. Includes Creamery prints, Dairy prints, in tubs, large rolls.

Cheese.

The supplies of cheese are uniformly exported low, and the market firm in sympathy with the Old Country. There are, however, no changes in the following quotations:

Table with 2 columns: Item, Price. Includes Cheese, large, twins.

Eggs.

The egg situation was getting interesting last week, but anxiety was allayed by the public getting into the game and consuming sufficient quantities to nearly off-set the increasing industry of the hen. The public quickly realized that eggs had come within reach of the ordinary purse, with the result that prices have sagged only a cent or a little better, and the quotations this week are 17c. to 18c., and perhaps a straight 17c. would better represent the situation. Lent will be a factor in increasing the demand. It is not now expected that there will be any sudden break in the price for new laid. Naturally the price will be downward until April.

For cold storage eggs, termed "fresh," the quotation is 13c. to 15c. But naturally the stock is large owing to the new laid being several weeks ahead of scheduled time.

Table with 2 columns: Item, Price. Includes New laid eggs, per doz., Fresh.

WINNIPEG.

Butter.

Creamery.—Supplies are more liberal and the market is weaker. Prices to the trade are nominally unchanged and we quote again as last week:

Table with 2 columns: Item, Price. Includes Finest fresh creamery, in 56-lb. boxes, in 28-lb. boxes, in 14-lb. boxes, in 1-lb. bricks.

Dairy.—The dairy butter market is in very unsettled condition. Produce houses are paying from 15c. to 20c. per lb., according to quality. Supplies at country points are increasing, but the quality is poor.

Cheese.

Table with 2 columns: Item, Price. Includes Price is advancing, Finest Ontario, large, Manitoba, large, twins, small.

Lard.

Table with 2 columns: Item, Price. Includes Prices continue as follows, Tierce basis, per lb, Small packages take the following advance, 50-lb. tin cans, per lb, 20-lb. tin pails, in 80-lb. cases, per lb, 10-lb., in 60-lb., 5-lb., in 30-lb., 3-lb., 20-lb. net white wood pails, per lb.

Cured Meats.

Table with 2 columns: Item, Price. Includes Hams, selected stock, special mild cure, Bacon, Backs, Picnic.

PROVISION AND DAIRY MARKETS.

MONTREAL.

Provisions.

There is nothing much to be said about provisions at present. Although hogs are more plentiful than last week, prices remain high. There has been an advance of 1/4c. on breakfast bacon.

Table with 2 columns: Item, Price. Includes Lard, pure tierces, Boar's Head brand, tierces, per lb., Cases, 20 3-lb. tins, per lb., 12 5-lb. tins, 6 10-lb. tins, 20-lb. wood pails, each, 20-lb. tin pails, each, Wood net, tin gross weight, Canadian short cut mess pork, American short cut clear, American fat back, Breakfast bacon, per lb., Hams, Extra plate beef, per bbl.

Butter.

The butter market is steady at present, but is not very strong. There is plenty offered, but dealers do not feel inclined to take hold freely. Choice creamery sells at 22c. to 22 1/2c., good to fine from 21 1/4c. to 22c.

Table with 2 columns: Item, Price. Includes Choice creamery, Good to fine creamery, Western dairy, Manitoba dai y, Fresh dairy tubs, Fresh rolls.

Cheese.

Holdings are asking 13c. to 13 1/2c. for cheese at present. The latter price is hard to obtain. The feeling among exporters is firm and some of them are now quoting 13 1/2c., and although this price cannot be obtained yet, it may rule later on. Private advices from the other side report a probability of a strong market within a few weeks.

Eggs.

A still further decline has taken place in eggs. At 17c. guaranteed fresh laid

eggs may now be obtained. Cold storage or pickled are to be bought from 11c. to 11 1/2c. As long as the stock of held eggs lasts there is a possibility of the slaughtering prices continuing. Nobody seems to know where so many of these eggs come from. Each day seems to reveal a new stock. New laid eggs cannot be obtained in sufficient quantities to supply the demand.

Table with 2 columns: Item, Price. Includes Cold storage, Pickled, Fresh laid, guaranteed.

TORONTO.

Provisions.

The provision market has maintained an even gait in regard to prices this week, with the exception of eggs and street lots of hogs. The packers' price for live hogs is unchanged, maintaining last week's advance, but the farmers have been bringing in more dressed and the price has gone off 50c. Otherwise the following quotations remain as last week. Trade is generally reported fair and the cured meat market firm.

Table with 2 columns: Item, Price. Includes Long clear bacon, per lb., Smoked breakfast bacon, per lb., Roll bacon, per lb., Small hams, per lb., Medium hams, per lb., Large hams, per lb., Shoulder hams, per lb., Backs, per lb., Heavy mess pork, per bbl., Short cut, per bbl., Shoulder mess pork, per bbl., Lard, tierces, per lb., tubs, pails, compounds, per lb., Plate beef, per 20-lb. bbl., Beef hind quarters, front quarters, choice carcasses, common, Mutton, Yearling lamb, Veal, Hogs, street lots, dressed, car lots.

Butter.

The better grades of butter have firmed up somewhat and some commission

Table with 2 columns: Item, Price. Includes Ham, sugar cured, ash, heavy, Picnic, Shoulders, Bacon, Will, spic, Manitoba butts, skinned, boneless, rolls, boneless.

DRY

Table with 2 columns: Item, Price. Includes Bacon, dry salt long cle, Shoulders, Heavy mess pork, boneless, Standard mess pork, p.

PICKLED

Table with 2 columns: Item, Price. Includes Pickled, Pig's feet, Pig's tongues, Bonettes hocks, Sweet pickled spare rit hocks.

Produce houses do not expect a fresh peg.

ST

In barrel produce. There is offered. Business changed, sale volume held at full figure still high and refined lard sells keep quite low density. In freely offered and quite a full price. Veal is more rule. Pork con

Table with 2 columns: Item, Price. Includes Mess pork, per bbl., Clear pork, Plate beef, Domestic beef, per lb, Western beef, Mutton, Lamb, Pork, Hams, Roils, Lard, pure, tubs, Refined lard, tubs, pails.

Stock is better. While prices are it brings quite

Table with 2 columns: Item, Price. Includes Creamery butter, Best dairy butter, Good dairy tubs, Fair.

As everywhere it is very sell this season. Rather slow. Eggs strictly fresh, case stock

Prices are rather small. Twice is, however, no Cheese per lb.

Mr. Samuel Montreal Pack time Province Ancherst, N.S. ness since open indications possible in the fut

Hams, sugar cured, assorted sizes	0 13
" " heavy, 20 to 30	0 13 1/2
Pieces, " " assorted sizes	0 09 1/2
Shoulders, " " breakfast bellies	0 14
Bacon, " " breakfast backs	0 14
" " Wiltshire sides	0 15 1/2
" " spiced rolls, long	0 10
Manitoba butts	0 09 1/2
" " skinned	0 10
" " boneless and rolled	0 11
" " rolls, boneless	0 11

DRY SALT MEATS.

Bacon, dry salt long clear	0 11
" " smoked	0 12
" " boneless backs	0 12
Shoulders " " "	0 08 1/2

BARREL PORK.

Heavy mess pork, boneless, per bbl	17 00
" " per 1/2 bbl	9 25
Standard mess pork, per bbl	16 50
" " per 1/2 bbl	9 00

PICKLED GOODS (COOKED).

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

Eggs.

Produce houses are paying 23c. per dozen for fresh eggs delivered in Winnipeg.

ST. JOHN, N.B.

Provisions.

In barrel pork the high prices still rule. There is little except American offered. Business is quiet. Beef is unchanged, sale very light. Smoked meats hold at full figures. In pure lard, prices still high and chiefly American seen. Refined lard sells freely, and while prices keep quite low, there is an upward tendency. In fresh meats, beef is very freely offered and is low. Mutton holds at quite a full price. Lamb is now scarce. Veal is more freely offered, good prices rule. Pork continues high.

Mess pork, per bbl	\$19 00	\$22 00
Clear pork, " "	18 50	21 00
Plate beef, " "	13 00	14 50
Domestic beef, per lb.	0 05	0 06 1/2
Western beef, " "	0 08 1/2	0 09
Mutton, " "	0 07	0 08
Veal, " "	0 07	0 07 1/2
Lamb, " "	0 08	0 10
Pork, " "	0 09	0 10
Hams, " "	0 13	0 14
Rolls, " "	0 10	0 13
Lard, pure, tubs, " "	0 11 1/2	0 12
" " pails, " "	0 12	0 12 1/2
Refined lard, tubs, " "	0 08 1/2	0 08 1/2
" " pails, " "	0 08 1/2	0 09 1/2

Butter.

Stock is being more freely offered. While prices are rather lower, best quality brings quite full figures.

Creamery butter	0 23	0 28
Best dairy butter	0 20	0 22
Good dairy tubs	0 18	0 20
Fine	0 16	0 18

Eggs.

As everywhere else, prices are down. It is very seldom prices are as low at this season. Money is being lost. Sales rather slow.

Eggs, strictly fresh	0 22	0 25
Eggs, fresh	0 18	0 20
" " house stock	0 16	0 18

Cheese.

Prices are rather higher. Local stock is small. Twins have the demand, which is, however, not large.

Cheese per lb.	0 13 1/2	0 14
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Mr. Samuel Freeman, representing the Montreal Packing Company in the Maritime Provinces, with headquarters at Amherst, N.S., reports excellent business since opening up that branch office. Indications point to even greater success in the future.

No Argument is Necessary

with a grocer who has once bought

Clark's Pork and Beans in Chili Sauce

Experience has taught every buyer of this line that it's a good one to tie to.



Our Knowing How
to make the best mince meat accounts for Grocers having no difficulty with the sales of

Nicholson's Mince Meat

and yet there are a few grocers who continue to sell the second-rate stuff, thereby losing customers and profits. What kind do you sell?

HAVE YOU ORDERED

N. & B. JELLY POWDER	N. & B. ICING POWDER
N. & B. PUDDING	N. & B. VERIQUICK TAPIOCA

BROCK'S BIRD SEED

NICHOLSON & BROCK

9 Jarvis St., TORONTO, ONT.

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

O. R. COOPER
TORONTO SALT WORKS
TORONTO, ONT.
AGENTS FOR THE DOMINION SALT AGENCY

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

The WM. RYAN CO., Limited
70 and 72 Front St. E., Toronto.

BUTTER and EGGS
—WE ARE—
BUYERS and SELLERS
Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.
Wholesale Produce Merchants,
TORONTO.

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

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

Order now, for delivery later,

it will **Pay You**

WALTER WOODS & CO.
Hamilton and Winnipeg.

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

THE BEST INVESTMENT

ORANGE MEAT is the best cereal investment for a grocer. After analysis by experts.



Orange Meat

has been pronounced "very high" in digestibility and energy-producing power.

It is made in Canada and has been widely advertised in the newspapers.

The **JUMBO** package has 2½ times as much in it as a 15c. package of other cereals, and the price you sell it for is 25c.

The 15c. package of **ORANGE MEAT** contains the coupons.

So that you can go to the consumer offering the best breakfast food at the fairest prices — **ORANGE MEAT**, 25c. and 15c.

As both the quality and the prices are permanent, **ORANGE MEAT** business is permanent also.

This is the reason you should go after it.

HOW DOES YOUR SUPPLY STAND?

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

Agents in Winnipeg: Scott, Bathgate & Co.

The Frontenac Cereal Co.

Limited
KINGSTON, ONT.

FLOUR AND CEREAL FOODS

The present outlook is gloomy and uninteresting; very little interest is shown by buyers, and brokers are finding it difficult to do business on any basis. Millers at all outside points report deliveries as slow and small. The export grain market has been of an inquiring nature, but little real business maturing.

A decline took place in the price of wheat during the week, and the highest price at which it is reported that No. 2 white sold for export, was 79 1-2c. and No. 2 mixed at 79c. At the close, however, white was offered at 79c., but exporters were not anxious to buy, although a few cars of No. 2 mixed would still be taken at 78 1-2c. on the Canadian Pacific railway.

Some Manitoba wheat for May delivery from Fort William was sold during the week. Several lots of 10,000 bushels and 5,000 bushels are reported as having been put through. The price declined in sympathy with the drop in Winnipeg and sales were made as low as 83 1-2c. for No. 1 northern and 2c. less for No. 2 northern. Prices of wheat at elevators this side of the lakes have been very irregular.

The flour market has been exceptionally uncertain, domestic trade being particularly dull, with prices so indifferent that any reliable quotations are difficult to state.

Although very few sales of flour are reported, there appears to be a slight improvement in the demand from the Maritime Provinces, and as any change from former conditions would have to be an improvement, there is a somewhat better feeling in milling circles. While the mills do not report any sales for export, flour brokers state that the demand during the last week or ten days has been better than for a couple of months, but they have been compelled to work on very close margins, for while they were able to get 22s. 9d Glasgow freights for an occasional car, the bulk of the business has been put through at 22s. 6d. As, however, ocean freights declined about two cents per 100 pounds on flour the first of the week, 22s. 6d now is about equivalent to 22s. 9d on the higher freights.

The competition in the selling of oatmeal is reported to have been even greater than in flour and it would appear that rolled oats at \$1.75 per bag delivered must be below cost.

The domestic market in breakfast cereals is in a most unsatisfactory condition; cutting in price is playing havoc with business; one well-known mill is reported to have offered to customers

a cut rate 10 cents better than any other mill, consequently markets have run wild. Dealers are of opinion that some action will have to be taken to bring a rational basis to trade.

MONTREAL MARKETS.

Flour.

