

**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. XIX,

MONTREAL, TORONTO, WINNIPEG, DECEMBER 29, 1905.

NO. 52.

Keen's  
Oxford Blue



Should SELL  
Everywhere  
in Canada

Are you selling  
The Best Laundry Blue?

**KEEN'S OXFORD BLUE!!**

Liberal sampling among your customers on receipt of list addressed to  
Frank Magor & Co., 408 St. Paul St., Montreal, Agents for the Dominion.

We wish all our Customers and Patrons a  
Prosperous Year in 1906.

Prosperity follows the sale of

Edwardsburg Starches and  
"Crown"  Brand Table Syrup

**EDWARDSBURG STARCH CO., Limited**

ESTABLISHED 1858

Works,  
CARDINAL, Ont.

69 Front St. East,  
TORONTO, Ont.

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

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 27

## THE LEADING HOSPITALS USE

Burton's All-Healing Tar Soap.  
A fine, cleansing, healing  
and antiseptic soap, chosen by  
the leading hospitals, because  
of its superior purity and use-  
fulness. You can supply this  
demand with little trouble and  
much profit.

If you have not any in stock, get our  
prices and samples.

**ALBERT SOAPS, LIMITED**  
*Manufacturers*  
MONTREAL

## Coughs Have Made

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

It is in constant and ever-increasing  
demand.

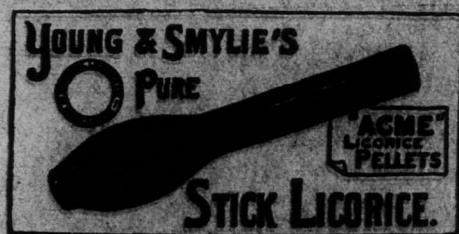
You can increase the number of your  
customers and the size of your banking  
account by stocking

## MATHIEU'S SYRUP of Tar and Cod Liver Oil

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

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

## National Licorice Co.



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

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

## Molasses

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

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

## Dominion Molasses Co., LIMITED

Halifax, - Nova Scotia

Agents

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



## "Busy as Bees"



Good-bye to dull days in the store when goods of standard quality come over the threshold. Good-bye to that shame over the fly-specked packages of uncertain worth on the shelves. A hearty welcome to known values and reliable quality. "Busy as Bees" is the watchword now.

### *Griffin & Skelley's Dried Fruits*

Apricots, Peaches, Pears, Nectarines, Dried Plums, Prunes and Raisins. The pick of the pack — clean, highest quality and full weight always. Right from the vineyards and orchards on the Pacific Coast.

"GRIFFIN" Brands

### *Castile Soap "Shell Brand"*

TRADE MARK



"SHELL BRAND"  
(LA COQUILLE)

contains 67 per cent. of pure oil, instead of 60 per cent. as in the ordinary Castile Soap of trade. In Bars and Pressed Cakes. The leading brand of highest quality in the Dominion.

### *Felix & Co. Italian Macaroni*

High-grade macaroni from makers of long experience. Tastefully packed and labelled. Tender, delicate Macaroni. Satisfactory and pleasing — always. Profitable to you and the user, too.

SOLD BY LEADING WHOLESALERS

**Arthur P. Tippet & Co., Agents,**

8 Place Royale, Montreal

20½ Front St. E., Toronto

Manufacturers' Agents and Brokers' Directory

BRANDON, MAN.

GROCERIES FOR THE WEST

We will have a car leaving Toronto and Montreal about once a month.  
**Have you** got something you wish to ship in these cars?  
 We will reship, sell or store for you. Write us.  
**Wilson Commission Co., Limited**  
 Brandon, Man.

CHARLOTTETOWN, P. E. I.

HORACE HASZARD

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

HALIFAX, N.S.

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE  
 HALIFAX, N.S.  
 Manufacturers' Agents and Commission Brokers.  
**WAREHOUSEMEN**  
 Domestic and Foreign Agencies solicited.  
 Highest references.

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.

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.

OWEN SOUND.

J. K. McLAUHLAN

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

ST. JOHN'S, N.F.

THOMAS B. CLIFT

Broker, Commission Agent, Auctioneer and Notary Public  
 Commercial Chambers, Water St.  
**ST. JOHN'S, N.F.**  
 A warm welcome extended to all Heads of Departments and Commercial Travellers from foreign countries.

TORONTO.

W. G. A. LAMBE & CO.

Toronto  
 Grocery Brokers and Agents.  
 Established 1885.

C. E. KYLE

Wholesale Grocery Broker and  
 Manufacturers' Agent  
 27 Front St. E., Toronto  
 Highest references. Commissions Solicited.

W. G. Patrick & Co.

Manufacturers' Agents  
 and  
 Importers  
 29 Melinda St., Toronto

A. F. MacLAREN IMPERIAL CHEESE CO.

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

SEASON'S GREETINGS

The more freely you buy from us the more money you will make.

W. H. MILLMAN & SONS

Grocery Brokers, Toronto

POTATOES

Let me quote a price on a car of my celebrated Selected Delaware Potatoes Delivered at your station.  
**R. W. HANNAH**  
 300 Board of Trade Building, - Toronto.

VANCOUVER.

J. McA. CAMERON

Manufacturers and Wholesale Commission Agent  
 Correspondence Solicited  
 Vancouver, B.C. P.O. Box 912  
 Reference—Bank of Hamilton

WINNIPEG.

CALGARY STORAGE

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

JOSEPH CARMAN

Wholesale Grocery Broker and Manufacturers Agent, Member Western Wholesale Brokers Association.  
 Union Bank Block, Rooms 722 and 723  
 Winnipeg, Man.  
 Open for good Canned Goods Agency Correspondence Solicited.

STUART WATSON

Manufacturers' Agent and 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 1 year  
**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

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

**GEO. T. YOUNG,**  
 Box 823, CALGARY, P. O.

# ENCOURAGE YOUR CLERK

to take a more lively interest in his work, to become a better informed grocer, to develop ideas for advertising and window dressing, and progressive retailing.

You can best do this by having a copy of THE CANADIAN GROCER sent to his home address, where he can read it at leisure and think out how he can apply its suggestions.

It will cost you only \$2 from now to Dec. 31st, 1906. Send in your order now. Your clerk will appreciate the courtesy, and you will both reap the benefit.

## THE CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

# 1906 AND STERLING BRAND PICKLES

We're ready for the largest kind of trade that will come to us with the new year.

- This is assured Manufacturer
- and Grocer because of the
- sterling quality of these fam-
- ous pickles.

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

## EXPORT TRADE DEPARTMENT.

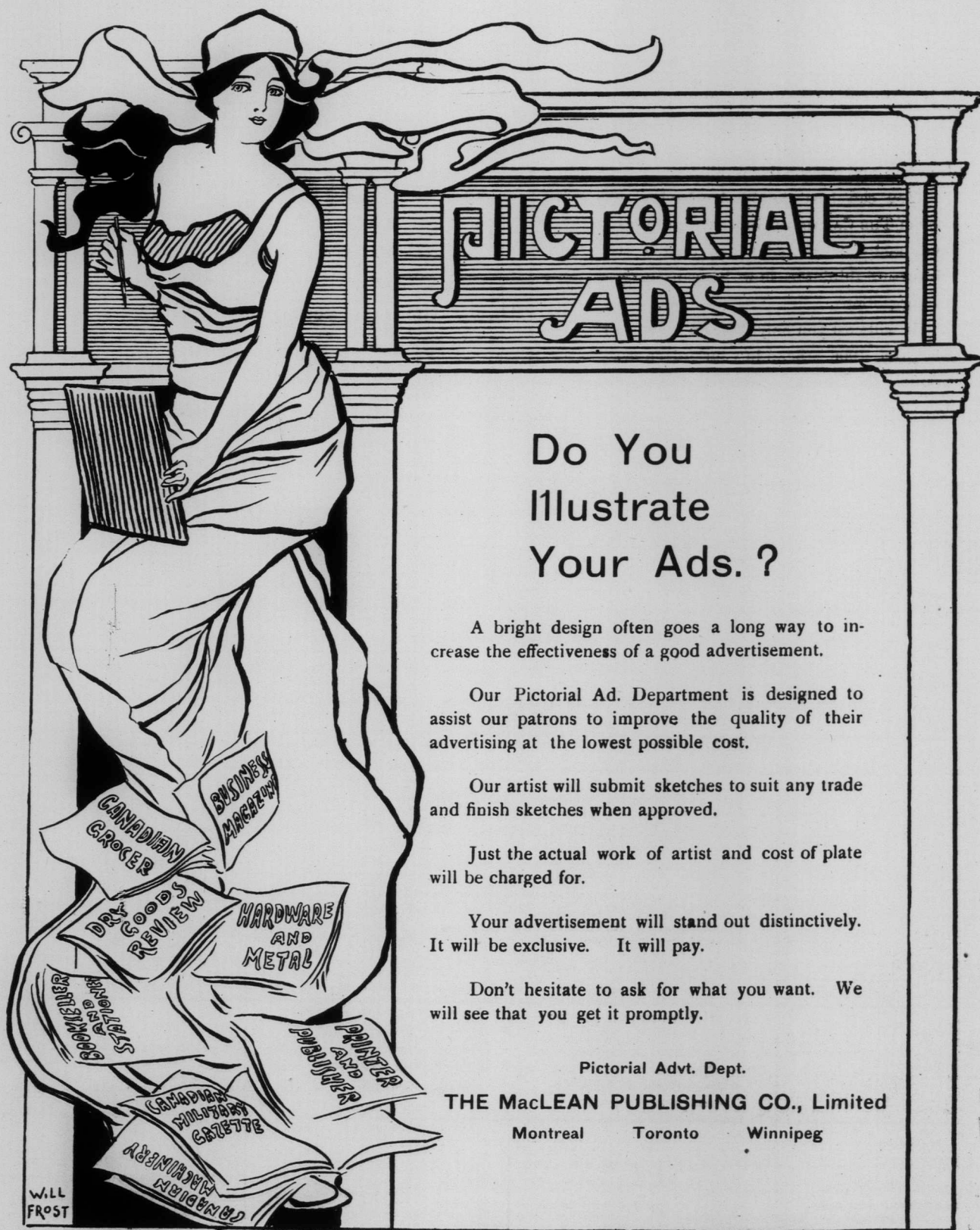
FIRMS ABROAD OPEN FOR CANADIAN BUSINESS.

<p><b>Agencies on Commission for Britain.</b>—We are open to receive consignments of Apples and Fruits of all kinds. Best references, connection and experience. R. C. HALL &amp; CO., MONUMENT HOUSE, MONUMENT SQUARE, LONDON, E. C.</p>	<p><b>DAVID SCOTT &amp; CO.</b> Est. 1878. 10 North John St., LIVERPOOL, ENGLAND. Splendid connections and references. Try us with a shipment of CANNED GOODS. T. A.—Scottish, Liverpool.</p>	<p><b>GEORGE LITTLE LIMITED</b> Canadian Produce Importers, MANCHESTER. BUTTER, CHEESE, EGGS, BACON, APPLES, POULTRY.</p>	<p><b>HAMILTON WICKES &amp; CO.,</b> Canned Goods Brokers, EASTCHEAP, LONDON, and VICTORIA STREET, LIVERPOOL. Reports and valuations made in Canned Meats, Fish, Fruit and Vegetables. Consignments handled. Correspondence solicited.</p>	
<p><b>JOHN LETHEM &amp; SONS,</b> LEITH, SCOTLAND, invite correspondence with Manufacturers and Shippers of all classes of goods suitable for Grocers, Bakers and Fruiters; connection of 50 years over all Scotland. References, Bank of Scotland, Leith.</p>	<p><b>GRIFFIN &amp; CULVERWELL,</b> Brokers, invite consignments of general produce, especially BUTTER, CHEESE, AND ALL FOOD PRODUCTS. Correspondence invited. References given. WRITE US. 139 REDOLIFFE ST., BRISTOL, ENG.</p>	<p><b>E. BIERMANN &amp; CO.,</b> FRUIT AND PRODUCE BROKERS, 5th Ed. A. B. C. Code, CARDIFF, WALES. APPLES AND ALL KINDS OF FRUIT AND PRODUCE.</p>	<p><b>GEO. R. MEEKER &amp; CO.</b> 11 and 12 Bedford Hotel Chambers, Covent Garden, LONDON, W. C. - ENGLAND European representatives and distributors, Earl Fruit Co., California, U. S. A.</p>	
<p><b>JAMES MARSHALL,</b> ABERDEEN, - SCOTLAND. hopes that the New Year will be one of increased prosperity to all his senders and that it may also bring consignments from new sources with which he shall try to show that Aberdeen is a market worth some attention.</p>	<p>Cable Address "RAPP, LIVERPOOL." <b>HERMAN RAPP &amp; CO.</b> Provision Merchants. 19 MATHEW STREET, LIVERPOOL. Liberal advances on consignments.</p>	<p><b>ALEXANDER CRICHTON,</b> 15 Stanley St., LIVERPOOL, England, CANNED GOODS AND DRIED FRUIT BROKER. And at St. Magnus House, London, E. C. T. A., "Acriton, Liverpool." Code, A. B. C., 1th Ed.</p>	<p><b>FRESH, DRIED AND CANNED FRUITS</b> T. A. Emulate. Codes, A. B. C. and Lieber's.</p>	
<p><b>A. C. DOUGHTY &amp; CO.</b> 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.</p>	<p>Telegraphic Address: "Fondants, London." <b>A. E. SOWERBUTTS &amp; CO.</b> PROVISION IMPORTERS 33, Tooley Street, London Bridge, S. E. Bankers: Hill &amp; Sons, 66, West Smithfield</p>	<p><b>HAMBURG.</b> Kaiser Wilhelmstrasse 74-78. <b>Neubeck &amp; Schipmann,</b> Commission Agents and Merchants.</p>	<p><b>THOS. BOYD &amp; CO.,</b> 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."</p>	
<p><b>WHITELEY, HUIR &amp; CO., 15 Victoria St., Liverpool, England</b> We handle consignments of CANADIAN MEATS, CHEESE AND BUTTER. We sell cost, freight and insurance. Western Union Code. LONDON, LIVERPOOL, GLASGOW.</p>				<p><b>J. H. GAITSKELL &amp; CO.</b> PROVISION MERCHANTS, LIVERPOOL, invite consignments of Spare Ribs, Hocks, Tongues, etc. Splendid outlet for all kinds of pickled meats. Best prices—prompt returns. Write us. Established 1863.</p>

This space \$30 per year.

This space \$15 per year

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



# PICTORIAL ADS

## Do You Illustrate Your Ads. ?

A bright design often goes a long way to increase the effectiveness of a good advertisement.

Our Pictorial Ad. Department is designed to assist our patrons to improve the quality of their advertising at the lowest possible cost.

Our artist will submit sketches to suit any trade and finish sketches when approved.

Just the actual work of artist and cost of plate will be charged for.

Your advertisement will stand out distinctively. It will be exclusive. It will pay.

Don't hesitate to ask for what you want. We will see that you get it promptly.

Pictorial Advt. Dept.  
**THE MacLEAN PUBLISHING CO., Limited**  
Montreal Toronto Winnipeg

WILL FROST

## Queen Brand Tomato Catsup

A really delicious Catsup, absolutely pure; packed in 12-oz. bottles; each case containing 1 dozen. Every bottle neatly labelled and wrapped in tissue.

## Sweet Wrinkle Peas, Sifted June Peas, Corn

Our special pride. Palatable and wholesome. The best sellers you can get.

We make a host of other lines.

Buy *Queen Brand* goods every time. Other grocers are buying them.

**Belleville Canning Co., Belleville, Ont.**

## AGENCIES WANTED

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

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

## 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.

"The Brand



of Quality"

We can now offer the trade the following :

**APPLE JELLY IN CUPS AND JARS**

**A Limited Quantity of "Gallon Apples."**

**APPLE BUTTER IN JARS AND PAILS**

**Prepared Pumpkin, "Threes," the Pure Thing**

**and Tomato Catsup in Tins and Bottles**

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

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

**THE ESSEX CANNING AND PRESERVING CO'Y, LIMITED**

Factories at Essex, Ont.

8 WELLINGTON ST. EAST, TORONTO, CANADA



**W. P. KAUFMANN**

19 Caer Howell Street, TORONTO

**Analyst & Consulting Chemist**

Advice regarding processes of manufacture and technical applications of chemistry.

**Modern Merchandising**

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



**IF A MAN WANTS CREDIT**

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

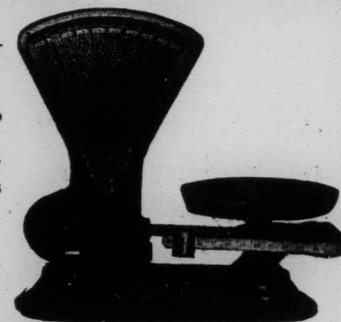
For Sale in Canada by

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

**ALLISON COUPON CO.,** Manufacturers.  
Indianapolis, Indiana.

**TOLEDO COMPUTING SCALES**

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



For Catalogue and information apply,  
**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices throughout the Civilized World

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

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

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

**OFFICES IN CANADA**

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

HAMILTON, ONT.  
QUEBEC, QUE.

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

MONTREAL, QUE.  
TORONTO, ONT.

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

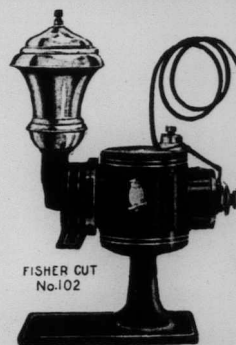
**PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.**

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

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

**AUER LIGHT CO., MONTREAL**  
Sole Makers.

**ELECTRIC POWER COFFEE MILLS**



This cut shows one of the designs we are making.

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

Granulates 1-lb. of Coffee a minute.

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

Write us for Prices.

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

**"WALKER BINS"**

The Ideal Grocery Store Fixture

**The Walker Pivoted Bin and Store Fixture Co.**

**BERLIN, Ontario**

This Receipt  
Valuable to  
Cash Buyers

A 0.25

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

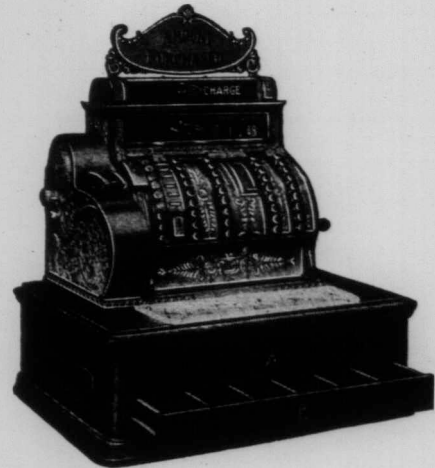
Main and First  
Streets

Above wording is permis-  
sible under new trading  
stamp law.

## The new law

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

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



National Cash Register Company

129 King St., West

Toronto Ontario

## THANK YOU

for the great business we have had during this year. We have tried to merit your confidence by making good goods and giving efficient service. It has been our consistent aim to make our **White Swan Cereals, Spices and Cocoanut** all absolutely high-grade and it is gratifying to see that

## Quality Counts

to such a marked degree as we have experienced throughout 1905. Again we thank you!

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

## COLES Electrically Driven Coffee Mills.

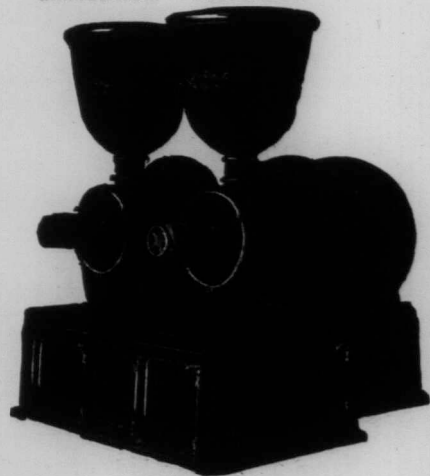
GRANULATOR. PULVERIZER.

Single and  
Double  
Grinders

Pulverizing  
and  
Granulating

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

Our Grinders  
Wear Longest



No. 65  
Height, 29 in. Length, 33 in. Width, 23 in. Weight, 275 lbs.  
GRINDING CAPACITY.

Granulating 2 pounds per minute. Pulverizing ½ pound per minute.  
Capacity of Iron Hoppers, 5 lbs. of Coffee.  
We make 25 other styles and sizes of Grocers Counter Mills, Floor Mills and Electric Mills. For Prices, Terms and Discounts, address

## COLES MANUFACTURING CO.,

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

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

Let your motto for 1906 be

To sell your trade.

# Japan Tea

A successful year's business will result.

These Teas are **fragrant, delicious, health-ful and profitable.**



## CONFIDENCE

The public have confidence in

### PATERSON'S CAMP COFFEE ESSENCE

That's why it's so regular a seller.

ROSE & LAFLAMME, Agents,  
MONTREAL.



## ONE GLANCE

AT  
THESE  
BOTTLES  
OF  
DELICIOUS  
FRUITS

### Always

MAKES  
YOUR  
CUSTOMERS

"Try  
Them"

AND  
THEY  
DON'T  
STOP  
THERE  
EITHER



ROSE & LAFLAMME,  
MONTREAL.

# Made in Canada

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

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

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

Why not help build up Canada by using

# Canadian Salt

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

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

ADDRESS

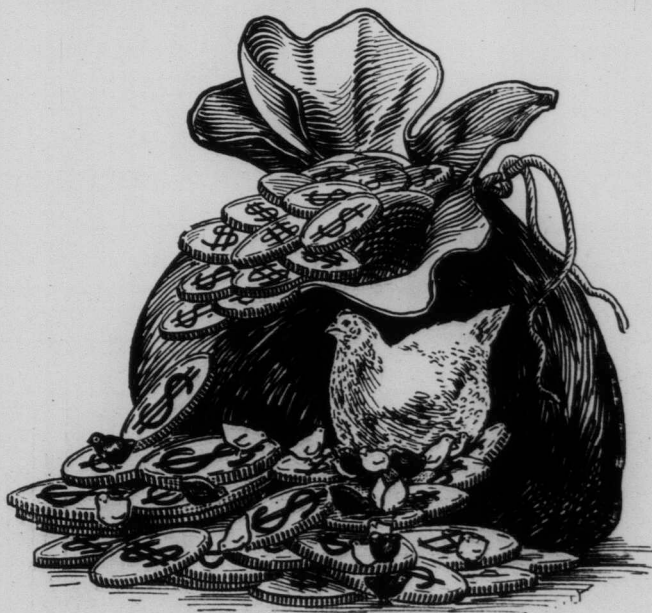
**THE DOMINION SALT AGENCY**  
LONDON, ONT.

Telephone No.  
1971

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

# The Only Spice of Life for Horses, Cattle and Poultry

# is Myers'



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

The trade is respectfully invited to write the

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

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

*Failure is the foundation of success, and the means by which it is achieved.*

*Learn therefore by previous errors.*

## CEYLON Tea Talks

No. 5

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

Another ingredient which is a necessary constituent of all Teas is "Tannin." It is found in some of the older known teas to the large extent of 20 to 30 per cent. In small quantities, in conjunction with well proportioned quantities of "The Essential Oil," and "The Alkaloid Theine" it has a distinctly beneficial tonic effect.

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Ceylon Tea contains the minimum of Tannin; analysis has demonstrated it to be only about 10 per cent. Just sufficient to give the necessary vim.

(To be continued)

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**SELL CEYLON TEA ONLY (Green and Black) and ensure success**

# A Prosperous New Year To All

**THE DAVIDSON & HAY, LIMITED**  
WHOLESALE GROCERS, TORONTO

## ***Good Resolutions for 1906***

To try and make better profits.

To stop price-cutting — which generally does no one any good, and injures the starter.

To let the other fellow live as well as ourselves.

To **talk quality** ; sell quality.

To not refuse drafts for small errors. To remember if one trusts us for hundreds of dollars surely we can trust him for a few cents.

To do all the business we can in a fair and square way, but want to see our neighbor do well too.

To add the cost of doing business to the price of goods purchased, adding a fair profit to this cost.

To pay promptly when bills are due. When unable to, say so, and arrange for payment of same.

To remember 10 days means 10 days; 30 days, 30 days.

To do away with all combines in our trade.

***Wishing You the Most Prosperous New Year***

*We are, yours respectfully,*

# **LUMSDEN BROS.**

**Hamilton, Ontario**

# ***Tartan*** **BRAND**

“We wish our many customers and friends A Happy and Prosperous New Year. Dinna forget the TARTAN.”

Yours truly,

**BALFOUR & CO.,** Wholesale Grocers, **HAMILTON, Ont.**

We take this opportunity  
to wish our many Retail and  
Wholesale friends throughout  
Canada

**A Very Prosperous  
New Year**

---

N. B.—To insure prosperity **stick to** Canadian  
Canners' brands of Canned Fruits and Vegetables.

---

**Canadian Canners, Limited**

**Hamilton, Ont.**



## What is the Meaning of "Well-Balanced" Flour?

A perfectly "balanced" flour is one which contains the greatest amount of nutriment in its most easily digestible form. No single variety of wheat will produce "well-balanced" flour. It requires the careful selection of different kinds.

The makers of **ROYAL HOUSEHOLD FLOUR** have more than a hundred elevators, scattered throughout the greatest wheat-growing country in the world, which enables them to secure the very pick of the wheat that will yield perfectly balanced flour.

The kind of flour that produces the best, the largest and the strongest loaf.

The loaf which contains the greatest amount of bone, muscle and brain-making protein and the lowest percentage of waste.

**ROYAL HOUSEHOLD** makes bread which reduces the labor of digestion, and gives greatest nutrition for least stomach effort.

It's the "balance" in flour that makes bread easier to digest and gives it many other qualities which are usually attributed to other causes.

## Ogilvie's "Royal Household" Flour

Try a 7-lb. Bag—Then You'll Want a Barrel



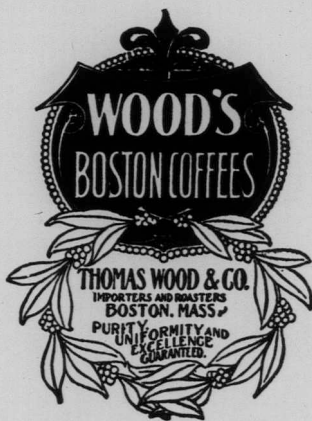


# 25-Cent Japan Tea

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

## W. H. GILLARD & CO., HAMILTON,

Wholesale Grocers, Tea and Coffee Importers.



### We Can and We Do

We can furnish to the Grocer the Best Coffees grown on earth.

**And**

We can impress on him the Best Methods of Selling.

**But If**

Our Methods remain unknown and unrecognized in the stress of daily business, much hard work is wasted.

**That Is**

Our artistic Labels and Signs are unsurpassed in Beauty, and for Effectiveness in Selling. That is one thing; we have others to tell you.

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

There are many **Baking Powders**



(The Light of the Kitchen)

but there is only

**ONE Magic**

**Baking Powder**

—It is Pure, Whole-some, Well Ad-vertised, and shows you a good profit.

ORDER FROM YOUR JOBBER.  
WRITE FOR PRICE LIST.

**E. W. GILLETT COMPANY LIMITED**

London,  
Eng.

**TORONTO, ONT.**

Chicago,  
ILL.

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

**Teas Teas Teas**

Blends in Bulk

**Coronation  
Geisha**

**King's Royal  
John Bull**

**"Ceyloya" Ceylon Tea**

In Packages

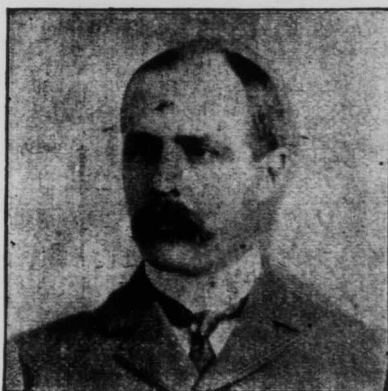
For Strength, Flavor, Quality and Economy,  
**OUR BLENDS** are unequalled.

**Warren Bros. & Co.**

Wholesale Grocers  
**Toronto**

## DOMINION COMMERCIAL TRAVELERS' ANNUAL BANQUET AT MONTREAL

**T**HE annual banquet of the Dominion Commercial Travelers' Association was held at the Windsor Hotel, Montreal, Thursday evening, December 21. The event is one to which every traveler looks forward with pleasurable anticipation and it is only dis-



**Mr. Fred L. Cains,**  
President of the Dominion Commercial Travelers' Association.

tance from the festivities and the fact of the event being always held near Christmas that prevents the majority of members from attending. As it was, there were exactly 260 members and guests seated around the well laden and flower-decked tables in the beautiful banquet hall of the Windsor. Travelers gathered around any festive board are noted for having the proverbial "best time" and Thursday's banquet was no exception to the rule.

Mr. Fred L. Cains, the newly elected president, occupied the chair. With him were the principal guests and speakers of the evening, Hon. Sydney Fisher, Minister of Agriculture, and Hon. H. R. Emmerson, Minister of Railways; Mr. R. L. Borden, M.P., the Conservative leader for the Dominion, and Mr. F. D. Monk, M.P.

The menu was in the Windsor's best and this statement suffices to say that with the excellent table service no protests or cancelled orders were noted.

After the dinner had been served President Cains read a telegram from the Commercial Travelers' Association at Halifax, expressing their best wishes for Canada's prosperity and wishing a happy New Year to the Montreal members. He also read letters of regret owing to their inability to attend from the Governor-General, Earl Grey; Sir Wilfrid Laurier, Hons. W. S. Fielding, C. Fitzpatrick and W. Paterson; Messrs. Hays, Shaughnessy, Morse, His Worship Mayor Laporte and Hon. J. D. Rolland.

He also made a few remarks to the effect that their financial showing for the year was very good; they had added over \$12,000 to their capital. In connection with the hospital funds of the association he said one of the mem-

bers of the association had promised to give \$1,000, if the other members would subscribe \$2,000. This would enable them to provide a cot in the Notre Dame and General Hospitals for the benefit of commercial travelers, and he hoped the necessary funds would be forthcoming. The gathering arose while the chairman read off the names of forty-nine members who had died during the year.

Mr. Cains in concluding called upon the vice-president, Mr. E. D. Marceau, to propose the first toast, that of "The Government of Canada," coupled with the names of Hon. Sydney Fisher, Minister of Agriculture, and Hon. H. R. Emerson, Minister of Railways. Mr. Marceau on rising was received with loud applause.

Mr. Marceau said: "Commercial travelers are not politicians, but business men who would judge the Government



**Mr. E. D. Marceau,**  
Vice-President of the Dominion Commercial Travelers' Association.

from a business standpoint." They were not ready to give credit to the Government for every good thing that had come to the country since it has come into power, but they were willing to give credit where credit is due. He spoke of the great resources of the country and her marked progress in the last few years, and stated the increased immigration to this country was opening up acres and acres of land to the best class of settlers from the south of our country and from Europe, who would not come here unless suited with a government and institutions which are better than those outside of Canada. "We must honor and commend our Government for the good it has done, and in honoring it we are honoring our great and broad Dominion."