Business is not very brisk in flour at present. It is the old story—bad weather. The milling companies are inclined to look forward to good business in the near future, however, as there is sure to be a very strong demand for all kinds of flour as soon as the roads make it possible to carry on business in country districts. Glenora and Manitoba, which were both selling at \$4.00 last week, are now quoted \$4.10, otherwise there are no changes to report.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	2 00	2 10
Royal Household.....	4 50	4 10
Glenora.....	4 40	4 10
Manitoba spring wheat patents.....	4 10	4 10
" strong bakers.....	2 60	2 10
Buckwheat flour.....	2 60	2 10
Five Roses.....	4 50	4 50

Grain.

Prices have fallen in the grain market. Oats are very weak. For No. 2 white oats dealers ask 39 1-2c. to 40c., while No. 3 brings 38 1-2c. to 39c. No export business is being transacted in peas, which have fallen one cent.

No. 4 barley.....	0 47½
No. 2 white oats.....	0 39½ 0 40
No. 3 white oats.....	0 38½ 0 39
No. 3 yellow corn.....	0 51
No. 2 peas, basis 75 per cent. points.....	0 77

Rolled Oats.

Nothing new is reported in rolled oats. The recent break up among Ontario millers has demoralized the market. Quotations are the same as last week.

Fine oatmeal, bags.....	2 20	2 40
Standard oatmeal, bags.....	2 30	2 40
Granulated ".....	2 30	2 40
Rolled oats, 90-lb. bags.....	2 25	2 30
" 80-lb. bags.....	2 00	2 10
" bbls.....	4 70	4 70

Feed.

Bran and shorts are very scarce. The demand for both is strong. Prices remain unchanged, but it is thought that the scarcity, combined with the great demand for these feeds, will have the effect of raising them. Manitoba bran is higher, having advanced 50c. per ton owing to good demand and light supplies. Ontario bran is scarce and western mills have ready sale for their output at local points. Maritime orders are also more profitable for any surplus they may have to ship.

Ontario bran.....	19 50	20 00
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 00	20 00
" bran.....	18 50	19 00
Mouillie, milled.....	21 00	24 00
" straight grained.....	25 00	28 00

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MARKETS.

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changes to report.

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.....	4 00	4 30
.....	4 10	4 40
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.....	4 10	4 50
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.....	19 50	20 00
.....	20 00	21 00
.....	19 00	20 00
.....	18 50	19 00
.....	21 00	24 00
.....	25 00	28 00

"MADE IN CANADA"

*The Best Cereal Food to Eat, and
the Best Cereal Food to Sell is*

**Shredded
Whole Wheat**

It is made in two forms, Shredded Wheat
BISCUIT and **TRISCUIT**.

TRISCUIT is a **CRACKER**, not a "break-
fast food." It is used as toast in place of
ordinary bread toast, and for all purposes
for which the common white cracker of com-
merce is used.

Shredded Wheat **BISCUIT** is the standard
wheat food of the world, delicious for break-
fast, or for every meal for every day in the
year. It contains all the nutriment in the
whole wheat in digestible form. A good
seller all the year round.

The Canadian Shredded Wheat Co.,
NIAGARA FALLS CENTRE, ONT. Limited

Money in It

There is money for a grocer in handling first-
class flour. The best Northwest wheat is
used in

"Gold Crown" Flour

Our methods are scientific and we are not
ashamed of the product.

WRITE FOR PRICES.

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



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.

**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
GODERICH
BRANDON**

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

IT PAYS YOU TO PAY FOR QUALITY

BUY FIVE STARS FLOUR

CONFIDENCE

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

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

The public know and appreciate them.

**REINDEER
Brand**

**Condensed Milk
Coffee
Cocoa**

JERSEY Sterilized Cream

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

Hay.

The market is very quiet at present. Mixed clover, quoted at \$6.50 last week, is now obtained for \$6.00. The prices are likely to remain as they are for some time as farmers do not care to risk taking less. There is nothing doing in the export market. The demand in the U. K. is not heavy and the supply is large. Prices are the same as last week. Liverpool is importing an extra large amount of hay this week and this,

The McLEOD MILLING CO., Limited
Stratford, Ontario.

Solicit the patronage of the Flour, Feed and Grain Trade in general, and in return will guarantee an article which will mean an increase of business to all concerned.

NAP. G. KIROUAC & CO., QUEBEC
Receivers and Shippers
FLOUR, GRAIN, MILL FEED, SALT and FRESH FISH

Willing to act as Agents for Canned Goods Manufacturers or Grocers' Supplies.

The GRAY, YOUNG & SPARLING CO., Limited
Salt Manufacturers
WINGHAM
Established 1871

Granted the highest awards in competition with other makes.

MYERS' ROYAL SPICE STOCK FOOD

HORSE AND CATTLE. per 100 lbs.

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

POULTRY.

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

Hog Powders (5 gross)..... 3.08 per gross
Less 5% for cash on all lines.

H. N. BATE & SONS, Limited, OTTAWA

A. A. McFALL
Miller and Grain Merchant
Bolton, Ontario, Canada,
Write for Samples and Prices

it is expected, will cause a fall in prices on that market.

No. 1	8 50
No. 2	7 00
Clover mixed	6 00
Clover, pure	5 50

TORONTO MARKETS.

Flour.

Dull and uncertain is the condition of the market at the present moment. Prices have made a downward movement, and present quotations are really only nominal. Domestic demand is practically nil; buyers appear to be well provided, and no disposition to move. A good deal of the flour offered is considered indifferent in quality and therefore offers no attraction. Export trade is also dull and uninteresting.

Manitoba patents, No. 1, per bbl. in bags	4 30
No. 2, " " "	4 00
Strong bakers " " "	3 85
Ontario patents, No. 1, " " "	3 75
No. 2, " " "	3 50
Straight roller " " "	3 50

Grain.

Grain of all kinds has made a downward movement since our last report, and is still weak. Business has been of small volume and uninteresting. Export inquiries coming to hand lack animation, and very little volume of trade has resulted. Movement of grain at outside points has been unimportant, and millers reports rather point to farmers holding back supplies.

(F.o.b. elevator 3/4c. more N. Bay.)

Manitoba wheat, hard, No. 1	0 87
Northern No. 1	0 85
No. 2	0 82 1/2
No. 3	0 81 1/2
Red, per bushel, 78 per cent. points	0 78 1/2
White, " " "	0 78
Mixed, " " "	0 77
Spring, " " "	0 74
Goose, " " "	0 74
Barley, No. 1	0 48 1/2
No. 2	0 46 1/2
No. 3x	0 44
No. 3	0 44
Oats, white	0 35
" mixed	0 34
Peas	0 77 1/2
Buckwheat	0 49 1/2
Rye, per bushel	0 70

Breakfast Cereals.

The state of the breakfast cereal market is most unsatisfactory. Millers are offering goods at almost any price, in fact, quotations have run wild since the abandonment of the union, and present quotations are to a large extent nominal.

Oatmeal, standard and granulated, carlots, on track, per bbl.	4 50
Rolled wheat in boxes, 100 lbs.	2 25
50 lbs.	1 20
Rolled oats, standard, carlots, per bbl., in bags	4 00
" " " " " in wood	4 25
" " " " " for broken lots	4 20

ST. JOHN, N.B.

Flour, Feed and Meal.

In flour rather lower prices rule, market is considered fairly firm.

Feed sells at full figures.

Oatmeal rather lower; there is limited business.

Cornmeal prices are still low.

Beans are unchanged, market somewhat unsettled. Yellow Eyes never as low as this season.

In seeds, prices are firm. Clovers are higher, particularly reds and mammoth. There is quite a range in quotations from different seed men.

CEREAL MILL FOR CALGARY.

The Brackman-Ker Milling Company of Vancouver, B.C., is about to erect in Calgary a mill for the manufacture of rolled oats and breakfast cereals, as well as for a sorting elevator and storage. Work will be commenced on the building as soon as the season permits. The machinery will be nearly all manufactured from plans prepared by the company, and will embody all the up-to-date mechanical appliances which the large experience of the firm has perfected. The supply of grain will be drawn from Alberta. Mr. Ker, manager of the company, looks to the irrigated lands of that province to contribute largely to his firm's wheat supply, and Alberta wheat has been proved very suitable for the purposes of the firm. The oats will be taken from all portions of the province. Mr. Ker is very much pleased with Calgary's progress, which he characterizes as a steady, natural growth, without anything of the boom element.

EXTENSIVE WHEAT PROJECT.

London, Eng., February 16.—The greatest interest attaches to the report of the recent Canadian deputation of the Scottish Co-operative Wholesale Society upon buying and growing wheat. The British co-operative societies represent 1 1-2 million co-operatives and over a million dollars share of capital. The Scottish co-operators alone grind 72,000 bushels of wheat per week. The deputation strongly recommends the opening of a branch at Winnipeg for the direct purchase of 2 1-2 million bushels yearly of Canadian wheat, so as to save at least 25,000 dollars yearly to the society, also to free the society from manipulation and American wheat corners. The deputation also strongly urge the societies to secure at once 100,000 acres of land from the Saskatchewan Land Company, as the best form of investment for the society's funds if, as is probable, the recommendations be adopted. The great co-operative societies of Lancashire, Yorkshire, will likely follow suit and inaugurate an Anglo-Canadian movement of a great political and commercial importance.

Mr. C. H. Crysdale, of Crysdale & Son, Oshawa, was in Toronto on Tuesday. Mr. Crysdale reports business in Oshawa good. "In fact," said he, "Oshawa is the best town on the line.

TRANSP

A question deal with in deal with in transportation, the present administrative deal for transport great deal to between this tries, between our country. organized the transcontinental project did not. It came at the did it come although the railroad, it is easy years a third, railway will interior of the

For t

We have been we are putting construction of sent altogether. We have not the constructive for the man of Toronto or has three or his door or in all directions say, "No more ey in aid of that man, who of the settler who to-day ha the market, a forty years ago helped in the must help the and we must take our prod world.

Markets

Up to the had markets time has come kets in the Or in those count lization 2,000 unchanged and tabized during at last awaked the western la other portion in a position t Here are we, c continent. In we are develop chieftest part what. It is generations, a three provinces Saskatchewan then can be c have been seek edly in Euro to the times i there is a mar millions in the

If we want be activity of developing at the tea tra ticle of primar

TRANSPORTATION AND THE MARKETS OF THE ORIENT.

By Sir Wilfrid Laurier.

A question we have been asked to deal with in the past and shall have to deal with in the future is that of transportation, the question of questions. The present administration have done a great deal for transportation; we have done a great deal to facilitate transportation between this country and other countries, between the different provinces of our country. We have prepared and organized the construction of another transcontinental railway. But this great project did not come one hour too soon. It came at the right time, and not only did it come at the right time, but, although the railway is not yet constructed, it is easy to see that before many years a third, and perhaps a fourth, railway will be necessary through the interior of the country to the coast.

For the New Settlers.

We have been told by some friends that we are putting too much money into the construction of railways. Let me dissent altogether from that suggestion. We have not put too much money into the construction of railways. It is easy for the man who is in the neighborhood of Toronto or Hamilton or London, who has three or four railways passing by his door or within a few miles, running in all directions, it is easy for him to say, "No more railways; no more money in aid of railways." But I want that man, whoever he may be, to think of the settler in the outlying provinces, who to-day has to cart his products to the market, as he himself had to do forty years ago. The railways have been helped in the older provinces, and so we must help the railways in new provinces and we must have great trunk lines to take our products to all parts of the world.

Markets of the Orient for Us.

Up to the present moment we have had markets chiefly in Europe, but the time has come when we must seek markets in the Orient, in Japan and China, in those countries where there is a civilization 2,000 years old, which has been unchanged and unmoved, and has crystallized during 2,000 years, but which is at last awakening to the civilization of the western land. We more than any other portion of the civilized globe are in a position to profit from this market. Here are we, occupying the apex of this continent. In the centre of our country we are developing what is perhaps the choicest part of it for the growing of wheat. It is certain that for many generations, and perhaps forever, the three provinces of Manitoba, Alberta and Saskatchewan will produce more wheat than can be consumed in Canada. We have been seeking our markets abroad, chiefly in Europe, but we would be blind to the times if we failed to realize that there is a market of four or five hundred millions in the Orient of the old world.

An Example.

If we want to know what can be done by activity and enterprise in the way of developing trade, look for a moment at the tea trade. It has become an article of primary necessity in every home.

Whether it be in the mansion of the rich or the cottage of the humble, you find the cup that cheers but not inebriates. English merchants two hundred years ago discovered the valuable properties of tea, and brought it to England, till now it has become an article of primary necessity. Wherever tea is grown wheat is not grown. The article of food is rice.

Between Europe and the East.

I want Canadian merchants to bear wheat and flour into that 400,000,000 market of China and Japan. We have to get not only the wheat trade, we have also to get the passenger trade. The Orient is awakening. With these four hundred million of people in China, forty million people in Japan and three hundred million people in India, there will be moving to and fro from the Orient to Europe and from Europe to the Orient. Hitherto there has been only the Suez Canal. We have a better route over the Pacific. Mark my words, by-and-by we shall have train upon train carrying passengers from the Orient to Europe and from Europe to the Orient.

Yokohama to London.

We can only have one competitor—the United States. The Canadian Pacific Railway this year are going to open a new line. A steamer will leave Yokohama for Vancouver; there a train will be waiting to take the passenger to Quebec, where there will be a steamer waiting to take him to Europe, and in less than 22 days he will have completed his journey. These are some of the ideals which will impress every Canadian; but when I think of the magnitude of the task I am tempted to say, with some despair, "So much to be done; so little done," and I rely upon the courage of the Canadian people, on the courage of the Canadian Reformers who favor those ideas. I cannot hope that I have many years to live at the present time, but I hope that I shall live long enough to see the Canadian Pacific Railway and the Grand Trunk Railway with trains full of passengers for the Orient, and trains full of wheat and flour, and bringing back tea and silks and passengers, and transmitting them to all parts of the civilized world.

Canada Newest of Nations.