Mr. Marceau's remarks were received with plaudits of commendation.

Hon. Sydney Fisher was received with loud applause. He thanked the association on behalf of the Government for the courtesy extended to him in the invitation to attend the banquet, and regretted that his esteemed chief, Sir Wilfrid Laurier, was not present to respond on behalf of the Government. "The Premier," he said, "requested me to express to you his regrets and at the same time to extend his appreciation of the honor and courtesy paid him by the association in asking him to be present on this occasion. You have drunk to the health of the Government, and I am glad to be able to tell you that the Government is in strong and good health, vigorous health, from the Premier to the newest comer into the ministry, the Hon. the Postmaster-General. I sometimes wonder how we keep our health under the onerous responsibilities, not only of managing the great affairs of this Dominion, but responding to the kindness and courtesy of such associations as yours. I feel almost as one of the traveling guild myself, as amongst the responsibilities of my department is that of advertising the riches of Canada so that it may be known to all the nations of the earth what she can do, and what she can produce. I recently paid a visit to the old land where there are great markets for our agricultural products, and when speaking to a member of the Chamber of Commerce of one of the cities over there about the greatness of Canada, he said, 'Don't you think



**Mr. R. C. Wilkins,**  
Treasurer of the Dominion Commercial Travelers' Association.

what you are doing smacks somewhat of advertising?" I said, 'My friend, it not only smacks of advertising, it is advertising.' Yes, gentlemen, I am proud of my country, and want to have her wares known throughout the world, and one of

the most pleasant features of my departmental work is the fact that a recognition has come, even though we are competing against all the other markets of the world."

The Minister spoke of the great good accruing to Canada through the exhibitions of Canadian goods on the continent, and stated that the exhibition lately given at Liege was the first independent exhibit Canada had made on the continent of Europe. People hardly knew what Canada was; now their minds are full of Canada, its products and opportunities.

The Minister proceeded to say that the increase in the revenue of Canada was a sign that the people were prosperous and denoted business success in the country. He expressed the wish that he would have the opportunity of addressing the association again as it was only through the closest intercourse with the people of the country that the Government could find out its needs and be in a position to carry out the wishes and desires of the people.



C. C. Ballantyne.

President of the Canadian Manufacturers' Association.

#### Minister of Railways.

The Hon. H. R. Emmerson, Minister of Railways and Canals, also replied to this toast. He said he was going to state very squarely that he was not going to speak from a Government standpoint, but from the standpoint of a man, and if they would listen he believed they would conclude that there were two things they had in common, one the expansion of the great Dominion, and the other the Intercolonial Railway. The Minister was very emphatic in his belief that he was going to make the I. C. R. pay. He stated that recently he had made a trip through the western country and he believed there was no other country on the globe like our own. "Winnipeg is the gateway of an empire—Edmonton is the gateway of the Orient." The Minister dwelt on the fact that it was the I.C.R. that opened up the markets of the Maritime Provinces to the rest of Canada; before the advent of this line the Americans had con-

trol of that market, but to-day it was entirely different. "There is a great deal being said about the I.C.R.," said he, "but I am going to keep it up to the standard—I am going to make it pay. We are giving a good service and will continue that service, and our rates are low."

After Mr. Munday sang "Le Canada," the toast of "The Parliament of Canada" was proposed by Mr. R. C. Wilkins, treasurer, who coupled the names of Messrs. R. L. Borden, leader of the Opposition, and Mr. F. D. Monk.

"The toast I have the honor to propose, 'The Parliament of Canada,'" said Mr. Wilkins, "is an important one, and one which is always pleasant to the commercial travelers, as we are always delighted to have about our festive board some of the eminent parliamentarians of Canada, and I have the honor this evening of coupling my toast with the names of two distinguished Members of Parliament and old time friends, Mr. R. L. Borden and Mr. F. D. Monk.

"As has often been said, there is great similarity between the Member of Parliament and the commercial traveler. To be successful they both must keep themselves constantly and favorably before their constituents. They both do a great similarity between the Member of Parliament has the advantage over the commercial traveler, inasmuch as he generally travels on a pass, while we always have to put up the bright coin.

"About this season also the commercial traveler approaches the head of the house looking for an increased indemnity, but I assure you it is not always he meets with such a ready and generous response as the Members of Parliament did but a short time ago.

"There are 16,000 commercial travelers in Canada, and did it ever occur to the Members of Parliament that owing to the peculiar nature of their avocation probably 50 per cent. of the commercial travelers were disfranchised at every election? Would it not be possible to introduce legislation whereby the commercial traveler could in some way register his vote although absent from the constituency in which he has a right to vote? Gentlemen, I commend this to your serious consideration.

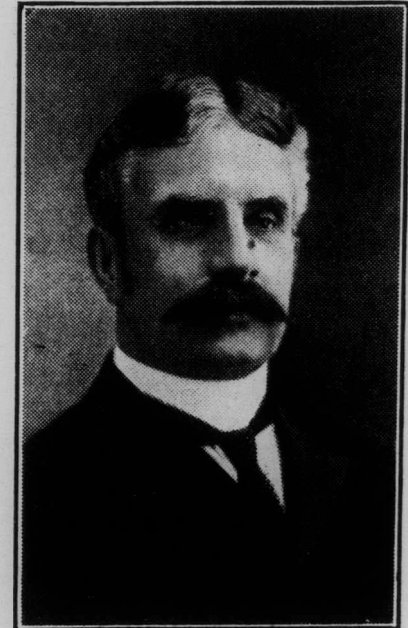
"Another point, sir, which I believe the majority of thinking men in Canada are to-day agreed upon, is that the time has arrived when the Parliament of Canada should unfurl the broad banner of Imperial Britain, and utter in no uncertain manner its belief in the British Empire, its willingness to take an important part in the furtherance of the great Imperial idea, in shaping the destinies of this wonderful Empire, in which may be grown and made everything that man requires to eat, drink, wear and admire. That it may be possible for the Canadian commercial travelers to do business all over the greatest department store the world has ever known—the British Empire unlimited.

"The Parliament of Canada should put a quietus on those men in the old land who are trying to make the people believe that we are Imperialists only because we want a preference in their market.

"We are Britons of a broader type. We claim by right of heritage equal citizenship in Canada, South Africa, Australia, or within the sound of Bow bells in London, and we are anxious to see the Empire flourish and grow stronger in every part.

"Sir, if wise statesmen welded together the scattered provinces and territories of this Dominion into one compact confederation, who shall say that Canada has not now statesmen who can grapple with this greater question of a greater Britain? Each sister state self-governing at home, and each with a voice in the Imperial Council of the Empire, this Empire that acknowledges one sovereign and one flag, the flag that flies in perpetual daylight, the sun-kissed banner of Britain."

Mr. Borden, who was in a particularly happy vein, never appeared to better advantage or made a better impression on an audience than he did on the travelers. He was roundly cheered again and again. "I am sure," he began, "I cannot but express to you my very sincere thanks for the most cordial manner in which you have received the toast coupled with the name of my colleague, Mr. Monk, and myself. I will not enter into all the subjects which have been dealt with here to-night, but I might be permitted to say this, that I feel so



The Hon. R. L. Borden.

Dominion Conservative Leader.

far as the increased indemnity is concerned the country should feel grateful that the number of Members of Parliament does not equal that of the commercial travelers.

"Through a singular perversity on the part of the public my friend Mr. Mohk and I are not replying to the previous toast; that is our misfortune, not our fault. I cannot say that the Parliament is constituted exactly as I would like it under present conditions, but (and I do not want to hurt the feelings of my Government friends to my right) I have strong hopes of a very great transformation at the very first opportunity. I would like, however, to make the suggestion that the Parliament of Canada is now and will be pretty much what the people of Canada make it. There are many critics of Parliament, some who hold that a great deal of time is lost and wasted, but as long as human nature is what it is we will have a little waste of time even in Parliament. I would like to say further that we have

# RIISING SUN AND SUN PASTE

## STOVE POLISH IN CAKES

## STOVE POLISH IN TINS



**DURABLE and ECONOMICAL**  
3000 TONS SOLD YEARLY

**WELL-KNOWN AND RELIABLE**

**DUSTLESS, LABOR SAVING, BEST IN THE WORLD.**

**GUARANTEED TO THE TRADE**

**EXPERIENCE.** With our forty years study and development of the stove polish business it is natural that we should have special facilities for the manufacture of our line of goods not possessed by any other stove polish manufacturers. This is why we can make stove polish better than other manufacturers.

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

in Canada a country of enormous extent, tremendous possibilities, a country of enormous areas separated sometimes by more than distance; every creed and every nationality are represented in our Parliament, but I will venture to claim for this Parliament and for those which have preceded it that on the whole, when subjects which might very easily excite the passions of men come up to be discussed in these Parliaments the discussion has been conducted in most part in a manner to do credit not only to the country, but to the people of this country who are represented by that Parliament.

#### Canada's Prosperity.

"No one welcomes the great development of this country more than we do; we rejoice in it, and trust that the development will at all times continue in future even in a greater measure than at the present moment. I spoke to you a moment ago of the divergence of race and creed; even here to-night have these differences melted away through association one with another. The commercial traveler is a typical citizen of Canada in this regard; he goes through the country making himself known to people of every religion and nationality and if we were all able to obtain this relationship throughout the country there would not be so many differences as those which sometimes arise in Canada. As an English-speaking citizen of this country I am proud to join in the beautiful songs, some of which we have heard to-night, and among them, 'O Canada, mon pays.' And I say that any man in Canada, English-speaking though he may be, who does not feel at the sound of these songs a fervor with which to sing, has not the true spirit of the country, and I hope on this and other occasions to listen to those of my fellow citizens, whose mother tongue is not mine, who will rise and join with us in singing those songs dear to every British heart, 'God Save the King' and 'Rule Britannia.'

"While I do not know that we have at the present time in the Parliament of Canada any gentleman who may be regarded as a representative of your association, I would welcome the day when there will be, that he might give us that width of view and knowledge of the country which he would have. The suggestion of Mr. Wilkins in regard to the voting of commercial travelers at places other than their own constituencies is one which affords very serious thought for reflection. I need not say I thank

you and wish you more and more prosperity in the ranks of your association."

That Mr. Monk is popular goes without saying, but he seems to be particularly a favorite of the knights of the grip. His fine physique, grand, sonorous voice and his eloquence all combine to make him a favorite with all audiences and his reception was a most flattering one. Mr. Monk thanked the association for their courtesy in extending him an invitation to be present on this occasion, and referring to Hon. Mr. Fisher's statement that Government was in good health, proceeded: "I may say with regard to myself, and possibly I am also echoing the feelings of my colleague, Mr. Borden, that although in fair average health we are continuously told by our physicians that a change is absolutely necessary. Nearly ten years ago I first attended the commercial travelers' banquet, and have been an attendant ever since, when the opportunity afforded. During that long decade I have learned to what extent we who are in public life are indebted to the commercial travelers, who are the source of the widest and most useful information. I may say that the qualities which distinguish the commercial traveler are no doubt due in part to the life he leads; no doubt the information he possesses of the resources of the country and its wants and needs is due in a large part to the career he has adopted, and is also due to his ability, his true devotion to his country and his real, genuine disinterested patriotism. We should all do our utmost to see this young country prosper, advance and take its place under the British flag among the concert of nations, the true place to which it belongs among the nations of the earth.

"We have a great ambition; we feel, we realize that we are part and parcel of a mighty Empire, and that this not only sheds great glory on Britain, but imposes a great duty on us, and we wish to work between every part and fragment of that Empire. We should also have a mutual preference in every part of the world where floats the British flag.

"We should also strive with all our energy to increase our relations with foreign countries throughout the world. Our friend, the Minister of Agriculture, has done much for us in that way. Before concluding, let me say this, that we in the Province of Quebec realize, and no part of the community more fully realizes, the importance of the great Empire to which we belong than

the French-Canadian citizens. Under that flag they have found liberty of every sort—they have found democracy in its truest and best form and they will be loath at any time to forego the great advantages which go with British citizenship. The British Empire is not a dead letter but a great living organization. There may be a divergence of opinion as to what form any future empire may take, but we must realize that the greater dependencies of Britain are sister provinces, and they have, all of them, the desire that British unity should be maintained and for the peace and prosperity of the world that great Empire should develop in the future as it has in the past."

Mr. Monk, being called on to speak in French, addressed the audience in that tongue, practically covering the same ground as in the previous speech.

Mr. J. S. N. Dougall, the retiring president, then proposed the toast of "Trade and Commerce," to which Mr. C. C. Ballantyne, president of the Canadian Manufacturers' Association, and Mr. C. H. Catelli, vice-president Chambre de Commerce, replied.

Mr. Ballantyne in replying laid great stress upon the value of the commercial traveler as a factor in the development of the country's business. In speaking of the opportunities for advancement of men of the road he stated that it is largely from the ranks of travelers that modern up-to-date business houses draw their heads of departments. "There is no one so able to judge the requirements of the country trade and the people generally as the commercial traveler, so able to judge character, and so well posted on the financial affairs and standing of merchants." Mr. Ballantyne spoke also of the great development of the manufacturing interests of the country and attributed a good deal of the success of same to the work of commercial men. "If it had not been for the push, intelligence and energy of the travelers it would not have been possible to form the great association of which I have the honor to be president, the Canadian Manufacturers' Association." He referred also to the great future before the country in the greater development of its manufacturing interests.

Mr. C. H. Catelli replied briefly on behalf of the Chambre de Commerce, regretting the absence through indisposition of the president, Mr. H. A. A. Brault.

After a few topical songs and ballads by the St. Louis Quartette, Mr. W. J.

# A Happy and Prosperous New Year

TO ALL

THOMAS KINNEAR & CO.

Wholesale Grocers - - TORONTO and PETERBORO

**"Just the  
CHEESE"**



All the good things that have ever been said about **MacLaren's Imperial Cheese**—and that means everything that has been said—may be summed up in this one little expression—

**"Just the Cheese"**

**MacLaren's  
Imperial Cheese**

is remarkable for other reasons than its purity and delightful individuality of flavor; it contains three times the nutriment of ordinary cheese, which in turn is twice as nutritious as meat—taking weight for weight. This cheese combined with bread contains everything that the human body requires in the way of food to keep it in health and strength.

Words fail to tell you how good it is—the only way to know is to try it.  
30c. a jar and upward at all grocers.

**MacLaren's Imperial Cheese Co., Ltd.**  
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For Sale by All Wholesale Grocer .



**UPTON'S**

**Jams,  
Jellies  
and  
Orange  
Marmalade**

have the call

**UPTON'S**

**Granberry Sauce in 1lb.  
glass jars fills a long felt  
want at this season of  
the year:**

Egan proposed the toast of "The Press" in his usual good style. Mr. Hatley Taylor, of the Herald, responded.

Mr. Bois, of Quebec, proposed the toast of "The Ladies," to which Mr. Qua replied.

The gathering then sang the national anthem and dispersed.

Among those present were:

At the head table:— Chairman Cains, Hon. Sydney Fisher, David Watson, Hon. H. R. Emmerson, J. S. N. Dougall, James Robinson, W. H. Olive, George Bishop, W. J. Egan, R. L. Borden, Wm. Murdoch, F. D. Monk, R. C. Wilkins, C. C. Ballantyne, Fred Birks, George A. Mann, L. O. Demers, Jos. W. Rousseau, J. R. Day, A. Labelle, V. Laperle, Alf. Lortie, A. H. Casavant, D. Moreau, Arthur Chabot, J. A. Bonneville, S. Greenleese, R. S. M. Bouchette, J. E. Moriarity, J. N. Brossard, Frank Rodden, Eddy Code, W. J. Walker, R. J. Norton, J. S. Thompson, A. R. Tranchemontagne, Chas. Roberts, J. H. Marden, George Rolland, R. J. Walker, John Kingman, R. Bedard, H. Pinet, Charles St. Jean, G. C. M. Coutu, George S. Cleghorn, Emile Bourassa, Fabien Cote, George Gaboury, Gaston Domville, O. A. Thibault, A. A. Gingras, Jno. J. Cusack, Edmond Bois, J. B. Poirier and J. A. Chaumette, Quebec; G. A. Bergeron, Beauceville; J. E. Pelletier, L. P. Pelletier, W. Pouillot, Geo. Bonner, J. A. Nadeau, A. Tranchemontagne, R. P. Donnelly, Albert Laberge, J. O. Authier, E. Durette, B. Lesperance, Jos. Bouvier, M. J. Morris, James Ferres, Arthur H. Bentley, J. A. Beaudry, A. R. Wilson, Reg. W. Graham, E. N. Marceau, Jos. M. Marceau, Em. Joubert, jr., Charles A. Wilson, E. D. Marceau, S. D. Joubert, W. C. Whissell, T. D. Lloyd, H. Jenkins, Jos. C. Lessard, W. B. Naylor, Alfred T. Hodge, A. B. Caswell, Aymer R. Wilson, F. E. Fontaine, H. P. Nightingale, W. H. Seyler, J. H. Taylor, Harry Stubbs, J. Paterson, R. Booth, L. N. Dansereau, J. P. Dumaresq, Alderic Lemieux, A. S. Leblanc, A. E. Jackson, A. R. Angus, W. D. Hamilton, S. J. Martin, O. W. G. Detmers, R. S. Coulson, A. W. Smith, Norman Holland, W. A. Mattinson, Geo. L. Holland, W. G. Robertson, L. W. Elliott, R. C. Bach, J. F. L. Carron, J. S. Going, J. J. Coolican, W. F. McLaughlin, Fred Caldecott, George Cooke, J. H. Palmer, J. A. Pare, A. Kellnor, L. Wener, A. L. Gittleson, J. H. Gordon, J. E. Auger, H. W. Snetsinger, Sydney Dugan,

*Compliments of the Season  
to You All.*

**LUCAS, STEELE & BRISTOL, - Hamilton**

**Our Annual Stock-Taking is Over**

Our travellers are resuming their trips after a week's vacation, and have a large range of **Special Inducements** in short lines, that will enable the retailer to secure some Trade Stimulators.

*To all we wish*

***"A Happy and Prosperous New Year"***

**James Turner & Co., Hamilton**

**OLIVE OIL**

**SUAUT & CO.**

You cannot be too careful in the selection of your **oil**

**First** Consider **PURITY**

**Second** Decide for **PURITY**

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

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

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

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J. E.  
Dugan,

E. Fred Dugan, J. Bevans Giles, J. K. Oswald, C. C. Davidson, Geo. A. Gatehouse, Edward A. Davidson, W. H. Galt, H. R. Hamilton, Sam'l Dunn, Wm. N. Stephenson (Oshawa), C. L. Sibley, N. Inglis, F. B. Sanford, A. E. G. Austin, Francis J. Truatsch, E. H. Moles, F. Cooper, M. B. Atkinson, Raoul Mathieu, H. Macfarlane, W. Seers, E. Straker Lawton, D. Lorne McGibbon, Harrison Frost, J. A. Wade, P. R. Hanson, F. A. Shackell, Ed. Hurtubise, jr., H. A. Crawshaw, G. E. Wight, E. E. Guilbault, Ludger Goulet, A. DesCoteaux, W. Lauriault, Hercules Giroux, J. A. Panneton, B. Giroux, J. E. Lafond, N. W. Latter, B. E. W. Myers, Peter Bercovitch, H. Lightstone, R. Dionne, J. A. N. Pruneau, J. E. Monday, M. F. Farrell, L. C. Bernard, J. A. Benoit, G. A. Harris, L. W. Anderson, W. H. Gimpson, C. E. Hanna, Romeo Brosseau, J. A. C. Labrech (Joliette), J. Vincent Doyle, P. A. Cisbert, Edouard R. Dufresne, Fred Banillon, C. J. Hanratty, E. Daoust, D. M. Lefebvre, E. J. Langlois, Fred L. Barlow, R. A. Pageau, Alex. Bruce, A. Langlois, E. R. Ebbitt, C. A. Lockerby, D. W. Gagnon, D. A. Nadeau, J. A. H. Roch, J. Alcide Simard, Albert A. Belanger, Henri Jonas, C. A. Chouiloux, J. E. LaFontaine, Adam Pichett, J. Emile Roy, Ralph Young, James P. Carlyle, T. Owst Baxter, Blair L. Reid, John A. Garipey, H. G. Pepperell Frost, S. W. Haskett, W. Keaneth.

#### Samples.

Mr. E. D. Marceau as an after dinner speaker left nothing to be desired. His proposal of the first toast of the evening was a finished piece of well pointed suggestions to the powers.

Mr. W. J. Eagan has a love for the press and his very kind and appreciative words were well chosen and delivered with dignity and emphasis.

The boys at Bois' table were well looked after. No wonder the head of the table had to reply to "The Ladies" — he's popular.

No one has more friends than J. W. Rosseau. He has the physique, the gentility and the "savoir faire" of the genuine traveler. Besides, he's a hustler.

Mr. Monk is popular with the French-Canadian travelers. How they did call for him to "parlez en Francais" — and how he did "parlez"! It's all the same to Mr. Monk—eloquent in both languages.

The Rolland Paper Co.'s little booklet and card of pens was a happy souvenir, as was the usual supply of cigarettes donated by the American Tobacco Co., Limited.

Among the guests at the leading table were Mr. L. O. Demers, head of Demers, Fletcher & Cie., Montreal, who represented the wholesale grocery interests. Himself an old traveler, he is always happy with "the boys."

The St. Louis Quartette are a well balanced lot of artists—but why under heaven do quartettes, as well as soloists, always select ponderous and wearying songs for festive occasions? Why, oh why?

A splendid hit was made by Mr. R. C. Wilkins in asking the Ministers present to consider ways and means by which the 16,000 travelers (50 per cent. of whom were always away at election time) could exercise their franchise. It was observed by one of the members that the subject was worthy of consideration. Will it be thought of again?

## BOARD OF TRADE MEETINGS.

### ST. JOHN, N.B.

AT the annual meeting of the board of trade, H. B. Schofield was re-elected president, and T. H. Estabrooks was elected vice-president. A number of timely commercial topics were discussed, and reports were submitted.

The report of the council of the board gave a board membership of 194, seven members having been added during the year, and six resigned. The board lamented the death of three prominent members, C. F. Kinnear, John McMillan and W. H. Murray.

The report of E. T. P. Shewen, resident engineer at the extension of the breakwater, was included in the council's report, but was not read. The engineer told of the work done on the breakwater.

The financial statement showed the receipts to be \$2,073.72, expenditures \$1,949.86, and balance on hand \$1,328.37.

The election of president and vice-president then took place, as noted. The members of the council elected were Messrs. D. J. McLaughlin, W. M. Jarvis, J. A. Likely, John Sealy, G. F. Fisher, W. H. Thorne, W. S. Fisher, S. Schofield, J. Hunter White, and W. Frank Hatheway.

President Schofield then delivered his annual report as follows:

The past year has been a very active one in board of trade circles and you all must be gratified to know that some at least of our united efforts have been brought to a practical and successful issue.

In the early part of the year the subsidy committee with the council made determined efforts to improve the services rendered by subsidized steamship lines. I hope the same enterprise will be exhibited this year, for we should strive for the very best services that can be obtained for subsidies offered.

Several delegations have been sent to Ottawa. One acting conjointly with the common council, for the purpose of obtaining aid from the Government for dredging the site of the new wharf and the approach thereto, has been rewarded by finding that the work is now progressing satisfactorily.

Another, sent from this board alone, for the purpose of meeting Messrs. Pickford & Black's contention that St. John should be dropped as a "port of call" for the West India boats, succeeded in obtaining a renewal of the service for one year on the old terms.

The Transportation Commission and the Grand Trunk Pacific Co. have both visited our city during the year and were greeted with well attended meetings and our claims have been clearly and earnestly stated to them. It is to be hoped that the Transportation Commission will succeed in persuading the Federal Government to adopt the policy of "Free Canadian Ports" for the general transportation interests of the coun-

try. The hindrance to and congestion of trade, which at present generally obtains for several seasons while arrangements are being made for providing new facilities, is greatly to be deplored and a definite policy of supplying all dredging, wharves, warehouses, etc., as fast as they are required would seem to be only possible if the Federal Government will take control of the facilities at the various ports.

It is pleasing to note that the council has taken steps to determine definitely whether cheap power can be developed at the Falls. The incoming council should be urged to use every effort during the coming year to extend this idea and bring it to some practical use.

The council has promptly appointed a vigorous committee for the purpose of interesting new industries, in our claim to be one of the cheapest manufacturing centres in the Dominion, by reason of our open port the year round, giving easy access to the markets of the world for importing raw materials and exporting the products and manufactured goods of the country.

The committee on education, appointed at the last annual meeting, have been doing good work during the year, and are looking forward with great hopefulness to the introduction by the school trustees, of manual training and domestic science into our schools at an early date.

On the whole, we can, as a commercial centre, be said to have prospered during the past year. It is true, our great staple industry, lumber, has met with more or less disaster, but we hear rumors of a large business at Sand Point for the coming Winter, and we must not forget that between \$250,000 and \$300,000 is disbursed by the steamers that come here. This is of great value and is increasing.

Gentlemen, I would say, I believe firmly that, as a community, about all we need is more enthusiasm and that faith which leads to investment in home industries, more support for this board of trade and a greater willingness to work for the community at large, when in a short time we can increase the wealth and importance of this already important, all the year round, Canadian port.

In conclusion I take this opportunity of thanking the members of the council for the warm support they have rendered me as their president, all of which has made the work pleasant and congenial; and I also desire to express my appreciation of the untiring efforts of the secretary to further the interests of the board in every way in his power; and, finally the members of the press should be thanked for the interest they always take in board of trade matters.

There was no change in the board of arbitration.

The question of granting exemption from taxation for a term of ten years for

**WISHING YOU  
A HAPPY AND PROSPEROUS NEW YEAR**

As in the past,—our policy for the coming year will be to endeavor to give you the **FINEST GOODS** at the **LOWEST PRICES**—i.e. the **BEST VALUES** on the market.

**JUST FOR INSTANCE**

We have just passed into stock a carload of **NEW OREGON PRUNES**, the finest of anything this season—easily surpassing anything in new California PRUNES. This car consists of the following:

**“WEBBFOOT” OREGON PRUNES**

- |                               |                                |
|-------------------------------|--------------------------------|
| 20/30s., boxes 25 lbs.        | 30/40s., boxes 25 lbs.         |
| 40/50s., boxes 25 and 50 lbs. | 70/80s., boxes 25 and 50 lbs.  |
| 50/60s., boxes 25 and 50 lbs. | 80/90s., boxes 25 and 50 lbs.  |
| 60/70s., boxes 25 and 50 lbs. | 90/100s., boxes 25 and 50 lbs. |

ALSO—Fancy 10-lb boxes in 30/40, 40/50, 50/60, 60/70s.

**JUST THE THING FOR FAMILY TRADE**

**OUR TRAVELLERS**

will be on the road again next week with special quotations on the above and a host of other things. It will pay you to—

**WAIT FOR THEM**

**THE EBY, BLAIN CO. LIMITED - WHOLESALE GROCERS - TORONTO**

new industries, whether of a competitive nature or not, was discussed.

R. B. Emerson said the question of granting exemption to new manufactures was a very important one. He moved that a special meeting be called in order to fully discuss the matter. This was seconded by Mr. Likely and carried.

**The Adjourned Meeting.**

The manufacturers and business men of St. John who gathered in the board of trade rooms on the 12th inst. to consider the advisability of recommending that exemption from taxes for a period of 10 years be granted to any new industries which can be induced to locate here, were unanimous in deciding to recommend such exemption, and passed a resolution to that effect.

The suggestion of President Schofield that the discussion might properly be extended to include the consideration of any other means by which the industries might be added to was acted upon, and the advantages that St. John offers as a manufacturing centre were dwelt upon by the several speakers. All were of the opinion that a strong effort should be made to present the claims of St. John in an attractive and forcible way before the promoters of new concerns who were looking about for a location.

After calling the meeting to order President Schofield read the resolution which would be submitted to the meeting, and said he would like to see the

discussion extended to include the question of interesting new industries.

**ST. THOMAS, ONT.**

A meeting of the reorganized board of trade was held in the council chamber the other night. There was a good attendance. The meeting was presided over by the chairman, Mr. W. H. Mureh. Considerable business was disposed of.

The council of the board reported recommending to the board the formation of committees to be called the committee on manufactures, the railway committee, the committee on publicity and printing, and the committee on finance. The report also defined the duties of the various committees. It was adopted and another committee to be called the public utility and local improvement committee was ordered to be formed, a committee of the council to name the duties. This new committee will be composed of Bruce Davis, W. D. Boyce, Dr. Bennett, Dr. Silcox and W. E. Idsardi.

**WE GOT ONE, TOO.**

“Referring to article on page 23 of your issue of December 15 which is headed ‘Did you get one, too?’ may say that some time ago we received a similar letter from an even more enterprising Spaniard than the one you make reference to. The penmanship in the letter we got was first class and letter was written in the very best French, without any bad breaks except that he claimed to have met the president of

this company years ago in Switzerland.

“His scheme was a more elaborate one and his story more plausible than the one our Montreal friends heard from who wanted assistance ‘for to help to rise the trunk.’ You ask ‘Now what’s the game?’ To us that is, as the boys say, ‘dead easy.’

“In Europe there is a larger percentage of tired people than in America, whose aim is, apparently, to live without working, and the particular species of game referred to is an old one. The enterprising (?) party who works it sends out large quantities of these letters hoping to catch one ‘easy mark’ in possibly 500, and not only catching the sucker but landing him (or rather his money) as well. The scheme is such a palpable fake that it is indeed surprising that anyone can be taken in by it. The correct plan to follow is immediately on receipt of the letter to forward it to the police authorities in Madrid or the city where ‘the old servant’ is supposed to reside, and we believe there have been instances where the schemer has been punished.

“A few months ago after years of work on the part of the authorities in some European city the headquarters of this game was located and it was discovered that the letters emanated from a regularly organized and systematized business where a large office force was required to handle the mail matter. The books which were seized showed the schemers had secured victims in almost every country in the world. This can only be accounted for by the old saying, ‘There is one born every minute,’ or words to that effect.

“E. W. GILLET CO., LTD.”



# MINCE MEAT

Now is the time for selling it.

We are putting up something very fine in this Line.

Prepared with Finest Fruits, Spices and Choicest Meat.

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

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

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

TELEPHONE M 3960

# MINCE MEAT

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

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

**F. W. FEARMAN CO.,**

**HAMILTON**

LIMITED



**WESTERN  
GROCCERS**

**Satisfy your  
customers**

by giving them the

**Finest Quality  
Canned Meats**

*Packed in Canada to-day.*

**Corned and Roast Beef**  
1 and 2-lb. Tins

**Canned Chicken**  
1-lb. Tins.

*For sale by all Western Jobbers  
Packed by*

**THE MANITOBA CANNING CO., LIMITED**  
GRANDE POINTE, MANITOBA

**NICHOLSON & BAIN**  
Winnipeg, Man.

**NICHOLSON, BAIN & JOHNSTON**  
Calgary, Alta.

*Sales Agents*

# ALWAYS PREPARED

to furnish prices on car lots or less in

**BUTTER--Creamery and Dairy**

**CHEESE--Cheddars and Flats (twins)**

**EGGS--Fresh and Pickled**

**OUR MOTTO :**

**Prompt shipment and one quality, namely, the best**

**The J. A. McLean Produce Co., Limited**

**EXPORTERS and WHOLESALE DEALERS**

**73-75-77 Colborne Street**

**Toronto.**

# PRODUCE AND PROVISIONS

## CHEESE AND BUTTER BULLETIN

It is a complete surprise to many in the cheese trade to find the market continuing in activity even at the holiday season, when retailers are busy in their shops and do not, as a rule, go out buying new supplies, and importers and wholesalers don't care to send orders, as they are preparing to close their books and take stock on the last day of December. But for some reason or other our market has not only maintained the firm tone, but orders for more goods at steadily advancing prices are received by cable daily.

Shipments of cheese have been quite heavy of late. Large quantities of cheese held here in storage for British account were ordered to be shipped and new orders kept coming forward, so that our stocks will show a considerable decrease and we will undoubtedly be entirely cleared of stocks much earlier than usual. This suits our merchants very well as they will very soon prepare themselves for their annual trip across the ocean, and as present prices show a very good margin of profit for those holding any stocks of cheese, they are ready to accept reasonable bids in order to clear their warehouses and be free to start on their trip whenever they think the time opportune.

But as soon as the British merchants find themselves in control of the entire available supplies and when they are fully aware of the shortage in supplies they will exact high prices for their goods on hand and as the "bull fever" is already apparent among them, there seems to be no doubt of prices going up very high.

This is in one way rather unfortunate as it is apt to spoil another season next year. It will undoubtedly create an early demand for new fodder-made cheese and the new season will start in at dangerously high prices, and declining prices as the production increases mean losses to all who handle the goods between the producer and the consumer. It is as yet too early to speak of the next season, but the trade generally both here and in Great Britain are very much interested financially, and whenever a new season starts at high prices it means heavy losses in business until bottom prices are reached. It is therefore a doubtful benefit to make large profits at the end of the season.

There is a certain amount of goods needed for the consumptive demand. A surplus of production means low prices, while a shortage of supplies is followed by high prices. It has paid the farmers of this country to make butter and cheese for several years. It has paid the farmers in the Province of Quebec very well to make butter, and they have more and more gone into the making of butter. If the farmers do not increase the number of their cows, and if they continue their policy of making butter instead of cheese, there may be a shortage in the production of cheese, even if butter should be wanted at good prices.

The United Kingdom certainly furnishes a good market for both cheese and butter, and as the United States have come to a point where they can consume almost their entire production of both articles, the British markets become more and more dependent on the supplies from Canada, especially as we cater to their tastes in quality. Now, why should not the Canadian farmer be progressive and aggressive enough to increase this profitable trade by adding good milking stock to his herd?

No doubt our farmers have done well, and a good dairying country is prosperous. We have had no surplus of either butter or cheese for several years, and with the constantly decreasing surplus of the United States the demand for the Canadian product is increasing. Our advice to the Canadian farmers is therefore to be progressive and aggressive and cultivate a paying business by increasing the production.

We have a large market for both cheese and butter across the Atlantic. Our goods are well and favorably known to the trade there and there is a good demand at full market prices for all we produce. Now, why not improve on this and increase the revenue of the country?

There is certainly a good chance for a very largely increased outlet of both cheese and butter. An increased production may mean somewhat lower prices, but as long as prices are on a paying basis to the producer, by all means let us have the lower prices to increase our trade.

### THE PROVISION SITUATION.

At the present moment the provision situation is one of uncertainty; should the decision to remove bonded privileges eventually as appears probable, it will undoubtedly usher in a serious condition for the packers. Already the effect is being reflected on the market by bringing in a much firmer tone to quotations, with every prospect of material advances.

Nearly the whole of the older packing houses have doubled their capacity during recent years, with, of course, the sinking of vast additional capital which must remain as a fixed charge to expenses.

If sufficient hogs are not forthcoming, it simply means the lesser quantity packed will carry the whole of the fixed charges; which must remain, whether one or one thousand hogs are treated. There is a purchase price, however, beyond which it is impossible to go, and still hold the export trade, and this will undoubtedly be the difficult factor to deal with until sufficient hogs can be procured to keep down the percentage of fixed charges. It would look as though the packers must face selling at a loss

for some time to come or shut down their factories.

If, however, packers are calculating upon still running at profit it is to be feared they will be forced to arrive at a decision amongst themselves as to the extent of price to which they are prepared to go and maintain their factories from their own standpoint and without consideration for the producer's interest. This, however, would be a regrettable move, as it would have a tendency to still further distance the farmer and packer whose interests are as a matter of fact identical, and would really remove the advantage to the farmer, which is the real object in view.

Results are awaited with a good deal of interest by all concerned.

The cheese market is one of firmness, all stock is now in the hands of the dealers, and is, therefore, likely to be held in view of strong advancing markets. Meanwhile, stocks are maturing in quality and thereby increasing in value. An active export market has been in evidence.

The butter situation is uninteresting; there is plenty on hand to meet all demand, with offerings steadily increasing; quality, however, is not too favorably commented on.

Poultry has had a checkered experience this season; farmers held back their stocks until too late, with the result that the market was flooded and buyers were inclined to hold back in consequence of slow demand. Prices have, therefore, shown considerable decline, closing prices on Saturday previous to Christmas having shown some 3 to 5 cents drop on nearly all lines.

New laid eggs are being eagerly sought for, but can only be had in very small quantities.

### LONDON PRODUCE LETTER.

By Our Own Correspondent.

Canadian butter is now completely cleared out, and thus a season with which Canadians have every reason to be satisfied finally closes. It has been one of extreme high prices and of record shipments from Canada, the results of which have been to put much money into the pockets of Canadian farmers and to cut very seriously into the profits of importers here.

Seldom has there been a clearer proof that the theory as to the dependency of the world's markets upon each other is not the impracticable supposition which some would have us believe. It is a real phase of economic law. When the Canadian farmer jingles the dollars in his pockets and ponders upon the success which, as far as he is concerned, has attended the past butterances and events remember that given very kind to him. He may report himself in spirit and commercial confusion which

revolution and war have wrought upon Russia and, indirectly, upon Siberia; he may picture to himself the scant pastures and lean cattle, which, owing to the recent drought, have been the lot of certain parts of the European continent; he may visit the busy German manufacturing towns, whose artisans, no longer content with humble black bread, are calling for something better, and augmenting the demand for butter, in catering to which the Dane has been so busy. All these facts have contributed to the success of Canadian butter on this market, and each in its own degree has put wealth into the pockets of Canadian butter-makers.

Will the same favorable circumstances prevail next year? No one can tell for certain, but everyone can be prepared. This much is certain, even though Canadian butter may possibly not realize the high prices it has been fetching these past few months, it will always find buyers, particularly in Liverpool and Manchester, for any quantities it can produce — providing always that the quality is of such a standard as to merit the approval of buyers here. Quality is its best asset.

Returns show that during the past

eleven months of 1905 the total imports of butter into the United Kingdom have been some 3,000 tons less than for the corresponding months of 1904. Yet, such have been the high prices, the total value has been £500,000 (about \$2,500,000) more. The greater part of this came out of the pockets of the trade, and it is certainly surprising when one considers that butter is an article of such universal demand, that retailers did not put prices higher than they did.

Cheese. Another good week has passed. The demand has been fair all the time, and prices have gone up another shilling. Choicest lots of colored have made as much as 64 shillings; white, also choicest, has realized 63 shillings. The first arrivals of New Zealand cheese are making 61 to 62 shillings. Quality is very fine, and packing is reported as satisfactory.

Bacon. Trade is very dull indeed, and towards the end of this week it has assumed a distinctly holiday aspect. Canadian bacon has been very quiet. Poultry and game loom much larger in the consumers' eyes than bacon. Two or three dull weeks must be expected, until the Christmas holidays pass away.

good quality, which is rather scarce, offerings being mainly of the poorly developed class. Dressed hogs are firm at quotations and scarce. We quote:

Long clear bacon, per lb.	0 10½
Smoked breakfast bacon, per lb.	0 14
Roll bacon, per lb.	0 11
Small hams, per lb.	0 13
Medium hams, per lb.	0 13
Large hams, per lb.	0 12
Shoulder hams, per lb.	0 10½
Backs, per lb.	0 15
Heavy mess pork, per bbl.	18 00
Short cut, per bbl.	21 00
Shoulder mess pork, per bbl.	14 50
Lard, tierces, per lb.	0 10½
" tubs "	0 10½
" pails "	0 11
" compounds, per lb.	0 07½
Plate beef, per 200-lb. bbl.	12 00
Beef, hind quarters	6 00
" front quarters	4 50
" choice carcasses	6 00
" common	3 10
Mutton	0 06
Spring lamb	0 09
Veal	0 19
Hogs, street lots	8 15
" dressed, car lots	7 75

**Butter.**

There is no new feature to report. Arrivals have been much more satisfactory and many factories are now getting down to straight work. Large rolls have weakened 1-2c. We quote:

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

**Cheese.**

Trade has been inactive, and no new feature to report. All stocks are now in the hands of jobbers, who hold them against an expected firmer market.

Per lb.

Cheese, large	0 13
" twins	0 13½

**Eggs.**

Egg stocks are being drawn upon pretty freely, the new laid article being exceptionally scarce, and any guaranteed are fetching on market 40c. and up. Good pickled eggs are showing 1c. advance. We quote:

New laid eggs, per doz. (nominal)	0 35
Fresh	0 24
Pickled	0 22

**WINNIPEG.**

**Creamery Butter.**

The steadily increasing demand, coupled with the inadequate stocks following the closing down of the country creameries, has resulted in the expected enhancement of values, prices being up a cent a pound over those of the previous week. Prices to the retail trade are as follows:

Finest fresh creamery, in 56-lb. boxes	0 26
" " in 28-lb. boxes	0 26
" " in 14-lb. boxes	0 26
" " in 1-lb. bricks	0 27

**Dairy Butter.**

With supplies running smaller than the demand, and of a very uneven quality, the inquiry for the good article keeps up remarkably well at prices firm and indicating an even harder tendency. The first-class quality is in strong demand from local produce houses, but the bulk of the offerings are not up to the mark. Values are uncertain, but best dairy butter, delivered in Winnipeg, is about 20c. per pound.

**Lard.**

Prices are unchanged at:

Tierce basis, per lb.	0 10
Small packages take the following advance:	
0-lb. tin cans, per lb.	0 00½

**PROVISION AND DAIRY MARKETS.**

**MONTREAL.**

**Provisions.**

The local provision market is unchanged. Trade is quiet. Market steady at unchanged prices. Christmas trade is reported fair. Bacon continues scarce owing to the limited supply of hogs. Canadian bacon is weaker in the United Kingdom, according to latest cables. The action of the Government in rescinding the bonding privileges on American hogs is not looked upon favorably by packers and the market is expected to respond shortly with higher prices on foreign trade. Dressed hogs, fresh abattoir killed, \$8.75 to \$9.25, and country dressed \$7.75 to \$8.25 per 100 pounds. Lard unchanged. We quote:

Lard, pure tierces	0 10½
" " 56-lb. tubs	0 11
" " 20-lb. pails, wood (10½)	0 11½
" " cases, 10-lb. tins, 60 lbs. incase	0 11
" " 5-lb.	0 11
" " 3-lb.	0 11
Lard, Boar's Head brand, tierces, per lb.	0 06½
" " tierces, per lb.	0 07
" " 60-lb. fancy tubs	0 07
Cases, 20 3-lb. tins, per lb.	0 07
" " 12 5-lb. tins	0 07
" " 6 10-lb. tins	0 07
20-lb. wood pails, each	1 47
20-lb. tin pails, each	1 37½
Wood net, tin gross weight	
Canadian short cut mess pork	\$19 00 \$20 00
American short cut clear	19 00 20 00
American fat back	19 00 21 00
Breakfast bacon, per lb.	0 14
Hams	0 12½ 0 13½
Extra plate beef, per bbl.	11 50 12 00

**Butter.**

The local demand for butter is good. Dealers, however, had looked for higher prices than are even now ruling and in some quarters it is felt that stocking up ahead has been a mistake. Generally, the trade is content. Local prices for best creamery are 23 1-2c. to 24c., with good to fine at 22 1-2c. to 23c. Export demand slow, English market having shown a declining tendency. Rolls, 21 1-2c. to 22c. Some Manitoba dairy of good body and fair flavor is selling around 19 1-2c. to 20c. We quote:

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

**Cheese.**

Cheese market continues firm and holders asking 13c. for finest western September and October makes, though sales at 12 1-2c. to 12 3-4c. are reported. Stocks are light. Some 1,450 boxes of damaged-cheese ex SS. Bavarian, were sold by auction last week at the Union Cold Storage warehouses, and prices realized \$8.00 to \$9.75 per box of 80 pounds to 85 pounds. These prices indicate that the damage was slight. Bidding was good, shippers in many cases buying in their own lots.

**Eggs.**

Eggs unchanged and business good. Prices realized are satisfactory and stocks to hand show an improvement on previous shipments. Supplies are coming in more freely from western dealers and owing to the improved condition of the stock, better prices are being realized. Local trade is steady. We quote:

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

**TORONTO.**

**Provisions.**

Business has been good, and generally considered satisfactory for the holiday season. Poultry, however, has shown a good deal of fluctuation, and markets closed at the last moment of the holiday season as low as 13c. for turkeys, and other lines proportionately low. Arrivals are still coming in, with dealers carrying over already good stocks. In fresh meats, prices are firm, and demand good. Veal is quoted at full figures for,

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

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

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

**Canned Goods.**  
Balfour & Co., Hamilton.  
Belleville Canning Co., Belleville, Ont.  
Canadian Cannery, Limited, Hamilton.  
Essex Canning and Packing Co., Toronto.  
Manitoba Canning Co., Grand Pointe, Man.  
Turner, James & Co., Hamilton, Ont.

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

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

**Chewing Gum and Machines.**  
Bode's Gum Co., Montreal.

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

**Clothes Lines.**  
Hamilton Cotton Co., Hamilton.

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

**Computing Scales.**  
Dean & McLeod, Hamilton.

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

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

**Consulting Chemists.**  
Kaufmann, W. F., Toronto.

**Corks.**  
Ewing, S. H. & Sons, Montreal.

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

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

**Dairy Produce and Provisions.**  
Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Fearman, F. W. Co., Hamilton.

MacLaren, A. F., Imperial Cheese Co., Toronto.  
McLean, J. A., Produce Co., Toronto.  
Park, Blackwell Co., Toronto.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Financial Institutions & Insurance**  
Bradstreet Co.

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

**Flavoring Extracts.**  
Capstan Mfg. Co., Toronto.

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

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

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

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

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

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

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

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

**Interior Store Fixings.**  
Walker Pivoted Bin & Store Fixture Co., Toronto.

**Jams, Jellies, Etc.**  
Batger's—Rose & Lafamme, Montreal.  
Goodwillie's—Rose & Lafamme, Montreal.  
Smith, E. D., Winona, Ont.  
Upton, Thos., & Co., Hamilton.

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

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

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

**Oils.**  
Queen City Oil Co., Toronto.

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

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

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

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

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

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

**Potatoes.**  
Hannah, R. W., Toronto.

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

**Refined Cider.**  
Wilson, W. H., Co., Tillsonburg, Ont.

**Refrigerators.**  
Eureka Refrigerator Co., Toronto.

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

**Soap.**  
Albert Soaps, Montreal.

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

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

**Teas, Coffees, and Spices.**  
Blue Ribbon Tea Co., Toronto.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders' Ass'n.  
Codville & Co., Winnipeg and Brandon.  
Ewing, S. H. & Sons, Montreal.  
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Japan Tea Traders' Ass'n.  
Minto Bros., Toronto.  
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Truro Condensed Milk Co., Truro, N.S.  
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Wood, Thos., & Co., Montreal.

**Vinegars.**  
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**Washing Compound.**  
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Sawyer Crystal Blue Co., Boston, Mass.  
Winn & Holland, Montreal.

**Wines, Liqueurs, Etc.**  
Sleeman, Geo., Galt, Ont.

**Woodenware.**  
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# Windsor Salt

must not be confounded with ordinary Salt. In quality, it is as high above the common Salt of trade as can be imagined. It won't cake—it is pure, white, dry. There is no impurity in it because of the care taken in manufacturing. It is sifted, not ground. Every particle of it is a separate Salt Crystal. It pays to sell Windsor Table Salt, because it is so good, clean, pure—  
***it is all Salt.***

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

## Begin the New Year Aright

You are to live in the year of grace 1906, just one year ahead of 1905. Your competitors will be just one year ahead of where they were last January.

You, too, will be a year in advance or else you will be a year behind. Let that advance be reflected in your advertising—

### VIGOROUS MATTER LARGER SPACE

and you will find it reflected later in your travellers' order books.

A space this size every week (52 times) in 1906, will cost you the very moderate sum of \$6 73 per issue.

Life is short. Don't spend it in a business "you can't afford" to advertise. Get into something worth while.

But first make sure the fault is in the business. It is possible you may be starving it. **The Canadian Grocer** is the sure remedy for a starving business. It is the best breakfast food on the market. Write for our quotations on case and half-case lots

**THE CANADIAN GROCER**



President:  
**JOHN BAYNE MACLEAN.**  
Montreal.

**The MacLean Publishing Co.**  
Limited

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

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ZURICH	Louis Wolf Orell Fussli & Co

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**NEW ADVERTISEMENTS**

Bode's Gum Co., Montreal.  
A. A. Parks, Owen Sound.

**PROSPERITY SURE FOR 1906.**

The rush of Christmas is now over, all the contemplated joys and pleasures have passed, as their forerunners, into history, and business men are now entering upon the more anxious but necessary task of counting cost.

There can be no question whatever that the season has been a record one for prosperity; probably never before have storekeepers laid in such heavy stocks in contemplation of good times, and from advices to hand, we learn, have generally been amply repaid and fully satisfied.

There are places, however—we are glad to say very few—where merchants have not been quite as fortunate and these mainly in country places, where lumbering should be in full swing. Our Lady of the Snows has not really shown herself this season, and in consequence work has been retarded sufficiently to somewhat depress trade, and like the ripple of the lake, has touched adjacent places. There is no need for discouragement, however; the whole Dominion is

flourishing, prosperity is the general condition, and though perhaps just at the moment things look blue in such places as those referred to, it only means the postponement of success, not its entire loss. We wish our readers a jolly and prosperous New Year.

**DISENFRANCHISED COMMERCIAL TRAVELERS.**

At the banquet of the Dominion Commercial Travelers' Association held at the Windsor Hotel, Montreal, last Thursday, Mr. R. C. Wilkins, treasurer of the association, in the course of his remarks (reported fully in our account of the banquet in another part of this issue) touched upon a subject of great interest to all commercial travelers. He stated that the commercial travelers' associations of Canada numbered some 16,000 members, fifty per cent. of whom could not, owing to the exigencies of their calling, exercise the right of franchise at any election, federal or local, and in the presence of Hon. Sydney Fisher and Hon. H. R. Emmerson, Minister of Railways, who represented the Government at the banquet, asked for federal legislation on behalf of a body of men thoroughly competent and entitled by their superior knowledge of the country's requirements—the passing of an act by which travelers, no matter in what part of the country they might be, could exercise the privilege of casting their ballot.

Mr. Wilkins' remarks were received with enthusiastic applause and clearly showed that this request was one that met the approval of every traveler present. Several of the speakers who followed Mr. Wilkins echoed the justice of his request, and it is to be hoped that some means may be adopted by the Government by which this privilege is accorded to commercial travelers.

The Grocer heartily endorses the request made by Mr. Wilkins and considers it an act that will meet with the approval of the country at large. Commercial travelers have many privileges but none that are of a character so important as this exercise of the franchise. It is a matter of importance also to employers of traveling salesmen and would mean a saving of a large amount of money to them. As it is now many houses permit their salesmen to run in from considerable distances to exercise their franchise and this is always done at heavy expense both in money and loss of valuable time. By all means, some way should be found to relieve travelers of this handicap.

Mr. Wilkins deserves the thanks of his fellow merchants and travelers for bringing this important question to the attention of the Government.

**WHY HE MUST TAKE A BACK PLACE.**

Andrew Carnegie and Pierpont Morgan want to discharge Mr. Corey from the steel trust, not because he has deserted the faithful wife who helped him fight his way up from poverty, but because both of these men are shrewd enough to know that no man living can go the pace that kills and attend to business at the same time.

The old day of the great lawyer, who got drunk on the day of the trial, and of the great preacher who thought he couldn't preach unless his brain was fired with alcohol, and of the great financier who worked up a corner in the morning and drank himself insensible in the afternoon, are gone. Gone with the stage-coach and the tallow candle. Gone with the bob-tail ear and the herdie. Business is business to-day, as it never was before in the history of the world, and no man can do business and get drunk.

Mr. Corey is not accused of drinking to excess; neither was Mr. Hyde of the life insurance scandal, but no man can give champagne suppers to actresses, and absinthe breakfasts to dancers, and automobile carouses to the riff-raff of a profession, not always celebrated for its noble purity of ideas, and keep his head clear for business.

Doctor Jekyll was all right as long as he could keep Mr. Hyde at home, but Mr. Hyde is a gentleman of roving disposition and when you have once given him the pleasure of your acquaintance, you will find him standing on the corner waiting for you whenever you take your walks abroad.

No man can keep a clear head unless he leads a clean life. Even the saloon-keepers and the prize fighters have found this out.

Forty years ago, a prize fighter was apt to be a dissipated beast, to-day he is sober, hardworking, plain living. He has to be, or some man who is, will get the best of him.

No man can hold even the smallest clerkship, in any large business to-day unless he has a clear brain, a steady hand, and a bright pair of eyes, with which to meet his employer's glance when he comes to his desk in the morning. The old-fashioned newspaperman, who went on a carouse every once in so often, has been crowded out of the profession by the man who was there to do his work, while the other was nursing the headache of the "day afterwards."

No man can be a telegraph operator to-day unless he's a sober man. The

railroad companies do not employ a man who drinks. There is no place in the business world for any man who has not at least good sense enough to keep his blood running through his veins in the swift course of clean health.

Mr. William Ellis Corey is dropping out of the race like an old horse who has seen his best days, and he is dropping out, not because the men who are forcing him to go are trying to teach a moral lesson, but because he is no longer fit for the business with which he has been entrusted.

"Business is business," is not after all such a bad moral axiom, is it?

#### ANOTHER COAL STRIKE.

It is asserted that the "Coal Trust" has stored 400,000,000 tons of coal in anticipation of a strike of the unions when the present agreement expires next Spring and that the miners have accumulated a fund of \$2,000,000 for the same purpose. As 400,000,000 tons of coal is to \$2,000,000, so is the strength of the mine owners compared to that of the miners. This is, however, still further aggravated by the fact that the former are few in numbers while there are many thousands of the latter. It ought not to be difficult to figure out beforehand which side will come out victor should the expected contest occur.

But if the strike occurs next April, as freely predicted, the ill effects of the controversy will not only be felt by the participants but also by manufacturers and merchants and the general public, who have no part in the contest. It is not too early, therefore, to discuss the situation and adopt ways and means of lessening the evils of the strike. The Iron Trade Review makes the novel suggestion that users of coal treat the commodity as insurance and purchase a policy before the strike really takes place. The Review says:

"The danger of a general strike of miners in both the anthracite and bituminous districts is now so great that we believe it will be wise for all manufacturers to purchase and store large supplies of coal, so that business will not be paralyzed by even a long cessation of mining. The expenditure involved in such purchases is really a payment for insurance. Men are usually willing to carry insurance on their lives and property when there is no immediate danger of fire or sickness. Far more reason is there for investing in insurance when it is almost certain that such protection will be needed."

The suggestion is a good one, so far as manufacturers are concerned, and it is one that can be acted upon to the advantage of many merchants. While it

entails an initial expense, it must be remembered that the commodity is not a perishable one, and the cost of the investment is really only the interest on the amount invested and the chance of losing on such a plan is very small.

#### LOCAL RECIPROCITY.

HOW many retail dealers encourage the idea of patronizing home institutions, even to patronizing their own newspapers, to the extent of buying goods outside of their own lines from their home merchants? An exchange rightfully says:

It is a fact that in some small towns the dry goods, clothing and furniture stores do not carry a very large assortment of goods and, in many cases, carry the same cheap lines that were in demand when the country was new and when the people were able to buy only cheap goods.

A great change has taken place in the last quarter of a century and the people, as a whole, are well-to-do, but the average country store has not kept pace with the increase of wealth of the community. With the exception of those who never go away from home, or the miserly, who live only to work and save money or invest every dollar in more land, the tendency of the people is to buy better goods of all kinds as they are able to do so.

The man who can afford it likes a good house with modern conveniences, whether he lives on a farm, in a country town or in the city. When he has a good house he wants it nicely furnished. The writer has in mind a young druggist in a small town. He was ambitious and kept his stock up-to-date, had a modern establishment worthy of a much larger town; he advertised heavily and consequently had a good business and made money. He married, built a good home and wanted to furnish it in keeping with the house and his ability to do so. His town boasted of one little furniture store whose assortment of goods consisted of the cheap variety of furniture and carpets; there was nothing in it he wanted. The druggist, however, was a strong advocate of the idea of patronizing home institutions, so he told the furniture dealer that he wanted to furnish his home with better goods than he had in stock and said: "You give me a letter to your jobber in Winnipeg and I will go there and select the goods and have them shipped to you and allow you a per cent. of profit" (which they agreed on). This was the proper thing to do. The druggist probably got his furniture as cheaply as if he had gone to Winnipeg and bought it at retail. He kept the good will of his home dealer and gave him an opportunity to make a nice profit on the bill.

If the merchant, the furniture dealer, the banker and the liveryman would do the same thing with their dealer when they are similarly placed it would be much better than it usually is. Reciprocity should be practiced among retail dealers; they should buy from each other, and in the end they would all be as well off and there would certainly be less feeling of jealousy between merchants.

Every merchant in a town should take a pride in his own town and do everything he can to build it up. For that reason he should try to assist his competitor in making a sale, when he cannot make it himself, instead of encouraging the business to go to some other town or to a catalogue house.

#### RAILWAY MATTERS.

FROM time to time goods are delivered to customers all over the country in a most sloppy manner, on account of the poor handling they receive in transit. Very often a country merchant may be some little distance from the station, and his carter signs for the lot in good order in total ignorance, of course, as to the condition of same. When this occurs good-bye to any claim on the "Railway magnate." I have noticed on invoices sent out by one of our wholesale houses the following caution, and commend same to our merchants all over the country:

"If your freight is damaged or short instruct your carter or receiver without fail to sign for same in bad order, and claim on carrier at once."

If the merchant would follow out these instructions neither he nor the wholesale house would have the quibbling they often have with the railway companies to get their just claims settled.

#### CHRISTMAS WINDOW DISPLAYS.

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

FIRST PRIZE	-\$5.00
SECOND PRIZE	- 3.00

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

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

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

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

## 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.

### OFFICERS OF THE ASSOCIATION.

President, T. J. Lawlor, Killarney, Man.; 1st vice-president, H. C. Hamelin, Lauder, Man.; 2nd vice-president J. D. Baine, Boissevain, Man.; secretary and organizer, W. A. Coulson, Williamsa block, Notre Dame avenue, Winnipeg.

Executive A. G. Munro, Morden, Man.; A. E. Hill, Griswold, Man.; W. G. McLaren, Souris, Man.; J. Brown, Neepawa, Man.; R. F. Moore, Cartwright, Man.; F. W. Clingan, Virden, Man.; N. D. McKinnon, Weyburn, Sask.; G. C. Sayles, Elva, Man.; E. H. Glinz, Oak River, Man.; W. Ledoux, Arnaud, Man.

An important meeting of the Edmonton branch of the association was held in Gariepy's hall on the night of December 12. There was a good attendance of Edmonton merchants and much enthusiasm was manifested. The following officers were elected: President, Jos. Whitelaw, of the Whitelaw Co., grocers; first vice-president, A. H. Richards, of A. H. Richards & Co., Strathcona; second vice-president, W. T. Henry, of the Blowey-Henry Furniture Co., Edmonton and Strathcona; treasurer, Cecil Sutherland, Edmonton.

It was decided to postpone the election of executive members until the next regular meeting. A special meeting is to be held in two weeks' time to appoint a permanent secretary, a number of applications having been received. The importance of the work in the Edmonton section may readily be appreciated from the fact that a permanent secretary is to be appointed. In the meantime Cecil Sutherland is acting as secretary.

A good example of the way to collect accounts and break the news to the customers that a store is about to shut down on credit for a time is furnished by the following circular issued in November by A. M. Anderson, of Leduc, Alta.:

#### Important Announcement.

"Dear Sir:—We hand you herewith a statement of your account to date, and would request you to give same your early attention. Should you wish a more detailed statement, we will be pleased to render same on request.

"Owing to the poor crops and general depression of the past two years, we were compelled to carry over a great many accounts on our books which should otherwise have been collected. With this year's abundant crops and the consequent prosperity of the farming community, we feel justified in asking that all accounts be paid before the end of the present year.

"In order that we may be able to collect all our accounts, it is our intention to close up our books on the first day of December next, and from that time until the first day of April next we will not give credit to anyone, but will sell our goods for cash only. This is no experiment with us, for after being in business for over twenty years we are fully aware of the advantages of the cash system, both to the buyer and the seller. Our inducements to cash buyers will be such as have never yet been offered in Leduc, and during the Winter months we believe our customers as well as many others should be able

to take advantage of the great bargains which we shall offer. We would ask you to watch for our December announcement. In order to give our customers every opportunity of paying up back accounts and also to take advantage of our cash down prices, we will take butter and eggs as cash at the highest market prices. We have also erected a large building for the purpose of storing grain, so that we are in a position to take oats and barley at the highest market prices.

"In closing, we beg to thank our many customers for their liberal patronage in the past, and trusting that one and all may appreciate and take advantage of our low cash prices, we remain,  
"Yours truly,

"A. M. ANDERSON.