We are the last of the civilized nations to come to the front. It is within our grasp to profit by the experience of the past, to improve upon their virtues, to avoid their mistakes. It is for us to employ the energy, the activity, the enterprise, the competence, the brains and the brawn, and I rely upon the Canadian people to do it. Let us rise to the height of our opportunities. Let our civilization be such a civilization as never existed before in the world, a civilization based, and exclusively based, upon peace and the arts of peace. Let us see that in this country of Canada there shall be work for all hands and the best remuneration for all work. That is the thought that I have to give you at this moment, if I may be permitted to in my capacity as leader of a political party, to give you now as the guiding star in the struggle for the advancement and prosperity of our country.

TRADE INQUIRIES.

151. A produce merchant in Sheffield wishes to get in touch with Canadian exporters of apples.

152. A large firm of produce merchants desire for the coming season to get in touch with Canadian apple men, so that they may get them direct.

153. A firm in Sheffield wishes to get in direct communication with Canadian dealers in apples.

154. A Sheffield produce firm desire to get in touch with Canadian exporters of eggs, bacon, tinned meats, fruit and tomatoes.

155. A Sheffield produce merchant wishes to get in touch with Canadian exporters of apples of all qualities.

156. A produce merchant in Sheffield desires direct communication with dealers in Canada of xxx apples.

158. A Sheffield fruit merchant desires for the coming season to get in touch with exporters of all classes of Canadian apples, well packed and graded.

159. A Sheffield produce merchant desires to get in communication with Canadian exporters of cheese, butter, "glycerined eggs," bacon, tinned meats, fruit and tomatoes.

164. A Canadian now resident in the North of England is desirous of obtaining the representation of a few preserved fruit and meat packers in Canada who are seeking an outlet in Great Britain.

171. A Lancashire firm dealing largely in meats wishes correspondence with Canadian exporters of frozen meats with a view to representing them.

172. A Manchester firm wishes to obtain prices of white and green peas dried from Canadian shippers of same.

RELATIVE VALUE OF FOODS.

The following interesting comparison of foods has been sent us by Maconochie Bros., Limited, who are packers of the "Maconochie brand" of herrings.

	Material for Muscle.	Food for Brain and Nerves.
Rice	5	1-2
Wheat	14 1-2	11-2
Oats	17	3
Yolk of egg ..		2
White of egg 13		3
Potatoes	11-2	1
Mutton	21	2
Beef	19	2
Milk	5	1
Chicken	21 1-2	3
Herring	18	5

From the above comparison it will be seen that herring is the champion food for brain and nerve, and right in a line with beef and mutton for muscle. It is therefore up to the grocer to supply his brain-fagged countryman with a brand of herring of the best possible grade.

McWILLIAM
Mc. AND E.
EVERIST

California Washington Navels still advancing, but we have to arrive:

**1 Car Rose,
1 Car Gypsy Queen,
2 Cars Chinook and Arch Brands**

from which we can fill your orders.

Have also good stock Extra Fancy and Fancy Lemons, which we know will give satisfaction.

BRANDS:

**St. Nicholas, Verdi,
Kickers and Eagles**

Cucumbers, Celery, Onions, Lettuce, Rhuharb, Spinach, in fact every thing in our Line.

25-27 Church St., TORONTO

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

57 Market St., - HAMILTON

BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE ...

Oakville Basket Co.

Oakville, Ont.

GREEN FRUITS AND VEGETABLES

The general condition of the domestic market is one of firmness at all points. The great run since our last report has undoubtedly been on oranges and in consequence quotations are firming to advance. At Montreal this has already occurred, whilst in the Maritime Provinces complaint is being made of the quality of fruit arriving. At Ontario points, however, the most recent arrivals are reported as above usual quality, and the excellent color and sweetness has been no small factor in commanding the market.

Apples are still holding a high place. Recent reports from English ports speak of high prices being paid for Canadian apples. Some western shippers are reported as receiving \$4.50 net per barrel for some recent shipments.

It is estimated that not more than 25,000 barrels are held at western points and stocks of good sound fruit on the Montreal market are in very small compass, much smaller in fact than for years past at this season, and although prices are high, there is a fairly good local demand.

The situation is a specially strong one. Domestic demand is active, and export trade is in full cry, so that there is every facility for placing stock.

Reports from California speak of weather conditions being in every way favorable to the growing crops. The warm weather has not yet entirely passed away and this condition, combined with the moisture, is bringing out the grass and the blossoms with much despatch. Sugar beet planting is in progress in the various sections of the state where this industry thrives. Orchards and vineyards all show signs of good crops later. Peach and almond trees are in full bloom in San Louis Obispo county, and the latter in the San Joaquin Valley as well. Such early development presages an early crop according to some authorities, but since such conditions are only found in a few places, it does not necessarily follow that such will be the case. Last year the fruit season came upon us three weeks earlier than usual, but a repetition is improbable.

—

FRUIT-GROWING ON THE PACIFIC COAST.

Some idea of the growth of the fruit-growing industry in British Columbia may be gathered from the fact that in 1902 the Dominion Express Co. carried 41,205 packages, aggregating in weight 974,706 pounds, and last year it carried 96,988 packages weighing 2,351,413 pounds, an increase of 111 per cent. in three years.

That statement was made by the secretary of the British Columbia Fruit-Growers' Association at the sixteenth annual meeting held on Feb. 14 in Vancouver.

The keynote of the meeting was the protection of the British Columbia or-

chards from insect pests. To that end the secretary urged perseverance in spraying with the Bordeaux mixture, and Mayor Keary, of New Westminster, manager of the Dominion Exhibition, suggested that the Government be urged to take measures to enlighten all citizens upon the subject of insect and fungus pests and that the citizens be urged to use every possible precaution and remedy for the prevention or cure of any insect depredations and diseases that effect vegetation.

Vice-President T. A. Brydon declared that British Columbia had the climatic and other favorable natural conditions to become one of the leading fruit-producing sections of the continent if the insect pests were kept away.

Mr. H. Harris advocated bulb culture, and declared that in that branch of horticulture British Columbia might rival Holland.

A resolution was passed heartily approving the action of the provincial fruit inspector in placing all citrus fruits on the list of fruits to be inspected before being removed from any dock, warehouse or station in the province. This action was taken because San Jose scale had been found on citrus fruit.

A pure food resolution was passed favoring the compulsory printing of the formulae on the labels of all jams and jellies.

A resolution was passed calling for the establishment by the Dominion Government of experimental orchards in the Dry Belt on Vancouver Island and in the Kootenay.

These officers were elected: President, Thomas A. Brydon, Victoria; vice-presidents, James Johnston, Nelson; H. Kipp, Chilliwack; M. Fletcher, Armstrong; secretary and treasurer, W. J. Brandrith, Victoria; executive, Messrs. Palmer, Metcalfe, H. Kipp, W. J. Brandrith.

—

PREMATURE BUDDING OF PEACHES.

On warm Winter days such as we have had lately, and in the early Spring, peach buds are induced to prematurely swell, only to be nipped by the frosts that follow. To prevent this, some fruit-men have found spraying the buds with whitewash to be very beneficial, as the whitened buds reflect the heat rather than absorb it and thus prevent too early maturity.

—

MONTREAL MARKETS.

Green Fruits.

Prices remain about the same in green fruits. Florida oranges and Tangerines are going up. There is a strong demand for navels also, and it is probable that they will be quoted at a higher price in the near future. Apples continue in

March 2, 1908

strong demand high as \$5.50

Messina blood orange
Oranges, Florida, case
Tangerines
Navels
Dates, per lb.
Bananas
Cocoanuts, per bag of
Pineapples
Jamaica grape fruit,
Apples
Lemons, per box
Jamaica oranges, per
Grapes, Almeria, extr
Fancy
Choice
Cranberries, N. S.,
Cape Cod
Spanish onions, cases
Grape fruit, Florida..

Few changes tables. The price causing a loss stocked up with the Fall, the dealers easily sell their obtain most likely, who are tables to town injured by frost. twenty-five cent ton lettuce, celery gone up, celery selling from \$6

Potatoes, per bag
Parsley, per doz. bunch
Sage, per doz.
Savory, per doz.
Green peppers, per bunch
Home-grown cabbage,
Tomatoes, Florida
Egg plant, per doz.
Red onions, brl.
Turnips, bag
Water cress, per lb.
Grand Rapids lettuce,
Boston lettuce, per doz
Sweet potatoes, per bushel
Celery, per crate
Spinach, per bushel
Cucumbers, per doz.
New potatoes, per bushel
Mushrooms, per lb.
Brussels sprouts, per dozen
Carrots, per bag
Horse radish, per lb.
California cauliflower

ONTARIO

The fruit trade open Winter week building operation circulation and tinetly appeared the fruit trade cally unchanged firm, but the improved quality of the golden firm Apples are g luxuries. "I do find 3,000 barrels leading dealer very large standing the d

The total export States to Fe barrels, and last to the same date 3,090,338. In 1905-06 they were bought 50 cents a bushel 1905-06 they r

Oranges, California, 96
" " 12
" " 20
" " 25
Mexican, 96's
Valencia, 420
Marmalade, 1
Lemons, Messina, 300
Grapes, Almeria, per lb
Cranberries, fancy 1
Apples, fancy apples, per green
" Winter varieties
" cooking, per bushel
Bananas, per bunch, 1
Pineapples, per case
Grape fruit, Florida, 4

strong demand, XXX grades bring as high as \$5.50 and \$6.

Messina blood oranges, half box.....	2 50	2 75
Oranges, Florida, case.....	5 00	5 50
Tangerines.....	3 25	3 75
Navelis.....	3 25	3 50
Dates, per lb.....	0 04	0 04
Bananas.....	1 85	2 25
Cocoanuts, per bag of 100.....	3 75	4 00
Pineapples.....	5 50	5 00
Jamaica grape fruit, per box.....	2 50	5 50
Apples.....	2 50	2 50
Lemons, per box.....	5 25	5 25
Jamaica oranges, per bbl.....	6 00	7 00
Grapes, Almeria, extra fancy Longkeepers.....	6 50	6 50
Fancy.....	6 00	6 00
Choice.....	6 00	6 00
Cranberries, N. S., nominal.....	20 00	20 00
Cape Cod.....	30 00	30 00
Spanish onions, cases.....	2 75	2 75
Grape fruit, Florida.....	6 50	6 50

Vegetables.

Few changes are noticeable in vegetables. The present state of weather is causing a loss to many dealers. Having stocked up with different vegetables in the Fall, the dealer finds that he cannot easily sell them, as grocers are able to obtain most lines from the farmers direct, who are able to bring their vegetables to town without their being injured by frost. Parsley has come down twenty-five cents since last week. Boston lettuce, celery and spinach have all gone up, celery especially, which is now selling from \$6 to \$6.50.

Potatoes, per bag.....	0 65	0 85
Parsley, per doz bunches.....	0 40	1 00
Sage, per doz.....	1 00	1 00
Savory, per doz.....	1 00	1 00
Green peppers, per basket.....	1 00	1 00
Home-grown cabbage, per bbl.....	0 75	1 25
Tomatoes, Florida.....	6 50	6 50
Egg plant, per doz.....	2 75	3 00
Red onions, brl.....	3 00	3 00
Turnips, bag.....	0 60	0 75
Water cress, per doz.....	2 00	2 25
Grand Rapids lettuce, per box.....	2 00	2 25
per doz.....	0 50	0 50
Boston lettuce, per doz.....	0 80	1 50
Sweet potatoes, per basket.....	2 25	2 25
per bbl.....	5 00	5 00
Celery, per crate.....	6 00	6 50
Spinach, per bbl.....	3 25	3 50
Cucumbers, per doz.....	3 00	3 00
New potatoes, per bbl.....	7 50	7 50
Mushrooms, per lb.....	0 60	0 60
Brussels sprouts, per quart.....	0 13	0 13
Carrots, per bag.....	0 50	0 50
Horse radish, per lb.....	0 15	0 15
California cauliflowers.....	3 75	4 00

ONTARIO MARKETS.
Green Fruits.

The fruit trade continues brisk. The open Winter with little interruption of building operations has kept money in circulation and the result has been distinctly apparent in the betterment of the fruit trade. Prices remain practically unchanged. Oranges are high and firm, but the price is justified by the improved quality, sweetness and flavor of the golden fruit.

Apples are getting into the class of luxuries. "I don't know that you could find 3,000 barrels in the city," said a leading dealer yesterday. "There is a very large American demand notwithstanding the duty."

The total export from Canada and the States to February 21 was 2,092,020 barrels, and last year 2,032,906, while to the same date, 1904, the number was 3,090,338. In the season of 1904-05 apples were bought on the trees as low as 50 cents a barrel. In the season of 1905-06 they ran from \$1 to \$1.50.

Oranges, California, 96's, per box.....	3 75	3 75
" " 126's to 176's, per box.....	3 80	3 80
" " 200's to 216's, per box.....	3 25	3 25
" " 250's to 288's, per box.....	3 00	3 00
" " Mexican, 96's to 250's, per box.....	2 50	2 50
" " Valencia, 420's to 714's, per case.....	4 50	5 75
" " Marmalade, 160's to 240's, per box.....	2 50	2 50
Lemons, Messina, 300's, 360's, per box.....	2 75	3 00
Grapes, Almeria, per barrel.....	5 50	6 50
Cranberries, fancy Jersey's, per barrel, nominal.....	13 00	13 00
per case.....	4 50	4 50
Apples, fancy spies, per box.....	1 50	1 50
" " greenings, per box.....	1 40	1 40
" " Winter varieties, per barrel.....	3 75	3 75
" " cooking, per barrel.....	2 75	2 75
Bananas, per bunch, firsts.....	1 75	2 00
" " Jumbos.....	2 00	2 50
Pineapples, per case.....	4 75	5 00
Grape fruit, Florida, 46's, 96's, per box.....	4 75	4 75

WHY IS IT

That you can always get what you want from U.S.
Our stocks are always large, well assorted, and quickly turned over.