"Leduc, Nov. 1, 1905."

### CHECK SYSTEMS AND THE TRADING STAMP ACT.

Much has been said and printed relating to the recently enacted amendment of the Criminal Code of 1892, defining and limiting the use of trading stamps. This, however, must not be construed as prohibiting merchants from using such systems as the discount check system connected with check printing cash registers.

The check issued by cash registers is generally used at the present time by the retail trade. It has recognized value as an advertising medium and it undoubtedly furnishes an element of protection that can be secured in no other way.

It is possible for the merchant to place in the hands of every customer a receipt on which is printed indelibly the amount of the sale. This gives him absolute protection.

When the discount feature is added to the check it furnishes the best means of reducing charge business and increasing cash business. This is so because the discount is an incentive to the customer to purchase for cash. Cash business is more desirable because it is more profitable.

In order that merchants may have no misunderstanding of cash register checks we feel that a word of explanation is proper at this time.

While the law in question is quite broad as applicable to trading stamps, and, as we are informed, effectually stops their use, it does not prevent merchants from giving discount checks to their customers as premiums for cash purchases, or otherwise, if the reasonable conditions imposed by the law are observed. These conditions are as follows:

The checks issued must show upon their face the "place of delivery" "merchantable value," and that they are redeemable at any time by the merchant who sells the goods or by the manufacturer or other persons from whom the goods were purchased by the merchant. Furthermore, the checks must be re-

deemable at the merchant's store where the customer purchased the goods and received the checks

A check with the following or similar wording is permissible: "This check is valuable to cash buyers. Claim our 5 per cent. discount on above amount in cash or to apply on future purchases at any time at our store, Main and First streets."

The following form would also be permissible: "This check is redeemable in cash or goods at any time at our store for 3 per cent. of above amount. If checks amount to \$10 face value, presented at any time, we will redeem at 5 per cent. of face value."

From the foregoing it will be observed that the new law was not intended to prohibit merchants from giving discount to cash buyers or others, but simply requires the merchant to make all rebate checks redeemable by him, at his store, and at a value made known to the customer at the time the check was received by him.

Merchants using discount checks should carefully examine them and see that the form complies with the requirements of the law as herein explained, and if they do not so comply, change the plan accordingly.

### TEA NOT INJURIOUS.

Editor The Canadian Grocer:— On page 65 of your last issue, in your allusion to tobacco, you state:

"There are even people who consider the use of tea injurious, as is being demonstrated now by the opinion of experts in the columns of the New York Herald."

You are quite mistaken in this; it was Salada tea in New York that raised the whole discussion re tea in the columns of the New York Herald, when for seventeen days they gave nearly a page every day to the opinions of experts cabled from all over the world, including London, Paris, Vienna, Berlin, etc., and in the Herald's editorial summing up the consensus of opinion was that tea is a distinctly healthful drink. In an editorial in the Boston Globe of December 16 (we enclose the cutting) on tea drinking, they went still further. We might mention that this discussion in the Herald has aroused great interest throughout the United States on the question of tea, hundreds of papers writing on the subject, and the great mass of them state that without doubt tea is a healthful drink.

P. C. LARKIN.

### SOAP MAKING PROFITABLE.

Soap making in Mexico may not exactly rank with banking as an occupation but it is nevertheless a decidedly profitable business, as shown by the experience of the Soap Manufacturing Co., of Agunilla, in the State of Durango. On a capital of \$2,500,000, this company paid a dividend of 35 per cent., or \$875,000, in 1904, and will pay 40 per cent. in 1905. Already it has paid on account of the present year's business a dividend of 10 per cent. and one of 15 per cent. The remaining 15 per cent. will be paid in December. Happy should be the little coterie of stockholders so fortunate as to own this highly profitable enterprise.



Looking back upon the year just closing ("Salada's" fourteenth) we are happy to be able to note that it has been one of unprecedented success for "Salada" Ceylon Tea, reaching a magnitude in sales un hoped for even in our most sanguine early anticipations. We may say (without vanity) that we attribute this success solely to the sterling qualities of our product, assisted by our constant and untiring endeavors to serve both the trade and the public "well," not just passably so, but "well," that all would be alike benefited.

Can we hope that an even more vigorous continuance of these endeavors for 1906 will bring compensating results in our mutual interests ?

Wishing all a Happy and Prosperous New Year,

Sincerely yours, THE "SALADA" TEA CO.

Dec. 29th, 1905.

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

Manufactured by

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

It's very easy to say almost anything is "best" if you forget to tell **why** and **prove it**.

We went after the **consumer** with logical advertising, and every trial proved that when we said **LILY WHITE GLOSS STARCH** was the best starch made we told facts.

**LILY WHITE GLOSS STARCH**

is in demand and dealers who observe our aggressive advertising don't hesitate but put it in stock at once.

**BRANTFORD STARCH WORKS, LIMITED**  
BRANTFORD, CANADA

# MARKETS AND MARKET NOTES

## Abbreviated Market Notes for Current Week.

### MONTREAL.

Tapioca advanced 1-2c. to 1c. per lb.  
Rolled oats declined 25c. per barrel  
or 12 1-2c. per bag.

Feed (Manitoba shorts) advanced 50c. per ton.

Honey—Buckwheat, advanced 1c. per lb.; white clover, advanced 1c. per lb.

### TORONTO.

Tapioca, advanced 1-2c. to 1c.  
Beans, firming to advance.

## Quebec Markets.

### GROCERIES.

Montreal, Dec. 28, 1905.

Business, generally, on the quiet side and our report of last week could safely stand. The holiday trade generally, with the exception of the luxuries in fruit and special lines of fancy groceries, is quiet. Jobbers are all preparing for stock-taking and travelers in preparing for the New Year's campaign. Generally speaking, the trade is satisfied with the volume of business turned over. Travelers' reports speak well of prospects of country trade for the coming year.

**Canned Goods**—Business in canned goods is dull. Buying is only of a holiday trade character, sorting up short lines of fruits and fancy vegetables and fish. The stock-taking period now approaching is checking business in this line very materially.

Group No. 1 comprises—"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also a 1 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.

### RUB.

	Group No. 1.	Group No. 2.
<b>Cherries</b> —		
2s, red, pitted	2 02½	1 57½
2s, red, not pitted	1 57½	1 55
2s, black, pitted	2 02½	2 00
2s, black, not pitted	1 57½	1 55
2s, white, pitted	2 22½	2 20
2s, white, not pitted	1 82½	1 80
<b>Currants</b> —		
Red, heavy syrup	1 60	1 57½
Red, preserved	1 80	1 77½
Black, heavy syrup	1 77½	1 75
Black, preserved	2 07½	2 05
<b>Gooseberries</b> —		
Heavy syrup	1 90	1 87½
Preserved	2 12½	2 10
<b>Lawtonberries</b> —		
Heavy syrup	1 77½	1 75
Preserved	1 95	1 92½
<b>Peaches</b> —		
Yellow, flats, 1½	1 70	1 67½
" " 2	1 90	1 87½
" " 2½	2 60	2 57½
" " 3	2 85	2 82½
" " whole 2	2 37½	2 35
White 2	1 75	1 72½
" " 2½	2 50	2 47½
" " 3	2 70	2 67½
Pie 3	1 27½	1 25
Pie, not peeled, gal.	2 57½	2 55
Pie, peeled	4 52½	4 50
<b>Pears</b> —		
Flemish beauty 2	1 65	1 62½
" " 2½	1 95	1 92½
" " 3	2 12½	2 10
Bartlett 2	1 80	1 77½
" " 2½	2 17½	2 15
" " 3	2 32½	2 30

Pie 3	1 27½	1 25
Pie, not peeled, 3	3 87½	3 77½
Pie, not peeled, gal.	3 27½	3 25
" " gal.	2 57½	2 50
<b>Pineapple</b> —		
2s, sliced	2 25	2 25
2s " " grated	2 35	2 35
3s " " whole	2 50	2 50
<b>Plums</b> —		
2s, Damson, light syrup	1 00	1 00
2s " " heavy syrup	1 20	1 20
2½s " " " "	1 57½	1 57½
3s " " " "	1 85	1 85
Gals. " " standard	2 95	2 95
2s " " Lombard, light syrup	1 05	1 05
2s " " heavy syrup	1 35	1 35
2½s " " " "	1 62½	1 62½
3s " " " "	1 90	1 90
Gals. " " standard	3 15	3 15
2s " " Green Gage, light syrup	1 15	1 15
2s " " heavy syrup	1 47½	1 47½
2½s " " " "	1 72½	1 72½
3s " " " "	2 00	2 00
Gals. " " standard	3 45	3 45
2s " " Egg, heavy syrup	1 52½	1 52½
2½s " " " "	1 80	1 80
3s " " " "	2 10	2 10
<b>Raspberries</b> —		
Red, light syrup	1 42½	1 40
Red, heavy syrup	1 67½	1 65
Red, preserved	1 87½	1 85
Black, heavy syrup	1 62½	1 60
Black, preserved	1 77½	1 75
<b>Strawberries</b> —		
2s, heavy syrup	1 52½	1 50
2s, preserved	1 67½	1 65
Gallons, standard	5 27½	5 25
<b>Asparagus</b> —		
2s, tips	52½	2 50
Beets, sugar	0 85	0 85
<b>Beans</b> —		
2s, wax	\$0 82½	\$0 80
2s, refugee	0 85	0 82½
<b>Corn</b> —		
2-lb. tins, per doz.	0 85	0 85
Gallon, per doz.	5 00	5 00
<b>Peas</b> —		
2s, standard (No. 4)	0 62½	0 60
2s, early June (No. 3)	0 70	0 67½
2s, sweet wrinkled (No. 2)	0 82½	0 80
2s, extra fine sifted (No. 1)	1 22½	1 20
<b>Pumpkins</b> —		
3-lb. tins	0 72½	0 72½
<b>Rhubarb</b> —		
2s, preserved	1 17½	1 15
3s, preserved	1 92	1 90
Gallons, standard	2 65	2 62
<b>Spinach</b> —		
2s, table	1 42½	1 40
3s, table	1 82½	1 80
Gallons, table	5 02	5 00
<b>Squash</b> —		
3-lb.	1 00	1 00
<b>Tomatoes</b> —		
3-lb. tins, per doz.	0 95	0 95
Gallon tins, per doz.	0 92½	0 92½
<b>FISH</b>		
Lobster, tails	3 50	3 50
" 1-lb. flats	3 85	3 85
" ½-lb. flats	2 00	2 00
Mackerel	1 00	1 25
Salmon, Horse Shoe, Maple Leaf, Clover Leaf		
1-lb. Tails, 5 cases and over, per doz.	1 55	1 55
1-lb. " less than 5 cases, " "	1 57½	1 57½
1-lb. Flat, 5 cases and over, " "	1 67½	1 67½
1-lb. " less than 5 cases, " "	1 70	1 70
Arrow brand, 7½ cents less, " "		
1-lb. " 5 cases and over, " "	1 00	1 00
1-lb. " less than 5 cases, " "	1 02½	1 02½
Low Inlet, " "		
1-lb. Flat, 5 cases and over, " "	95	95
1-lb. " less than 5 cases, " "	97½	97½
<b>Sugar</b> —		
Sugar is quiet; business in yellows reported last week as unusually good, continues. Prices remain steady. The European market has been holding steady. Jobbers report business quiet; country orders are light. The stock-taking season is in a measure responsible for dropping off of purchases. There is no change to note in prices. We quote:		
Granulated, bbls.	\$4 45	\$4 45
" " ½-bbls.	4 25	4 25
Paris lump, barrels	4 80	4 80
" " half-barrels	4 90	4 90
" " boxes, 100 lbs.	4 80	4 80
" " boxes, 50 lbs.	4 90	4 90
Extra ground, bbls.	4 65	4 65
" " 50-lb. boxes	4 85	4 85
" " 25-lb. boxes	4 95	4 95
Powdered, bbls.	4 45	4 45
" " 50-lb. boxes	4 65	4 65
Phoenix	4 25	4 25
Bright coffee	4 20	4 20
" yellow	4 15	4 15

No. 3 yellow	4 10
No. 2 " "	4 00
No. 1 " " bbls.	3 90
No. 1 " " bags.	3 85

**Syrups and Molasses**—The position of molasses is strong. Refiners have been quietly buying, and a sale of 500 puncheons was made last week at 32c. Stocks are light, as reported by The Grocer for some time past, and the general opinion of dealers indicates higher prices. Corn syrup is in good demand, and with molasses tending up, would appear good buying. We quote:

Barbadoes, in puncheons	0 35
" " in barrels	0 37½
" " in half-barrels	0 38½
New Orleans	0 22
Antigua	0 33
Porto Rico	0 45
Corn syrups, bbls.	0 02½
" " ½-bbls.	0 02
" " ¼-bbls.	0 03
" " 38-lb. pails	1 30
" " 25-lb. pails	0 90
Cases, 2-lb. tins, 2 doz. per case	1 90
" " 5-lb. " 1 doz. " "	2 35
" " 10-lb. " ½ doz. " "	2 25
" " 20-lb. " ¼ doz. " "	2 10

**Coffee**—The position of the coffee market is decidedly strong. As indicated by The Grocer editorially last week, prices are firming up all around. The latest feature is the passing of a bill by the Brazilian Congress by a vote of 105 to 12 increasing the export duty on coffee 3 francs per bag and the placing of a special export duty on low grades. This bears out our views as expressed last week, and a word to the wise coffee dealer should be sufficient. We quote:

Jamaica	0 104	0 11
Java	0 18	0 22
Mocha	0 16	0 19
Rio, No. 7	0 09	0 10
Santos	0 104	0 11
Maracaibo	0 11	0 13½

**Tea**—Trading in teas is reported quiet. No interest is shown by dealers and the usually mid-holiday dullness prevails. Some small lots of China greens have changed hands, and this was no doubt due to scarcity of these teas. The trouble complained of by a prominent broker was the inability of securing Ceylon greens. Growers have curtailed their planting and only a few estates are producing. Japans are showing up better business and good business is looked for after the turn of the year. Jobbers are buying only requirements of short lines, as all of them are in the midst of the annual stock-taking. We quote:

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 13	0 15
Common	0 13	0 15
Ceylon—Broken Pekoe	0 25	0 28
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
Indian—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 16	0 18
Hysons	0 14	0 15
Gunpowders	0 13	0 14
China greens—Finguey gunpowders	0 11	0 12
Congou—Kaisow	0 11	0 12
Packing boxes	0 12	0 14

**Foreign Dried Fruits**—Information re dried fruits, scarce. Valencia's are quiet and no change since last reported. California prunes are held firm and reports would indicate a not unlikely enhancement of prices. Dates are expected

daily, first tide shipment. Prices are easy and demand seasonable. Currants unchanged, with firm undertone reported from Patras. We quote:

<b>Valencia Raisins—</b>		
Fine off-stalk, per lb.	0 04	0 04½
Selected, per lb.	0 04½	0 05½
Layers.	0 05	0 05½
<b>Dates—</b>		
Dates, Hallowees, per lb.	0 04	0 04½
<b>Californian Evaporated Fruits—</b>		
Apricots, per lb.	0 13½	
Peaches, "	0 10½	
Pears, "	0 13	
<b>Malaga Raisins—</b>		
London layers.	2 00	
"Connoisseur Clusters."	2 50	
"Royal Buckingham Clusters," ½-boxes.	1 10	
"Excelsior Window Clusters," ½-boxes.	3 50	
" " " "	4 50	
" " " "	1 35	
<b>Californian Raisins—</b>		
Loose muscatels, per lb.	0 07½	0 08
" " " " seeded, in 1-lb. packages.	0 08	0 09
" " " " 2 crown.	0 06½	0 06
" " " " 3 crown.	0 06	0 06
" " " " 4 crown.	0 08	0 08
<b>Prunes—</b>		
30-40s.	0 06½	0 06½
40-50s.	0 08	0 08
50-60s.	0 07	0 07
60-70s.	0 06	0 06
70-80s.	0 06	0 06
80-90s.	0 05	0 05
90-100s.	0 05	0 05
Oregon prunes (Italian style), 40-50s.	0 08	0 08
" " " " 50-50s.	0 07	0 07
Oregon prunes (French style), 60-70s.	0 06	0 06
" " " " 90-100s.	0 04	0 04
" " " " 100-120s.	0 04	0 04
<b>Currants—</b>		
Filiatras, uncleaned.	0 04½	0 04½
Fine Filiatras, per lb., in cases.	0 04½	0 05
" " " " cleaned.	0 05½	0 06
" " " " in 1-lb. cartons.	0 05½	0 06
Finest Vostizas "	0 06½	0 07½
Amalias "	0 06	0 06
<b>Sultana Raisins—</b>		
Sultana raisins, per lb.	0 06½	0 08
" " " " 1-lb. carton.	0 09	0 09
<b>Eleme Table Figs</b>		
Six crown, extra fancy, 40-lb. boxes.	0 13	0 13
Four crown, fancy, 10-lb. boxes.	0 09	0 09
Three crown.	0 07	0 07½
Glove boxes, fine quality, per box.	0 11	0 11
Fancy washed figs, in baskets, per basket.	0 20	0 20
" " " " pulled figs, in boxes, per box.	0 22	0 22
" " " " stuffed figs.	0 28	0 28
12-oz. boxes.	0 06½	0 07

**Rice and Tapioca—**No change in rice. The position of the market, however, is reported strong, and the shortage in the Japan crop is looked upon as a factor for firmer and higher markets. Tapioca is high and will undoubtedly be higher. Inquiries develop the fact that the local trade is short and looking around for supplies. One prominent jobber approached was asking 5 1-2c. in small lots, and not anxious to sell. Reports from Singapore say producers have not put forth best efforts to make shipments on account of the unprofitable condition of the business during the past few years, and the cultivation is being neglected in consequence. We quote:

B rice, in 10 bag lots.	2 95
B rice, less than 10 bags.	3 05
C rice, in 10 bag lots.	2 85
C rice, in less than 10 bag lots.	2 95
Tapioca, medium pearl.	0 05½ 0 06
<b>Spices—</b> The market is unchanged. Local trade very quiet, due to the holiday season. Peppers are firm. Stocks in New York are reported sufficient and market firm. Cloves are quiet and little doing. Gingers unchanged, also cassias. Nutmegs low and grinders have taken advantage of the unusually low prices to lay in stocks, as it would appear that the bottom had been reached. We quote:	
<b>Peppers, black.</b>	Per lb.
" "	0 16 0 22
" white.	0 25 0 30
Ginger.	0 12 0 20
Cloves, whole.	0 17 0 32
Cream of tartar.	0 25 0 30
Allspice.	0 12 0 15
Nutmegs.	0 25 0 50

**Beans—**Supplies of beans are more plentiful on the local market and requirements are readily filled. Firmness, however, is the characteristic of the

market and the decline noted last week shows no further sign of being followed. Quotations are unchanged; \$1.65 per bushel on track and \$1.70 in jobbing way. We quote:

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

**Evaporated Apples—**The market continues to rule strong. Stocks are light and western evaporators are firm in their demands. The fact that the United States market is high and shipments made with profit to leading centres, confirms holders in maintaining high prices. A leading dealer here referring to the present strong position of the market, anticipated still higher prices and recalled good business and steady demand some years ago at prices of 10c. to 10 1-2c. "Evaporated apples cannot be replaced by prunes or any other fruit," said he "and if figures go to 10c. to 10 1-2c. this season, trade will still be satisfactory and buyers found."

**Maple Products—**Business shows a little improvement this week. Inquiries for maple sugar have been more plentiful. One of the largest dealers in maple products informed The Grocer that his firm's business during the season just

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, Dec. 28, 12.30 p.m.

**BUTTER—**Dull market. Receipts light. Dairies scarce and firm. Tubs, 21c., and fresh rolls, 21½ to 22c. Good to fine creamery, 22½ to 23c. Finest, 23½ to 24c.

**CHEESE—**Very firm. Holders hanging out for higher prices. Ontarios, 13½ to 13¾ for finest. Townships, 12½ to 13c.

**EGGS—**Steady demand. Firm. Pickled, 21 to 22c. Cold storage, 22 to 23c. Select, 26 to 30c. Fresh new laid, 30 to 32c.

**PROVISIONS—**Market easy. Live hogs continue scarce. No change in prices. Bacon scarce.

closing has been remarkable, nearly four times that of the previous ante-holiday season. The manufacture of maple 'creams and blocks for confectioners' purposes is on the increase. He expects to have to enlarge plant to double its present capacity next season. We quote:

Maple syrup, in wood, per lb.	0 05½ 0 06
" " " " in large tins.	0 06½ 0 07
Pure Townships sugar, per lb.	0 07 0 07½
Pure Beauce County, per lb.	0 08½ 0 09

**Honey—**Dealers report good business. The demand has been much better. The difficulty reported by heavy operators is scarcity of buckwheat honey, and although the country has been scoured for it, the quantity obtained is very small. Prices, in consequence, have advanced fully 1c. per pound this week. White clover honey also is higher and in good demand. Comb honey selling at 13c. to 13 1-2c. and selling well. We quote:

White clover, extracted tins.	0 08 0 09
" " " " kegs.	0 07½ 0 08
" " " " comb, new.	0 13 0 13½
Buckwheat.	0 07 0 07½

**Fish—**The demand for fish of all kinds continues satisfactory, particularly in fresh frozen. Green cod is none too plentiful and receipts are coming in small sized lots; prices are firmer. Haddock is in good demand with prices unchanged. Fresh cured haddies coming

in freely and enjoying good sale. Oysters are selling well and the trade is reported as never better. We quote:

<b>Fresh fish—</b>		
Fresh haddock, per lb.	0 04	0 04½
" " " " market cod, per lb.	0 04	0 04½
" " " " steak cod, per lb.	0 05	0 05½
<b>Frozen fish—</b>		
B.C. salmon, per lb.	0 09	0 09
Halibut, per lb.	0 08½	0 09
Gaspe salmon, per lb.	0 15	0 15
Dore, per lb.	0 06½	0 07
Whitefish, per lb.	0 09	0 09
Dressed pike, per lb.	0 05½	0 06
Sea trout, per lb.	0 08	0 08½
Striped bass, per lb.	0 15	0 15
Large herring, per 100 fish.	1 90	2 00
Smelts, No. 1, per lb.	0 10	0 10
Mackerel.	0 12	0 12
Herring (large) per 100 fish.	1 90	2 00
Tomcods.	2 25	2 25
<b>Smoked fish—</b>		
Haddies, 15 and 30-lb. boxes, per lb.	0 06½	0 06½
Ripped herring, per box.	0 90	0 90
Bloaters, 100 in box, per box.	1 25	1 25
New herring, in small boxes, per box.	0 11	0 11
<b>Oysters and Lobsters—</b>		
Hand-picked Malpeque oysters, per bbl.	11 00	11 00
Standards, per imp. gal.	1 40	1 40
Selects, per imp. gal.	1 60	1 60
Oyster pails, pints, per 100.	1 00	1 00
" " " " quarts.	1 25	1 25
<b>Prepared fish—</b>		
Boneless fish, 1 and 2-lb. bricks, per lb.	0 05½	0 05½
" " " " cod.	0 06	0 06
" " " " fish, 25-lb. boxes, per lb.	0 04½	0 04½
Skinless cod, 100-lb. cases, per case.	6 00	6 00
Dry codfish, 100-lb. bundles, per bundle.	6 00	6 00
<b>Salt and pickled fish—</b>		
No. 1 Labrador herring, per bbl.	6 00	6 00
" " " " per half bbl.	3 00	3 00
" " " " per pail.	0 80	0 80
" " " " salmon, tierce.	18 00	18 00
" " " " in bbls.	13 00	13 00
" " " " in ½ bbls.	7 50	7 50
" B.C. salmon, bbls.	12 50	12 50
" " " " half bbl.	7 00	7 00
" Labrador sea trout, bbls.	9 50	9 50
" lake trout, per keg.	4 50	4 50
" mackerel, per pail.	2 00	2 00
" large green cod, per bbl, 200's.	8 00	8 00
" medium, " " "	7 50	7 50
" small, " " "	6 50	6 50

Ontario Markets.

GROCERIES.

Toronto, Dec. 29, 1905.

Business has steadied down considerably during week under review. The great rush, of more than ordinary character, of the past few weeks, has made the present quietude more apparent, and some are disposed to think it is too quiet, even taking all things into account.

There has been absolutely no feature of interest since our last issue. There are signs of shortage in a few lines as regards spot stocks, but there is no indication of any important demand to make this a feature.

On the street, brokers are practically having a holiday experience, no life being manifest in trade.

**Canned Goods—**Demand has continued steady in all lines. Canned boneless poultry was added to list in last report, and has been attracting fair amount of attention. The canned goods trade is considered to be in very healthy condition. Grocers have been buying in more moderate lots than formerly, which has had the effect of keeping goods more actively moving and has certainly helped trade. We quote:

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

FRUITS.

Apples, standard, 3's.	1 00
" " " " preserved, 3's.	1 25
" " " " standard, gal.	2 50
" " " " preserved, gal.	50

Here's to "A Happy and Prosperous New Year"

If you need COFFEES or SPICES during the Holidays, RUSH ORDERS will receive PROMPT SHIPMENT.

S. H. & A. S. EWING

Established 1845

Montreal Coffee and Spice Steam Mills

55 Cote St., MONTREAL

Table listing various fruits and berries such as Blueberries, Cherries, Currants, Grapes, Gooseberries, Lawtonberries, Peaches, Pears, Pineapple, Plums, and Raspberries with their respective prices.

Table listing Raspberries, Black and other items with prices.

SAUCE, ETC.

Table listing Tomato sauce, Chili sauce, and Catsups with prices.

FISH.

Table listing Lobster, Mackerel, Salmon, and other fish items with prices.

MEATS, ETC.

Table listing Beef, Chicken, Turkey, Duck, Tongue, Soup, and Pig's feet with prices.

VEGETABLES.

Table listing Asparagus, Beets, Beans, and Cabbage with prices.

Table listing Carrots, Cauliflower, Corn, Parsnips, Peas, Pumpkin, Rhubarb, Spinach, Squash, Succotash, Tomatoes, Turnips, and other vegetables with prices.

Sugar—Local trade has been uninteresting; little business has been done, and no feature of importance to note. Prices are unchanged with tendency to firmness.

Foreign reports denote raw sugars as remaining quite strong, but with quotations unchanged, whilst refined sugars were quietly steady, and prices unchanged. Sales were slow on N. Y. market, as most buyers were inclined to hold off pending stock-taking. We quote:

Table listing various sugar products like Paris lumps, St. Lawrence granulated, Redpath's granulated, Acadia granulated, Berlin granulated, Phoenix, Bright coffee, Bright yellow, No. 3 yellow, No. 2, No. 1, and Granulated and yellow.

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

Table listing various syrups and molasses products like Dark, Medium, Bright, Corn syrup, and others.

Molasses—		
New Orleans, medium	0 30	0 35
"    "    "    "    "	0 30	0 35
"    "    "    "    "	0 45	0 50
Barbadoes, extra fancy	0 42	0 48
Porto Rico	0 32	0 35
West Indian	0 32	0 35
Maple syrup—		
Imperial qts.	0 87½	
1-gal. cans.	0 95	
5-gal. cans, per gal.	1 00	
Barrels, per gal.	0 75	
5-gal. imp. brand, per can.	4 50	
1-gal. "    "    "    "    "	5 10	
2-gal. "    "    "    "    "	5 60	
3-gal. "    "    "    "    "	6 00	

**Coffee**—Domestic trade has been dull and uninteresting; no business of any note has been in evidence since our last issue. Willett & Gray in their weekly report have the following interesting remarks:

The difficulty of making estimates at this time of the year has been thoroughly proven during the past ten years and shows the folly of giving much heed to figures that can be many millions out of the way. Nevertheless, some people with bearish views are sending out figures of thirteen millions for the next crop, while there are others who speak of ten and eleven millions. The fact is, conditions of plantations in Brazil are such that estimates are of no value until the crop is harvested and hulled and after that the crop movement tells the story. It is only right to repeat the warning to disregard estimates that are merely guesses.

The harvesting of the mild crops has been going on for some time, the bulk of the picking done, and some value can be attached to the reports coming in as to the results: Costa Rica, about half a crop; Mexico, 20 to 30 per cent. short; Salvador, 25 per cent., short; Guatemala, 30 per cent. short; Venezuela, heavy rains, considerable damage; Colombia, crop much reduced; Hayti, not more than last year, which was a small crop.

**Tea**—Domestic trade has been dull and uninteresting during week under review. Some heavy trade was done previous to the holiday, which doubtless means that many buyers are well placed for some time. The London markets are reporting continued strength at recent auctions. The auction passed with considerable animation for all kinds, medium being in special demand and selling at slightly better rates, while common teas were firmer than they have been for some time past. In Ceylon there was a distinctly firmer tone in the market, the tendency being towards rather improved prices for medium and good liquoring kinds, quotations for the lower grades being also rather in favor of sellers. Java was a firm market, especially for good teas, poorest kinds being the least in demand.

Sales will probably not be resumed until the first week in January.

**Foreign Dried Fruits**—There is no new feature to report in these lines. The primal markets denote continued firmness and prices have advanced at these points, but no movement is reported on domestic markets, probably on account of present stocks being held on basis of earlier buying. Valencias are showing an advance at primal points, which is expected to reflect itself on local quotations. We quote:

Prunes, Santa Clara—		
"    "    "    "    "	Per lb.	Per lb.
90-100s, 50-lb boxes	0 06½	0 07½
80-90s "    "    "	0 06½	0 07
70-80s "    "    "	0 07	0 07½
"    "    "    "    "	0 08½	0 09
"    "    "    "    "	0 10	0 10½
Candied and Drained Peels—		
Lemon	0 09½	0 10½
Orange	0 10½	0 11½
Figs—		
Elemes, per lb.	0 10	0 14
Tapnets	0 15	0 04
Apricots—		
California evaporated, in 50-lb boxes	0 14	0 15
Peaches—		
California evaporated	0 14	0 15
Pears—		
California evaporated, per lb.	0 13	
Fine Filatras	0 25½	up
Patras	0 06	0 06½
Vostizzas	0 07½	0 8½
Raisins—		
Sultana	0 05½	0 07
"    "    "    "    "	0 10	0 14
"    "    "    "    "	0 15	0 16
Valencias, selected	0 05½	0 06
Seeded, 1-lb packets	0 11	0 12½
California, loose muscatels—		
3-crown	0 07½	
4-crown	0 09	
Dates—		
Hallowees	0 04½	0 05
Sais	0 04	0 04½
Fards new choicest	0 09	0 10½
"    "    "    "    "	0 09½	0 10½
Domestic evaporated apples	0 10	

**Foreign Nuts—We quote:**

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

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

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

**Rice and Tapioca**—Trade continues good in these lines, with prices firm. Tapioca has made a distinct advance of 1-2c. to 1c. We quote:

Rice and Tapioca—		
"    "    "    "    "	Per lb.	Per lb.
Rice, stand. B.	0 03½	0 03½
Rangoon	0 03½	0 03½
Patna	0 05	0 05½
Japan	0 06	0 07
Sago	0 03½	0 04
Carolina rice	0 08	0 08½
Louisiana rice	0 05	0 07
Tapioca, staple	0 05	
"    double goat	0 06	

**Spices**—Trade is fair, with no new feature of interest. We quote:

Spices—		
Peppers, blk.	0 18	0 19
"    white	0 27	0 28
Ginger	0 18	0 20
Qassia	0 21	0 25
Nutmeg	0 45	0 75
Cloves, whole	0 25	0 35
Cream of tartar	0 25	
Allspice	0 15	
Mace	0 80	0 90

**Honey**—Trade continues active, values good, and prices firm at previous quotations. We quote:

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

**Beans**—The market shows no change, but is continuing firm. The season's crop has proved of excellent quality, the grading being to a large extent ones, with fair showing of twos. There has been little difficulty in placing goods. We are removing "ungraded" from our list, as there are practically none offering. We quote:

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

**Fish**—The market reports exceptionally good trade for current week, the demand covering all lines that are readily available. Oysters especially have been well maintained, and supply regular and good.

In dried fish the situation remains un-

changed. Prices ruling firm at previous quotations. We quote:

Frozen halibut, per lb.	0 10
Fresh haddock	0 07
Frozen trout	0 08
Fresh cod steak, per lb.	0 25
"    lobsters, boiled, per lb.	0 10
Frozen B.C. salmon, per lb.	1 25
Shrimps per gal.	0 09
Whitefish, per lb.	0 06
Herring	0 07
Pickrel	0 07
Oysters, standard, small pail.	4 00
"    selects, pail.	0 07
Finnan haddies	1 25
Ciscoes	1 25
Kippers, 80 to box	1 15
Bloaters, 80 to box	0 10
Mackerel, per lb.	3 25
Labrador herring salt, No. 1, half bbl.	0 04½
Frozen sea herring, per lb.	0 04½

**Dried and Cured Fish—We quote:**

Boneless fish, per lb.	0 05
Cod fish, 1-lb. bricks	0 07½
Quail-on-toast, per lb.	0 05½
Flitch cod fish, in cases of 100 lbs., per lb.	0 06½

**Hides**—The general tendency of the market is one of weakness. Country hides have fallen 1-2c. to 1c. There are still indications of increased arrivals, whilst demand is only maintained at steady point, so that the strengthening feature is absent. Chicago is continuing firm at previous low basis, but shows little indication of advance. We quote:

Hides, inspected, steers, No. 1	0 11½
"    "    "    "    "    "	0 10½
"    "    "    "    "    "	0 11
"    "    "    "    "    "	0 10
"    "    "    "    "    "	0 09
Country hides, flat, per lb.	0 09
Calf skins, No. 1, selected	0 13
"    No. 2	0 11
Sheep skins	1 20
Deer skins, green	0 13
"    dry	0 22
Moose hides, green	0 08
Horse hides, No. 1	3 00
Rendered tallow, per lb.	0 04
Pulled wools, super, per lb.	0 22
"    extra	0 24

**N. S. Markets.**

Halifax, N.S., Dec. 27, 1905.

The Christmas trade here was a little disappointing, and not quite up to expectations. Orders from outside points came in with a rush, and then fell off sooner than expected. On the whole, however, it was fairly good, and the jobbers are not complaining very much. Collections continue good, and in this respect the business men are satisfied.

Prices show little change here. No advance is looked for, except, perhaps, in sugar.

The sales of dried fruit here this season have been good. Prices have been moderate, and consequently the consumption has been greater.

Stocks of molasses on hand here are large, but prices are unchanged. Apples continue in good demand. Representatives of English brokers are still going through the Annapolis Valley buying up all the fruit offering. Exports from Halifax are very heavy, the outward steamers for Liverpool taking thousands of barrels each trip.

Prince Edward Island produce is now very quiet and prices show little change. Potatoes are quoted at 30 to 32 cents per bushel, and turnips at 20 to 25 cents per bushel. New Brunswick potatoes are selling here at \$1.50 per three-bushel bag. Pork is scarce and the price high. Good hogs are quoted 9 and 9½ cents per pound.

**Butter, Eggs and Cheese.**

The market for all these products is very firm and there is no prospect of the present high prices receding any. In fact the outlook gives promise of even

RETURNED

JAN 8 1906

*To Montreal  
cut Book 45  
page 16  
[Signature]*



At request of The Grocer, and after some urgent solicitation, MR. A. BODENWEISER (perhaps known to many as "Bode," of Bode's Gum Co., Montreal), has given us his photo for presentation to his friends and patrons throughout Canada.

As an advertising medium, we extend to him our many good wishes, and he in turn

**Wishes all his friends and customers a  
Most Prosperous and Happy New Year**

higher prices, as the receipts will naturally show a falling off instead of an increase at this season of the year. The demand during the holiday season for butter and eggs was quite heavy, even at the high prices. People were forced to buy. Creamery prints are quoted at 26 to 27, with a stronger tendency; creamery solids at 25 to 26, and dairy tubs at 24 to 25 cents. Fresh laid eggs are quoted at 40 to 50 cents per dozen at retail, and they are scarce at that. Case eggs, limed or salted, are quoted at 24 cents. The quality of these generally is poor. Cheese continues firm at former quotations. The demand for cheese at the present is very light.

## B. C. News.

Vancouver, B.C., Dec. 21, 1905.

How the salmon pack of British Columbia is moving out is well illustrated by the shipment of 80,000 cases of canned salmon by the China Mutual steamer Ping Suey, which arrived in port this week from Liverpool via the Orient. She brought about 1,500 tons of cargo for Victoria and Vancouver, and outward bound will take the salmon, part of which was taken into cargo at each port. This will be almost the last large shipment of the 1905 pack, the bulk having gone forward. The Ping Suey will take this salmon direct to the Old Country.

A great deal of interest is manifested in the produce trade over the announcement of the formation of the Dominion Produce Co., at St. Thomas, Ont. The fact that a branch is to be located at Vancouver and also that Mr. J. Y. Griffin of the Winnipeg produce firm of J. Y. Griffin & Co., is the promoter, adds to the interest. Other dealers are naturally preparing to keep close tab on a concern which will have such wide-spread ramifications with branches all through the Dominion, where not only can all sorts of produce be sold, but those articles required for another part of the country can be accumulated. This possibility is no doubt the feature leading to the formation of the company. For instance, a house with branches in the east is in excellent position at the Christmas season to collect and ship large quantities of dressed poultry here to meet the heavy demand. The same is at the present moment true of the butter market, though prices here hardly warrant importations from the east at the present moment.

Raw sugar from Demerara is due to arrive by the steamer Argyle, the B. C. sugar refinery having purchased 5,000 tons in the West Indian colony. This is the first consignment to be received from that part of the world, and it has to be brought round the Horn, though the completion of the Panama Canal will offer a much shorter route. The fact that Demerara is a British possession gives a preferential of 33 1-3 per cent. to the product. Hitherto the B. C. sugar refinery has been buying its supplies in the Phillipines, Java, Fiji, and other Pacific Islands. The export from Fiji, like that from Demerara, benefits by the

33 1-3 preferential tariff. The possibility of a rival, with equal privileges so far as the customs tariff is concerned, may prevent much greater expansion in the trade with Fiji.

The feature of interest, aside from Christmas selling, in the grocery and provision trade, has been the rivalry in selling the Christmas turkeys which will be eaten at Vancouver Christmas tables. As usual, the supply has been large, brought from Eastern Canada, almost altogether. One firm brought in no less than eight cars, and other consignments have also been received. This week the price started up near 25 cents per pound retail. One after another began cutting, until now the quotation is 19c. per pound retail, with prospects of even lower prices. It is hard to say if there will be any money made at the price, though the consumers are not complaining so far.

In fruits a very strong movement in choicer lines of apples is noted this week. California oranges, too, are moving out better, and the supplies are larger. The Jap oranges have been subjected to rigorous inspection by the provincial inspector of fruit pests, with the result that for a time the Jap oranges in stock were quarantined. San Jose scale was alleged to be the reason for the action. The next supply and likely to be the last lot but one to be received this season, is expected by the Empress of China to arrive here Christmas Day.

In the produce market there is a marked lessening of stocks of creamery butter. Eastern prices continuing high will compel local rates to go up as soon as stocks are brought in at the higher basis. Local fresh creamery butter is quoted at 30 cents. The supply is much less and from now on for three months will not increase.

Last week the price of fresh laid eggs dropped somewhat, but the extra demand of the Christmas trade has sent them back up to 50c. per dozen, and scarce at the price, though quite a number are being received in a small way by retail dealers from local sources.

### A GENEROUS ACTION.

A generous action on the part of E. W. Gillett Co., and one that might be followed by other concerns to good advantage, is the fact of their having presented an assortment of their well-known preparations as a Christmas present to about 40 charitable institutions in Toronto.

Figured at cost this means an expense of several hundred dollars. As such goods as baking powder, soda, cream tartar, etc., are used largely in these places, such a donation is fully as acceptable as cash, and the officials of these institutions are all well pleased with the fine Christmas present referred to. From two to five cases of goods were given to each institution according to its size.

Mr. A. H. Brittain, Montreal, is on a trip to Halifax and La Have, N.S., this week.

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



For the  
Laundry.

**DOUBLE  
STRENGTH.**

Sold in  
Sifting Top  
Boxes.

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

It goes twice  
as far as other  
Blues.

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

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

## 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 "GLEANER"

might bring inquiries. Better write for rates to

**I. G. STEWART, Halifax.**

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

**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and  
Flint Cloths and Papers, etc.

**Wellington Mills, London, England**

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

**TEAS, GROCERIES,  
PROVISIONS  
WINES and LIQUORS**

**The Largest Stock. The Greatest Variety.**

---

**OUR POLICY.**

**Low Prices. Quick Turn Over.  
Big Business.**

---

A few trial orders will convince you of

**OUR RELIABILITY**

**Best Equipment. Competent Staff.  
Perfect Organization.**

---

**Hudon, Hebert & Cie.**

**Importing Wholesale Grocers and Wine Merchants**

**MONTREAL**

**The Most Liberally Managed Firm in Canada.**



## N. B. Markets.

St. John, N.B., Dec. 26, 1905.

Again we come to the last report of another year. Christmas trade was good. The retailers report fine business, no doubt somewhat the result of particularly fine weather for Christmas shopping. So far the Winter has been very mild with just enough snow before the holidays for sleighing. The trade in St. John has little to complain of in the business of the past year. While there was not as much money made as in the previous year, owing to less favorable markets, there were no failures among the wholesale grocers and the general feeling is one of satisfaction. We have one disadvantage; we get but little benefit from the immense business springing up in the west. I say little benefit because we do get some, but the increase in population is too far away for a general benefit. We therefore do not enter fully into that prosperity which comes to the western cities, and even east to Montreal. We do, however, more than hold our own.

Business is very quiet. Markets show little change.

### Oil.

There is fairly active business. In burning oil, there is large consumption. Prices low. In lubricating and paint oils it is largely future business which has attention. Linseeds are firm at the rather higher figures. Turpentine continues very high. In cod oil market is rather easier.

### Salt.

In Liverpool coarse salt it was the custom to import largely in the Winter season as freights were then low. Now as freights are much higher and sales very light in the Winter very small quantities are brought out.

### Canned Goods.

The interest for the last few weeks has been in canned beef. An American packer came into this market with a very low price; the direct result is that Canadian packers met the cut and sold very largely, so that the Spring orders in this line have been booked much earlier than usual. There is a report that the American packer miscalculated somewhere and that the orders taken will not be filled at the low price quoted. In vegetables and fruits, sales light, values unchanged. Oysters while unchanged are likely to be higher. In domestic fish, sardines in fair supply, other lines rather a light stock.

### Fresh Fruit.

Business is very quiet. The weather before Christmas was particularly favorable for shipping and a large trade was done. Buying reported not as heavy as usual, the retailers saying as a rule they stocked up too heavily, losing on the goods carried over. In oranges, Jamaicas had a large sale, being fine stock. Valencias quite freely bought. Their full color is popular. Floridas and Californias also offered, the latter quite high. Lemons brought full prices. Grapes were splendid stock and reasonable. No cranberries.

### Dried Fruit.

Every year sees dissatisfaction with the way the California raisin business is handled on the coast. This season extreme prices were named and much confusion caused by the promise of a cent

rebate being held out, only to be withdrawn. Never were so few California raisins bought. Now the association find themselves with large stocks and season of best demand over. Quite a decline in prices expected. Foreign raisins were cheap and New York seeded were offered low and freely sold. Peels are a light stock and higher. Prunes firmly held. Dates a light stock, those bought via London very late arriving. Apricots and peaches held firm. Evaporated apples higher and very firm.

### Sugar.

Values are unchanged. Prices continue low but it is thought market is rather firmer. Sales have been good.

### Molasses.

The fancy Barbadoes imported this season has proved quite popular. It is thought there will be an increased demand in the coming season. Stock of Barbadoes here is light. Porto Rico a full stock. Price is quite low.

### Fish.

There is a good supply of fresh fish. British Columbia salmon freely offered. Red perch from West Virginia are also seen. Dry fish locally is firm. Pickled herring in very light supply and rather higher. Smoked herring bring full figures. Finnan haddies are firm. There is one bad feature—the West India market is just now a very poor one. Hake which are largely shipped have little sale locally.

### Flour, Feed and Meal.

Flour is unchanged. There is just a fair business. Oatmeal is lower. Cornmeal is steady. Beans are rather more quiet. This somewhat affects the present market. Stock Yellow Eyes large and price low.

### Provisions.

In barrel pork a firm market at full figures. Beef is rather easier. Sales are light. Pure lard is still high; American chiefly seen. Refined lard is low and selling quite freely. Smoked meats firm. In fresh meats there was a fine Christmas market. Beef is still quite low. There was little good veal, but lamb and mutton were abundant, and low. Pork high. In poultry high prices ruled; there was lots of turkeys, but prices held firm. We quote:

Mess pork, per cwt	\$19 00	\$21 00
Clear pork, "	18 00	21 00
Plate beef, "	13 00	15 00
Domestic beef, per lb.	0 05	0 07
Western "	0 08	0 09
Mutton "	0 05	0 06
Veal "	0 07	0 08
Lamb "	0 08	0 09
Pork, per lb.	0 08	0 08 1/2
Hams, "	0 13	0 14 1/2
Rolls, "	0 10	0 13
Lard, pure, tubs, per lb.	0 11 1/2	0 11 1/4
" pails, "	0 11 1/2	0 12
Refined lard, tubs, "	0 08	0 08 1/2
" pails, "	0 08 1/2	0 09

### Butter.

Stocks are light and high prices rule. Even the poorer grades bring full figures. We quote:

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

### Eggs.

Holiday demand good. Regular case stock, firm and rather higher. Hennyery eggs sell at fancy figures. We quote:

Eggs, hennyery	0 30	0 35
case stock	0 23	0 25

### Cheese.

Stock small and prices high. The de-

mand is, however, limited, owing to full prices asked. We quote:

Cheese, per lb.	0 13	0 13 1/2
-----------------	------	----------

### HINTS TO BUYERS.

The Eby, Blain Co., Limited, are offering a car of new Oregon prunes, all sizes, in 10, 25 and 50-lb. boxes, at very attractive figures.

The Eby, Blain Co., Limited, are quoting specially low prices on a fine grade New Orleans molasses in barrels and half barrels.

## Manitoba Markets

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Dec. 28 th, 1905.)

With the Christmas rush now a thing of the past, wholesale trade has become quiet and for the past week there has been little activity. Wholesalers report a good business done with the demand good in nearly all lines. Price changes are few and far between and quotations continue practically the same as reported last week.

Carlot prices of sugar for all points in Manitoba are now figured at the Winnipeg price plus the balance of through freight. Sugar prices here are unchanged and the demand keeps up, no change being looked for in the immediate future. Yellow sugar holds at the advance of last week and granulated continues steady at the figures of the past week.

New honey is now in and is meeting with ready sale. Collections are reported fair to good and the trade seems generally satisfied.

**Canned Goods**—The canned goods market holds good at last quoted prices, but presents no new features. A fairly good demand is still in evidence. Prices are still quoted as follows:

Succotash, 2's, group 1, per 2-doz. case	2 63
" 2 and 3, per 2-doz. case	2 58
Beets, 3's, group 1, per 2-doz. case	2 39
" 2 and 3, per 2-doz. case	2 34
Pumpkins, 3's, group 1, per 2-doz. case	2 09
" 2 and 3, per 2-doz. case	2 04
Plums, Damsun, 1's, group 1, per 2-doz. case	2 13
" 2 and 3, per 2-doz. case	2 08
" Lombard, 1's, group 1, per 2-doz. case	2 23
" 2 and 3, per 2-doz. case	2 18
" greengage, 1's, group 1, per 2-doz. case	2 33
" 2 and 3, per 2-doz. case	2 28
Peaches, 2's, group 1, per 2-doz. case	4 08
" 2 and 3, per 2-doz. case	4 03
" 3's, group 1, per 2-doz. case	6 14
" 2 and 3, per 2-doz. case	6 09
Pears, 2's, F.B., group 1, per 2-doz. case	3 58
" groups 2 and 3, per 2-doz. case	3 53
" 3's, F.B., group 1, per 2-doz. case	5 09
" groups 2 and 3, per 2-doz. case	5 04
Apples, gallons, group 1, per doz.	2 60
" 2 and 3, per doz.	2 55
" 3-lb. " 1, " 2 and 3	2 13
" -lb. " 2 and 3	2 08
Cherries, red pitted, group 1, per 2-doz. case	4 33
" 2 and 3	4 28
Currants, new, red, 2 doz. cases, group 1, per case	3 48
" " 2 & 3	3 43
" black, " " 1	3 83
" " 2 & 3	3 78
Gooseberries, new, " " 1	4 08
" " 2 & 3	4 03
Lawtonberries, " " 1	3 83
" " 2 & 3	3 78
Raspberries, red (new), 2-doz. cases, group 1	3 63
" " 2 & 3	3 58
" black, new " " 1	3 53
" " 2 & 3	3 48
Strawberries, " " 1	3 33
" " 2 & 3	3 28
Pineapples, 2's, sliced, 2 doz. cases, per case	4 25
" 2's, whole, " " " "	3 75
" 2's, whole, " " " "	4 50
" 2's, grated, " " " "	4 50
Tomatoes, 3's, per 2 doz. cases, group 1	2 34
" " 2 & 3	2 29
Corn, 2's, " " 1	1 98
" " 2 & 3	1 93
Peas (No. 4), 2's, " " 1	1 53
" " 2 & 3	1 48
Peas (No. 3), 2's, " " 1	1 68
" " 2 & 3	1 63
Beans, golden wax " " 1	1 93
" " 2 & 3	1 88
Beans, refugee, " " 1	1 98
" " 2 & 3	1 93

Salmon, Fraser River sockeye, per case	6 25
" Skeena River, " "	6 00
" River s Inlet, " "	5 90
" Red Spring, " "	5 75
" humpback, cohoes, " "	3 75
" Clover Leaf, Fall delivery, 1 to 4 cases, 5 to 9 cases	6 30
Pork and beans (V.C.P. Co.), 1's, per doz.	1 25
" " " " 2's, " "	1 90
" " " " 3's, " "	2 60
Soups (Van Camp's), per doz.	1 25
Boneless chicken, lb. tins, per doz.	2 75
" turkey " " "	3 25
" ducks " " "	3 25
Canned chicken (Man. Can. Co.) per doz.	3 25
" turkey (Aylmer), per doz.	3 25
" chicken (Delhi), " " "	3 20
" turkey (Aylmer), " " "	3 30
" " (Delhi), " " "	3 20
" duck (Aylmer), " " "	3 30
" " (Delhi), " " "	3 20
Corned beef " 2's " "	2 75
" " 1's " "	1 55
Roast beef (Man. Can. Co.), 2's, per doz.	2 65
" (Clark's), 1's, per doz.	1 50
" " 2's, " "	0 55
Potted meats, 1's, per doz.	1 25
Veal loaf (Libbey's), 1 lb., per doz.	2 50
Ham loaf " 1 lb. " "	1 25
" " 1 lb. " "	2 50
Chicken loaf " 1 lb. " "	1 85
" " 1 lb. " "	3 05
Lunchonque (Clark's), 1's, (Aylmer), 1's, " "	3 00
Sliced smoked beef (Libbey's), 1-lb. tins, per doz.	1 80
" " 1-lb. glass, " "	3 10
" " 1-lb. glass, " "	3 35
Chipped " " 1-lb. tins, " "	1 45
" " 1-lb. tins, " "	2 50
" " 1-lb. glass, " "	3 05
Sliced bacon, " 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 25
Corned beef (Clark's), 1-lb. tins, per doz.	1 50
" 2-lb. " "	2 65
Lobsters (new), 1-lb. flats, per 8-doz. case	16 00
" " 1-lb. tails, per 4-doz. case	10 25
" " 1-lb. tails, " "	14 50

**Sugar**—No further advance has been made in yellow sugar, which is steady at last week's advance of 10c. per cwt. Prices throughout the list are the same with a quieter tone to the market following the falling off in the Christmas demand. Prices are quoted below:

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

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

Brand" syrups are still quoted at the advance of two weeks ago, but other brands of syrups and molasses are dull. Prices follow:

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

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

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

**Cocoa**—There is a good demand for cocoa at the present time and prices are steady. We quote as before:

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

**Chocolate**—We quote:

Baker's unsweetened, per	0 36
Menier, 1/2's, per lb.	0 35
" " " "	0 34
Mott's Diamond, 1/2 and 3/4, per lb	0 22
Fry's	0 22 1/2

**Marmalade**—We quote:

Marmalade (C. & B.), 1-lb. glass, per doz.	1 80
" " " tins, " "	1 50
" " 7-lb. tins, per lb.	0 09
" " 4-lb. tins, " "	0 10 1/2
" (Upton's), 7-lb. pails, per pail	0 50
" 1-lb. glass, " "	1 20

**Jam**—Prices continue as follows:

C. & B. jams in 1-lb tins, assorted, per doz.	1 65
" " " strawberry, " "	1 85
" " " raspberry, " "	2 00
" " " glass, assorted, " "	2 05
" " " raspberry, " "	2 40
" " " strawberry, " "	2 20
" " 7-lb. tins, assorted, per lb.	0 12
" " raspberry, " "	0 13 1/2
Upton's jam (in Winnipeg), per pail	0 50

" (in Brandon), " "	0 50
" (in Calgary), " "	0 52
" (in Lebridge), " "	0 57
" (in Edmonton), " "	0 60

**Tea**—Quoted as follows:

Congous, M. 12, half chests, per lb.	0 12
" " " " cads, per lb.	0 13
" S.C.P. and M. 14, half chests, per lb.	0 15
" " " " cads, per lb.	0 16
" A.A.N., in cads, per lb.	0 19
" J.A.P., No. 1, " "	0 25
Ceylon, bulk, per lb.	0 18
" Pekoe P.H.T., in 1/2 chests, per lb.	0 18
" broken Pekoe, No. 62 in chests, per lb.	0 18
" " No. 414 and 418, " "	0 20
" " No. 412, in chests, " "	0 22
" " No. 57, " "	0 25
Gunpowder, in quarter chests, per lb.	0 26
Young Hyson, in 1/2 chests, per lb.	0 26
Scented Orange Pekoe, in cads, per lb.	0 26

**Foreign Dried Fruits**—Despite the expected rise in the foreign dried fruit market, there has been no enhancement in values here so far and quotations hold at the previous level. The market has become quieter as was natural after the holiday demand had slackened, but prices are steady, though an advance is daily looked for by the trade. We quote:

Sultana raisins, bulk, per lb.	0 6 1/2
" cleaned, " "	0 08
" 1 lb pkgs " "	0 09 1/2
Table raisins, Connoisseur clusters, per case.	2 60
" extra dessert, " "	3 40
" Royal Buckingham, " "	4 00
" Imperial Russian, " "	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
" " Connoisseur clusters, boxes (5 1/2 lbs).	0 80
Valencia raisins, f. o. s.	1 35 1 50
" " selected.	1 60 1 75
" " layers.	1 70 1 85
California raisins, muscadel, 2 crown, per lb.	0 09
" " " 3 " "	0 09 1/2
" " " 4 " "	0 10
" " choice seeded in 1/2-lb. packages per package	0 09 1/2
" " fancy seeded in 1/2-lb. packages per package	0 09 1/2
" " choice seeded in 1-lb. packages per package	0 09 1/2
" " fancy seeded, 1-lb. packages, per package	0 11 1/2
Prunes, 90-100 per lb.	0 12
" " 80-90 " "	0 06 1/2
" " 70-80 " "	0 07 1/2
" " 60-70 " "	0 07 1/2
" " 50-60 " "	0 07
" " 40-50 " "	0 07 1/2
" " choice silver, per lb.	0 10 1/2
" silver, per lb.	0 08 1/2
Courrants, uncleaned, loose pack, per lb.	0 05 1/2
" dry cleaned, Filiatras, per lb.	0 06
" wet cleaned, per lb.	0 06 1/2
" Filiatras in 1-lb pkg. dry cleaned, per lb.	0 07
" Vostizsas, uncleaned.	0 06 1/2
Hallowee dates, new per lb.	0 05
Figs, cooking in taps and sacks.	0 04 1/2
" " boxes.	0 04 1/2
Apricots, choice, in 25-lb. boxes, per lb.	0 12
Apricots, standard in 25-lb. boxes, per lb.	0 11 1/2
Peaches, choice, per lb.	0 13
" standard	0 12 1/2
Pears, choice (halves), per lb.	0 16 1/2
" standard	0 15
Plums, choice (dark pitted) per lb.	0 15 1/2
Nectarines, choice.	0 12 1/2

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THE BOTTLE THAT IS MIGHTIER THAN THE SWORD

IT HAS CONQUERED THE WORLD

Sample and Prices from  
**H. GILBERT NOBBS**  
28 Front Street East, Toronto

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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.

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50 " " " "	1 year.....	17 00
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25 " " " "	1 year.....	10 00

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ARE you represented in Newfoundland? If not, write A. J. Frost, who is open for a few good agencies; has a good connection; good references. Address A. J. Frost, Manufacturers' Agent, St. John's, Nfld. [52-2]

**FOR SALE.**

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

**AGENTS WANTED.**

RESPECTABLE and intelligent persons to solicit orders for nursery stock; to the right parties I can offer the best inducements; best time in the year to make a start. Apply for terms at office, to E. D. Smith, Winona, Ont. [f]

ACTIVE, bright, hustling agents, wanted to sell teas, coffees, spices, etc.; over \$2,000 a year is being made by agents. G. Marshall and Co., London, Ont. [f]

SOME of our men who started in a small way, now have large routes of customers and keep two or three rigs busy delivering all the time; why not you? Alfred Tylor, wholesale importer and spice grinder, London, Ont. [f]

THE MARSHALL TEA CO., Hamilton want twelve salesmen immediately; choice territory; special terms. [f]

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\$20,000 DEPARTMENTAL STORE business; situated in richest agricultural and industrial centre of Ontario; turnover approximating forty thousand yearly; owner retiring on competency; rate on dollar; easy terms; opportunity of lifetime for man of some means, business talent and reputation. H. T. Waller, 2 1/2 Queen east, Toronto. [f]

**FOR SALE.**

CHEAP—Jute flower bags; clean; no patches hold two bushels grain. John H. Rowel flour and grain merchant, Montreal.

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Standards, \$2.00 per gal. Selects, \$2.25

THE W. J. GUEST FISH CO.,  
WINNIPEG, MAN.

**MANUFACTURERS!**

If open to appoint agents in

**WINNIPEG or CALGARY**

will be pleased to have you write us or our Calgary branch.

**NICHOLSON & BAIN, WINNIPEG,**  
Wholesale Commission Merchants and Brokers.

CALGARY BRANCH:

**NICHOLSON, BAIN & JOHNSTON**

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GETTING YOUR SHARE

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**LARGE BUSINESS**

**OFFERING in ALBERTA?**

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Write us.  
Secure our services.

Excellent Storage Accommodation. Correspondence Solicited.

**NICHOLSON, BAIN & JOHNSTON**  
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**CALGARY, ALTA.**

**NICHOLSON & BAIN, WINNIPEG, MAN.**

**DRIED APPLES**

BRIGHT, DRY STOCK  
WANTED.

**O. E. ROBINSON & CO.**  
INGERSOLL

Established - - 1886



Sixty  
Years of  
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**COX'S  
GELATINE**

should be used  
in every Cana-  
dian house-  
hold, because:

- (1). It is **STRONG.**
- (2). It is **CLEAR.**
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Canadian Agents: **J. & G. COX,**  
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**EDINBURGH**

**NO OTHER TEA**

is sold on the same "generous" plan—Entire satisfaction or money refunded—but then, no other tea is so "generously" rich in fragrance and aroma as

**GOLD STANDARD TEA**  
"GUARANTEED THE BEST"

We ship in any quantity, everywhere

Packed and "Guaranteed the Best" by

**CODVILLE & CO.**

Winnipeg and Brandon, Man.

and

**CODVILLE, SMITH & CO., - Calgary, Alta.**

**POULTRY,  
FISH  
—  
WINNIPEG FISH CO.  
PHONE 1480.**

**GAME  
AND  
OYSTERS.**

**259 PORTAGE AVE.**

Any quantity of fish shipped. ADDRESS—Mail P.O. Box 781 WINNIPEG,

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

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

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

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

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

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

WHOLE SPICET.	
Black pepper, per lb.....	0 13 7
White pepper, per lb.....	0 25 7
Cinnamon (ordinary), per lb.....	0 18 2
Cinnamon (extra choice), per lb.....	0 24
Nutmegs, per lb.....	0 25 7
Cloves according to quality.....	0 14 1
Ginger, per lb.....	0 10
Allspice, per lb.....	0 08 1
Mace, per lb.....	0 70 7
Mixed spices, for pickling.....	0 12
4-oz. packets, per doz.....	0 75

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

Bangoon rice, per lb.....	0 03 1
Patna ".....	0 04 1
Tapioca, per owt.....	5 50
Sago, per lb.....	0 03 1

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

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

**Evaporated and Dried Fruits**—Evaporated apples have advanced to 10 1-4c. per pound for 50-lb. boxes and for 25 lb. boxes the price holds unchanged at 10 1-2c. New dried apples, 50-lb. boxes are quoted at 8 1-4c. per pound.