Therefore

It is to your advantage to give us your business.

For Monday we have arriving :

- 1 Car Bananas.**
- 1 Car Mexican Oranges.**
- 1 Car Bronco Navels.**
- 1 Car Sunshine Navels.**
- 2 Cars Lemons.**
- 1 Car Cal. Celery.**

PHONE OR WRITE YOUR WANTS

WHITE & CO., LIMITED

TORONTO and HAMILTON

W. B. STRINGER

"But"

J. J. McCABE

SOME grammarians say the conjunction "But" is a disjunctive conjunction—*What a contradiction of Terms.*

SOME Fruitman say "ST. NICHOLAS" is no better than some other Extra Fancy Lemons—*What a contradiction of Facts.*

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

The Old Reliable Wholesale Fish House

We have 47 varieties of all lines; are the best that money can buy; you want the best. Write, Mail or Phone your Orders, and we will do the rest.

THE F. T. JAMES COMPANY, Limited

FISH, FRUIT and OYSTERS

33 Church St.

TORONTO

76 Colborne St.

California Beauty Brand Navel Oranges

3 Carloads due this week. Close prices.

Consignments of POULTRY, APPLES, BUTTER and EGGS solicited.

THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO

Cor. West Market and Colborne Sts.

THE DISTRIBUTORS COMPANY, Ltd.

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

GET OUR PRICES ON PEANUTS

SPANISH ONIONS—Large case, \$3.00.

“ “ Small “ 1.15.

EX. FANCY NAVEL ORANGES—At \$3.50 box.

FANCY ALMERIA GRAPES—At \$5.50. Only a few left.

LOOK FOR THAT LABEL

When the label on your Jams, Jellies, and Sealed Fruits in Glass bears the name "E. D. Smith," it is a sign that the fruit is pure—pronounced so by the Government Analyst, and guaranteed to be so by E. D. SMITH.

There are tons of adulterated jam, etc., on the market, not labelled compound. If you sell this stuff you are liable to be arrested.

Doesn't common sense tell you to take no other but the E. D. S. BRAND?

The Eby, Blain Co., Limited, are Toronto agents for my Jams, Jellies, etc.; Wm. H. Dunn, agent for Montreal and Province of Quebec; Mason & Hickey, 108 Princess St., Winnipeg, agents for Winnipeg and the Northwest; Lucas, Steele & Bristol, agents for Hamilton; W. A. Simonds, agent for St. John, N.B.; A. & W. Smith, agents for Halifax, N.S.



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

FRESH ARRIVALS

JUST TO HAND ANOTHER CAR of the **CELEBRATED EXTRA FANCY "GOLDEN ORANGE" BRAND NAVELS**, and very desirable sizes. **CAR FANCY SWEET SONORA ORANGES**, bought on most favorable terms, which enables us to give our customers exceptional value. Also car **FANCY BANANAS**. Send us your orders which shall have our very best attention.

HUGH WALKER & SON, WHOLESALE FRUIT Guelph, Ont.



This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS.

STRONG, TOUGH AND STIFF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

BUY

Star Brand

COTTON CLOTHES LINES

- AND -

COTTON TWINE

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

For sale by all Wholesale Dealers

See that you get them

Rosspport Ont. **FOR SALE** Rosspport, Ont.

Two Hundred Kegs SALTED TROUT

f.o.b. Montreal. \$3.65 each.

Wire or write,

J. BOWMAN & CO.

ROSSPORT, ONT.

DRIED APPLES

BRIGHT, DRY STOCK WANTED.

O. E. ROBINSON & CO.
INGERSOLL

Established - - 1886

THREE NEW CANNERIES.

There will be ten canneries on Rivers Inlet when the salmon season opens this year. The three new ones are to be erected by the Kildala Canning Co., Messrs. Todd & Sons, and Messrs. G. I. Wilson, N.H. Bain and associates.

Vegetables.

Prices, with a few corrections, range as they did last week, with the exception of California celery, and as suggested last week, that has advanced, the crop being about all in. Potatoes are slightly lower and there is a feeling that they may go lower still within a month.

Owing to the American market being off, Ontario is getting a larger share of the New Brunswick Green Mountains and Delawares. The New Brunswick farmer has learned better methods in the culture and handling of potatoes than the Ontario agriculturist. They are more careful about the seed and the injured and small potatoes are not marketed.

A leading commission merchant said yesterday that for his own eating he would rather have at this season of the year Ontario celery that had been properly kept than the more expensive California variety. There appears to be a good business awaiting Ontario growers who will look after their product properly.

Potatoes, kiln dried sweet, bushel hamper	2 00
" New Brunswick, per bag	0 90
" Ontario, per bag	0 75
Onions, per bag	1 25
Onions, Spanish, per small crate	1 00
" large cases	3 00
Onions green, per doz. bunches	0 10
Cabbage, per bbl.	1 75
Cauliflowers, California, per crate	3 25
Beets, per bushel	0 50
Carrots, per bag	0 60
Lettuce, per doz. bunches	0 30
" imported, per doz.	0 35
Radish, per doz.	0 20
Cucumbers, hothouse, per doz.	2 40
Mushrooms, 1 lb. boxes, per lb.	0 80
Celery, Californian, per case	6 40
" pony case	3 25
Beans, white, prime, bush	1 75
" hand-picked, bush	1 90
" Lima, per lb.	0 07
Tomatoes Floridas, 6 ba ket crates	5 00
" extra choice, 6 basket crates	4 25
Rhubarb, 1 doz. beds	1 00
Broccoli sprout, peck	0 40
Spinach, bush	1 00
Leeks, per doz.	0 55
Artichokes, per peck	0 25
Paranips, per bag	0 75
Watercress, per doz. bunches	0 30

MANITOBA MARKETS.

Green Fruits.

The California orange market is stiffening and local advances may be expected.

ORANGES AND LEMONS.

Fancy California navel, 120's, per case	\$3 50
" 150's to 250's, per case	3 75
California lemons, 300's and 360's, per case	4 50

ONTARIO WINTER APPLES.

Northern spies, XX, per bbl	\$5 00
" XXX	6 75
Russets, per bbl	4 50
Almeria grapes, per keg	6 50
Winter pears, (B.C.), per case	3 50
Cranberries, (Jersey), per bbl	12 00

Vegetables.

Valencia onions, (large cases)	\$1 00
Spanish onions, per case	1 25
Native onions, per lb.	0 50

ST. JOHN, N.B.

Green Fruits.

There is a fair business.

Valencia oranges rather firmer, some of the receipts this last week were in very bad condition.

California oranges have just a fair demand. Full prices asked and quality but fairly satisfactory.

Jamaica oranges light supply.

Florida oranges are little seen. It has been a poor season.

For best apples there is a good demand and prices are high.

Lemons are good and price is low.



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JOHN W. BLOOM

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- 1/4 Oil Sa
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- 1/4 Tomato
- 3/4 Mustar

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March 2, 1906

March 2, 1906

THE CANADIAN GROCER



—THE—
PINNACLE OF
PERFECTION

King Oscar Sardines

The most delicate sardines packed
and in the purest olive oil. Keep
them to the front They pay you.

JOHN W. BICKLE & GREENING, Hamilton, Ont.

CANADIAN AGENTS



THE MAPLE LEAF
FOR EVER

Through press and samples Mr. Small is teaching all classes to cry for **Maple Syrup**—not maple flavor or compound syrup. Small's Maple Leaf Brand is maple only, registered 1881—has more awards than all others combined. Property of **CANADA MAPLE EXCHANGE, Montreal**, largest contractors for Syrup and the only concern exclusively devoted to maple products. **All Jobbers.** Government inspector is no terror to merchant who handles Small's.

To Wholesale Grocers of Canada

GET BUSY

is our Motto for 1906 and we want your
orders for Canned Sea Foods:

1/2	Oil Sardines (Sanitary can)	100	tins to case
1/4	Oil Sardines (Hand made)	100	" "
1/4	Mustard	100	" "
1/4	Tomato	100	" "
3/4	Mustard	50	" "

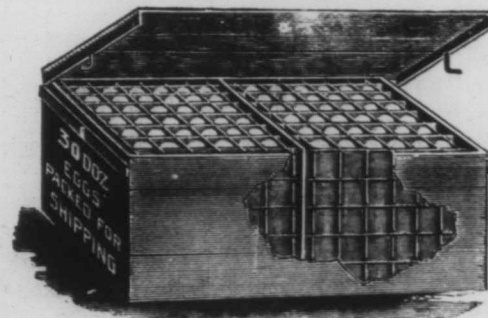
Also Herring in Tomato Sauce, Kippered Herring, Kipperines in Cartons and Tins, Clams, etc. Every tin guaranteed. Price lists and information furnished promptly on request. Write or wire your order to

CONNORS BROS., Limited
BLACK'S HARBOR, N.B.

EGG CASE FILLERS

Wood, Pulp and Strawboard

30 doz. Fillers
49 " "



MANUFACTURED BY

The Miller Bros. Co., L't'd
30-38 DOWD STREET
MONTREAL

Board Mills and
Filler Factory at
GLEN MILLER, ONT.

WE BOLDLY CHALLENGE

COMPARISON



NOT WORDS
NOR PUFFED PRICES, BUT COMPARISON ALONE WILL
CONVINCE YOU THAT

HOLBROOK'S

GENUINE WORCESTERSHIRE

SAUCE

IS THE BEST VALUE ON THE MARKET. THAT IS WHY
IT HAS THE

LARGEST SALE IN THE WORLD

Rep 1/2 pts. (25c. bottle) \$2.15 dozen in case lots (6 dozen). Mail your order to-day to

HOLBROOK'S LIMITED PACIFIO BUILDINGS. TORONTO
COR. FRONT & SCOTT STS.

LOBSTERS

We are now booking future orders for the well known

ICE CASTLE and BEAVER BRANDS

Every can guaranteed.

Place your order before we are oversold.

J. W. WINDSOR, - MONTREAL

Canadian Agents: Hamilton & Toronto, A. E. Richards & Co.
Kingston, James Craig.
Ottawa, James N. McIntosh.

Winnipeg, Nicholson & Bain.
Calgary, Nicholson, Bain & Johnson.
Vancouver, C. E. Jarvis & Co.

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POPULARIZING YOUR STORE.

How Are You Doing It?

What are you doing to make your store more popular in your locality? Nothing, you reply, and do not propose to. Then you are making a blunder. One store is all the time striving to please and be the popular store in its community. Another is doing not a thing and considers it amateurish and even foolish to entertain the suggestion on this subject.

Again we ask, what are you doing to popularize your store? For it is an important subject. It makes business, this effort to be popular. Popularity is an asset to any person, and it is also an asset to any store.

Do the customers in your town and vicinity come into your store as if they were stockholders? Do they shove the door of your store open and walk up the aisles with entire composure? Do they address your clerks and yourself in a friendly and free manner?

Is your store spoken of at entertainments and social gatherings in a complimentary way? And do you know positively that it is?

Ask the Clerks.

It would be interesting and supply valuable information perhaps to many merchants to put that question to some of their clerks. Find out what the public is saying about your store. Are you in favor with the people? Popularizing a store is not the easiest thing in the world for some merchants. They themselves are "grouchy" and wear an expression which attendants at funerals are supposed to wear.

Entirely apart from being cheerful and popular because it is the easiest way to go through the world, the quality is also a valuable acquisition to the business. The idea prevails in some offices and stores that the highest type of a man is the cold, cross individual.

The sooner that idea is replaced by good horse sense the better it will be for the merchant, his store, his family and his acquaintances. Of all the crazy ideas of the twentieth century that of the business world attitude to help in the above particular is the limit.

Scaring help to secure better service and greater honesty—how absurd. Such treatment of help is not even selfish, but it is diabolical.

Considerate Treatment Fundamental.

There are signs that these methods will shortly disappear. Managers of help are more considerate of them because it pays to be so. This is one reason, and at present the principal one, for the establishment of rest and reading rooms for help and many other facilities for the comfort of employes.

The public does not enjoy hearing an employe scolded and criticized. We are a nervous people. Under the strain of the pace which we are going the incident of angry words between manager and help gets one's nerves and is likely to upset the remainder of the day.

To make your store more popular with the public, therefore, it is fundamental that your help be treated as men and women. Most people are democratic. They do not desire to do their shopping with a lot of slaves.

When you treat your help as such you accordingly create in the minds of your

customers that you are a slave driver; and the service of slaves and weaklings is not agreeable to the average buyer. Indeed, the department store practice of hiring cheap help at starvation wages is gradually destroying much of the pleasant experience formerly a part of shopping.

The old time habit of customers chatting with the clerks and asking their opinions on style, color and quality is disappearing. Does the average patron of stores really at heart enjoy that sort of thing? It is extremely doubtful if they do. After a while we will get out of breath from our fearful pace and when we sit down from exhaustion and seriously consider several things and the subject of shopping it is more than likely that the heartless, needless, wasteful habits which we have drifted into will be revised and the saner policy of the past be revived.

The merchant who expects his store to be popular in the largest degree will extend always a gentlemanly bearing and address to them. The public will respond to such treatment and be more generous in their patronage to the store doing this.

Another Reason for This.

While upon this subject of courtesy on the part of a merchant to his help an important subject is brought to mind. Many merchants have repeated the story that their help is becoming a greater problem all the time. This scarcity of help is not confined to any one line of work, but is appearing in a number.

Farmers are complaining because they cannot get the help necessary to do their work. This is an absolute fact and is not the experience of any single locality, but is reported from a number of directions.

The clerk problem is also one that has steadily been growing more important. Good clerks are scarce. Bad clerks are wasteful and accordingly costly. For these reasons it behooves merchants to exercise tact and courtesy in their treatment of help. It is easier to lose a good clerk than to hire a new one.