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

**Woodenware**—Prices as follows:

Butter tubs, wooden hoops, 2 in nest, per nest.....	0 420 45
" 3 hoops, 2 in nest, per nest.....	0 70 0 73
Butter wire hoops, 2 hoops in nest, per nest.....	0 63
" 3 hoops in nest, per nest.....	1 00 1 25
Pails, 2 hoops, per do.....	1 95
Pails, fibre, per doz.....	3 25
Wash tubs, common and wire hoop, per nest of 3.....	2 00
" " " No. 0, per doz.....	41 00
" " " No. 1, per doz.....	8 75
" " " No. 2, per doz.....	7 50
" " " No. 3.....	5 40
" " Nests of Nos. 1, 2 and 3.....	1 90
Butter boxes, per nest of 3, to hold 14, 28 and 56 lb.....	0 56
" 2, to hold 14 and 28 lb.....	0 26
Butter tubs, fibre and cover, per doz.....	4 00
Butter moulds, for 1-lb. bricks, per doz.....	1 85

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

Clover honey 1-lb glass, 2 doz. in case, per doz.....	2 00
" 5-lb tins, 1 doz. in case, per tin.....	0 50
" 10-lb tins, 3 in case, per tin.....	1 00
" 60-lb tins, per lb.....	0 07
Fancy comb honey, 2 doz. to the case, per doz.....	2 50
" per case.....	4 75
New honey, 5-lb. tins, 1 doz. in case, per case.....	6 75
" 10-lb. tins, 6 in case, per case.....	6 40
" 60-lb. tins, per lb.....	0 10

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

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

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

Durkee's, per 2-doz. case.....	7 00
Royal, small, per doz.....	2 85
" large.....	4 75
Vinegar (C. & B.), bottles, pints, per doz.....	1 90
" quarts, ".....	2 10

**Sauces**—Quoted as follows:

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

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

**Breakfast Cereals**—Prices hold steady but unchanged. We quote:

Rolled Oats, 80-lb. sacks, per cwt.....	2 05
40-lb. ".....	2 10
20-lb. ".....	2 15
8-lb. ".....	2 45
Cornmeal, in sacks.....	1 85
" in 1/2 sacks.....	1 90

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

Lake Superior trout.....	0 09
Gold eyes.....	0 03
Blue fish.....	0 18
Mackerel.....	0 15
Red Snapper.....	0 15
B. C. Salmon.....	0 10
Halibut.....	0 11
White fish (L. Winnipeg), per lb.....	0 09 1/2
Pickarel.....	0 05 1/2
Jackfish.....	0 04
Finnan haddie.....	0 08
" Halifax brand salt cod, fish cakes 24-1's.....	0 11
" Acadia " " 24-1's.....	0 09
" Bluenose " " 20-1's.....	0 07
" Acadia " " 2-lb. boxes.....	8 09
" " " 4-lb. boxes.....	0 09
" " shredded, 24 cartoons, per bx.....	2 00
" " bulk, in 15-lb. bxs.....	0 08
Large Labrador and Nfld. salt herrings per 100 lb.....	5 00
" per 20-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 bloaters, 60 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

## Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

## The Height of Folly

is reached by the individual who is unwise enough to head the wrong way — order irregularly goods that sell regularly, display unattractively goods that are attractive.

Every grocer should order

## ORANGE MEAT

regularly and display it attractively because it will pay him to do so.

Orange Meat is no experiment but just what it was first advertised to be — the cleanest, purest, most wholesome and invigorating breakfast food to be had.

Orange Meat is an item on the grocery list of almost every household.

Orange Meat is fairly priced — the coupon package sells at 15c., the Jumbo package at 25c.

The foundation of many a grocer's success has been laid in Orange Meat.

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

Agents in Winnipeg: Scott, Bathgate & Co.

### The Frontenac Cereal Co.

Limited

KINGSTON, ONT.

## FLOUR AND CEREAL FOODS

### GENERAL CONDITIONS.

There is a distinctly holiday aspect to the market this week. Domestic trade has naturally been quiet after the heavy stocking up of the past few weeks. Millers at country points report deliveries coming in well, and work in full swing.

Export trade in both grain and flour has shown a steady demand, and prospects look well for the new year. Quite a few orders have come to hand and inquiries are more plentiful.

Deliveries of oats have been large, but do not show any advance in quality. Prices have, therefore, a tendency to weaken.

Exporters report good trade in Manitoba wheat; it is evident that this year's crop is finding ready sale in foreign markets.

The offerings of Winter wheat continue fair, but very few sales are reported as having been made to millers, exporters taking the bulk of the offerings.

The demand from millers for Manitoba wheat has continued light, only one sale being reported of a 10,000-bushel lot of No. 2 Northern at 82c. track, the elevator port, and another round lot at 81 3-4c., the balance of the sales being single car lots, excepting an occasional 5,000-bushel lot of all-rail wheat via North Bay.

In breakfast cereals, domestic trade has been dull, the recent fall in quotations doing little towards stimulating the markets. Export trade, however, is picking up and fair trade is reported.

### AMERICAN FLOUR SUPPLANTS CANADIAN.

Alex MacLean reporting from Tokio to the Trade and Commerce Department, states that the importations from Canada into Japan for the present year up to the end of September amounted to but \$35,118, as compared with \$71,065 for the corresponding period of last year.

This is due to the fact that fairly good American flour can be bought more cheaply than Canadian.

### PREPARATION FOR GRAIN DEVELOPMENT.

No subject has more interest just now for the people of Canada as a whole than the development of railway facilities for the transportation of Northwest grain to tidewater. The first part of the route eastward from the place where the wheat grows must be one or other of several railways, and the most satisfactory feature of the present situation is the keen competition between the rival corporations for the grain-carrying trade. Several reports quite recently publish-

ed afford a glimpse of the unceasing activity of the competitors.

Pending the final determination of the navigability of Hudson's Strait for a period sufficiently long to enable grain to be exported in large quantities by this route to Europe, the work of locating a line of railway from the Saskatchewan to Hudson's Bay is making steady progress. Whether the proposed railway will be built or not is no longer a matter of engineering; it is one of climatic conditions and of commercial profit and loss.

The Canadian Northern is reported to have made an arrangement with the Duluth & Rainy Lake Railway, by means of which the latter will secure over the Canadian Northern an entrance into Winnipeg, while the Canadian Northern will obtain over the allied line to Duluth an alternative route to Lake Superior. Their point of junction is Fort Frances.

The Grand Trunk Pacific Co. will, within two months, put under contract the part of the prairie section of the National Transcontinental line between Touchwood Hills and Edmonton, a distance of seven hundred and seventy-five miles. Apparently it is intended that a considerable part of this section will be available for the exportation of the wheat crop of 1907, as part of the section now under construction will be available for the crop of 1906. Meanwhile the Canadian Pacific, the Canadian Northern, and the Grand Trunk Pacific are all constructing radiating branch lines to the newly-formed agricultural settlements in the country about Edmonton.

### A FINE RECORD.

Mr. F. W. Thompson, vice-president of the Ogilvie Flour Mills Company, has returned to Montreal after a three weeks' business and pleasure trip in the United States.

Mr. Thompson besides visiting other centres, spent a very pleasant and profitable time at Lakewood, New Jersey, where he met a number of financial men and manufacturers, who all appeared very enthusiastic about the general prosperity of the United States. Mr. Thompson was pleased to be able to speak of similar prosperity in the Dominion. In referring to Canada's prosperity, Mr. Thompson stated that there were still from forty million to fifty million bushels of wheat in Canada available for export.

Coming nearer home, Mr. Thompson, in reply to a question, said that the Royal Mill of the Ogilvie Flour Mills Co. has just broken all previous records in the manufacture of flour, when 5,200 barrels were ground in the twenty-four hours. This establishes a new record,

and one that the Ogilvie management feels justly proud of.

**MONTREAL MARKETS.**

**Flour.**

Flour trade is quiet and there are no changes in prices to report. Position is strong and prices firm. Local trade is only for actual requirements and no heavy buying is done. No activity is anticipated until after the holidays. Exports are fair via Portland and St. John. We quote:

Winter wheat patents.....	4 60	4 80
Straight rollers.....	4 20	4 40
Extra.....	4 30	4 70
Straight rollers, bags, 90 per cent.....	2 20	2 40
Royal Household.....	4 90	
Glenora.....	4 40	
Manitoba spring wheat patents.....	4 90	
strong bakers.....	4 40	
Buckwheat flour.....	2 10	

**Rolled Oats.**

Trading is light and the market easier. The association has dropped prices 25c. per barrel, or 12 1-2c. per bag, but there is no indication of buyers taking any advantage of this drop as stocks are plentiful and demand slow. We quote:

Fine oatmeal, bags.....	2 40	2 50
Standard oatmeal, bags.....	2 50	2 60
Granulated ".....	2 40	2 45
Rolled oats, ".....	2 45	2 50
".....	5 30	
" 90-lb. bags.....	2 80	
" 80-lb. bags.....	2 65	

**Feed.**

Feed is firm and a good demand is the order of the day. The scarcity of Ontario bran is a feature of the market. The demand for Manitoba bran is good and supplies light and holders firm at \$17 to \$17.50 per ton. Manitoba shorts advanced 50c. per ton this week and is quoted and firm at \$19.50 to \$20. Ontario shorts, good demand at firm prices. We quote:

Ontario bran.....	17 00	11 50
Ontario shorts.....	20 00	21 00
Manitoba shorts.....	19 50	20 00
" bran.....	17 00	17 50
Mouillie, milled.....	21 00	24 00
" straight grained.....	25 00	28 00

**Hay.**

There is no change in the hay situation. No. 1 is in good demand, inferior grades of No. 2 are dull and little inquiry exists. The foreign market shows more strength and both Liverpool and Manchester are higher. Exports via Boston are heavy and large contracts are go-

ing forward in the January sailings. We quote:

No. 1.....	8 50	9 00
" 2.....	7 25	7 50
Clover mixed.....	6 00	6 50
Clover, pink.....	5 50	6 00

**TORONTO MARKETS.**

**Flour.**

Business has been uninteresting and without distinctive feature since our last report. Little new domestic trade is reported, and orders have been mainly of a sorting up character. Export trade has shown a steady demand, and quite a number of orders have been transacted. Prospects for export are considered good. Prices, however, are not being maintained and show tendency to decline. Domestic prices remain firm at previous quotations. We quote:

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

**Grain.**

Trade has not been over active since our last report; arrivals have been coming in pretty freely. At outside points reports denote good deliveries at the mills, and tend to show that farmers are disposed to market their grain, although in some districts it is believed they will hold back a portion until Spring in hopes of better conditions and to make certain of the Winter sown crop before exhausting their stocks. We quote:

All on track Toronto.....		
Manitoba wheat, Northern No. 1.....	0 85	0 89
" " hard, No. 1.....		
" " No. 2.....	0 85	0 86
Red and white, per bushel.....	0 83	0 84
Barley.....	0 48	0 53
Oats, new, ".....	0 36	0 36 1/2
Peas.....	0 83	0 85
Buckwheat.....	0 57	0 58
Eye, per bushel, " dull.....		0 74

**Breakfast Cereals.**

The delivery of grain for breakfast cereals is reported good at most points throughout the province. Trade, however, is disappointing even at this season, which is always considered a falling one. Prices are unchanged at the decline reported in our last. We quote:

Oatmeal, standard and granulated, carlots, on track, per bbl.....	5 30
Rolled wheat in boxes, 100 lbs.....	2 40
" 50 lbs.....	1 30
Rolled oats, standard, carlots, per bbl., in bags.....	4 75
" " " " in wood.....	5 00
" " " " for broken lots.....	5 15

Rolled wheat, per 100-lb. bbl.....	2 50
" Cornmeal.....	3 35
" Split peas.....	3 00
" Pot barley, in bags.....	4 00
" " " in wood.....	4 25

**TO BUILD NEW ELEVATOR.**

The Empire Elevator Co. will build another elevator midway between Port Arthur and Fort William, much larger in size than the present one at the mouth of the Kaministiquia River, but the plant will be of similar construction.

Manitoba rolled oats are being quoted in the eastern market by Nicholson & Pain.

**Ralston Health Food**

The most widely advertised and best known Breakfast Food in the United States. Is now made in Canada by us from Canadian Wheat under Canadian conditions, but the manner of making is the RALSTON way.

Have you read the full page talks by THE MILLER, in

- The Ladies' Home Journal
- The Youth's Companion
- The Saturday Evening Post
- The Delineator (fashions)
- MaCall's (fashions)



**WE MAKE RALSTON**

Somebody is sure to ask **DO YOU SELL RALSTON?** Let your customers know you sell Ralston Health Food in 1 pound packages at 10c. 2 pound packages at 15c. (One pound makes seven pounds ready to eat.) A good profit in it for you—a better for your customers.

**THE TILLSON COMPANY**  
Limited  
TILLSONBURG, - ONTARIO

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.



**CAPSTAN BRAND**  
**PURE MINCE MEAT**

Package Mince Meat  
Put up in 1/4 gross cases.

2-lb. Pails, 2 doz. in Crate  
1/4 " 1/2 " "  
25-lb. Pails. 75-lb. Tubs.  
1/2-Barrels and Barrels.

Ask Your Wholesale Grocer for It.

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

*A Word in Your Ear.*

You can't afford to handle a poor grade of flour; it gives your store a bad name.

**"Gold Crown" Flour**

is made from the best hard wheat grown in the best wheat country on earth. And it's scientifically made.

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

We take this opportunity of wishing all friends and acquaintances of  
**Mother's Favorite**  
**"MELAGAMA" Ceylon Tea**  
**A VERY HAPPY AND PROSPEROUS NEW YEAR**

Our travellers will be starting out next week with full lines of samples and we hope that the results of our past dealings will merit more of your increasing business the coming year.

**MINTO BROS., Toronto**

F. J. WHITE, MANAGER.

**GET SELLING QUEBEC SUGAR**

A big cake to retail at ten cents. Good money in it for you and it sells quickly. Remember, our Quebec sugar is pure. Costs you \$3.00 a box of 40 cakes.

**FREIGHT IS PAID ON 5-CASE LOTS**

**JOHN SLOAN & CO.**

TORONTO

BELLEVILLE

**REINDEER**  
**Condensed COFFEE**

EVERY TIN CONTAINS  
**Pure Coffee**  
**Rich Milk**  
**and Sugar**

**COMBINED READY TO USE**

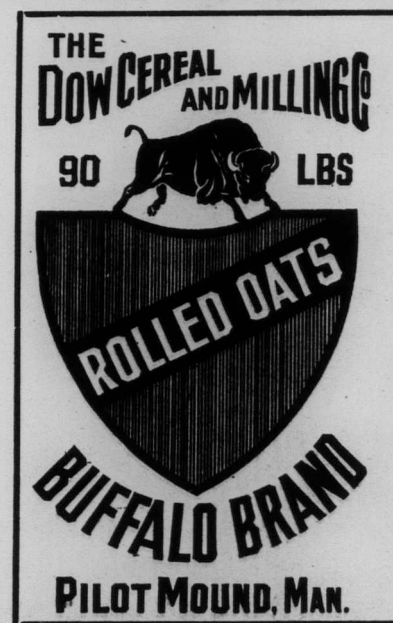
A cup of excellent Coffee is prepared by simply adding boiling water.

It is not necessary to remove the Coffee from the tin when it is opened, but may be used a little at a time if necessary.

The Coffee will keep until the whole is used.

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

VALUE "When You Buy" **BUFFALO BRAND**



At the price of common

**ROLLED OATS**

You are Getting Double Value  
 Free from Black Specks and Hulls  
 Ask for Car Lot Delivered Prices

**NICHOLSON & BAIN, Winnipeg, Man.**  
 Sole Sales Agents

# CORKS—

—We have special job lots of Grocery Corks, all  
—sizes and shapes. Will be pleased to submit  
—samples and prices suitable for grocery trade.

## S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell Main 65.  
" Merchants 522.

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171.

Telephone orders receive prompt attention.

## A Grocer's Bank Account

### HOW TO SWELL IT.

INCREASE your business by selling a better quality of flour.

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

They give MORE and BETTER bread than any other.

The loaf will have the genuine MANITOBA FLAVOR.

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

Selected, Government-inspected Manitoba Wheat.

Capacity 1,200 bbls. per day.

Delivered prices on application.

Lake Huron and Manitoba Milling Co.

LIMITED

GODERICH, ONTARIO.



TRADE MARK.

## SYMINGTON'S

High Pressure  
Steam Prepared

## PEA FLOUR

EASILY DIGESTED.

For Thickening Soups, Gravies, &c.

Sold in 1 lb. Tins.

## SYMINGTON'S PEA SOUP

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

Only wants the addition of Water.

Sold in 1 lb., ½ lb., and small Tins.

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

## Start the New Year 1906

right by stocking the best and most profitable  
laundry starch made,

## "Chinese" Starch

WRITE FOR  
PARTICULARS

Made of the finest materials, produces brightest and most  
lasting gloss. It is the housekeeper's pride.

With Compliments of the Season

OCEAN MILLS, - MONTREAL





## Have to hand to-day

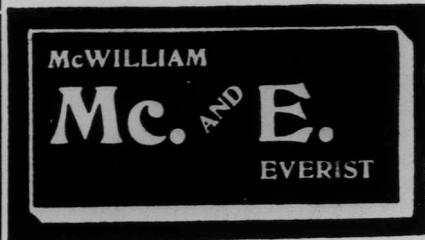
3 cars Washington Navels  
1 car Rose brand  
Very Fancy, High Color  
1 car Gavilan Brand  
Fancy, Well Colored

ALSO

1 car Mexican Oranges  
These are sweet and make a good seller.

Have also on hand a full supply of Lemons, Grapes, Figs, Dates, Pineapples, Bananas, etc.

Send in your orders.



TORONTO, ONT.

Don't forget that we can handle your produce to good advantage.

## DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters  
5-7 Market St., HAMILTON

# BASKETS

We make them in all shapes and sizes. We have

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

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

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.

## GREEN FRUITS AND VEGETABLES

### FEATURES OF INTEREST.

Recent reports to hand from our correspondents at various points of the Dominion all speak of an active holiday trade. Fruits of all kinds were in good demand and those of a special character, such as kumquats, pomegranates, strawberries, and pears, brought in at eastern points, were a marked success, and nothing to note has been left over. Oranges have, of course, had a prominent place, but much more would have been accomplished had this fruit been better colored and richer flavored. Some dealers report a heavy stock left over, with abundant arrivals still coming in. Cranberries are scarce at all points and a distinctly upward tendency reported. Grape fruit is coming well to the front, and is evidently receiving more attention from the public.

Apple reports mention fairly active export demand. European markets, however, cannot be considered as over brisk. Halifax despatched 6,719 barrels during the week under review, all of which went to London. Compared with same week last year a falling off of 4,673 barrels in receipts at London from all points is reported. Total London receipts of last season to date, however, are 320,074, a slight advance of last season, which was 310,675. Prices are showing an easier tendency on the export market.

### STARTING THE SEEDLESS ORANGE TRADE.

The cultivation of seedless oranges has created a revolution in the orange growing industry of the United States. Since the early seventies, when it was introduced from Brazil by William Cudson, United States consul at Bahia, it has added \$43,000,000 directly, and \$60,000,000 indirectly to the taxable wealth of California. Mr. Judson heard of these peculiar trees up the Amazon River, and sent a native, who brought him some of the fruit and some of the shoots of the trees. He sent six shoots to the Department of Agriculture at Washington, but they excited no interest there, and in 1873 he sent four shoots to Southern California. One died from neglect, another was eaten by a cow, but the other two flourished. Sixteen seedless oranges were the crop of these two shoots, and they were carried from place to place for exhibition. It was feared that the fruit would be hard at the next crop, but it turned out better than before. Immense fields of oranges are the result of these two shoots first planted in Southern California.

### KOOTENAY FRUIT GROWERS UNITE.

The Kootenay fruit growers, at a well attended meeting have unanimously approved of the proposal to incorporate as

a joint stock company under the Farmers' Institute Act of the province. A resolution adopted was that the association shall guarantee interest at a good rate to those who subscribe for stock to the value of \$25 or more. No difficulty is anticipated in raising at once all the capital required for initial expenses. Before any revenue is received from material supplied, or commissions on sales charged the members, a considerable sum will be expended for fertilizing and spraying material, both of which will be wanted before the end of January.

Several additions to the usual articles of incorporation were proposed and accepted, one of the most important of which allows the establishment of a fruit preserving and canning factory by the association as soon as it may be considered advisable.

A special meeting of the association will be held on December 20 to complete the incorporation and arrange for the holding of the first annual meeting of the new company on the second Monday in January.

### CANADA'S APPLE EXPORT.

An examination of the exports for the season of navigation just closed, brings to light the fact that the shipment of apples increased enormously, as compared with the season of 1904, this increase almost amounting to 50 per cent.

J. R. Clogg & Co. estimate the shipments from various Atlantic ports as follows:

	1905.	1904.	1903
	bbbs.	bbbs.	bbbs.
Montreal.....	53,971	367,631	738,132
New York.....	429,964	379,617	819,056
Boston.....	275,670	363,774	414,118
Halifax.....	163,223	182,165	266,162
Portland.....	82,847	90,550	128,539
St. John, N.B.....	1,310	975	9,475
Annapolis.....	—	24,108	14,658
Wolfville.....	—	8,500	—
Totals.....	1,506,745	1,436,770	2,381,010

Clogg & Co. say: "We will estimate roughly that Canadian apples exported show a value to the country of nearly \$2,000,000, which is a neat item from the orchards of Canada. We have not considered Nova Scotia in the above, so can estimate the export value of the whole Canadian shipments to date at \$2,500,000 net, and we think at this writing that we are not far out."

The Nova Scotia crop report for November says of the apple crop in that province: Owing to the condition of the season during blossom time many parts of the fruit district were seriously affected, consequently the apple crop varies in different districts, and even in the same orchard, some varieties being quite a failure while others have yielded well. It is hard to get an exact estimate of the quantity, but probably as a whole it will not reach more than 60 per cent., and yet with the large number of trees in bearing the total yield is variously estimated at from three to five hundred thousand barrels for export and local market. Probably four hundred thousand barrels will be a reason-

able estimate, and with the present high prices at home, \$2.25 to \$2.50 per barrel, they will yield a cash return of close to \$1,000,000.

**GROWING FRUIT IN N. W.**

The expansion in the fruit trade between British Columbia, Alberta and Saskatchewan has increased this year 36 per cent. over last year's shipments. Ninety-six thousand nine hundred and eighty-eight packets were shipped by express this year, totalling 2,351,413 pounds. The rapid increase of immigration into these new provinces means that for years to come the fruit shipments of British Columbia will be constantly increased. Apples are beginning to do very well in Alberta. They grow there with considerably less attention than in the two more easterly provinces.

In most cases it is the older settlers who pay most attention to them, as newcomers rarely have time for that at first. Small fruits have done extra well this year. Strawberry plants have increased 100 per cent. in Alberta this season.

**MONTREAL MARKETS.**

**Green Fruits.**

Business in green fruits has naturally been of an entirely holiday character. The demand for oranges, grapes, nuts, etc., is reported good.

California navels arrived in good, ripe condition, and had rapid sale, though it was noted that Jamaicas were freely asked for, their better and sweeter condition having received the consumers' approval.

Cranberries are firm and advancing.

Pineapples in good demand.

Lemons are meeting good sale.

Grape fruit is getting to be more freely inquired for this season than in the past and it would appear that the consumer is realizing the value of this excellent fruit. We quote:

Navels.....	3 40	3 75
Dates, per lb.....	0 03	0 03
Bananas.....	1 85	2 25
Cocoanuts, per bag of 100.....	3 75	4 00
Pineapples.....	5 00	5 50
Jamaica grape fruit, per box.....	3 50	4 25
Apples.....	2 25	4 75
Sweet potatoes, per bbl.....	4 50	4 50
Lemons, per box.....	2 75	2 75
Jamaica oranges, per bbl.....	4 00	4 00
Grapes, Almeria, extra fancy Longkeepers.....	7 00	7 00
"    Fancy.....	6 50	6 50
"    Choice.....	6 00	6 00
Cranberries, N.S.....	12 50	12 50
"    Cape Cod.....	13 00	13 00
Spanish onions, cases.....	2 75	2 75

**Vegetables.**

Vegetables are dull. Onions are scarce, particularly the red varieties, which are in good demand at \$2.25 to \$2.50 per barrel.

Potatoes have a strong undertone and business is good. Outside points are looking for supplies and Quebec markets are being looked up by western dealers. United States crop of potatoes is short and buyers are picking up all they can in Canada. This argues for firmer market and higher prices in the near future. We quote:

Potatoes, per bag.....	0 65	0 67
Mint, per doz. bunches.....	0 15	0 15
Parsley.....	0 25	0 35
Sage, per doz.....	1 00	1 00
Savory, per doz.....	1 00	1 00
Beets, new, per doz.....	0 12	0 15
Egg plant, per dozen.....	2 00	2 00
Green onions, per bbl.....	2 00	2 00

**FISH AND OYSTERS**

We draw attention to the large assortment of Frozen Fish we are carrying, having just received several cars.

**SMELTS**, in 9-lb., 20-lb. and 25-lb. Boxes.

**FROZEN TROUT**, Lake Superior, fine goods.

**FLOUNDERS**, 20-lb. Boxes.

**FINNAN HADDIES**, Syda & Cousins and other good brands.

**Fresh Frozen Halifax Sea Herrings**

First car of season—large, bright stock in barrels.

**HOME CURED BLOATERS**, our own curing, 50 to basket.

**FROZEN HERRINGS IN BAGS**, can be retailed at 5c. lb., and numerous other lines.

**WHITE & CO., LIMITED**

TORONTO

HAMILTON

**"St. Nicholas"** (Continued)

And they found, on looking over their stocks after Holiday Trade, they had very few "St. Nicholas" Lemons left—and the reason was plain—they're the best lemons on the market. **So they Wanted more.**

**W. B. STRINGER & CO.** Fruit Brokers, Toronto and Montreal.

By clearing out all Christmas oranges we are able to offer you

**Fancy Navels** 126s to 200s, \$3.00 box; 216s and 250s, \$2.75 box; and 288s and 300s, \$2.50 box **New, fresh stock.**

**The F. T. JAMES COMPANY, TORONTO**

The House of Best Fruits, Fish, etc.

We have special values in **Layer Figs**. Write us for prices. And in **Malaga Grapes** we have the best value in Canada.

**THE DAWSON COMMISSION COMPANY, LIMITED, TORONTO**

Cor. West Market and Colborne Sts.

**THE DISTRIBUTORS COMPANY, Ltd.**

H. M. MULHOLLAND, Manager.

Headquarters: TORONTO

**WALNUTS ALMONDS**  
**FILBERTS BRAZILS PEANUTS**  
*all best grades*

Send for sample order of our Oranges selected for Christmas Trade.

**Fancy Navels**, all sizes.

**"Mexicans,"**

**CHOICE EXTRA HEAVY MALAGA GRAPES**



## Do You Want My Guaranteed Fruits ?

The **E.D.S. Brand** of Jams, Jellies and Sealed Fruits in Glass are guaranteed because they are made honestly. Government analyses have proven that.

Some of the jams on the market labelled "pure" contain 50 per cent. glucose.

The only guarantee of purity is to take none but the **E.D.S. Brand**.

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

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

*Hugh Walker & Son's*  
 Compliments to their numerous Patrons,  
 wishing them  
 A Happy and Prosperous New Year.

### YOU MAY

not think so, but there is room for business in your store on such lines as

**SYRUP OF MALT**  
**EXTRACT OF MALT**

They Build up, Drive out Coughs

I'll send you a sample

**GEO. SLEEMAN, Guelph, Ont.**



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

## VICTORY DINNER RELISH



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

Awarded 16 Medals.

**SPECIFY IT IN YOUR NEXT ORDER.**

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

Cauliflowers, home grown, per doz.	1 50
Green peppers, per basket	0 70
Cranberries, per bl.	8 50
Home-grown cabbage, per doz.	0 40
Tomatoes, box	10 20
Home grown cabbage, per doz.	0 40
Spanish Onions, cases	2 50
crates	0 90
Red onions, brl.	2 50
Turnips, bag	0 75
Sweet potatoes	2 50
	3 00

### ONTARIO MARKETS. Green Fruits.

Business has been in every way satisfactory. An excellent run of holiday trade maintained itself right up to the last. Of the special lines which were mentioned as arriving for the Christmas trade in our last issue, all have passed off at good prices and little remnants remain on hand. At the present moment trade has dropped, naturally, and a season of dullness is expected until normal conditions prevail. A few changes are reported in values and prices are revised accordingly. We quote:

Oranges, California, southern, 96's to 200's, per box	3 75
250's to 288's	3 25
northern, 126's to 250's	3 50
Mexican, 96's to 250's, per box	2 25
Florida, 96's to 216's	3 25
Valencia, 420's, 714's, 1064's, per case	4 25
Lemons, Measina, 300's 360's, per box	3 25
fancy, 300's	3 25
choice, 300's, 360's, per box	2 50
Grapes, Almeria, per barrel	6 00
Cranberries, fancy Jersey's, per barrel	13 00
per case	4 50
Apples, fancy spies, per box	1 50
greenings, per box	1 40
Winter varieties, per barrel	3 25
cooking, per barrel	2 75
Bananas, per bunch, firsts	1 50
eights	1 25
Pineapples, per case	5 00
Grape fruit, Florida, 46's to 80's, per box	5 25
Tangerines, Florida, fancy & strap	4 50
Pomegranates, nominal	3 00
Kumquats	
Strawberries	
Pears	

### Vegetables.

Whilst good business has been done during the holiday season, expressions on market do not denote entire satisfaction. Abundant supplies were in evidence, and prices ruled reasonable and steady, but demand did not reach the point for which dealers had looked, and in consequence a good deal of stock has been carried over. There are no changes in values at the present moment. We quote:

Potatoes, kiln dried sweet	4 50
bushel hamper	5 00
Potatoes, per bag	0 90
Onions, per bushel	0 75
Spanish onions, per small crate	1 10
large cases	3 00
Cabbage, per doz.	0 40
Cauliflowers, domestic, per doz.	0 75
Beets, per bushel	0 50
Carrots, per bushel	0 50
Lettuce, per doz. bunches	0 30

### IN THE NAME OF CHARITY.

Mr. Isaacs, the Jewish old clothes vendor, kept his clothing store open on the Sabbath. One Sabbath morning a Christian clergyman, who was friendly with members of the community, remonstrated with Mr. Isaacs when passing his establishment. "I am really surprised, Mr. Isaacs," said the cleric, genially, "that a right good Jew such as you should do business on the Sabbath." "And do you call that business?" replied Mr. Isaacs, pointing to a real good suit on one of the dummies in the doorway, marked 17s. "Why, this is charity."