Keep your clerks as continuously as you can. Treat them right. Be liberal in salary and surprise them frequently with an outing or banquet.

Do Favors for Your Trade.

The store which is seeking to be popular will express a desire to do favors for the patrons who leave their money with it. One merchant in a southwestern state has brought his store to a surprising position in popularity by making a special effort to do favors.

Customers are told that special merchandise will be ordered for them without any profit to the store. Windmills, milk separators, plumbing goods, etc., and a variety of goods of which the number is almost legion are ordered gladly by this store and not one cent charged by them. Does any merchant fail to see that such a practice will come pretty nearly making a store doing this exceedingly popular? Of course it will do this. It cannot fail to do so.

The trouble with too many merchants is that they are a little too mercenary in this matter. They want too much profit or profit on too many goods.

Take the trade into your confidence once in a while on some such deal as this and without profit. Show them the invoice and let them know you are sincere. It is first-class service for any store. It is merchantly and that brings good returns. Think about it.

Then the investment is made. The cash is received when the bill is paid. Then, also, it does not affect the regular line. The relation of such work, however, upon other lines in town is a subject requiring thought, and only the strong merchant will tackle these suggestions.

But the merchant who is doing this is a hustler. He has been doing things for the last ten years. His sales last year were pretty close to \$190,000. The profits for the ten years have been \$115,000. So he is entitled to express his views.

Specific Illustration.

Not long ago a new firm came into this merchant's town. The newcomer is an oily fellow who is out after business.

One day a farmer went into this new merchant's store and the visit afforded an opportunity to do some personal campaigning for his trade. He asked him if he could not have a share of his patronage. The reply was that he is trading in the store which is described above. "But I will do just as well," replied the merchant.

The farmer contended that he doubted it and said the other store was popular and willing to do favors such as ordering goods. To this the new merchant said that he would do the same and only charge 5 to 10 per cent., whereupon the farmer informed the newcomer that his store ordered many things without any charge. The idea was ridiculed by the merchant, but the farmer maintained that he was right and that he had seen the invoices himself.

That's becoming popular with good effect. How do you line up? Will your customers plug for you as that farmer did for his store.

If your customers will not and do not get in good licks for you such as this it is time to try ways and means of accomplishing the desirable end. Popularizing your store means easier business and better profits. Are you the popular store in your town and locality? If not, why not?

NEW COMPANIES INCORPORATED

Provincial charter has been granted to the Aylmer Cigar Co., Limited, to manufacture, sell and deal in tobacco, cigars, and for that purpose to purchase and take over the plant and material of the Aylmer Cigar Company, of the town of Aylmer. The share capital of the company to be ten thousand dollars divided into one hundred shares of one hundred dollars each, the head office of the company to be at the said town of Aylmer, and the provisional directors of the company to be William Warnock, William Sylvester Carson, William James Glen, Henry Bartholomew Pollock and Lorne Lounsbury Miller.

The American Chicle Company have been authorized to increase their capital from the sum of seventy-five thousand dollars to the sum of one hundred and twenty-five thousand dollars.

JACOBS' BISCUITS

Don't forget the name, nor overlook this line of imported biscuits. Made in Dublin, and packed specially for export trade. No finer line of fancy biscuits in the world. Remember the name "JACOB."

Manufactured by

W. & R. JACOB & CO.,
Limited

Canadian Agents:

Kenneth H. Munro,
324 Coristine Bld. Montreal
C. & J. Jones Bros.,
424-425 Union Bank Building
Winnipeg
Wilson Bros.
Wharf St. Victoria, B. C.

**DUBLIN,
IRELAND**

BUILD UP AN HONEST BUSINESS

Sell only HONEST GOODS

THE CONFECTION
OF PERFECTION

STEWART'S Chocolates and Bon Bons

PUREST—BEST

"CLINCH"

BUSINESS FOR YOU

WRITE FOR PRICES

DO IT NOW

THE
STEWART COMPANY
TORONTO LIMITED

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

There is no complaint

from your customer when you sell

MOTT'S CHOCOLATES

The two lines are,

"Diamond" and "Elite"

They are unequalled in purity—

Every Jobber Sells Them.

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

J. A. TAYLOR
MONTREAL

SELLING AGENTS:
R. S. MOINDOE
TORONTO

JOS. E. HUXLEY
WINNIPEG

COWAN'S COCOA

Maple Leaf Label Our Trade Mark

Cowan's Chocolate,

Cake Icings,

Cream Bars, and

**Cowan's famous Milk
Chocolate**

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO



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It is well known that the department which attributes each department attention is called as though they

The grocer runs on this rule to the store. If he soon have a section of his are getting the grocer as

There is no large extent opportunity. let it run its attention to a played lines. changing, how to-date grocer venient device ery sales.

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Have a price It should not tering on it sh It facilitates l lets the purch just what he c wishes to exp quote prices fo rather than fo ticular line cois per pou them at fifteen pound. There thing offered money. The p pression usuall be got for tha siteration. Th fection is kno the card. A c ing his purcha name the arti confections are names are give well that the l ined with these up the interest

\$250,000 FOR

The Canadian party has almo for the purcha Vian Freres, Notre Dame st

BISCUITS AND CONFECTIONERY

CONFECTIONERY CHAT.

It is well known that the success of the department store is to a large extent attributed to the method by which each department is made self contained; attention is concentrated on each section as though there were no others.

The grocer might take a profitable lesson from this, and apply, in principle, this rule to the separate lines in his store. If he were to treat his confectionery department in this way he would soon have a department equal to any section of his store. The general public are getting more and more to look upon the grocer as their great source of supply.

There is no doubt grocers have to a large extent neglected the confectionery opportunity. They have been content to let it run itself, and confined their attention to a few low-priced, badly displayed lines. The order of things is fast changing, however, and the modern, up-to-date grocer is providing every convenient device to encourage confectionery sales.

It is time for each storekeeper to pull himself up and ask the question, "What am I doing?" The day of the sleepy, crawl-along grocer is past. There is nothing left but to "fall in line or clear out." The progressive fellow will get the trade, and he is keen enough to know there is no better way to get at the coming trade than to keep hold of the young folk by his confectionery line. See to it that you buy good goods, sell them reasonable and keep them fresh.

TICKET YOUR CONFECTIONS.

Have a price card upon your bonbons. It should not be too large, but the lettering on it should be distinct and clear. It facilitates business, saves time, and lets the purchaser know at the outset just what he can get for the amount he wishes to expend. It is a good idea to quote prices for half or quarter pounds, rather than for whole pounds. If a particular line sells for thirty or forty cents per pound, it is better to ticket them at fifteen or twenty cents the half pound. There is an attraction in anything offered for a small amount of money. The price creates the first impression usually; then to see what can be got for that amount is the next consideration. The name by which the confection is known should also be put on the card. A customer is helped in making his purchase if he is able to call by name the article he wants. Names of confections are constantly changing, new names are given new creations, and it is well that the buying public are familiarized with these names. It helps to keep up the interest.

\$200,000 FOR A BISCUIT FACTORY.

The Canadian Pacific Railway Company has almost completed negotiations for the purchase of the factory site of Viau Freres, biscuit manufacturers, Notre Dame street, Montreal. The price

agreed upon is in the neighborhood of \$200,000.

The company purchases the site for the purpose of extending its freight yards at Place Viger station, an undertaking which has already involved the closing of several streets in the east end of that city. This scheme is actually being opposed by the Montreal Brewing Company, which claims that its property has been hemmed in as a result of the improvement of the freight yards.

With the purchase of the Viau factory the Canadian Pacific Company will have acquired the whole of the property which it has been seeking to acquire in that neighborhood.

Viau Freres will not vacate their premises before a year from next May.

COCOA DEMONSTRATIONS.

Suchard's cocoas and chocolates, for which Frank L. Benedict & Co., Montreal, are Canadian agents, are being demonstrated in the leading Montreal grocery stores. This week Z. A. Lambert, corner Bleury and Sherbrooke streets, is having a most satisfactory demonstration of these goods.

BOY BUNCOED GROCERS.

For some time Salem grocers have been bothered by a boy who has been giving bogus c.o.d. orders for groceries. This week a boy was rounded up in one of the stores, and turned over to the police. The boy's father was notified, settled the case and probably nothing more will be done about it. The boy would go into a store and give an order for a lot of different groceries, such as a pound of coffee, ten pounds of sugar, some flour, tea and perhaps half a dozen oranges. The stuff he ordered sent c.o.d. to some fictitious address.

Then he would say that as his folks were in a hurry for the oranges, or some such stuff which would be appreciated by a hungry boy, he would take that particular package along with him, and they could send the other stuff along with a c.o.d. slip for the whole.

When the grocer or marketman would send the stuff to the given address, he would find no such person living there, and also that no order had been authorized. He would then awake to the fact that he had been buncoed out of a dozen of oranges, or some apples, or figs or something of that sort, which the boy had lugged home with him.



An Auto? No!
Peanut and Popcorn Seller.
Catalog show'em \$8.50 to \$350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

It is necessary to go below the surface for the true value of things. Some biscuits look nice in the tins. They are eye-winners. But the trouble is that the eye is not the final judge. The tongue is what has to be pleased. So the real test is not in the "seeing" quality but in the "eating" quality.



are put up with an eye to satisfaction all round—both "seeing" quality and "eating" quality.

The packers in our factory are just as careful and as skillful as the bakers, the bakers as the mixers.

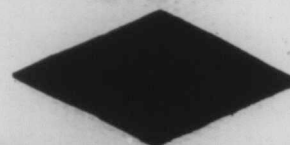
So **PERFECTION CREAM SODAS** are "complete" biscuits. They assume no virtues. They have them all.

Would you like to sell the "look nice," "solid quality," "always best" biscuits, the "three-in-one"—**PERFECTION CREAM SODAS?**

How Many Cards for You?

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

Every grocer has a call for **Maple Syrup** and **Maple Sugar**.

When you get a demand from your customers see that you have the **genuine, absolutely pure** and unblended

Grimm Pure Maple Syrup

Buy this Brand.

Write Us for Particulars.

THE GRIMM MFG. CO.,

*Manufacturers of Champion
Maple Sugar Evaporator and
Maple Sugar Makers' Supplies*

Montreal

Fortify yourself against inclement season.

VAN HOUTEN'S COCOA

Best and Goes Farthest

The Ideal Winter Beverage

Grocers make friends by recommending it.

There is money and satisfaction in handling Van Houten's.

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

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

Some Grocers Are Profiting. Are You?

Money
Made



Custom
Held

The secret of being successful grocers is often found in successful goods. When the name SOUTHWELL is mentioned you naturally think of all that is pure, inviting and delicious in Jams and Marmalade.

SOUTHWELL'S JAMS and MARMALADES

are successful, and successful grocers sell them. There may be others as good, but they are mighty hard to find.

SELL SOUTHWELL'S GOODS

FRANK MAGOR & CO.

Canadian Agents

MONTREAL

Shirriff's Flavoring Essences

are absolutely pure and harmless.

Being of highest strength
give best results.

IMPERIAL EXTRACT CO., - Toronto

**PRATT
LAI**

Sold in all countries
the best grade oil in

WHOLE

THE QUEEN CITY
T.O.

45 HIGH
In Europe

Walter Ba



Registered
U.S. Pat. Off.
costs less than one cent

Their Premium N
Wrappers and V
chocolate in the market

Their German S
and good to drink. It
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Buyers should ask
genuine goods. The
package.

Walter B

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Branch House, 8

Persons add
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the name in Th

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Ask yo

6 1-gal. 1

12 ½-gal.

24 ¼-gal.

If your
prompt ship

**GENUINE
PRATTS ASTRAL
LAMP OIL**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY.

**THE QUEEN CITY OIL COMPANY, Limited
TORONTO ONT.**

**45 HIGHEST AWARDS
In Europe and America**

Walter Baker & Co., Ltd.

The Oldest and
Largest Manufacturers of



**PURE, HIGH GRADE
COCOAS
AND
CHOCOLATES**

No Chemicals are used in their manufacture. Their **Breakfast Cocoa** is absolutely pure, delicious, nutritious, and costs less than one cent a cup.

Their **Premium No. 1 Chocolate**, put up in **Blue Wrappers and Yellow Labels** is the best plain chocolate in the market for family use.

Their **German Sweet Chocolate** is good to eat and good to drink. It is palatable, nutritious and healthful; a great favorite with children.

Buyers should ask for and make sure that they get the genuine goods. The above **trade mark** is on every package.

Walter Baker & Co., Ltd.

Established 1780.

Dorchester, Mass.

Branch House, 86 St. Peter St., Montreal, Can.

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

**COX'S
INSTANT POWDERED
GELATINE**

1845-1905

An old friend in a new guise.
Saves time and trouble Recipes in every package

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



Do It. Do It.
You need to have a nice stock of

Maple Syrup
Maple Sugar

in your store Ask your dealer for our goods. We make

Stoney Creek Maple Syrup
Royal Maple Syrup
Maple Sugar

We have had years of experience as maple product manufacturers. Our goods are for sale by

Imperial Fruit and Produce Co.
Winnipeg, Man.

Provost & Allard
Ottawa, Ont

Forbes Bros.
Montreal Que.

T. KENNEY & SON
Hullerton Que.

Manufacturers

Cultivate your Biscuit trade by ordering
**McLAUCHLAN'S
Cream Soda Biscuits**
McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada.

**IRRESISTIBLY
DELICIOUS**

**A QUICK, STEADY AND PROFITABLE
ACCOUNT FOR ANY DEALER.
ADVERTISED EVERYWHERE.**

SPECIAL WHOLESALE AGENTS:—Howe McIntyre & Co., Montreal, Que.; D. H. Renoldson, Montreal, Que.; Thos. Davidson & Co., Quebec, P.Q.; The F. F. Castle Co., Ottawa, Ont.; The Davidson & Hay, Limited, Toronto, Ont.; Balfour & Co., Hamilton, Ont.; Edward Adams & Co., London, Ont.; W. S. Clawson, St. John, N.B.; Jason S. Creed, Halifax, N.S.; The Paulin Chambers Co., Winnipeg, Man.; Kelly, Douglas & Co., Vancouver, B.C. SEND FOR A SAMPLE.

LAMONT, CORLISS & CO., Agents, 27 Common St., MONTREAL

CABINET MAPLE SYRUP

SUPERIOR TO ALL OTHERS

Ask your jobber for Cabinet Maple Syrup. Do not allow him to substitute an inferior article because it is cheap.

WE QUOTE:

6 1-gal. tins to case, wine measure,	\$4.50 per case	24 pints to case, wine measure,	\$2.50 per case
12 ½-gal. " " "	4.80 " "	12 qt. bottles,	2.40 "
24 ¼-gal. " " "	4.80 " "	5-gal. tin, Imperial measure, 1 to case,	3.90 "

We prepay freight on lots of 3 cases or more.

If your jobber cannot or will not sell you Cabinet Maple Syrup, mail your order to our address, you will be sure of prompt shipment and fresh goods.

THE MONTREAL MAPLE CO.
88 GREY NUN ST., MONTREAL, QUE.

"Time Writes No Impress on 'Honest'
Cigars."—J. Bruce Payne.

Here I am down in Granby making honest cigars and I was doing the same years ago. The same names are still on repeat orders and there is the same call for 1,000 of the

Pebble and Pharaoh

"Always good, always will be good," should be stamped on every box of these leaders.

I have often told you just how the **Pebble** and **Pharaoh** cigars are made—what from, who by—and when I speak of my methods I am confident that if at any time I had "wavered," my cigars would have quickly become back numbers. You have seen this very fate befall "others" but you have never seen it befall any from the Payne factory.

And to be candid with you, isn't this just the reason you entrust your cigar business to me? You know that you cannot afford to experiment; and you know just what I will do and just what I will not do.

If any grocer, not included on the list of those who know Bruce Payne and his methods, should read these statements let that grocer consider well what my record is, what the **Pebble** and **Pharaoh** cigars represent in "smoking" value and "selling" value, and what the conditions of his own business demand.

If he will do this I will have no doubt as to the outcome.

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

"One Truth is Clear"

that **T. & B.** is superior to any other tobacco that any other maker can march out.

"How do we account for it?" Just in this way:

T. & B.

was one of the pioneer tobaccos. We saw the need for it. We made it because of and in accord with that need.

The majority of smokers are **T. & B.** men, the majority of tobacco orders are for **T. & B.** and, naturally, the majority of grocers sell **T. & B.**

If you are not with the majority, ask yourself this question: "Am I on the right track?"

The Geo. E. Tuckett & Son Co., Limited
Hamilton, Ontario

MAKING THE T

The quickness with which the other will let it in the manner their tobacco depends more attention to tried and what is easily be made on tures of the store

Entering a store recently, I ranged show case things which case was to be stock of cigars, p laid out on glass gestic manner. large, was not ex elaborate, but th than satisfied wit

Another store trust to this one show case or any bacco department a cigar, the clerk to some hidden b containing a num states of preserv dried up, and all there any wonder condemned its to wipe tobacco out keeping it.

Nothing will handled, than tol ies. The price of which to display finitesimal comp ed. Many a frier know what to show case nicely inspiration at su cer reaps, the res

THE POPULA

Tobacco has hi tory as far as Europe is conce use is lost in an ing dried tobacc being in practie Hispaniola as e its way into Eu was introduced i 1565 by Sir J. I seems to have known there. I was made famou and Sir James I its use was made with. The clerg its popularity, a a pamphlet agai

Kings, popes a arranged against soothing weed v punishments. I the prohibition was not among In Turkey smc

TOBACCOS, CIGARS AND ACCESSORIES

MAKING THE MOST OF OPPORTUNITY.

The quickness with which one man will make use of an opportunity whilst another will let it slip, is most noticeable in the manner various grocers handle their tobacco department. Just a little more attention to the stock already carried, and what is now a side line could easily be made one of the important features of the store.

Entering a small but well appointed store recently, a neat and nicely arranged show case was one of the first things which caught the eye; in this case was to be seen a well assorted stock of cigars, pipes, tobacco, etc., well laid out on glass shelves, in a most suggestive manner. The stock was not large, was not expensive, neither was it elaborate, but the storekeeper was more than satisfied with the profit he made.

Another store close by was the contrast to this one, and carried no special show case or anything else for its tobacco department. Upon being asked for a cigar, the clerk in charge dived down to some hidden boxes and fished out one containing a number of cigars in various states of preservation, broken wrappers, dried up, and altogether uninviting. Is there any wonder that the latter store condemned its tobacco trade? Better wipe tobacco out altogether than play at keeping it.

Nothing will pay better, properly handled, than tobacco and its accessories. The price of a simple show case in which to display the lines carried is infinitesimal compared to the result reaped. Many a friend is often at a loss to know what to buy for a present; a show case nicely set out comes like an inspiration at such times, and the grocer reaps the result of his enterprise.

THE POPULARITY 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 wit. 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.

TOBACCO YIELDS \$166 AN ACRE.

The tobacco crop of Lancaster county, Virginia, of which 70 per cent. has been delivered to the buyers' warehouses, amounts to 22,500,000 pounds. It was grown on 15,000 acres, the average yield being 1,500 pounds. At a fair estimate the crop will return to the growers \$2,500,000.

That means that each acre yields the grower \$166.66. One crop of that kind more than pays for the land. One grower is reported who got \$5,500 from 26 acres, \$211.50 an acre.

The growers report the new crop A1, free of every defect that could lower its value, and it is "sweating" satisfactorily. Some of the "bulk sweated" tobacco will be on the market by March 1.

A SMART IDEA.

An unique competition instituted by one firm invited answers to the query, "What proportion of men are clean shaven?" Five substantial prizes, two in cash and three in cigars, were offered to the persons sending in the nearest estimates to the number of clean shaven men in 10,000. The solution was arrived at in the following manner: All the figures given by all the competitors were added together and divided by the total number of competitors. When the average had thus been ascertained, the

prizes were awarded to the contestants whose estimates came nearest to the average. The only condition attached to the competition was that estimates must be made on cards furnished by the firm, and that those wishing to enter the contest must call at the store in person for the cards.

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all leading Wholesale Houses.

CLAY PIPES

The best in the world are made by—

McDOUGALL

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.

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

March 2, 1906.

Quotations for proprietary articles, brands, are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

Baking Powder.

Ammonia Powder—	
"Gold Seal" brand, 48 5c. pkgs., per case	\$1 75
" 27 10c. pkgs. " " "	2 00
" 10 25c. pkgs. " " "	1 75
Clark's Friend—	Per doz.
size 1, in 2 and 4 doz. boxes	\$2 40
" 10, in 4 doz. boxes	2 10
" 2, in 6 " "	0 80
" 12, in 6 " "	0 70
" 3, in 4 " "	0 45
Round tins, 2 doz. in case	3 00
2 doz. tins, " " "	2 40
5 lb. " " "	14 00

W. H. GILLARD & CO.

Diamond—	
1 lb. tins, 2 doz. in case	\$2 00
1 lb. tins, 3 " "	1 25
1 lb. tins, 4 " "	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4 doz.	10c.	\$0 85
3 doz.	8-oz.	1 75
2 doz.	12-oz.	3 50
3 doz.	12-oz.	3 40
2 doz.	2 1/2 lb.	10 50
1 doz.	5 lb.	19 75

JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	\$0 40
" 4 " " "	0 75
" 3 " " "	1 25
" 2 " " "	2 25

OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz.	\$0 45
" 1/2 lb., 5 doz.	0 90
" 1/2 lb., 3 doz.	1 25
Borax, 1 lb. packages, 4 doz.	0 40
Cornstarch, 40 pks. in a case	0 78
Freight paid 5 p.c. 10 day.	

MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 87
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
4 " "	12 " "	1 45
4 " "	16 " "	1 65
2 " "	2 1/2 lb.	7 70
1 " "	5 lb.	14 10
1 " "	6 oz.	7 30
1 " "	12 " "	Per case
1 " "	16 " "	\$4 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	\$0 95
1 lb.	1 41
6 oz.	1 91
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	23 31

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
" 6 oz.	1 90
" 1 lb.	2 45
" 12 oz.	3 70
" 1 lb.	4 65
" 3 lb.	13 20
" 5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

VIENNA BAKING POWDER.

1 lb. tins, 4 doz. in box	Per doz. \$2 25
1 lb. tins, 4 doz. in box	1 25
1 lb. tins, 4 doz. in box	0 75

KING BAKING POWDER.

1 doz. cases, 2 doz.	\$2 40
" 4 " "	1 50
" 4 " "	0 90

Lot 5 cases, freight paid.



EAGLE BAKING POWDER.

Cases of 48-5c. tins	Per doz.
48-5c. tins	\$0 45
48-10c. tins	0 75
48-25c. tins	2 25
48-75c. tins	2 25

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " " "	0 80
1 lb. " 4 " " "	0 45

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16
Gillett's Mammoth, 1/2 gross box	2 00
Nixey's "Cervus," in squares, per lb.	0 16
" " " " in bags, per gross	1 25
" " " " in pepper boxes,	
according to size	0 02 to 0 10



J. M. DOUGLAS & CO.—Laundry Blues.
"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each—per lb. 16c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs. per lb. 12c
"Union"—14-lb. boxes, assorted 1 & 1/2-lb. pkgs., per lb. 10c

Black Lead.

Reckitt's, per box	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes, \$10.20 per gross.	

JAMES' DOM BLACK LEAD.

Per gross.	
5a size	\$2 40
2a size	2 50

AMERICAN PURE FOOD COMPANY.

B-rax "Queen."

0-oz. case, 4 doz.	0 40
8-oz. " 4 " "	0 50
Lot 7 cases, freight paid.	
Conditions—2 per cent. 10 days; net 30 days.	

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" " 7-lb. cotton bags, per bag.	5 "

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	Per doz.
Hygienic, 1-lb. tins	\$6 75
" 1-lb. tins	3 50
" 1-lb. tins	2 00
" fancy tins	0 85
" 5-lb. tins, for soda water fountains, restaurants, etc., per lb.	0 50
Perfection, 1/2-lb. tins, per doz.	2 40
Cocoa Essence, sweet, 1/2-lb. tins, doz.	2 55

Chocolate—

Queen's Dessert, 1/2's and 1/4's	\$0 40
Mexican Vanilla, 1/2's and 1/4's	0 42
Royal Navy Rock, 1/2's and 1/4's	0 30
Diamond, 1/2's and 1/4's	0 25
" 5's	0 28

Icings for cake—

Chocolate, pink, lemon color, lbs.	\$1 75
Orange, white and almond, 1/2-lb.	1 00

Confections—

Per doz.	
Cream bars, large boxes	\$2 25
" small	1 35
Chocolate ginger, lbs.	3 75
" 1-lb.	2 25
" wafers, 1-lb. boxes	2 25
" 1/2-lb. boxes	1 30

FRY'S

Chocolate—	per lb.
Caracac, 1/2's, 6-lb. boxes	\$0 42
Vanilla, 1/2's	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes	0 20
Pure, unsweetened, 1/2's, 6-lb. boxes	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes	0 24

Cocoa—

Per doz.	
Concentrated, 1/2's, 1 doz. in box	2 40
" 1-lb. " " "	4 50
" 1/2-lb. " " "	8 25
Homoeopathic, 1/2's, 14-lb. boxes	
" 1/2-lb. boxes	
Ngpe's Cocoa, case of 14 lb., per lb.	0 35
Smaller quantities	0 37 1/2

BENSNDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 1/2 doz. to case	per doz. \$ 90
" 1 " 4 " " "	2 40
" 1 " 2 " " "	4 75
" 1 " 1 " " "	9 00

SUCHARD'S CHOCOLATE AND COCOA.

Per doz.	
Milka, 36's (36 tablets in a box)	\$2 25
" 24's (24 tablets in a box)	3 00
Velma, 24's (24 tablets in a box)	3 00

Per lb.

Milka Croquettes	\$2 25
Economique, in 1/2 and 1-lb. cakes	\$0 32
Premium, unsweetened	0 35

SUCHARD'S SOLUBLE COCOA.

Per doz.	
1 lb. tins (4 doz. in a box)	\$2 25
1 lb. tins (2 doz. in a box)	4 21
1 lb. tins (1 doz. in a box)	7 80

JOHN F. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto.



Per lb.

Elite, 1/2's	\$0 30
Prepared cocoa, 1/2's to 1/4's	0 28
Mott's breakfast cocoa, 1/2's	0 38
" 1/4's	0 35
" No. 1 chocolate, 1/2's	0 30
" Navy " 1/2's	0 27
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's and 5's	0 23
" Confectionery chocolate, 2 1/2c. to 0 31	
" Sweet chocolate liquors, 20c. to 0 34	

WALTER BAKER & CO., LIMITED.

Per lb.	
Vanilla No. 1 chocolate, 12-lb. boxes	\$0 35
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 47
German sweet, 6-lb. boxes	0 25

Per lb.

Breakfast-cocoa, 1/2, 1 and 5-lb. tins	0 40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0 33
Caracac sweet chocolate, 6-lb. boxes	0 37
Caracac tablets, 100 bundles, tied 5 a, per box	3 00
Soluble chocolate (hot or cold soda)	0 40
1-lb. cans	0 42
Vanilla chocolate wafers, 48 to box, per box	1 56

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

Breakfast cocoa—

Per lb.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 40c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 42c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins 44	

Sweet chocolate powder—

6-lb. boxes, 12 boxes in case, 1-lb. tins. 32c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 34c.	

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 33c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 33c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 35c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 35c.	