Elderly passenger—You might not suspect it, miss, but I'm nearly old enough to be your grandfather. That is why I don't rise and offer you my seat.

The young woman—Indeed, sir, there is no need of your apologizing. You quite look it.

## "To Be Rather Than To Seem"

There is a great difference between a tea **seeming** to be the best and a tea **being** the best.

There is **no** "seeming" about

# Blue Ribbon *Ceylon* Tea

**It is the best.** Your customers will tell you that. They do not drink teas that **seem** to **suit**, but **the tea that suits—Blue Ribbon Ceylon Tea.**

Stock up the 40c. leader—**Red Label Line**—and make money.

***Valencia Raisins***

***Tarragona Almonds***

***Sicily Filberts***

***Cleaned Currants***

Consignments on spot and to arrive. Lowest Prices.

---

**D. RATTRAY & SONS**

IMPORT AND EXPORT AGENTS

QUEBEC

Montreal

OTTAWA

Season 1905  
**HORSE SHOE SALMON**

Now in Store



ALSO

**SPRING SALMON**—"Columbia" Brand.

**COHOES**—"Tiger" Brand.

**PINKS**—"Sunflower" Brand.

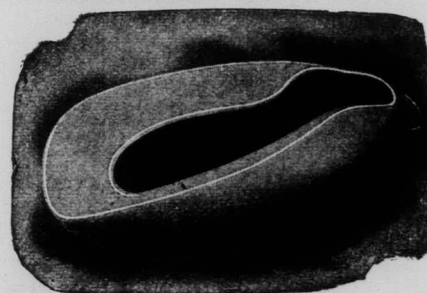
"Jacques Cartier" Brand.

PACKED BY

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

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

**The Comfort**



**Bed and Douche Pan**

Made in Yellow-Ware and thoroughly Vitrified

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

Recommended by all Physicians and Trained Nurses

MANUFACTURED BY

**R. Campbell's Sons**  
Hamilton Pottery HAMILTON, ONT.

**"ACADIA" BRAND  
PREPARED  
BONELESS CODFISH**

IS A VERY TASTY, DELICIOUS FOOD AND

**IS EASILY DIGESTED**

BECAUSE OF THESE VERY FACTS IT ALSO

**IS EASILY SOLD**

MOREOVER, IT IS PUT UP IN SUCH FORM THAT IT

**IS EASILY HANDLED**

IN A GROCERY STOCK, VIZ., IN CLEAN WOODEN BOXES, 2 LBS.  
EACH, 1 DOZ. TO CRATE; AND 1 LB. TABLETS, 20 LBS. TO CASE.

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

## FRESH AND CURED FISH

### THE PRESERVATION OF BAIT.

The Canso Cold Storage Company has erected and equipped at Canso, Nova Scotia, a plant that marks a step in advance for the fish business of Nova Scotia.

Bait is an essential to the fisherman who fishes with hook and line, and about all our cod, haddock, pollock and hake are so caught, and the question of a bait supply is the most serious one the line fisherman has to deal with. The perishable character of the article and the uncertain supply combine to make the bait problem difficult to deal with. Salted bait is of little value compared with fresh bait, and the addition of any chemical or preservative is objectionable.

Some eighteen years ago when the business of freezing perishable food products for their preservation was but in its infancy, the Whitmans of Canso undertook to solve the bait problem by freezing the bait in times of plenty and storing it away for a time of scarcity. They put up a small experimental freezer, and it was a success from the start as to its capacity for freezing fish, but a good deal of prejudice against frozen bait on the part of the fishermen had to be overcome before they could be induced to make use of it.

The Dominion Government was induced by the success of the smaller bait freezers to offer to pay half the cost of a larger freezer centrally located, adapted to supply the wants of the banking fleet, and the Whitmans accepted the offer. They put up their building at Canso last year from plans drawn by Herbert Gates, architect, Halifax.

About the middle of last June the erecting engineer came to install the machinery. Foreman pipe fitters came from Boston and Sydney. Other fitters were got nearer home, and by the end of September the plant was in working order.

Cold is produced by the compression and expansion of ammonia gas, the compression of the gas being done by a pair of duplicate compressors of ninety tons refrigerating capacity, actuated by a 120-horsepower cross-compound Corliss engine and the steam is supplied by a 130-horsepower Robb-Mumford boiler, with another of smaller capacity.

There are three essentials to a successful ammonia plant, good compression capacity, good and plenty cooling water, and good insulation, to which might be added a fourth, plenty of pipe in the rooms. The Canso Cold Storage Company's plant has all these and the result is something unique in cold storage plants.

With regard to the temperature, it may be enough to say that it is no trouble to get 13 below zero, running but 7 or 8 hours out of the 24, or to have zero temperature in the rooms after the machinery has been shut down for 16 hours. There are not many cold storage plants that can show such a record, and the result reflects great cred-

it upon the York Manufacturing Company and all concerned.

So much for the building. What about bait? So far about 2,000 barrels of squid, the best of all baits, have been stored in perfect condition, and as the squid season lasts until Christmas, there is a fair prospect of the plant being filled to its full capacity of about 10,000 barrels. If this can be accomplished, it will mean much to the fishermen next Spring, and it will be interesting to see what this splendid, up-to-date plant will do towards solving the "bait question."

### HERRING FISHING GOOD.

Herring fishing at Port Arthur this Fall will be the heaviest for some years. Agent Rapsey of the Dominion Fish Company states that the catch of the fishermen doing business with his company will aggregate 75 tons. The fishermen will get in the neighborhood of \$2,000 for their fish. Nuttal Bros. this season estimate that their total catch will be about 75 tons also.

### LOBSTER PACKERS COMBINE.

A sensation has been caused among the lobster fishermen of Nova Scotia by the formation of a combination of lobster packers, under which the fishermen say prices are put down to the lowest notch, and all outside of the ring are to be boycotted. The Fishermen's Union will fight this, and its agents say they will call on the Government to revoke the Cannery License Law which makes the monopoly possible. This order was passed contrary to the advice of the Lobster Commission of 1898.

### ENORMOUS CATCH OF HALIBUT.

The New England Fish Co.'s steamer Kingfisher returned to Vancouver from a 10-days' cruise in northern waters, with 190,000 pounds of halibut, a catch far above the average for this time of year, and only 60,000 below the biggest ever taken by any halibut boat on the Pacific coast. The fish were unusually large. The Kingfisher was only out ten days, during which time she had favorable weather. The catch was made in Dixon entrance.

### QUALITY AS A FACTOR.

A good article which sells at a moderate price and is wisely handled usually finds a market. A proof of this is the experience which the various products manufactured by Maconochie Bros. have had on the Canadian market during the past year.

As most people in the grocery trade probably know, the pickles, jams, preserved fish, Worcester sauce, peels and marmalade turned out by Maconochie's factories have a large sale in Great Britain and other parts of the British Empire, and although they have been known to some extent in Canada for

years it has only been during the past year that anything like a strenuous effort has been made to push them in this country. The Canadian Grocer understands that the results have been gratifying and in certain respects extraordinary. This is particularly true in regard to candied peels and Worcester sauce.

Maconochie Bros. believe in quality. They believe that quality will, in the long run, win out. They are not like those who pin their faith on price and let quality take care of itself. Price may give a spurt to an article, but it is quality that brings it across the winning line. Adherence to this principle has not only brought them a world-wide trade and a growing market in Canada, but 139 gold medals and first awards besides.

The A. F. MacLaren Imperial Cheese Co., who represent Maconochie Bros. in Ontario, report that the increase in business in that province has been particularly gratifying, and they only regret that owing to susceptibility to fast it will be impossible to import any further consignments of pickles, the demand for which has far exceeded their expectations, before April.

An interesting factor with regard to Maconochie's products is that the output of canned herrings from their factory in Aberdeenshire is greater than that of all the other British packers combined.

### COMPANIES INCORPORATED.

Dominion charter has been granted to T. J. Leary, Limited, to acquire by purchase or otherwise and carry on business as merchants, manufacturers and dealers in sugars and the products thereof, confections of all classes and kinds, cocoas, chocolates and general bakers' and confectioners' supplies. Total capital stock of the company, ten thousand dollars divided into two hundred shares of two hundred and fifty dollars, and the chief place of business to be at the City of Montreal, in the Province of Quebec.

Dominion charter has been granted to the Dominion Produce Company, Limited, Winnipeg, Man., to produce, purchase, sell and deal in butter, cheese, eggs, milk, vegetables, fruit, poultry and other food, farm and dairy products. Total capital stock of the company one hundred thousand dollars, divided into one thousand shares of one hundred dollars and the chief place of business to be at Winnipeg, Man.

Dominion charter has been granted to "Bode's Gum Company," (Limited), to carry on the business of purchasing, selling, manufacturing, shipping, distributing and dealing in, chewing gum, chewing gum specialties and confectionery of all kinds. The operations of the company to be carried on throughout the Dominion of Canada and elsewhere, with a total capital stock of one hundred and twenty-five thousand dollars, divided into one thousand two hundred and fifty shares of one hundred dollars, and the chief place of business to be at the City of Montreal, in the Province of Quebec.

**A TRADE WINNER  
FOR GROCERS.**



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

THE WALTER M. LOWNEY COMPANY,  
No. 47 Commercial Street. BOSTON, MASS.  
CANADIAN BRANCH: 530 St. Paul St., Montreal

**The Stewart Co.**

LIMITED

Manufacturers of  
**High Class Confectionery**  
and their  
**Representatives**  
Wish the Trade  
the  
**Compliments of the Season**

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

**"MOTT'S  
CHOCOLATE  
for  
1906"**

should be the motto of every progressive grocer. There are no lines to equal

"Diamond" and "Elite" brands for selling qualities and profit.

Every jobber sells them.

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

J. A. TAYLOR  
MONTREAL

SELLING AGENTS:  
E. S. McINDOE  
TORONTO

JOS. E. HUXLEY  
WINNIPEG

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

**MILK CHOCOLATE**

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

**COWAN'S COCOA**

**(Maple Leaf Label)**

**Absolutely Pure.**

**THE COWAN CO., LIMITED**

**TORONTO**

## SHOW WINDOW TALK

### CHRISTMAS WINDOW DISPLAY COMPETITION.

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

First Prize ..... \$5.00  
 Second Prize ..... 3.00  
 and \$2.00 for every picture and description which is considered worthy of publication.

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

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

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

### CONSTRUCTION SUGGESTIONS.

Frequently much of the advantage that might be gained from a good show window is lost by faulty construction. This is particularly true in the smaller stores. In building them the window is only an incident. No particular plans are made for it. The opening may be small and the glass put in two or three panes when a large single one is the only kind that should be used. This is a fault that can only be overcome after the store is built by rebuilding the front, but there are cases where it will pay.

In a town of about 1,500 recently were seen several examples of this poor style of window building.

#### Not Low Enough.

In one instance the window was so far above the sidewalk. The bottom of the glass was at least three feet from the pavement level. This is a waste of good space. It brings the trim too high also. Think of a stove in such a window. Its top would be about seven feet above the walk—so high that a very poor view is obtained by the passerby. Then with such a high window there is not so much chance of making an extended display of small articles, for the reason that the goods in the front obscure those that are behind. Being almost on a level with the eye of the spectator he cannot see over the articles in front. Thus the depth of the window is in part lost.

#### View from Above.

The tendency is toward lowering the windows. Some of the newest ones are

built down to within six or eight inches of the pavement. This is particularly true with stores that have large articles to show.

This plan of having a low window is especially good when the things to be shown are large. The spectator can then get the right view of them—the view that he should have—from above. With smaller articles this is not so important, but the low window has other advantages. It allows more light to enter in over the top. The window can be of good height and still allow of plenty of space for the transom lights above. This is important in a store that gets most of its light from the front.

#### Use Discrimination.

Of course it is not expected that a window, say eight feet wide, would be built down close to the walk. This would not be the proper shape, for with a narrow window it is impossible to show large things much anyway, and for the smaller ones such a low window is not necessary.

But twelve to eighteen inches from the walk is not too low for any window. Possibly fifteen to eighteen would be a good level for the windows in a narrow store—a store that was, say, twenty-five feet wide with two windows. The windows would then be probably eight or nine feet in width and the vestibule would take up the remainder of the space. So a height of fifteen inches from the walk would be a good level.

But where the store has a large frontage and the windows are fifteen to twenty feet wide, there is little danger of getting them down too close to the street level, no matter what line of goods is to be shown.

Then if the window is low and is not boxed in the view into the store is not obstructed, even if there is a fair size trim in the window.

These are some of the advantages in having the window down close to the pavement. There is possibly a little more chance of breakage with a low window, but that is hardly worth considering.

Of course the height of the window should not be sacrificed to make it low. With the ordinary window having it closer to the walk will simply mean enlarging the glass surface, as to lower the whole window would bring it too low at the top.

### WAS IT NAMED AFTER "SALADA?"

"One of the principal locks in the Panama Canal leading from Lake Bohio to the lower level has been named 'Salada.' Undoubtedly this is the outcome of the enormous advertising of Salada in the United States," remarked a well known advertising man who was looking at a plan of the canal.

## WHAT ARE YOU WAITING FOR?

You have not ordered



yet. Do you know that they are "superior" biscuits? Do you know how much care and skill enter into their making? Well, let us tell you that

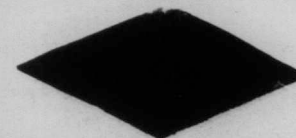
## PERFECTION CREAM SODAS

are the most wholesome and palatable sodas you have ever had offered to you. Made from the finest Canadian wheat flour, pure butter and rich cream, the finishing touch of excellence is given by packing Perfection Cream Sodas at the oven's mouth—as hot as can be—in moisture-proof paper, air-tight tins.

3-lb. Cards or Tins.

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

## THAT WORD DIAMOND



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

ALL JOBBERS

Sugars Limited, Montreal



To delight Housewives and Children

# VLEENA FIGS

in

Fancy Baskets

## Imperial Cream Sodas

Put up in Jumbo tins, in half and 1-lb. packages are giving excellent satisfaction. No broken biscuits, no weighing up, no paper or string, no lost time in putting up.

Just try those goods and we guarantee absolute satisfaction.

**IMPERIAL BISCUIT CO., Limited**  
GUELPH, ONT.

## KIEL FINGER

The best shortbread doesn't all come from Scotland, as you'll agree when you've tried "Kiel Finger."

It's an exceptionally tasty biscuit, in convenient size and form, that keeps well and sells better.

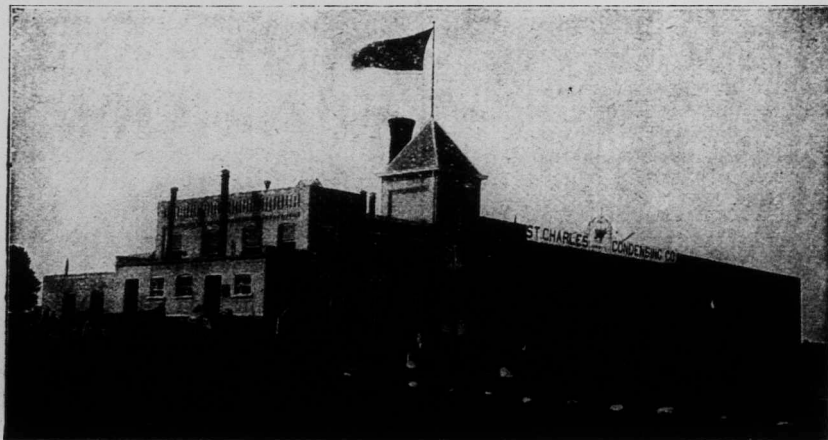
Suppose you place some on order now before it slips your memory?

**W. & R. JACOB & CO.,**  
Limited

Canadian Agents:

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

**DUBLIN,  
IRELAND**



INGERSOLL, CANADA—FACTORY

## AN EASY ONE.

Added to our splendid assortment of  
**GOLD MEDALS.**

## ST. CHARLES EVAPORATED CREAM

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

**St. Charles Condensing Co.**

**THE GREEK CURRANT SITUATION**

Hamburger & Co., Patras, Greece, for whom Anderson, Purvis & Co., Toronto, are Canadian agents, have issued the following circular, which will be instructive reading at the present time, when the currant situation is imperfectly known:

"As many misleading reports have been circulated respecting the operations of the syndicate recently formed in Greece for regulating the production of currants and the currant trade abroad, we take the opportunity of giving some information on the subject.

"It is generally acknowledged by all competent persons that between the passing of the law authorizing the syndicate's formation and the opening of the 1905 season far too little time was available for the proper organization of so vast an undertaking, quite apart from the unforeseen difficulties which arose. Nevertheless, within a few weeks the directorate succeeded in getting into working order and in establishing receiving and buying depots in all the centres of Greece prescribed by the law. No one acquainted with Greece could have supposed that by the end of November more than 33,000 to 37,600 tons could have been received and warehoused, and already about 59,000 tons have been withdrawn from the market. Such facts speak for themselves.

"All kinds of reports were spread regarding the size of the crop and exportation, which served not only to place the syndicate in a bad light, but also to weaken still further the waning interest in the article and deter many who at first were inclined to operate.

"The crop was estimated at about 180,000 tons, some placing the figure as high as 188,000 tons. On the other hand the exportation, which on the average of the previous seasons amounted to about 113,000 to 117,500 tons, was screwed down to from 94,000 to 99,000 tons. Now, however, it is becoming evident that the crop amounted to only about 160,000 tons, and that the exportation will reach about 108,000, if not more. Thus there is a difference in favor of the syndicate of no less than 50,000 tons. The syndicate is also making energetic search for new outlets and entering into important negotiations with a view to further extending the internal industries of converting dried currants into syrup and spirit, and fresh currants into wines; industries already well developed. The foregoing will make it clear that success must be prognosticated for this undertaking of such vital importance to the welfare of the state, and that incorrect or pessimistic reports must be attributed to ignorance or to malicious intent."

Vice-Consul Lontos, of Patras, furnishes the following table, which shows the quantity of currants exported from Greece for the crop year of 1904-05 compared with the preceding year:

Country	Crop	
	1904-5	1903-4
	Tons.	Tons.
United Kingdom	64,591	67,599
United States	20,904	19,058
Canada	1,590	2,141

Fortify yourself against inclement season.

# Van Houten's Cocoa

**Best and Goes Farthest**

**The Ideal Winter Beverage**

Grocers make friends by recommending it.  
There is money and satisfaction in handling Van Houten's.

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

Cultivate your Biscuit trade by ordering

## McLAUCHLAN'S Cream Soda Biscuits

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



This design a guarantee of quality.

### WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

# EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES.

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

**THE MOST  
NUTRITIOUS**

# COCOA

Australia	6,832	4,904
France	644	4,577
Belgium	447	712
Holland	32,959	26,680
Germany	10,462	6,934
Austria	2,307	1,765
Other countries	283	215
Total	141,019	134,585

The above figures show gross weight, from which a tare of from 12 to 13 per cent. ought to be deducted in order to

arrive at net weights. Net weights will thus be found to come up to about 122,500 tons—equal to 260,000,000 pounds—as against 248,000,000 pounds last year, which shows an increase over 1903-4 exports by 6,434 tons (gross weight). This increase is to be attributed to the heavy shipments made in anticipation of advancing prices by the adoption of the newly enacted convention, which, however, is far from being the case so far.

## Why a Grocer Should Deal in "Right-kind" Cigars

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The impression a smoker gets of your cigar stock is the impression he gets of your grocery stock. If good, all right! If otherwise, well—!

A smoker cannot go away with a good impression of your stock unless you have made it a point to order "right-kind" cigars. What are "right-kind" cigars?—Simply those full-flavored, mellow, delightful aroma-shedding cigars, the kind that can only come from pure thoroughly-matured tobacco, shaped cigar-like by dextrous hands—the **Pebble** and **Pharaoh** cigars exactly.

"Right-kind" cigars are even smokers. The "evenness" of the **Pebble** and **Pharaoh** cigars is manifested in that "cool sweet smoke," always characteristic of them.

The **Pebble** and **Pharaoh** cigars will grace your store. Order 1,000 assorted.

"Principle counts more with me than profit."

---

J. BRUCE PAYNE, LIMITED, Mnfrs., - Granby, Que.

## THE TERM "PROFIT"—ITS APPLICATION TO TOBACCO

There are a number of Grocers who do not regard tobacco-selling in the light of "profit."

Tobacco yields a greater profit than many lines of groceries. Besides, tobacco sales are not governed by season.

With a reliable tobacco like

**T. & B.**

there can not only be no doubt about the "profit," but there can be no doubt about the "sales." You see, **T. & B.** trade is "worked up," because the tobacco has been widely advertised.

No grocer should hesitate about ordering **T. & B.**

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**The Geo. E. Tuckett & Son Co., Limited**  
Hamilton, Ontario

## TOBACCOS, CIGARS AND ACCESSORIES

### TOBACCO PROFITS.

"There is a tide in the affairs of men, which, taken at the flood, leads on to fortune."

How many times an adage such as this is repeated, with little thought save to apply it to the "other" fellow, who is freely designated a fool for missing a chance everybody else saw but himself. Steady, now, let's consider a moment, maybe the tide has risen, and is just at the turn in someone else's history.

How about tobacco trade—"your" tobacco trade—possibly you have not given this department the serious thought it deserves—have kept tobacco because you were asked for it and sent your orders forward, more by "rule of thumb" than keen judgment and common sense.

You would not think of treating your tea department in like manner.

The time has arrived when tobacco must be considered as much a staple as tea, coffee or cocoa. Many a man would prefer to go without either of those beverages than his favorite tobacco. It is a luxury of universal use and must be taken count of.

Now consider a moment, every grocer has his regular working expenses; rent must be paid, the rig must be kept going, heating, lighting, and a hundred-and-one other charges; and all these to keep the store going for its regular staples. Is it not just here where the tobacco sales would come in and help. None of these charges need be increased one cent. Probably every family you now supply has one or more smokers among its number—why, can you not then serve them all with tobacco goods and serve them regularly, instead of occasionally?

Profits on tobacco are good; it is easily handled, it is a trade easily held, and furnishes a regular income, only requiring very ordinary care and attention.

There are three things worth remembering: First, be sure and carry the best goods—that means "good judgment"; second, sell them at the right price—that means "good buying"; third, let the public know it—that means "judicious advertising." Without these you cannot go ahead; with these success is assured. "Taken at the flood leads on to fortune."

### TOBACCO BUYING IN CUBA.

Probably the only Canadian cigar manufacturer who makes an annual purchasing trip to Cuba is J. Bruce Payne, of Granby, Quebec. Mr. Payne left recently for Boston, where he takes a boat for Havana. Before leaving Mr. Payne in an interview said that there had been a wonderful change in Cuba since his first trip. Havana has changed from a breeding camp of malaria and yellow fever to a clean, sanitary city.

"Yes," said Mr. Payne in answer to a question, "it certainly pays to go to Cuba to buy from the growers direct, but of course the biggest benefit is in the maintenance of quality. I know that two or three seasons I would not have been able to maintain the quality of my Pharaoh cigar at any price if I had not been on the spot to secure the tobacco. I head for the Manicuragua district as soon as I land on the island, as that is where most of the tobacco I buy is grown. The quality of this tobacco is becoming so well known that some agents in New York claim that pretty nearly everything they have to sell comes from Manicuragua. Another advantage of the yearly trip to Cuba is the keeping in touch with the market. I always keep the tobacco I use in my Pharaoh cigar for a year before working it, so I always have a year's stock ahead. To show how prices have advanced, I could sell the stock of tobacco which I have ageing in my humidors now for about half as much again as I paid for it. Of course I wouldn't do it."

### TRADE INQUIRIES.

The following inquiries for Canadian trade have been received at the Department of Trade and Commerce, Ottawa. The names of the firms making inquiries, with their addresses, may be obtained on application to the Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa:

1151. An Irish firm of wholesale provision merchants, with English and

Scotch connections, desires to get into touch with good creameries in Canada who will consign butter. They also wish to establish relations with large exporters of bacon and hams from Canada.

1153. The names of reliable shippers of Canadian provisions—cheese, butter, eggs, bacon, apples and fruit of all kinds, are inquired for by British parties having an outlet for considerable quantities.

1159. An English firm of provision brokers who can find an outlet for large quantities of butter, cheese and eggs have asked to be placed in communication with reliable Canadian shippers of these products.

1164. The manufacturer of a new patented post card album wishes to arrange with a Canadian firm to undertake the sale of this article.

1165. A gentleman is desirous of acting as agent for any Canadian firms exporting to Great Britain.

1166. A Bristolian wants agencies for Canadian firms producing butter, fruit, maple sugar and syrup, etc.

1167. A London firm of fruit brokers wish to appoint thoroughly reliable agents in some districts of the Province of Nova Scotia.

1168. A Bristol firm of produce brokers and commission agents desires to act as agents for Canadian firms exporting butter, cheese or fruit.

1170. A Japanese firm wishes to be put in communication with Canadian merchants with a view of importing Japanese wall paper into Canada.

1171. A Manchester dealer desires to

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

represent Canadian fruit growers or packers in his market.

1172. A London firm of merchants are desirous of obtaining representatives in the more important Canadian business centres for the sale of tea, coffee, spice, rice, etc.

1173. A commission agent in Leicester is seeking the representation in England of Canadian firms exporting hog products, flour, etc.

1174. A London firm is open to represent Canadian shippers of wheat, flour, hay, glucose products and grocery and confectionery lines, on commission or salary.

1176. A London firm desires the addresses of Canadian manufacturers of rice starch.

1179. A British firm manufacturing all kinds of disinfectants and germicides, "Eukotas," "Elswick," disinfecting fluids, sanitary compounds, liquid and powder soap for washing tram cars, etc., desire to get into communication with corporations, firms and individuals interested in these products.

**BUSINESS CHANGES.**

Eugene Picher, dairy supplies, Quebec, Que., has assigned to A. E. Paradis, provisional guardian.

E. Barcelo, grocer, Montreal, Que., has assigned. Assets were to have been sold on the 11th inst.

J. J. Smith, general merchant, Yorkton, Sask. Meeting of creditors was to have been on the 5th inst.

Jules Brisson, general merchant, St. Blandine, Que. Assets were to have been sold on the 15th inst.

Wm. Robert Thompson has registered under the style of Thompson & Fournier, grocers, Montreal, Que.

Jean Labesque and Jules Damiencour have registered under the style of J. Labesque & Co., Montreal, Que.

J. E. Brassard, general merchant, L'Anse Au Foin, Que. Assets were to have been sold on the 20th inst.

Cote & Co., general merchants, Ste. Flavie Station, Que. Assets were to have been sold on the 15th inst.

Cook & Halpenny, grocers, Smith's Falls, Ont. Assets were to have been sold by tender on the 16th inst.

Kenneth Patterson has registered un-

der the style of the Royal Blend Tea Co., Montreal (Westmount), Que.

T. S. Smythe (estate of), general merchant, Chater, Man. Stock, etc., was to have been sold on the 7th inst.

Nap. Bigaouette, general merchant, Grand Pabos, Que., assigned. Lefavre & Taschereau, provisional guardians.

John Peters and William Thomas Peters have registered under the style of J. & W. L. Peters, grocers, Magog, Que.

Ovide Brouillard and Camille Lapointe have registered under the style of Brouillard & Lapointe, Carmel Hill, Que.

Alex. Larocque and Francisco Manelli have registered under the style of Alex. Larocque & Co., grocers, Montreal, Que.

Henry D. Metcalfe has registered as president of the Improved Match Co., Limited, Montreal and Drummondville, Que.

J. A. Carignan, grocer, Shawinigan Falls, Que., has assigned. Lefavre & Taschereau appointed provisional guardians.

Jas. Harris, dry goods and groceries, Canterbury, N.B., has assigned. Meeting of creditors was to have been on the 20th inst.

Edward Slate and Alfred Larochelle have registered under the style of Au Bon Marche, general merchants, Black Lake, Que.

Maitland White, grocer, Aylmer, Ont., has assigned to Stephen Pierce. Meeting of creditors was to have been on the 20th inst.

Pierre Emile Gosselin has registered under the style of Gosselin & Frere, general merchants, Notre Dame de Stanbridge, Que.

The Household Supply, groceries, Toronto, Ont., assigned to Robert Wells. Meeting of creditors was to have been on the 14th inst.

Thomas Friendship, grocer, Teeswater, Ont., has assigned to John Farquharson. Meeting of creditors was to have been on the 15th inst.

Georgina Bedard has registered under the style of Luc Pelletier & Cie., manufacturers and general merchants, Charlesbourg, Que.

J. W. Dumas Co., Limited, general merchants and millers, Grand Anse, N. B., winding-up order granted. W. H. Harrison, provisional liquidator.

**JOINED THE BENEDICTS.**

Mr. W. S. Laflamme, of Rose & Laflamme, Montreal, is the subject of the congratulations of his numerous friends in the wholesale grocery and jobbing trade of Montreal this week. The congratulations are more than the usual Christmas kind, for coupled with these is the hearty handshake of his friends on the great and eventful step he has made on leaving the ranks of his fellow bachelors and joining the Society of Benedict's. Mr. Laflamme journeyed to Utica like another Ulysses, and there took unto himself a help-meet for life. Utica, N.Y., was the scene of the marriage of Mr. Laflamme to Miss Fitzsimonds of that city. The Grocer joins heartily and sincerely with his numerous friends in wishing Mr. and Mrs. Laflamme a long and prosperous life.

Mr. T. Kaiser, Woodbridge, has just completed a thorough over-hauling of his store, and with a splendid new plate glass front that he has just added, it may now be considered one of the finest appointed stores north of Toronto.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

Sold by all leading Wholesale Houses.

There is a difference.

**CLAY PIPES**

made by us are the best in the world.  
Specify them in your order.

**D. McDOUGALL & CO., Glasgow, Scot.**

**A China Egg**

may fool even the hen, but it makes a mighty poor omelet.

**HOGEN-MOGEN AND ROYAL SPORT CIGARS**

(5-Center)

(10-Center)

are in mere appearance much like other cigars but there the likeness ends. These cigars are made by experts and the quality is unexcelled. Your customers will know the difference.

Don't hesitate to ask for particulars.

**THE SHERBROOKE CIGAR CO., - SHERBROOKE, P.Q.**

# BRAID'S BEST COFFEE



**Roasted or Ground, Packed in 1-2-5-10-25 and 50 lb. Tins, also in Air-tight Fancy Drums and Barrels**

**BRAID'S BEST** is a rich blend of highest test Coffees, has that rich, smooth flavor found only in the highest grade Coffees, and entirely free from any sharp, bitter flavor.