Medallion sweet chocolate—

3-lb. boxes, 24 boxes in case, 1-lb. pkgs. 44c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 44c.	

Milk chocolate—

3-lb. boxes, 24 boxes in case, 1-lb. pkgs. 36c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 35c.	

Vanilla sweet chocolate—

3-lb. boxes, 24 boxes in case, 1-lb. pkgs. 32c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 32c.	

Tid-Bit chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 30c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 30c.	

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 32c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 32c.	

Condensed Milk.

"Anchor" brand, cases 4 doz., per case \$5 00
evap. cream. op. 4d. " 4 65

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases.	Doz.
"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated cream—	
"Peerless" brand evap. cream, 4 75 1 20	
" hotel size	4 90 2 45



TRURO CONDENSED MILK & CANNING

CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 65
"Reindeer" brand per case (4 doz.) \$5 60



THE EBY, SLAIN CO., LIMITED.

In bulk—	Per lb.
Club House	0 32
Royal Java	0 31
Royal Java and Mocha	0 31
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Fancy Bourbon	0 20
High Grade package goods—	
Gold Medal, 2-lb. tins	0 30
Gold Medal, 1-lb. tins	0 31
Kin Hee, 1-lb. tins	0 30
Cafe Des Gourmets, ground only, 1-lb. glass jars	0 30
English Breakfast, ground only 1-lb. tins	0 12

JAMES TURNER & CO.

Per	
Mocca	\$0 32
Damaucus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12

E. D. MARCEAU, Montreal.

Per lb.	
" " Mocha	\$0 25
" " " " Mocha	0 25
" " " " Coudor" Java	0 30
" " " " Mocha	0 30
15-year-old Mandheling Java and hand-picked Mocha	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case	0 20
Madam Huot's coffee, 1-lb. tins	0 31
" " 2-lb. tins	0 60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1	0 15
Condor I. 40-lb. boxes	45c.
" II, 40-lb. boxes	42 1/2c.
" III, 80-lb. boxes	37 1/2c.
" IV, 80-lb. boxes	36c.

S. H. & A. S. EWING'S.

Per	
Mocha and Java coffee, in 1-lb. tins, 30-lb cases	32
Mocha and Java coffee, in 2-lb. tins, 30-lb cases	22

Cheese.

Imperial—Large size jars	per doz.	\$3 25
Medium size jars		4 50
Small size jars		4 40
Individual size jars		1 00
Imperial holder—Large size		18 00
Medium size		1 00
Small size		12 00
Rougefort—Large size		1 45
Small size		2 41

"Batger's" Strawberry Jam

If you carry this line of jam on your shelves it sells itself. The appearance of the new style glass jar is good and the **Whole Fruit** inside invites tasting.

It is made from the finest English garden strawberries and granulated sugar, by a firm that has been in the business for **over 150 years**.

Once tasted, Batger's Strawberry Jam will be ordered again. If you are not already selling Batger's, why not order a trial case of 4 doz. and see for yourself?

Rose & Laflamme
Montreal and Toronto



$\frac{1}{2}$

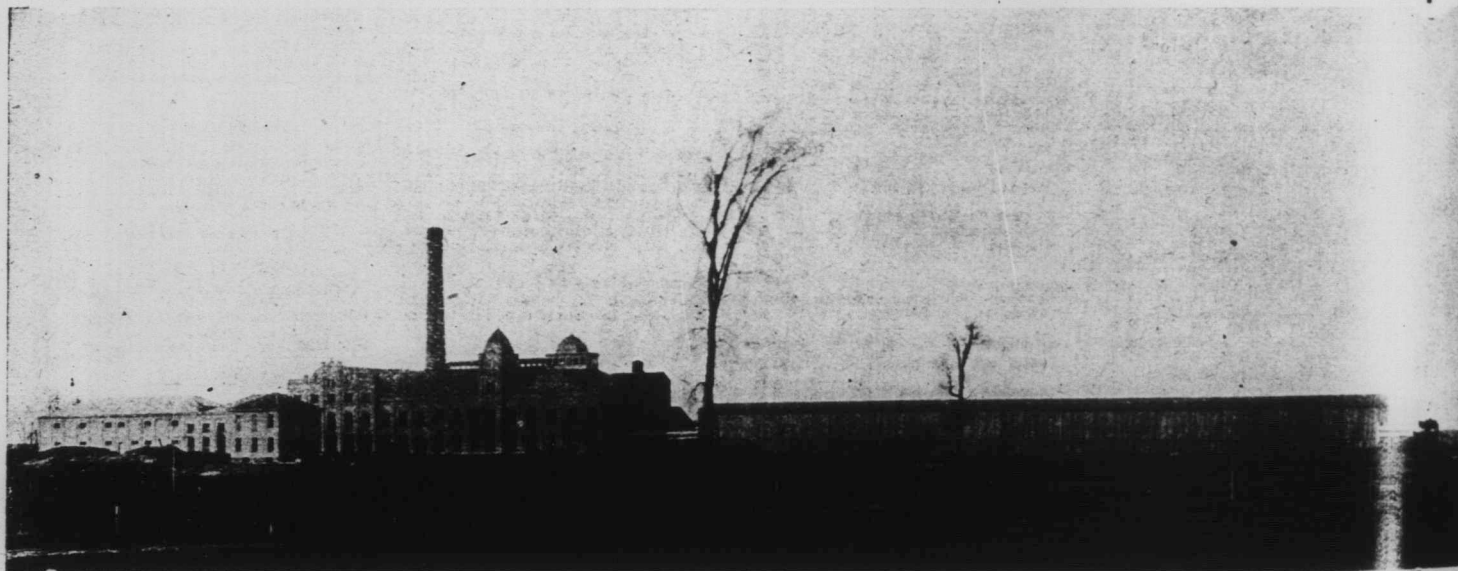
ABOUT HALF THE MAPLE SYRUP SOLD

has the words "Imperial Brand Maple Syrup" on the label—all the trouble comes of the other half.

Which "half" are you selling

ROSE & LAFLAMME, Agents, Montreal

GRANULATED SUGAR *Extra Standard* A Strictly CANADIAN PRODUCT



*As Pure as the Purest
As Sweet as the Sweetest*

*Equal to Any for All Purposes
ASK FOR IT*

ONTARIO SUGAR CO., Limited, - BERLIN, Ont.



Coupon B
For sale in Canada
Limited, Toronto
Files, Montreal
\$1, \$2, \$3, \$5, \$

In lots of less than
books, 1 kind a
100 to 500 books...
100 to 1,000 books...

Allison's (

1 00 to \$3 00 bo
5 00 books
10 00 "
15 00 "
20 00 "
25 00 "
50 00 "



The Davidson

Wilson's Fly Pad
packets, \$3 1
\$3.40.



WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



CUP QUALITY vs. STYLE
CUP QUALITY WINS OUT EVERY TIME.

We critically test all Teas in the cup before purchasing; therefore flat, insipid and "Bodiless" teas are never sold our customers.

On the above grounds, we respectfully solicit your business.

A postal will bring samples and quotations.

WM. BRAID & CO., - Vancouver, B.C. BRAID'S BEST COFFEE and GOLDSWORTH TEA ARE THE BEST.

Montreal

Standard

Coupon Books—Allison's.
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.
\$1, \$2, \$3, \$5, \$10 and \$20 books.

Un-covered and num. Coupons numbered.

in lots of less than 100 books, 1 kind assorted.	4c.	44c.
100 to 500 books	3 1/2c.	4c.
100 to 1,000 books	3c.	3 1/2c.

Allison's Coupon Pass Book.

1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Cleaner.

BRUNSWICK'S EASYBRIGHT	Per doz.
4-oz. cans	\$ 0.90
6-oz. "	1.35
10-oz. "	1.85
Quart "	3.75
Gallon "	10.00

Wholesale Agents The Davidson & Hay, Limited, Ontario

Fly Pads.



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
" "	1-lb. tins	2 25
" "	groats	1 25
" "	1-lb. tins	2 25

Jams and Jellies.

SUTHWELL'S GOODS. Per doz

Frank Magor & Co., Agents.

Orange marmalade	\$1 50
Clear jelly marmalade	1 50
Strawberry W. F. jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case	per doz. \$1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 06 1/2
7 and 14-lb. wood pails	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case	per doz. 1 00
2-lb. tins, 2 doz. in case	per lb. 0 07
7 and 14-lb. wood pails, 8 pails in crate	per lb. 0 06 1/2
30-lb. wood pails	per lb. 0 06 1/2

Home Made Jams—absolutely pure—

1-lb. glass jars (16-oz. gem) 2 doz. in case	per doz. \$1 45
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 09
7, 14 and 30-lb. wood pails, 8 pails in crate	per lb. 0 09

Licorices.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
"Ringed" 5-lb. boxes	per lb. 0 40
"Acme" pellets, 5-lb. cans	per can 2 00
" " (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	per jar 1 75
" " 30 5-lb. cans	1 50
"Purity" licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	0 75

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

Mince Meat.

Wetley's condensed, per gross net ...\$12 00
per case of doz. net 3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" " 1-lb. tins	2 50
" " 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" " 1-lb. jar	0 25
F. D., 1-lb. tins	per doz. 0 85
" " 1-lb. tins	1 45

E. D. MARCHEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins	per lb. \$ 0 35
1-lb. tins	" 0 35
1-lb. tins	" 0 35 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35

Old Crow," 12-lb. boxes—

1-lb. tins	per lb. 25
1-lb. tins	" 0 25
1-lb. tins	" 0 22 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25



Orange Meat.

Cases, 36 15c. packages	\$4.50
5 case lots	4.40
(Freight paid.)	
Cases, 20 25c. packages	4.10
5 case lots	4.10
(Freight paid.)	

Orange Marmalade.

THE EBY, BLAIN CO., LIMITED.

"Anchor" brand 1-lb. glass	\$1 50
" " quart gem jars	3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 06 1/2
Golden shrod marmalade, 2 doz. case,	per doz. 1 75

Pickles.

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints)	per doz. \$ 3 30
Corked "	" 1 90

Salt.

Cerebos salt, per doz. pkgs. (4 doz. in case)..... \$1 45

Soda.

OW BRAND.

Case of 1-lb. containing 60 pkgs., per box, \$3 00.	
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.	
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.	



MAGIC BRAND

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (30 1-lb. " (60 1-lb. ")	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

"BEE" BRAND

"Bee" brand, 8oz., cases, 120 pkgs.	\$30
" " 10 oz., cases, 96 pkgs.	\$30
" " 15 oz cases, 60 pkgs.	case

BORDEN'S BRANDS



"Eagle" Brand Condensed Milk

This brand has no equal and as a seller will hold your trade. When buying Condensed Milk think only of one brand "Eagle."

"Peerless" Brand Evaporated Cream

Acknowledged by judges at all the World's Fairs and Pure Food Shows the most perfect Cream—Sure, Safe Seller.



— FOR SALE BY ALL JOBBERS —

WILLIAM H. DUNN,

Scott, Bathgate & Co., Winnipeg, Man.

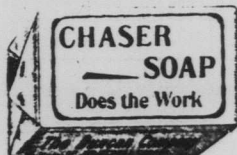
MONTREAL and TORONTO

Shallcross, Macaulay & Co., Vancouver and Victoria, B.C.

Soap and Washing Powders
A. P. TIPPET & CO., Agents.

Maypole soap, colors..... per gross \$10 30
" black..... 15 30
Oriole soap..... 10 30
Gloriola soap..... 12 00
Straw hat polish..... 10 30

RABBITT'S.
Babbitt's "1776"
6-oz. pkgs. \$3.50 per box. 5 boxes a freight paid and half box free.
Babbitt's "Best soap, 100 bars \$4 10 per box.
Potash or Lye, bxs each 2 doz., \$3 per box.
WM. H. DUNN AGENT.



CHASER SOAP.
case..... \$2 40
Special quotations for quantities.
(Fairbank)

GOLD DUST WASHING POWDER.
24 25c. packages..... \$4 65
5 1 c. "..... 3 90
100 5c. "..... 3 90
100 10c. cakes (Glycerine Tar Soap)..... 6 50
1 0 1 c. cakes (Sanitary Soap)..... 6 50
100 5c. cakes (Fairy Soap)..... 3 90
100 5c. cakes (Capco Soap)..... 3 90
1 0 5c. cakes (Scouring Soap)..... 3 90
100 5c. bars (Nanta Claus Soap)..... 3 80
100 5c. bars (Clairette Soap)..... 3 65
100 5c. bars (Mae-of Soap)..... 3 45

The above quotations are all on 5-box lots. When not more than one box of laundry soap is included in a five-box assortment a box of 25 10c. packages or 50 5c. packages of Gold Dust washing powder will be included free, freight prepaid.

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches— per lb.
No. 1 White or blue, 4-lb. carton..... \$0 05 1/2
No. 1 " " 3-lb. "..... 0 05 1/2
Canada laundry..... 0 05
Silver gloss, 8-lb. draw-lid boxes..... 0 07 1/2
Silver gloss, 6-lb. tin canisters..... 0 07 1/2
Edward's silver gloss, 1-lb. pkg..... 0 07 1/2
Kege silver gloss, large crystal..... 0 06 1/2
Benson's satin, 1-lb. cartons..... 0 07 1/2
No. 1 white, 6-lb. and kege..... 0 05
Canada White Gloss, 1-lb. pkgs..... 0 05 1/2
Benson's enamel..... per box 1 25 to 2 50

Culinary Starch—
Benson & Co.'s Prepared Corn..... 0 07
Canada Pure Corn..... 0 07 1/2

Starb—
Edwardsburg No. 1 white, 1-lb. car. 0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps..... 0 08 1/2

A.MERICAN PURE FOOD COMPANY.
Japanese Starch.
Case.....
1 case, 5 doz..... \$5 09
5 " " "..... 4 85
Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."
12-oz. case 4 doz..... 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec

Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb..... 0 05 1/2
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb..... 0 05 1/2
Barrels, 200 lb..... 0 05
Kege, 100 lb..... 0 05

Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
8-lb. toy trunks, 8 in case..... 0 07 1/2
6-lb. enameled tin canisters, 3 in case..... 0 07 1/2
Kege, ex. crystals, 100 lb..... 0 06 1/2

Brantford Gloss—
1-lb. fancy boxes, cases 36 lb..... \$0 07 1/2

Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50

Celluloid Starch—
Boxes of 45 cartons, per case.... 3 50

Culinary Starches—
Challenge Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 05 1/2
No. 1 Brantford Prepared Corn—
1-lb. packages, boxes 40 lb..... 0 07
Crystal Maize Corn Starch—
1-lb. packages, boxes 40 lb..... 0 07

SAN TOY STARCH.
10c. pkgs, cases 5 doz., per case.. 4 75

ST. LAWRENCE STARCH CO., LIMITED.
Ontario and Quebec.

Culinary Starches—
St. Lawrence corn starch, 40 lb. 0 07
Durham corn starch, 40 lb..... 0 05 1/2

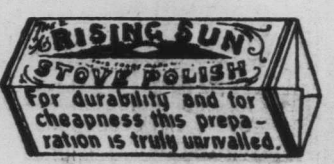
Laundry Starches—
No. 1 White, 4-lb. cartons, 48 lb. 0 05 1/2
" " " 3-lb. cartons, 36 lb. 0 05 1/2
" " " 20-lb. bbl. 0 05
" " " 100-lb. kege..... 0 05
Canada Laundry, 40 to 48 lb. 0 05
Ivory Gloss, 8-6 family pkgs., 48 lb 0 07 1/2
" " " 1-lb. fancy, 30 lb. 0 07 1/2
" " " large lumps, 100-lb kege 0 06 1/2
Patent starch, 1-lb. fancy, 28 lb. 0 07 1/2
Akron Gloss, 1-lb. packages, 40-lb. 0 05 1/2



OCEAN MILLS.
Chinese starch, per case of 4 doz., \$4, less 5 per cent.

J. & J. COLMAN'S, LIMITED.

Rice Starch—
Packed in cases of 56 lbs. each (cases free)
No. 1, London—
Per lb.
In papers of 4 to 5 lbs..... 6 1/2 c.
" " " 3 lb. white or assorted.
In Pictorial Cardboard Boxes—
4 lbs net weight..... 8 1/2 c.
1 lb. gross weight..... 8 1/2 c.
4 lb. gross weight..... 9 c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.
1 lb. gross weight..... 9 1/2 c.



Per gross
Rising Sun, 6-oz. cakes, 1-gross boxes \$8 50
Rising Sun, 3-oz. cakes, gross boxes 4 50
Sun Paste, 10c. size, 1-gross boxes... 10 00
Sun Paste, 5c. size, 1-gross boxes... 5 00



ENAMELINE
W. H. DUNN, AGENT.

Enameline No. 0 38
4, bxx., ea. 3 dz.
Enameline No. 0 65
6, bxx., ea. 3 dz.
Enameline
Liquid, bxx., ea. 0 80
3 doz.....
Blackene, 5-lb. 10 cans, per lb..

MOTHER'S FAVORITE MELAGAMA TEA
put up in 3, 60 and 100 lb. boxes.

Wholesale Retail.
Black, green, mixed, 1 lb. 0 15 0 25
" " " 1 lb. 0 19 0 25
" " " 1 lb. & 1/2 0 20 0 30
" " " 1 lb. & 1/2 0 28 0 40
" " " 1 lb. & 1/2 0 35 0 50
" " " 1 lb. & 1/2 0 40 0 60

3 p.c. off 30 days or 3 months.

SALADA
SALADA CEYLON.

Wholesale. Retail
Brown Label, 1-lb. \$0 30 \$0 25
" " " 1 lb. 0 21 0 25
Green Label, 1's and 1/2's..... 0 23 0 30
Blue Label, 1's, 1/2's and 1/4's 0 30 0 40
Red Label, 1's and 1/2's..... 0 35 0 50
Gold Label, 1's..... 0 44 0 60

KOLONA
PURE CEYLON TEA

Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.

Black Label, 1-lb. retail at 25c..... \$0 19
" " " 1-lb. "..... 0 20
Blue Label, retail at 30c..... 0 28
Green Label, " 40c..... 0 32
Red Label, " 50c..... 0 35
Orange Label, " 60c..... 0 42
Gold Label, " 80c..... 0 55



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's..... \$0 18 \$0 25
Blue Label, 1/2's..... 0 19 0 25
Orange Label, 1's and 1/2's..... 0 21 0 30
Brown Label, 1's and 1/2's..... 0 28 0 40
Brown Label, 1/2's..... 0 30 0 40
Green Label, 1's and 1/2's..... 0 35 0 50
Red Label, 1/2's..... 0 40 0 60

"CROWN" BRAND
Wholesale. Retail

Red Label, 1-lb. and 1/2's..... \$0 35 \$0 50
Blue Label, 1-lb. and 1/2's..... 0 38 0 40
Green Label, 1-lb..... 0 19 0 25
Green Label, 1/2's..... 0 20 0 25
Japan, 1's..... 0 19 0 25

E. D. MARCEAU, Montreal.

Japan Teas—
"Condor" I 40-lb. boxes..... \$0 42
" " II 40-lb. boxes..... 0 37
" " III 60-lb. boxes..... 0 32
EMD AAA Japan, 40 lb "at..... 0 30
" " AA 40 " " "..... 0 27 1/2
Blue Jay, basket fired Japan, 70 lb., 0 25
"Condor" IV 80-lb. "..... 0 27 1/2
" " V 80-lb. "..... 0 25
" " XXXX 80-lb. boxes..... 0 24
" " XXXX 30-lb. "..... 0 22 1/2
" " XXX 80-lb. "..... 0 19
" " XXX 30-lb. "..... 0 18
" " XX 80-lb. "..... 0 20
" " XX 30-lb. "..... 0 18 1/2
" " LX 80-lb. per case, lead packets (25 1's and 70 1/2's) 0 25

"Condor" Ceylon black tea in lead packets
Green Label, 1's, 1/2 and 1/4, 60-lb. cases..... retail 0 35 at 0 20
Grey Label, 1's, 1/2 and 1/4, 60-lb. cases..... retail 0 30 at 0 23
Yellow Label, 1's and 1/2, 60-lb. cases..... retail 0 35 at 0 26
Blue Label, 1's, 1/2 and 1/4, 60-lb. cases..... retail 0 40 at 0 30
Red Label, 1's, 1/2 and 1/4, 60-lb. cases..... retail 0 50 at 0 34
White Label, 1's, 1/2 and 1/4, 60-lb. cases..... retail at 0 40

Black Teas—"Old Crow" blend—
Bronzed tins of 10, 25, 50 and 80-lb. per lb. 0 35
No. 1..... 0 30
No. 2..... 0 25
No. 3..... 0 20
No. 4..... 0 17 1/2
No. 5..... 0 17 1/2

Tobacco.
THE EMPIRE TOBACCO CO., LIMITED.

Smoking—Empire, 4s, 6s and 12s..... \$0 46
" Amber, 8s. and 3s..... 0 60
" Ivy, 7s..... 0 50
" Rosebud, 7s..... 0 51
Chewing—Currency, 12s. and 6s..... 0 46
" Old Fox, 12s..... 0 45
" Snowshoe, 5s..... 0 51
" Pay Roll, 7s..... 0 56
" Stag, 10 oz..... 0 45
" Bobs, 6s. and 12s..... 0 45
" " 10 oz. bars, 6s..... 0 45
" Fair Play, 8s. and 13s..... 0 53
" Club, 6s. and 12s..... 0 46
" Universal, 13s..... 0 47
" Dixie, 7s..... 0 56

Vinegars.
E. D. MARCEAU, Montreal. Per ga.
EMD, pure distilled, highest quality.. \$0 32
Condor, pure distilled..... 0 27
Old Crow..... 0 23
Special prices to buyers of large quantities.

Yeast.
Royal yeast, 3 doz. 5c. pkgs. in case.. \$1 00
Gillett's cream yeast, 3 doz..... 1 05
Jersey cream yeast, 3 doz. 5c..... 1 00
Victoria " " 3 doz. 5c..... 1 00
" " 1 doz. 10c..... 1 80

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the
ows
Safe
NTO



1-lb. \$0 35
1-lb. } 0 35
1-lb. } 0 35
1-lb. } 0 35

DELLA CEYLON, 1's
AND 1/2's PKGS.

0 18 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 0 30 0 40
1's and 1/2's 0 35 0 50
0 40 0 60

CROWN BRAND
Wholesale. Retail

lb. and 1/2 0 35 0 50
lb. and 1/2 0 28 0 40
1-lb. 0 19 0 25
0 20 0 25
0 19 0 25

ARONAU, Montreal.

I 40-lb. boxes. \$0 42 1/2
II 40-lb. boxes. 0 37 1/2
III 80-lb. boxes. 0 32 1/2
Japan, 40 lb "at. 0 30
" 40 " 0 27 1/2
st fired Japan, 70 lbs., 0 25
IV 80-lb. " 0 27 1/2
V 80-lb. 0 25
XXXX 80-lb. boxes 0 21 1/2
XXXX 30-lb. " 0 22 1/2
XXX 80-lb. " 0 19
XXX 30-lb. " 0 20
XX 80-lb. " 0 18
XX 30-lb. " 0 18 1/2

LX 60-lb. per case, lead
packets (25 1's and 70 1/2's) 0 25
Iron black tea in lead packets
1/2, 1/2, 1/2 and 1/2
retail 0 25 at 0 20
1/2, 1/2 and 1/2 retail 0 30 at 0 23
1/2, 1/2 and 1/2 retail 0 35 at 0 26
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

Old Crow" blend—
10, 25, 50 and 80-lb.
per lb. 0 35
" 0 30
" 0 25
" 0 20
" 0 17 1/2

Tobacco

LE TOBACCO CO., LIMITED.

10, 4s, 6s and 12s. \$0 46
10, 8s, and 3s. 0 60
7s. 0 50
10, 4s, 6s, 7s. 0 51
10, 4s, 6s, 7s, and 8s. 0 46
Fox, 12s. 0 48
10, 4s, 6s, 7s. 0 51
Roll, 7s. 0 56
10, 4s, 6s, 7s. 0 45
10, 4s, 6s, and 12s. 0 45
10 oz. bars, 6s. 0 45
Play, 8s, and 13s. 0 53
10, 4s, 6s, and 12s. 0 46
10, 4s, 6s, and 12s. 0 47
10, 4s, 6s, and 12s. 0 50

Vinegars.

ARONAU, Montreal. Per gal.

Distilled, highest quality. \$0 22 1/2
Distilled. 0 27 1/2
Distilled. 0 23 1/2
to buyers of large quantities.

Yeast.

1 doz. 5c. pkgs. in case. \$1 05
1 doz. yeast, 3 doz. 1 05
1 doz. yeast cake, 3 doz. 5c. 1 05
" 3 doz. 5c. 1 00
" 1 doz. 10c. 1 80

To sell an article of merit is to every progressive Grocer a true pleasure.

That is why grocers who have pinned their faith to

**"Cow Brand"
Baking Soda**

will sell and push no other brand.

"Cow Brand" Soda has no equal for PURITY and STRENGTH.

CHURCH & DWIGHT, Limited

Manufacturers
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 & PACKAGE TEAS.
HOW TO ESTABLISH A TEA TRADE.
TEA BLENDING, ETC., ETC.

375 pages; cloth.

Price, postpaid, 02.00

BOOK DEPT.

THE CANADIAN GROCER
10 Front Street East, Toronto

**THE PEOPLE OF
JAMAICA**

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

**KINGSTON
"GLENER"**

might bring inquiries. Better write for rates to

L. G. STEWART, Halifax.

**You are Interested
In Something**

Why not get the best items that are printed on the subject?

We read and clip thousands of newspapers every week—therefore we can equip you speedily and economically for a debate, speech, lecture, essay or anything else requiring up-to-date information and more of it than your competitors are likely to get.

Terms—100 Clippings, \$ 5.00
250 " 12.00
500 " 22.00
1,000 " 40.00

Send for our Booklet which fully explains the scope of the clipping industry.

CANADIAN PRESS CLIPPING BUREAU

332 McGill Street, MONTREAL, QUE.
Telephone Main 1285.
10 Front St. E., Toronto. Telephone Main 2701

Is Honest Goods and just the Thing on Which to Make or Extend a Business.



The Best Grocers make a point of keeping it always in Stock.

Do you want a
Nice Brass Sign

for your door front

Free?

WRITE AND ASK US
 FOR PARTICULARS
 AND HOW TO
 GET ONE.

GOWANS, KENT & CO.
 TORONTO LIMITED

We would like to ask
You, Our Grocery Friend,
a question.

Apples are gone for this season so far as the ordinary consumer is concerned, the price being prohibitive as a filler for the workingman's pie.

What Are You Selling Instead?

Perhaps you are not giving it a thought and without suggestion or protest on your part, you are allowing the economical housewife to prepare, as a dessert, puddings, etc., from which you derive no benefit.

Allow us to suggest

WETHEY'S MINCE MEAT

Push the line.

It will pay you.

It has no equal as a trade-winner.

3 Dozen in a Case.

Sold by All Jobbers.

Write us.

J. H. WETHEY, Limited
 ST. CATHARINES, CANADA

CROSSE & BLACKWELL'S
Spanish Olives

Imperial ½ pint and Imperial pint
 Bottles.

A new and attractive package



C. E. Colson & Son

MONTREAL, Agents.

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VOL. XX.

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 5 " "
 10 " "
 20 " "
 Freight
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