We want your **COFFEE BUSINESS, ALL OF IT**, and are making the lowest possible prices for the high grade of goods handled. We are direct importers, and know all the sources of supply.

Our specialty is **HIGH-GRADE DRINKING COFFEES**, which are roasted fresh every day, insuring full strength, and fine flavor.

Every grocer should carry a stock of **BRAID'S BEST COFFEE**.

Write Us for Samples

**WM. BRAID & CO., - Vancouver, B.C.**

## Quotations for Proprietary Articles.

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents. For charges for inserting quotations in this department apply to Advertising Manager, THE CANADIAN GROCER, at our nearest office.

Dec. 29, 1905.

Quotations for proprietary articles, brands, etc. are supplied by the manufacturers or agents, who alone are responsible for their accuracy.

### Baking Powder.

Ammonia Powder—		
"Bee" brand, 48 5c. pkgs., per case	.....	\$1 75
" " " 37 10c. pkgs., " "	.....	2 00
" " " 10 25c. pkgs., " "	.....	1 75
Cook's Friend—		
Size 1, in 2 and 4 doz. boxes	.....	\$3 40
" 10, in 4 doz. boxes	.....	3 10
" 2, in 6 " "	.....	0 80
" 12, in 6 " "	.....	0 70
" 3, in 4 " "	.....	0 45
Found tins, 2 doz. in case	.....	3 00
12-oz. tins, " "	.....	2 40
5-lb. " "	.....	14 00

### W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$3 00
1-lb. tins, 3 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75

### IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
-doz.	24lb.	10 50
-doz.	5lb.	19 75

### JERSEY CREAM BAKING POWDER.

Size, 5 doz. in case	.....	\$0 40
" 4 " "	.....	0 75
" 3 " "	.....	1 25
" 2 " "	.....	2 25

### OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.	.....	\$0 45
" " " 1 lb., 5 doz.	.....	0 90
" " " 1 lb., 3 doz.	.....	1 25
Borax, 1 lb. packages, 4 doz.	.....	0 40
Cornstarch, 40 pks. in a case	.....	0 75

Freight paid 5 p.c. 30 days.

### MAGIC BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 80
4 " "	5 " "	0 75
4 " "	8 " "	0 55
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	18 " "	1 65
2 " "	18 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55
1 " "	18 " "	

### ROYAL BAKING POWDER.

Royal—	Sizes.	Per Doz.
Dime	.....	\$ 0 95
" 1 lb.	.....	1 40
" 6 oz.	.....	1 95
" 1 lb.	.....	2 55
" 12 oz.	.....	3 85
" 1 lb.	.....	4 90
" 3 lb.	.....	13 60
" 5 lb.	.....	12 30

Barrels—When packed in barrels one per cent. discount will be allowed.

### CLEVELAND'S BAKING POWDER.

Cleveland's—	Sizes.	Per Doz.
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	.....	\$3 25
1-lb. tins, 4 doz. in box	.....	1 25
1-lb. tins, 4 doz. in box	.....	0 75

### "BEE" BRAND BAKING POWDER.

"Bee" brand, 48 6 oz. tins	.....	\$3 50
" " " 36 10 " "	.....	4 00
" " " 24 16 " "	.....	4 50
"Beaver" brand, 24 16 pks.	.....	4 80



### EAGLE BAKING POWDER.

Cases of 48-5c. tins	.....	\$0 45
" 48-10c. tins	.....	0 75
" 24-25c. tins	.....	3 25
" 48-25c. tins	.....	3 25

### Blue.

Keen's Oxford, per lb.	.....	\$0 17
In 10-box lots or case	.....	0 16
Reckitt's Square Blue, 12-lb. box	.....	0 17
Reckitt's Square Blue, 5 box lots	.....	0 16
Gillett's Mammoth, 1/2 gross box	.....	2 00
Nixey's "Cervus", 1/2 squares, per lb.	.....	0 16
" " in bags, per gross	.....	1 25
" " in pepper boxes, according to size	.....	0 02 0 10



### J. M. DOUGLAS & CO.—Laundry Blues.

"Blueol"—10-lb. boxes containing 50 pkgs., 4 squares each	.....	per lb. 16c
"Sapphire" 14-lb. boxes, 1/2 lb. pkgs. per lb.	.....	12 1/2c
"Union"—14-lb. boxes, assorted. 1 & 1/2-lb. pkgs., per lb.	.....	10c

### Black Lead.

Reckitt's, per box	.....	\$1 15
Box contains either 1 gross, 1 oz. size; 1/2 gross, 2 oz., or 1/3 gross, 4 oz.	.....	
Reckitt's Zebr paste, 1-gro. boxes, \$10.20 per gross.	.....	

### JAMES' DOME BLACK LEAD.

Per gross	
2a size	..... \$3 40
2a size	..... 1 50

### Borax.

"Bee" brand, 5 oz., cases, 60 pkgs.	.....	2 25
" " " 10 oz., cases, 48 " "	.....	3 25
" " " 16 oz., cases, 48 " "	.....	4 25

### EAGLE BORAX.

Cases of 5-doz. 5c. packages	.....	\$0 45
" 5-doz. 10c. " "	.....	0 90

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	.....	0 08
" " 7-lb. cotton bags, per bag.	.....	

### Chocolates and Cocoas.

#### THE COWAN CO., LIMITED.

Cocoa—		
Hygienic, 1-lb. tins	.....	per doz. \$6 75
" " 1-lb. tins	.....	3 50
" " 1-lb. tins	.....	3 00
" " fancy tins	.....	0 85
5-lb. tins, for soda water fountains, restaurants, etc., per lb.	.....	0 50
Perfection, 1-lb. tins, per doz.	.....	2 40
Cocoa Essence, sweet, 1-lb. tins, doz.	.....	2 55

#### Chocolate—

Queen's Dessert, 1/2's and 1/4's	.....	\$0 40
" " 1/2's	.....	0 45
Mexican Vanilla, 1/2's and 1/4's	.....	3 25
Royal Navy Rock, " "	.....	0 25
Diamond, " "	.....	0 25

#### Ingredients for cake—

Chocolate, pink, lemon color, lbs.	.....	\$1.75
Orange, white and almond, 1-lb.	.....	1.00

IF YOU WANT A JAM THAT WILL BUILD UP TRADE AND ON WHICH YOU CAN MAKE A NICE PROFIT YOU CAN'T DO BETTER THAN TO ORDER A TRIAL CASE OF 4 DOZ. OF BATGER'S NEW STYLE JAR STRAWBERRY JAM

Agents: ROSE & LAFLAMME, Montreal.

# DON'T RUN CHANCES

with your customers. Get a line of Maple Syrup that is reliable

## "IMPERIAL BRAND" MAPLE SYRUP

has stood the test of years of success. It is reliable. It sells well. It gives a good margin of profit.



ROSE & LAFLAMME

AGENTS, MONTREAL.

Confections—	Per doz.
Cream bars, large boxes.....	\$2.25
"    small	1.85
Chocolate ginger, lbs.....	3.75
"    "    "    "    "    "	2.25
"    "    "    "    "    "	2.25
"    "    "    "    "    "	1.30

Chocolate—	FRY'S.	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		0.29
Pure, unsweetened, 1/2's, 6-lb. boxes		0.42
Fry's "Diamond," 1/2's, 14-lb. boxes		0.24
Fry's "Monogram," 1/2's, 14-lb. boxes		0.24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box	2.40
"    "    "    "    "    "	4.50
"    "    "    "    "    "	8.25
Homoeopathic, 1/2's, 14-lb. boxes	
"    "    "    "    "    "	
Epps's Cocoa, case of 14 lb., per lb.	0.35
Smaller quantities.....	0.37 1/2

**BENSCHER'S COCOA**

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

1 lb. tins, 4 doz. to case.....	\$ .90
"    "    "    "    "    "	2.40
"    "    "    "    "    "	4.75
"    "    "    "    "    "	9.00

JOHN P. MOTT & CO.'S.  
R. S. McIndoe, Agent, Toronto.



	Per lb.
Elite, 1/2's.....	\$0.30
Prepared cocoa, 1/2's to 1/2's.....	0.28
Mott's breakfast cocoa, 1/2's.....	0.38
"    "    "    "    "    "	0.35
"    "    "    "    "    "	0.30
"    "    "    "    "    "	0.27
"    "    "    "    "    "	1.00
"    "    "    "    "    "	0.23
"    "    "    "    "    "	0.31
"    "    "    "    "    "	0.34

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 12-lb. boxes	\$0.35
Vanilla chocolate, 6-lb. boxes.....	0.47
German sweet, 6-lb. boxes.....	0.26

Per lb.

Breakfast cocoa, 1/2, 1 and 5-lb. tins	0.40
Cracked cocoa, 1-lb. pkgs., 12-lb. boxes	0.33
Caracac sweet chocolate, 6-lb. boxes	0.37
Caracac tablets, 100 bundles, tied 5's,	3.00
per box.....	
Soluble chocolate (hot or cold soda)	0.42
1-lb. cans.....	
Vanilla chocolate wafers, 48 to box,	1.56
per box.....	

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch 530 St. Paul St. Montreal.

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. bxs., 12 bxs. in case, 1-lb. pkgs.	33c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	33c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	35c.

Medallion sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	44c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	44c.

Milk chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	35c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	35c.

Vanilla sweet chocolate—

3-lb. bxs., 24 bxs. in case, 1-lb. pkgs.	32c.
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	32c.

Tid-Bit chocolate—

6-lb. bxs., 12 bxs. in case, 1-lb. pkgs.	30c.
12-lb. bxs., 6 bxs. in case, 1-lb. pkgs.	30c.

Diamond sweet chocolate—

6-lb. boxes, 12 bxs. in case, 1-lb. pkgs.	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
"    "    "    "    "    "	4.90	2.45

THE EBY, BLAIN CO., LIMITED.

In bulk—	Per lb.
Club House.....	0.39
Royal Java.....	0.31
Royal Java and Mocha.....	0.31
Nectar.....	0.30
Empress.....	0.26
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



TRURO CONDENSED MILK & CANNING CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4.65
"Reindeer" brand per case (4 doz.).....	5.60



Coffee.

"Bee" brand, 1 lb. tins, cases, 30 tins	9.00
"    "    "    "    "    "	8.70
"Beaver" coffee, 24-1 lb. pkgs.....	4.80
"Sun" brand, 25 and 50 lb. tins—	
Gem, roasted or ground.....	0.30
Extra, "    "    "    "    "    "	0.26
Fine, "    "    "    "    "    "	0.22
Fancy, "    "    "    "    "    "	0.18
"Beaver" (ground only compound).....	0.15

JAMES TURNER & CO.

	Per lb.
Mocca.....	\$0.32
Damascus.....	0.28
Cairo.....	0.20
Sirdar.....	0.17
Old Dutch Rio.....	0.12 1/2

E. D. MAROEAU, Montreal.

	Per lb.
"Old Crow" Java.....	0.25
"    "    "    "    "    "	0.25
"Condor" Java.....	0.30
"    "    "    "    "    "	0.30
15-year-old Mandehing 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
"    "    "    "    "    "	0.60
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0.15
Condor I, 40-lb. boxes.....	45c.
"    "    "    "    "    "	42c.
"    "    "    "    "    "	37c.
"    "    "    "    "    "	35c.

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.....	29

Cheese.

Imperial—Large size jars..... per doz.	\$8.25
"    "    "    "    "    "	4.50
"    "    "    "    "    "	3.40
"    "    "    "    "    "	1.09
Imperial holder—Large size.....	12.00
"    "    "    "    "    "	17.00
"    "    "    "    "    "	12.00
"    "    "    "    "    "	1.40
"    "    "    "    "    "	2.40

# RECKITT'S BLUE and ZEBRA PASTE

{ Always give your Customers Satisfaction.

# GRANULATED SUGAR Extra Standard A Strictly CANADIAN PRODUCT



As Pure as the Purest  
As Sweet as the Sweetest

Equal to Any for All Purposes  
ASK FOR IT

**ONTARIO SUGAR CO., Limited, - BERLIN, Ont.**

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co., Limited, Toronto. C. O. Beauchemin & Fils, Montreal.  
\$1, \$2, \$3, \$5, \$10 and \$20 books.

	Un- num Coupons bered.	Covers and num Coupons numbered
In lots of less than 100 books, 1 kind assorted.	4c.	4½c.
100 to 500 books .....	3½c.	4c.
100 to 1,000 books .....	3c.	3½c.

**Allison's Coupon Pass Book.**

\$ 1 00 to \$ 3 00 books .....	3 cents each
5 00 " .....	4 " "
10 00 " .....	5 " "
15 00 " .....	6 " "
20 00 " .....	7 " "
25 00 " .....	8 " "
30 00 " .....	9 " "
50 00 " .....	12 " "



The Davidson & Hay, Limited, Toronto

**Fly Pads.**



Wilson's Fly Pads, in boxes of fifty 10-cent packets, \$3 per box, or three boxes for \$8.40.

**Infants' Food.**

Robinson's patent barley 1-lb. tins .....	\$1 25
" " " 1-lb. tins .....	2 25
" " groats 1-lb. tins .....	1 25
" " " 1-lb. tins .....	2 25

**Jams and Jellies.**

SOUTHWELL'S GOODS. Per doz  
Frank Magor & Co., Agents.

Orange marmalade .....	\$1 50
Clear jelly marmalade .....	1 80
Strawberry W. F. Jam .....	2 00
Raspberry " " .....	2 00
Apricot " " .....	1 75
Black currant " " .....	1 75
Other jams .....	\$1 55
Red currant jelly .....	2 75

T. UPTON & CO.

**Compound Fruit Jams—**  
12-oz. glass jars, 2 doz. in case, per doz. \$1 00  
2-lb. tins, 2 doz. in case, per lb. 0 07  
5 and 7-lb. tin pails, 8 and 9 pails in crate, per lb. 0 06½  
7 and 14-lb. wood pails, per lb. 0 06½  
30-lb. wood pails, per lb. 0 06½  
**Compound Fruit Jellies—**  
12-oz. glass jars, 2 doz. in case, per doz. 1 00  
2-lb. tins, 2 doz. in case per lb. 0 07  
7 and 14-lb. wood pails, 6 pails in crate, per lb. 0 06½  
30-lb. wood pails, per lb. 0 06½  
**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, 6 pails in crate, per lb. 0 09

**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (60 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
" " 20 5-lb. cans, per can	1 50
" Furity " licorice 10 sticks, per box	1 45
" " 100 sticks, per box	0 75
Dulce large cent sticks, 100 in box, per box	0 75

**Lye (Concentrated).**

GILLETT'S PERFUMED. Per case.  
1 case of 4 doz. .... \$3 60  
3 cases of 4 doz. .... \$3 50  
5 cases or more .....

**Mince Meat.**

Wetthey's condensed, per gross net ... \$12 00  
per case of doz. net .....

**Mustard.**

COLMAN'S OR KEEN'S.  
D.S.F., 1-lb. tins, per doz. \$1 40  
" 1-lb. tins, per doz. 2 50  
" 1-lb. tins, per doz. 5 00  
Durham 4-lb. jar, per jar. 0 75  
" 1-lb. jar, per jar. 0 35  
F. D., 1-lb. tins, per doz. 0 85  
" 1-lb. tins, per doz. 1 45

E. D. MARCHEAU, Montreal.

"Ondor," 12-lb. boxes—  
1-lb. tins, per lb. \$0 35  
1-lb. tins, per lb. 0 35  
1-lb. tins, per lb. 0 32½  
4-lb. jars, per jar 1 20  
1-lb. jars, per jar 0 85  
Old Crow," 12-lb. boxes—  
1-lb. tins, per lb. 25  
1-lb. tins, per lb. 0 23  
1-lb. tins, per lb. 0 22½  
4-lb. jars, per jar 0 70  
1-lb. jars, per jar 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, per doz. \$1 50  
" " quart gem jars, per doz. 3 40

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz. \$1 00  
Home-made, in 1-lb. glass jars, per lb. 1 40  
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 06½  
Golden shred marmalade, 2 doz. case, per doz. .... 1 75

**Pickles.**

STEPHENS'.

A. P. Tippet & Co., Agents.

Cement stoppers (pints) .....

**Salt.**

Cerebos salt, per doz. pkgs. (4 doz. in case) .....

**Soda.**

COW BRAND.



Case of 1-lb. containing 60 pkgs., per box, \$3 00.  
Case of 1-lb. (containing 120 pkgs.) per box, \$3 00.  
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.  
Case of 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. " } .....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case .....	2 25
5 cases .....	2 75

"BEE" BRAND.

"Bee" brand, 50c. cases, 120 pkgs. } \$3 00  
" " 10 oz. cases, 96 pkgs. }  
" " 16 oz. cases, 60 pkgs. } case



# BORDEN'S



**EAGLE**  
Brand Condensed  
**MILK**

**PEERLESS**  
Brand Evaporated  
**CREAM**



LEADERS OF QUALITY

The Selling Prestige of BORDEN'S BRANDS Insures Increased Business to You

**WILLIAM H. DUNN, - MONTREAL AND TORONTO**

Scott, Bathgate & Co., Winnipeg, Man.

Shallcross, Macaulay & Co. Vancouver and Victoria, B.C.

**Soap and Washing Powders.**  
A. P. TIPPET & CO., Agents.

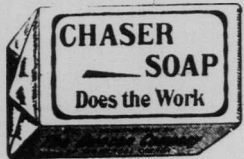
Maypole soap, colors.....	per gross	\$10 30
" " black.....	"	15 30
Oriole soap.....	"	10 20
Gloriola soap.....	"	12 00
Straw hat polish.....	"	10 30

**BABBITT'S.**



Babbitt's "1776"  
6-oz. pkgs. \$3.50 per  
box. 5 boxes a  
freight paid and  
half box free.  
Babbitt's "Best  
soap, 100 bars  
\$4.10 per box.  
Potash or Lye, bxs

each 2 doz., \$2 per box.  
W. H. DUNN AGENT.



**CHASER SOAP.**  
case ..... \$2 40  
Special quotations for quantities.

**(Fairbank)**

**GOLD DUST WASHING POWDER.**

24 25c. packages.....	\$4 65
50 10c. ".....	3 90
100 10c. ".....	3 90
100 10c. cakes (Glycerine Tar Soap).....	6 50
100 10c. cakes (Sanitary Soap).....	6 50
100 5c. cakes (Fairy Soap).....	3 90
100 5c. cakes (Capco Soap).....	3 90
100 5c. cakes (Scouring Soap).....	3 90
100 5c. bars (Santa Claus Soap).....	3 80
100 5c. bars (Mascot Soap).....	3 65
100 5c. bars (Mascot 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
No. 1 " " 2-lb. "	0 05
Canada laundry.....	0 04
Silver gloss, 6-lb. draw-lid boxes.	0 07
Silver gloss, 6-lb. tin canisters....	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal....	0 06
Benson's satin, 1-lb. cartons.....	0 07
No. 1 white, bbls. and kegs.....	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel..... per box 1 25 to 2 50	

**Culinary Starch—**

Benson & Co.'s Prepared Corn.....	0 06
Canada Pure Corn.....	0 05

**Starch—**

Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue, 4-lb. lumps.....	0 08

**Bee " brand starch—**

" laundry, 64-12 oz. pkg. per case	\$5 00
" " " 32-12 " " " " "	2 50
" corn starch 40-16 oz. pkg. " " "	3 00
Sun " borated starch, 40-16 oz. pk. per case.....	3 00
" borated starch, 50 box, 100 lb. keg	0 06
" laundry " 50 " " " "	0 05
Gem " " 100 & 200 lb. kegs	0 05

**BRANTFORD STARCH WORKS, LIMITED**  
Ontario and Quebec.

**Laundry Starches—**

Canada Laundry, boxes of 40 lb.	\$0 04
Aeae Gloss Starch—	
1-lb. cartons, boxes of 40 lb. ....	0 05
Finest Quality White Laundry—	
3-lb. Canisters, cases of 48 lb. ....	0 05
Barrels, 200 lb. ....	0 05
Kegs, 100 lb. ....	0 05
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb. ....	0 07
6-lb. toy trunks, 8 in case.....	0 07
6-lb. enameled tin canisters, 3 in case.....	0 07
Kegs, ex. crystals, 100 lb. ....	0 06
Brantford Gloss—	
1-lb. fancy boxes, cases 36 lb. ....	\$0 07
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	2 50
Celuloid Starch—	
Boxes of 46 cartons, per case.....	3 50

**Culinary Starches—**

Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb. ....	0 05
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb. ....	0 06
Crystal Maise Corn Starch—	
1-lb. packages, boxes 40 lb. ....	0 06

**SAN TOY STARCH.**

10c. pkges, cases 6 doz., per case.....	4 75
---	------

**ST. LAWRENCE STARCH CO., LIMITED.**  
Ontario and Quebec.

**Culinary Starches—**

St. Lawrence corn starch, 40 lb.	0 06
Durham corn starch, 40 lb. ....	0 05

**Laundry Starches—**

No. 1 White, 4-lb. cartons, 48 lb. ....	0 05
" " 3-lb. cartons, 36 lb. ....	0 05
" " 200-lb. bbl. ....	0 05
" " 100-lb. kegs. ....	0 05
Canada Laundry, 40 to 46 lb. ....	0 04
Ivory Gloss, 8-6 family pkgs., 48 lb.	0 07
" 1-lb. fancy, 30 lb. ....	0 07
" large lumps, 100-lb kegs	0 06
Patent starch, 1-lb. fancy, 28 lb. ....	0 07
Akron Gloss, 1-lb. packages, 40-lb.	0 05



**OCEAN MILLS.**

Chinese starch, per case of 5 doz., \$4, less 5 per cent.

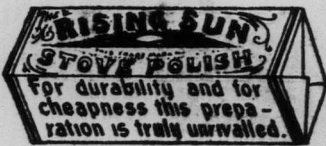
**J. & J. COLMAN'S, LIMITED.**

**Rice Starch—**

Packed in cases of 56 lbs. each (cases free)

No. 1, London—	
In papers of 4 to 5 lbs. ....	6 1/2c.
Blue, white or assorted.	
In Pictorial Cardboard Boxes—	
4 lbs. net weight.....	8 1/2c.
1 lb. gross weight.....	8 1/2c.
1 lb. gross weight.....	9c.
1 lb. gross weight.....	10c.
Buff Starch, for Curtains, Lace, etc., in Cardboard Boxes.	
1 lb. gross weight.....	9 1/2c.

**Stove Polish.**



Rising Sun, 6-oz. cakes, 1-gross boxes	\$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



**W. H. DUNN, AGENT.**

**ENAMELINE**

Enameline No. 0 38	
4, bxs., ea. 3 dz.	
Enameline No. 0 65	
6, bxs., ea. 3 dz.	
Enameline liquid, bxs., ea. 0 80	
3 doz. ....	
Blackene, 5-lb. 0 10	
cans, per lb. ....	
Enameline stove dressing, per doz. ....	0 70

**Syrup.**

**"CROWN" BRAND PERFECTION SYRUP.**

Enamelled tins, 2 doz. in case	\$2 40
Plain tins, with label—	
2 lb. tins, 2 doz. in case.....	1 90
5 " " " " " " " " " "	2 35
10 " " " " " " " " " "	2 25
20 " " " " " " " " " "	2 10
(10 and 20 lb. tins have wire handles.)	
SMALL'S BRAND—Standard.	
5 gal. tins, per can.....	4 40
1 " " " " " " " " " "	4 90
" " " " " " " " " "	5 45
" " " " " " " " " "	5 70

**MOTHER'S FAVORITE MELAGAMA TEA**  
put up in 3, 60 and 100 lb. boxes.

Black, green, mixed, 1 lb. ....	0 18	0 25
" " 1 lbs. & 1/2 lbs. ....	0 19	0 25
" " 1 lbs. & 1/2 lbs. ....	0 20	0 30
" " 1 lbs. & 1/2 lbs. ....	0 28	0 40
" " 1 lbs. & 1/2 lbs. ....	0 35	0 50
" " 1 lbs. & 1/2 lbs. ....	0 40	0 60

3 p.c. off 30 days or 3 months.

**Teas.**

**SALADA CEYLON.**

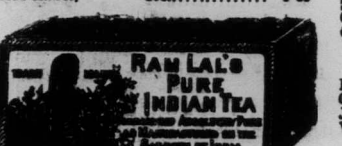
Wholesale. Retail	
Brown Label, 1's.....	\$0 20 \$0 25
" " " " " " " " " "	0 21 0 25
Green Label, 1's and 1/2's.....	0 22 0 30
Blue Label, 1's, 1/2's, 1/4's and 1/8's	0 30 0 40
Red Label, 1's and 1/2's.....	0 38 0 50
Gold Label, 1's.....	0 44 0 60

**KOLONA**  
PURE CEYLON TEA  
BLACK

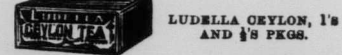
Black Label, 1-lb., retail at 25c. ....	\$0 19
" " 1-lb. ....	0 20
Blue Label, retail at 30c. ....	0 22
Green Label, " " " " " " " " " "	0 22
Red Label, " " " " " " " " " "	0 28
Orange Label, " " " " " " " " " "	0 35
Gold Label, " " " " " " " " " "	0 42
" " " " " " " " " " " " " "	0 55

**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 22
Green Label, " " " " " " " " " "	0 22
Red Label, " " " " " " " " " "	0 28
Orange Label, " " " " " " " " " "	0 35
Gold Label, " " " " " " " " " "	0 42
" " " " " " " " " " " " " "	0 55



Cases, each 60 1-lb. ....	\$0 35
" " " " " " " " " "	0 35
" " " " " " " " " "	0 35
" " " " " " " " " "	0 38



**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 50

**"CROWN" BRAND Wholesale. Retail**

Red Lace, 1-lb. and 1/2-lb. ....	\$0 35 \$0 50
Blue Label, 1-lb. and 1/2-lb. ....	0 38 0 40
Green Label, 1-lb. ....	0 19 0 25
Green Label, 1/2-lb. ....	0 20 0 25
Japan, 1-lb. ....	0 19 0 25

**E. D. MARCEAU, Montreal.**

**Japan Teas—**

"Condor" I 40-lb. boxes.....	\$0 42
" " " II 40-lb. boxes.....	0 37
" " " III 80-lb. boxes.....	0 32
EMD AAA Japan, 40 lb " at.....	0 30
" " AA " 40 " " " " " "	0 27
Blue Jay, basket fired Japan, 70 lbs.,	0 25
"Condor" IV 80-lb. " " " " " "	0 27
" " V 80-lb. " " " " " "	0 25
" " XXXX 80-lb. boxes.....	0 21
" " XXXX 30-lb. " " " " " "	0 19
" " XXX 80-lb. " " " " " "	0 20
" " XXX 30-lb. " " " " " "	0 18
" " XX 80-lb. " " " " " "	0 18
" " XX 30-lb. " " " " " "	0 18
" " LX 60-lb. per case, lead packets (25 1's and 70 1/2's)	0 25

**"Condor" Ceylon black tea in lead packets**

Green Label, 1/2, 1/4 and 1/8 60-lb. cases.....retail	0 25 at 0 30
Grey Label, 1/2, 1/4 and 1/8 60-lb. cases.....retail	0 30 at 0 23
Yellow Label, 1/2 and 1/4 60-lb. cases.....retail	0 35 at 0 26
Blue Label, 1/2, 1/4 and 1/8 60-lb. cases.....retail	0 40 at 0 30
Red Label, 1/2, 1/4 and 1/8 60-lb. cases.....retail	0 50 at 0 34
White Label, 1/2, 1/4 and 1/8 60-lb. cases.....retail	at 0 40

**Black Teas—"Old Crow" blend—**

Bronzed tins of 10, 25, 50 and 80-lb.	
No. 1.....	per lb. 0 25
No. 2.....	" " 0 30
No. 3.....	" " 0 25
No. 4.....	" " 0 30
No. 5.....	" " 0 17

**Tobacco.**

**THE EMPIRE TOBACCO CO., LIMITED.**

Smoking—Empire, 4s, 6s and 12s..... \$0 46

" Amber, 6s. and 12s.	0 60
" Ivy, 7s.	0 60
" Rosebud, 7s.	0 51
" Currency, 12s. and 6s.	0 48
" Old Fox, 12s.	0 48
" Snowshoe, 6s.	0 51
" Pay Roll, 7s.	0 56
" Stag, 10 oz.	0 45
" Bobs, 6s. and 12s.	0 45
" 10 oz. bars, 6s.	0 45
" Fair Play, 6s. and 12s.	0 53
" Club, 6s. and 12s.	0 48
" Universal, 12s.	0 47
" Dixie, 7s.	0 56

**Vinegars.**

**E. D. MARCEAU, Montreal. Per gal**

MD, pure distilled, highest quality..	\$0 23
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 05
Gillett's cream yeast, 3 doz	1 05
Jersey cream yeast, 3 doz. 5c.	1 00
Victoria " " 3 doz. 5c.	1 00
" " " " 3 doz. 10c.	1 00

# WARNING!



## SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

**BRUNNER, MOND & CO., LIMITED**  
**WINN & HOLLAND, Agents**  
**MONTREAL**



## Why Pure Fruit Vinegar Should be Chosen?

Mr. Retailer, you want your vinegar trade to be permanent, don't you? You want to have "no-complaint" customers. Commercial acid vinegars are losing ground every day. Steer clear of them.

## GOLDEN RUSSET VINEGAR

is the vinegar to consider. It is at the front. Honest methods and honest products in the Wilson factory have raised the quality of vinegars and found their highest attainment in Golden Russet Vinegar.

Order Golden Russet Vinegar and no other.  
**THE W. H. WILSON CO., Limited**  
**TILLSONBURG, ONT.**

## TEA HINTS FOR RETAILERS

By JOHN H. BLAKE

YOU should get a copy of this book to-day—it tells all there is to tell about Tea.

- HOW TO TEST TEAS.
- WHERE TO BUY TEAS.
- BULK V. PACKAGE TEAS.
- HOW TO ESTABLISH A TEA TRADE.
- TEA BLENDING, ETC., ETC.

275 pages: Cloth.  
 Price, postpaid, - \$2.00

BOOK DEPT.  
**THE CANADIAN GROCER**  
 10 Front Street East, - - Toronto

## 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**

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1,000 " 40.00

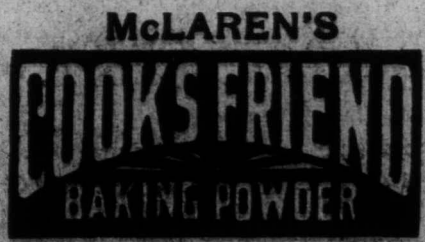
Send for our Booklet which fully explains the scope of the clipping industry.

We have also lists of firms in every branch of trade in the Dominion, the professions, club members, society, etc., and we are prepared to address and mail circulars or letters to those at any time.

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